

# Advantum Corporate Finance

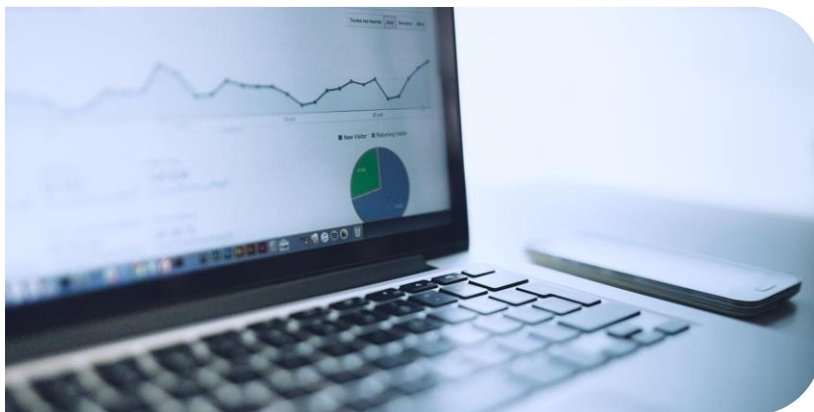
Capital raising, business plan development and coaching for growth companies



## Business Plan & Financial Modelling

We support our clients in all aspects of business plan development, from financial modelling to strategic advice. We make sure that the client can take confident data-driven decisions and deliver all relevant metrics for capital providers and other stakeholders. From there it's just one step to company valuation supported by thorough benchmark selection and transaction analysis.

- Business plan development
- Valuation and market analysis
- Metrics and forecasts



## Capital Raising

Raising funds is a resource consuming process and it's common to spend several months on a successful funding round – time that also needs to be spent on building your business. So partner up: We have advised various growth companies by raising capital from VCs, business angels, corporate venture arms as well as public sources. We will guide you through the whole process from investor selection, pitch preparation and networking to closing. Save time: Our past deals give us direct access to a broad network of active investors.

- Pitch preparation
- Investor research and approach
- Due diligence

## Coaching

Funding decisions are equally dependent on the idea as well as on the team presenting it. Sending over a pitch deck and some metrics to a potential investor is one thing, presenting your vision and potential in person yet another. We support you in communicating your message in a successful way, by emphasizing the right elements and sharpening your go-to-market strategy.

- Strategic advice
- Start Up coaching
- Advisory board recruiting

## Exit Strategies

While founders spend their time on developing and growing their companies, they often neglect having a clear-cut exit strategy necessary for VCs. Whether in 10 months or 10 years, your ambitions should be reflected in the decisions taken already in the early stages. We advise you on matters ranging from choosing the appropriate legal entity, granting of options, structuring shareholder agreements to IP related topics. We make sure you're in control as long as you're on board.

- Formulating exit strategies
- Decision-making processes that are compliant with the strategy
- Advising on legal structure and the associated documents

## Our competences



## Track Record

Advantum has advised numerous start ups and growth companies on raising funds from venture capital firms and alternative sources

## Selected clients





## Corporate Finance Advisory with Global Presence

With offices in Tallinn, London, Berlin, Vienna, Seattle and Beijing, our geographical scope covers the German-speaking region and other selected European countries, while working extensively with investors from Asia and United States on investment and acquisition opportunities in Europe.



*Focus on growing your company  
Be creative where your talents lie.  
Let us take care of the rest...*

### Our offer

1. Kick things off with a 30 minute free consultation over the phone.
2. Retain us for a low fixed fee and we'll support you in preparing the business plan and other pitch materials, coach your team and select the appropriate investor universe for the capital raising process.
3. Only after successful completion of the fundraising process, a success fee is paid based on the total amount raised.

## Entrepreneurs with Global Reach

Our international, entrepreneurially-minded team combines long-term M&A experience with industry knowledge. For more than 20 years our experts have been supporting growth companies and providing them access to our network of venture capital and private equity investors, family offices and business angels. Our office locations cover key financial markets around the world and are managed by local and dedicated professionals having access to all relevant financial hubs.



**Felix Schauerte**  
Founder &  
Managing Director



**Fabian Pohl**  
Director  
Western Europe



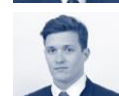
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**Grzegorz Sadowski**  
Director  
CEE



**Giuseppe Curatolo**  
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United Kingdom



**Lauri Lepik**  
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