



Austria Wirtschaftsservice

Boosting innovation

A stylized graphic of a pencil, composed of several parallel lines that converge to a point at the top right, pointing towards the section header.

Who we are?

- Austria's federal promotional bank over 60 years of know-how in entrepreneurial, economic and innovation support
- Our mandate enables us to offer a broad range of company-related investments, assistance programs, consultancy services and financing facilities – ranging from entrepreneurial spirit, pre-seed phase up to the expansion and internationalisation stages.

In 2017, aws supported



5.000+

companies with a total financing
volume of

1.145 Mio. EUR



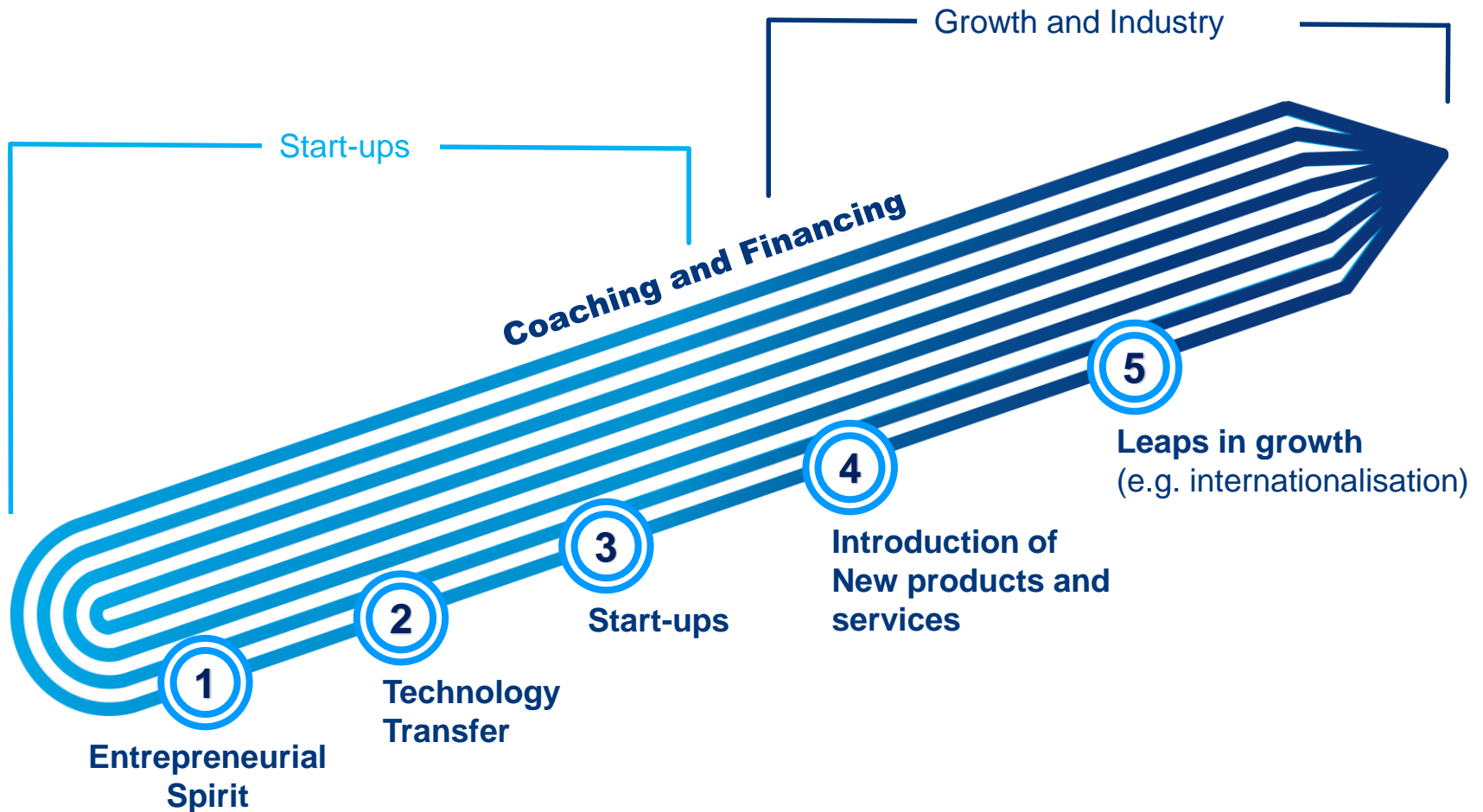
thereof financing volume for Start-ups



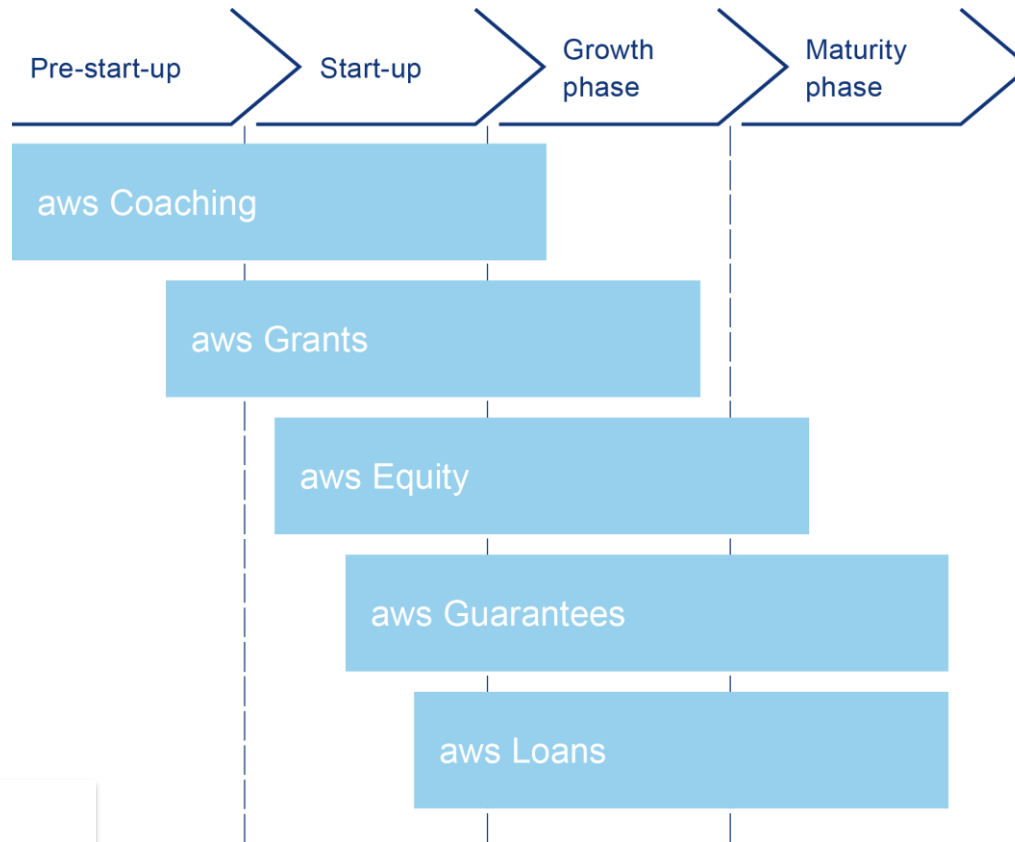
295 Mio. EUR



Five entrepreneurial challenges



Life cycle of enterprises – allocation of aws instruments



A stylized graphic of a pencil, composed of several parallel lines that converge to a point at the top right, pointing towards the main title.

