

1. EXECUTIVE SUMMARY

The company has retained Value Creation – Alternative, www.vc-alternative.com, as an exclusive financial advisor in connection with the sale of part or the totality of the company’s equity.

The company currently offers shared services to a pool of 12 information technology (IT) *startups*, in which it holds a significant minority stake.

Using AngelList historical valuations (angel.co/valuations), the consortium would be valued pre-adjustments at **€223m**.

The company is looking to raise +€10m in exchange of a majority stake of its equity to invest in, host and accelerate 100 IT *startups* over the next 2 years.

WHY INVEST IN 1 STARTUP IF YOU CAN INVEST IN 100?

2. MARKET OVERVIEW

One of the biggest new ideas in computing is Big Data. There is unanimous agreement that Big Data is revolutionizing commerce in the 21st century. When it comes to business, Big Data offers unprecedented insight, improved decision-making, and untapped sources of profit

The market CAGR is around 32% and in 2016, it will be worth around \$26 billion according to IDC.

3. COMPANY OVERVIEW

The company was established in 2011 in the Silicon Valley but has now relocated to Barcelona in Spain. The company has developed its business thanks to the support of public aids and has now proven that the model works.

The company has invested in 12 IT *startups* operating in the Big Data space, of which, 6 are already invoicing and 1 has already been privately funded.

The company has trained 80 co-entrepreneurs since its inception.

4. PUBLIC PARTNERSHIPS

Company’s *startups* are initially financed through public debt. The company has pre-agreements with the following public entities to provide non-recourse loans to its investees.



5. VALUE PROPOSITION

- ✓ Proven business model
- ✓ Outstanding management team
- ✓ Excellent location to hire and retain talent
- ✓ High growth demand for Big Data solutions
- ✓ Captive government support
- ✓ Risk mitigation through diversification and large portfolio
- ✓ Synergies and cross-pollination
- ✓ Shared services to accelerate and increase probability of success
- ✓ Money “in” used to grow the business
- ✓ Control over the company’s governance through ownership of the majority of the equity
- ✓ Competitive advantage for being at the forefront of the innovation
- ✓ Pre-emptive right to invest in the companies of the group
- ✓ Limited downside because of guaranteed revenue stream from investee companies
- ✓ Huge potential upside through the likely IPO of one or several investee companies in the next 5 years

Company is opening up its equity to suitable strategic partners who can help them finance their growth. The management team is willing to remain within the organisation. Valuation is open for discussion because the team is looking primarily for a good strategic fit.

COMPANY LOCATION

Barcelona, Spain

INVESTMENT SOUGHT

+€10 million

COMPANY’S OFFER

A majority stake in equity

SECTOR

IT BIG DATA



HIGH LEVEL FINANCIALS

Group revenue (in million EURO)

2014 ^E	2015 ^F	2016 ^F	2017 ^F	2018 ^F
2.8	3.8	46.6	62.8	260.3

Group total assets (in million EURO)

2014 ^E	2015 ^F	2016 ^F	2017 ^F	2018 ^F
5.7	7.3	13.5	46.1	195

NUMBER OF EMPLOYEES

80

GROUP ESTIMATED NET PRESENT VALUE PRE-AJUSTMENTS

223 million EURO

SHARE OF COMPANY IN INVESTEE COMPANIES

24.9%

CONTACT DETAILS

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Value Creation – Alternative is a Strategy and Corporate Advisory firm. We help companies to develop their business through acquisition and organic grow. We accompany our clients throughout the entire life cycle of their corporate development programme: strategy definition, target search, due-diligence, negotiation, transformation map and change management.

We are a worldwide network of seasoned professionals and have collectively advised M&A projects worth nearly US\$100B.

We support complex strategic and operational business decisions with deep analysis and robust processes. Our methodology is a combination of desk research, interviews and application of our internal know how.

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