



CLASS

Conference 2012

Cloud Assisted Services

Venture Capital Fundraising

Both sides of the story

Rok Habinc, General Partner, S.T. Hammer d.o.o.

Matej Zalar, CEO, Visionect d.o.o.

STH VENTURES

DRUŽBA TVEGANEGA KAPITALA, D.O.O.

- Founded in 2010
- Founder and legal representative
 - S.T. Hammer, družba za investiranje, d.o.o.
- Investors: 51% private, 49% Republic of Slovenia
- VC fund size: 7,5 mio EUR
- Geographical focus: at least 70% in Slovenia
- No sector limitations
- Currently 2 investments



VISIONECT

- Founded in 2007
- Tablet device for enterprise
- Bootstrapping and government tenders
- More than 30 R&D projects
- 11 international awards
- Development partner with EPSON and E Ink



The Investment process



The Investment process

- Deal Flow Generation
- Deal Screening
- Due diligence
- Investment decision
- Structure transaction
- Investment management

Fundraising process



Fundraising process

- Understand the process
- Know when you are ready
- Identify relevant VCs
- Prepare documentation
- Approach relevant VCs
- The pitch
- Further meetings and updates
- Term sheet + negotiation
- Due diligence
- Sign the deal

Thank You

Rok Habinc
S.T. Hammer d.o.o.

rok.habinc@sth.si

www.sth.si

+386 5 90 747 90

Matej Zalar
Visionect d.o.o.

matej@visionect.si

www.visionect.si

+386 31 832 270