



eterus

Eterus Capital

Introduction

June 2022

INVESTMENT STRATEGY

Eterus Capital (“the Fund” or “Eterus”) generally aims its investments at **well-established companies** with **experienced management** and **interesting growth prospects**, aiming to create an **impact** by selecting **businesses with strong potential to capitalize** on own operational and strategic capabilities.

Portfolio company selection scope includes **sector-agnostic investments in Slovakia**, preferably with **exposure to international markets**.

Eterus typically targets **minority growth equity investments, add-on acquisition financing, buyouts, and recapitalizations**. The Fund does not provide mezzanine or bridge financing.

Capital allocated to portfolio companies is directed at **supporting growth, solidifying market position, and improving financial performance**. Typical use of funds includes product and market expansions, scale-up, or marketing and business development expenditures, as well as the strengthening of core competences, team, and operational efficiencies.

€40m

Funds under management

€2-2.5m

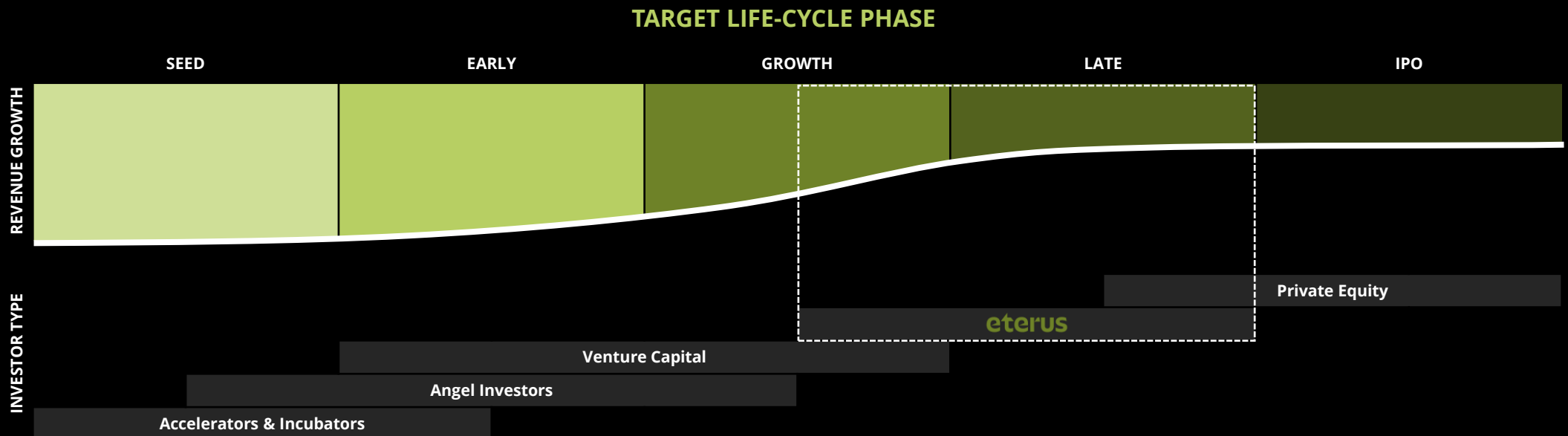
Preferred ticket size

5-7y

Preferred holding period

Agnostic

Industry focus



KEY HIGHLIGHTS

€48m

Invested capital since inception (including re-invested capital)

€24m*

Current investment exposure (equity & loans)