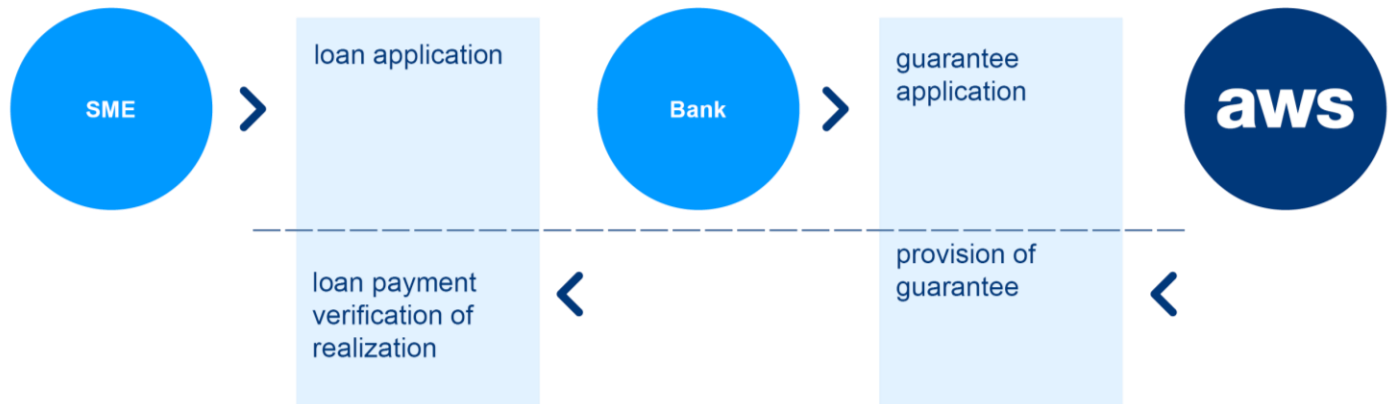
aws guarantees

Fixed assets (tangibles and intangibles) and working capital for:

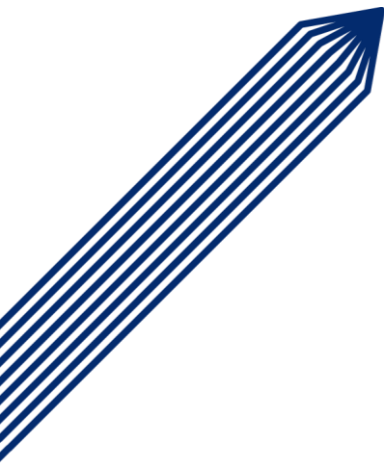
- Start-up companies
- Growth and innovation projects of SME and midcaps
- Takeovers (e.g.: MBO, MBI)
- Internationalisation



aws guarantees



aws Equity Instruments for Start-ups



Goal: ensure access to risk capital/provide equity capital to Austrian SMEs,
catalyse private investments