€21m

Divested capital

23

Total investments

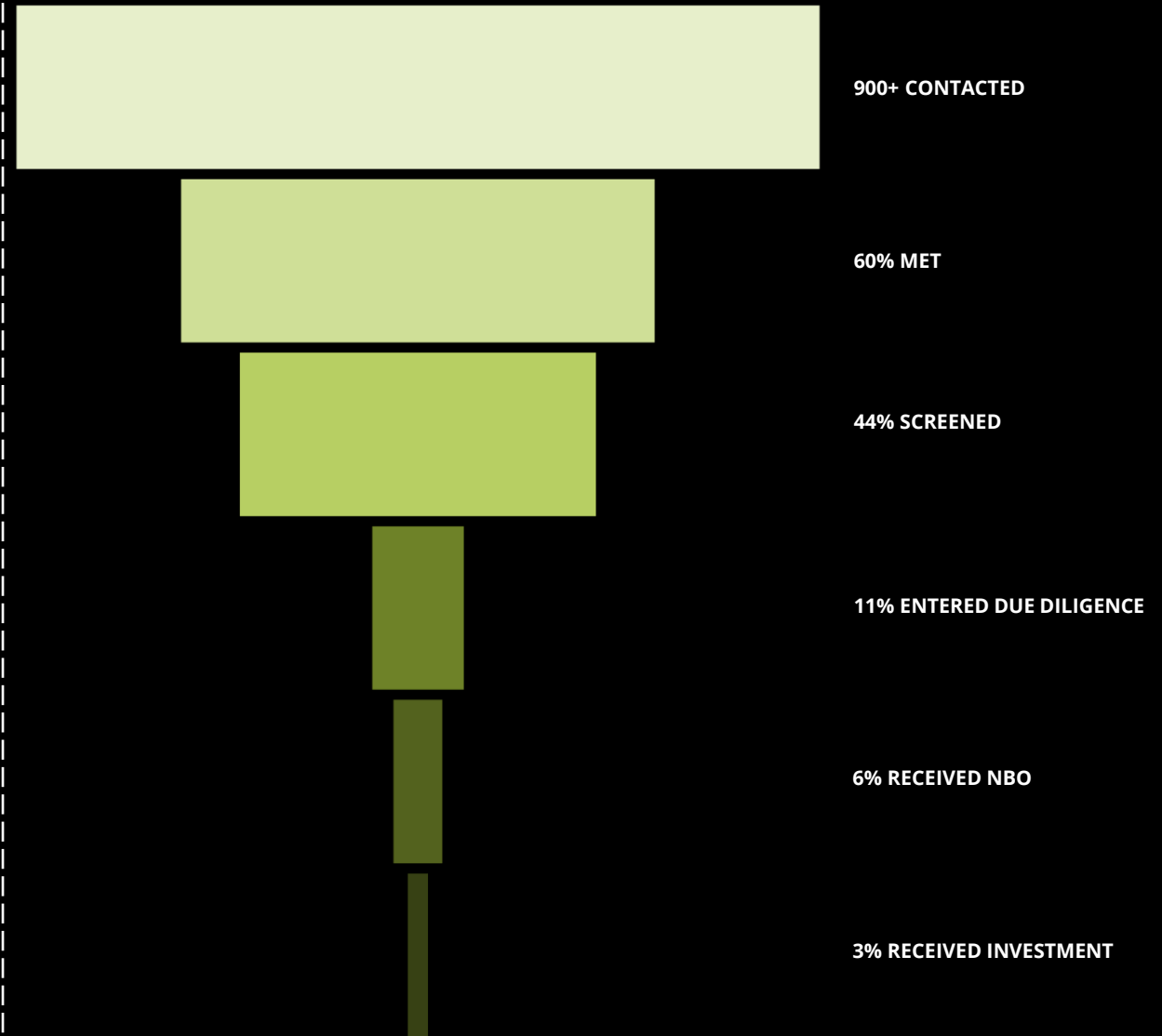
13

Active investments

13

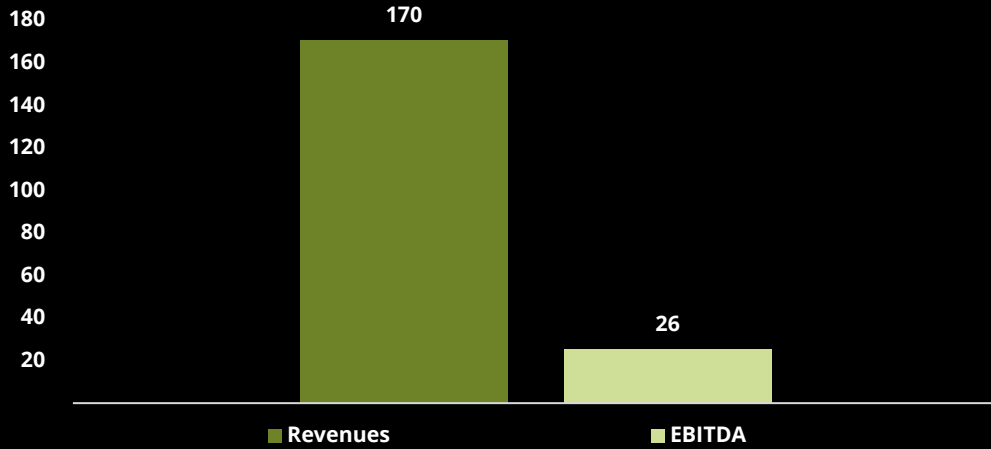
Full and partial divestments

PROSPECT FUNNEL

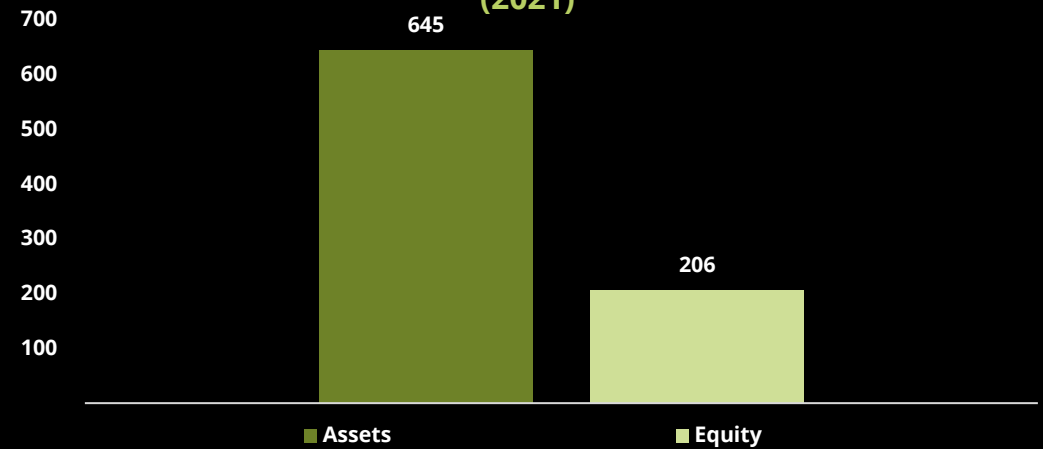


* as of June 2022

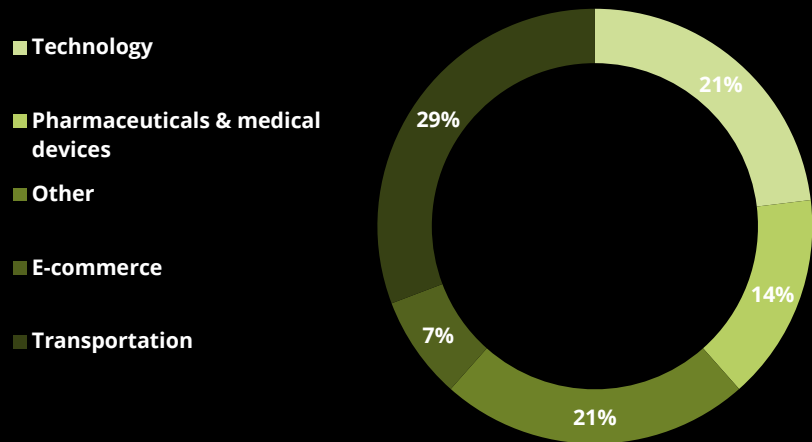
PORTFOLIO COMPANIES INCOME, m. EUR (2021)



PORTFOLIO COMPANIES BALANCE SHEET, m. EUR (2021)



INDUSTRY BREAKDOWN (2021)



EMPLOYEES BY REGION (2021)



1.4k+
Full-time employees



SYGIC
Status: Invested
Industry: Technology
Description: Developer of GPS navigation applications and innovative navigation solutions for retail customers and business clients.



GROUP SOLVER
Status: Invested
Industry: Technology
Description: Market research company deploying machine learning to conventional data collection techniques..



VIRTUAL REALITY MEDIA
Status: Invested
Industry: Technology
Description: Designer, developer and producer of full flight and full mission simulators.



CTI GROUP
Status: Invested
Industry: Medical devices
Description: Manufacturer of syringes, lancets, surgical suture materials and other medical devices.



AYERIM
Status: Invested
Industry: E-commerce
Description: Eyewear e-commerce leader in CEE focused on re-selling sunglasses and prescription glasses.



ECOCAPSULE
Status: Invested
Industry: Off-grid housing
Description: Manufacturer of smart self-sustainable microhomes.



HOPIN
Status: Invested
Industry: Technology
Description: Developer of a ride-hailing application which allows users to order taxis and luxury and limousines.



EEI
Status: Invested
Industry: Transportation management
Description: Developer and operator of parking systems.



CHÉMIA SERVIS
Status: Invested
Industry: Construction
Description: Supplier of unique construction materials.



SANECA PHARMA
Status: Invested
Industry: Pharmaceuticals
Description: Contract manufacturer of generic medicines and active pharmaceutical ingredients.



BETAMONT
Status: Invested
Industry: Transportation
Description: Technology company with focus on rail and road transportation.



ADOTEL-HEX
Status: Invested
Industry: Technology
Description: Engineering and consulting company specializing in the field of railway transport, road transport and telecom.



Retail RE
Status: Invested
Industry: Real Estate
Description: Real estate asset combining retail and leisure activities



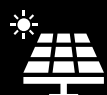
INDULONA
Status: Divested
Industry: Cosmetics
Description: Company focused on development and sale of Indulona and Parexyl cosmetics.



DRIVING ACADEMY
Status: Divested
Industry: Transportation
Description: Operator of driving academy.



WINDOWGLASS
Status: Divested
Industry: Construction
Description: Glass producer for windows and interior solutions.



SOLAR PORTFOLIO
Status: Divested
Industry: Renewables
Description: 7 solar power plants with a total installed capacity of 10 MW.



 **PARTIAL EXIT**
Involvement:

- Creation and implementation of ESOP, 2 add-on acquisitions, scale-up of the business, automotive solutions, strategic maneuvering in the dynamic market conditions

Highlights:

- Full-fledged M&A negotiation and partial exit to Eurowag, integrated digital mobility services platform (2021: 153 m EUR sales, 70 m EUR adj EBITDA)
- Eurowag listed in London Stock Exchange, Eterus remains minority investor



 **FULL EXIT**
Involvement:

- Full rebranding, sales force and distribution build from scratch, introduction of new product lines, responsible for product strategy, supply and value chain, renegotiation of the contracts, full management and controlling functions

Highlights:

- Full-fledged M&A negotiation and full exit to Sarantis Group, multinational consumer products company with 50 years history and market capitalization of app. 490 mil. EUR



 **FOLLOW-ON INVESTMENTS**
Involvement:

- Regular participation on board meetings, roadmap brainstorming, strategic advice and „devils advocate“ position in internal decision-making process

Highlights:

- €1.5m and \$1.5m commitments within 2 years



 **CONTINUOUS SUPPORT**
Involvement:

- Creation of management teams and processes, re-focusing of value chains, identification and broadening of products offering, business reorganization, additional capital invested into CAPEX programs (in total CAPEX in both companies exceeds EUR 30 mil.) and introduction of new technologies

Highlights:

- 3 add-on cross-border acquisitions (Ireland, Denmark, Czech republic)