GLOBAL INCUBATOR NETWORK

The ONE-STOP-SHOP providing
TAILOR-MADE SERVICES
for international cooperation

 GLOBAL
INCUBATOR
NETWORK

**ACCESS
ALL
AREAS**

AUSTRIA

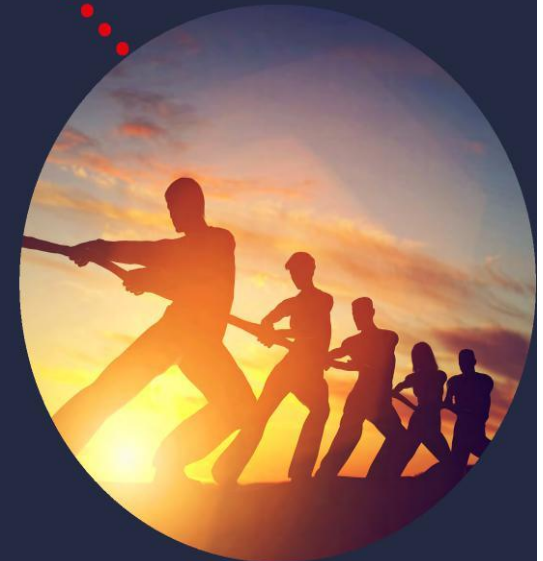
Startups



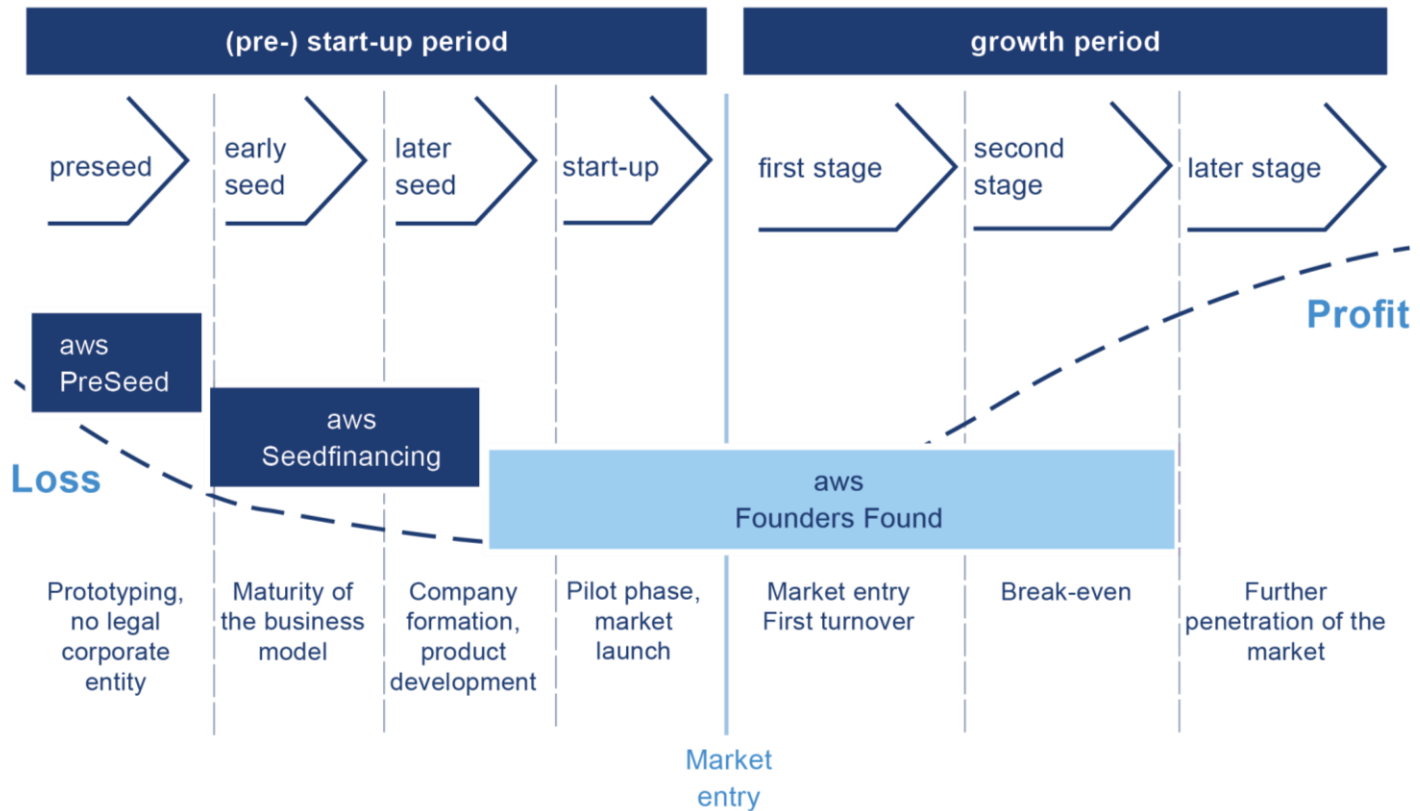
Investors



Incubators



aws early stage funding



A stylized graphic of a pencil, composed of several parallel lines that converge to a point at the top right, pointing towards the main title.

Seedfinancing: Capital and ...

Mezzanine – capital (re-payable grant)

- Risk capital: no collaterals necessary
- No shares taken
- Up to EUR 800.000 per project, milestone dependent
- Grace period: approx. 10 years
- Re-Payment: capital is paid back only in case of profit

A stylized graphic of a pencil, composed of several parallel lines that converge to a point at the top right, pointing towards the text.

... Coaching

active involvement

- Coaching/Consulting by Investment managers with strong technological background and industry experience as well as financial expertise to increase and ease access to financing



aws Founders Fund

Austrian Venture Capital Fund

- Equity and mezzanine investments
- Lead or co-investor
- Investment horizon up to 10 years

Investment Criteria

- Start-ups with Austrian headquarter
- Early stage & growth financing (later seed, series A, B)
- Revenue: max. 50
- Founder stake: > 25 %
- Technology focus with scalable business model, clearly identifiable customer benefit and „proof of concept“

Fund Volume	EUR 68.5M
Equity Tickets	EUR 0.1 – 3M
Investment Types	<u>Equity investments:</u> co investments <u>Mezzanine investments</u>
Investment Situations	<u>Early stage</u> (with co-investor) Later seed stage Market entry <u>Growth stage</u> (with co-investor) Series A/B Internationalisation

aws Founders Fund Portfolio

involvement

successful exits



The logo consists of the lowercase letters 'aws' in a bold, sans-serif font, centered within a white circle. The circle is positioned in the upper right quadrant of the dark blue background.

aws

Austria Wirtschaftsservice Gesellschaft mbH
Walcherstraße 11A
A - 1020 Vienna

P +43 1 50175 – 0

E office@aws.at

www.aws.at