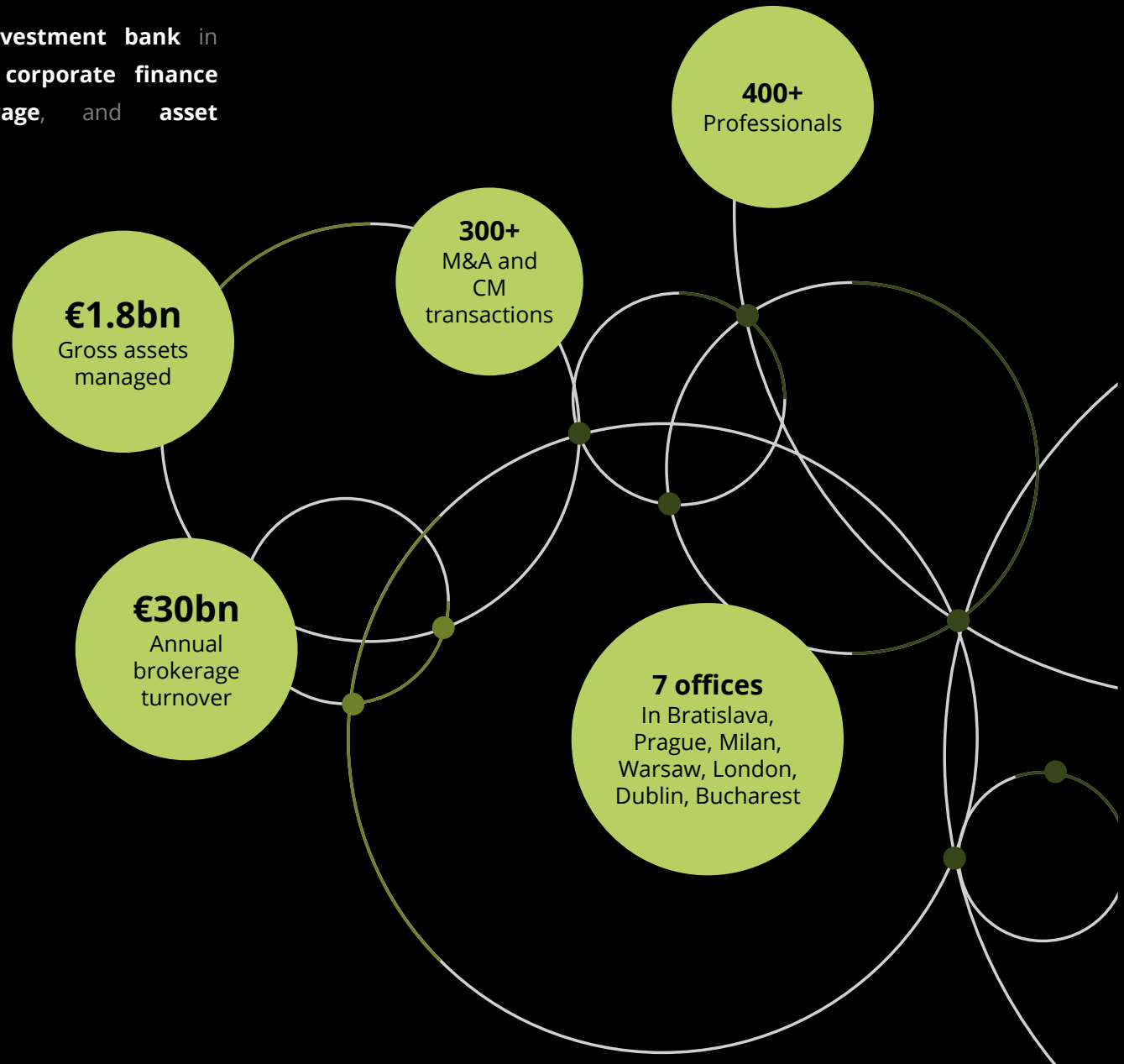
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&
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INVESTMENT BANKING

CAPITAL MARKETS

ASSET MANAGEMENT

WOOD & Co. is a leading **investment bank** in Emerging Europe focused on **corporate finance services, securities brokerage, and asset management.**



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