



# nocc

Nordic Cleantech Capital

Updated: 25 Dec 2016

# Agenda



About us

What we are looking for

Contact information

# The founding team have complementary areas of expertise

Meet the founders



Torkel Elgh



Per Tjernberg



Olov Rydsäter



Mattias Hultheimer

## Professional background

- Wallenius Water: President
- AlfaWall: Chairman
- Lightlab: Board member
- Investor: Industrial advisor
- Groupe CAT: Board member
- Wallenius Wilhelmsen Logistics: Head of Logistics Europe & Africa
- Electrolux Logistics: President
- TNT Express: Operations manager

- Zuite, EFFSO, ENTEA, Prodentor: Founder and chairman
- HANZA Holding (publ.): Chairman
- Ericsson: SVP, Sourcing and IT
- Acando/Frontec: CEO and member of the board
- Telia: SVP, Sourcing and logistics
- Gyproc: CPO Sourcing
- BearingPoint: Senior advisor
- Arthur D. Little: Senior Consultant

- Founder of a health startup
- Freelance M&A advisor
- Ericsson: Internal strategy consulting
- BearingPoint: Manager in Strategy/Operations

- Angel investor and board member/chairman in several private and public companies
- EFFSO, Spendency, CCustomer: CEO/Founder
- Inission: Board Member
- Learning4u: Chairman
- reLean: Chairman
- SILF Competence: VP Sales and Operations
- Casma Gruppen: Management consultant

## Education

- M.Sc. Metallurgy and materials

- M.Sc. Mechanical engineering

- M.Sc. Computer science
- B.Sc. Finance

- M.Sc. Finance

# Why did we start this company?

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- 1 Our mission is to make a **positive impact** on our planet and humanity
- 2 We believe that **technology** has the opportunity to achieve such an impact
- 3 We believe that all organizations will need to **adopt** to our planet's boundaries, creating an **enormous market**
- 4 We believe that we can contribute to this transition by ensuring efficient **capital allocation** to cleantech companies and by helping companies **bridge technology development** with **market needs**



# The core team have experience as executives, founders and advisors

## Our experiences

### Management & Entrepreneurship

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- ✓ Executive leadership in large and small enterprises
- ✓ Founding, financing, growth and exit from own startups
- ✓ Listed company board experience
- ✓ International mgmt/board experience

### Cleantech

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- ✓ Industrial/investor network in Nordics, China and India
- ✓ Water treatment
- ✓ Industrial applications
- ✓ Consumer applications
- ✓ Research & development

### Mergers & Acquisitions

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- ✓ Buy-side experience - advisory and as executive/owner
- ✓ Sell-side experience - advisory and as executive/owner
- ✓ Commercial/financial due diligence
- ✓ Corporate valuation
- ✓ IPO and listing readiness
- ✓ Reverse-integration M&A
- ✓ Add-on acquisitions
- ✓ Industry roll-up
- ✓ Strategic options assessment

### Strategy & Operations

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- ✓ Executive coaching and interim management
- ✓ Corporate restructuring and turnaround
- ✓ Business plan development
- ✓ Ramp up/industrialization
- ✓ Market research
- ✓ Fact-based strategy development
- ✓ Supply chain and procurement
- ✓ Negotiation
- ✓ Organization and recruiting
- ✓ Insolvency management

# We develop the Nordic Cleantech industry, with or without sharing risk

## Our business model

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### What we are looking for

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#### Cleantech companies

- Nordic companies active within Cleantech
  - Venture
  - Industrialized
- Technology leadership and technical proof of concept achieved
- Satisfied customers and market proof of concept
- Potential to scale technology abroad

#### Investors

- Co-investors
- Non-Nordic investors

### What we offer

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- Board support as board member or chairman
- Management support as advisors or interim managers
- Market research
- Fact-based strategy development
- Managing capital raise or full exit processes
- Executive coaching
- Interim management
- Portfolio management
- Strong cleantech network in Europe, China and India

### Our collaboration models

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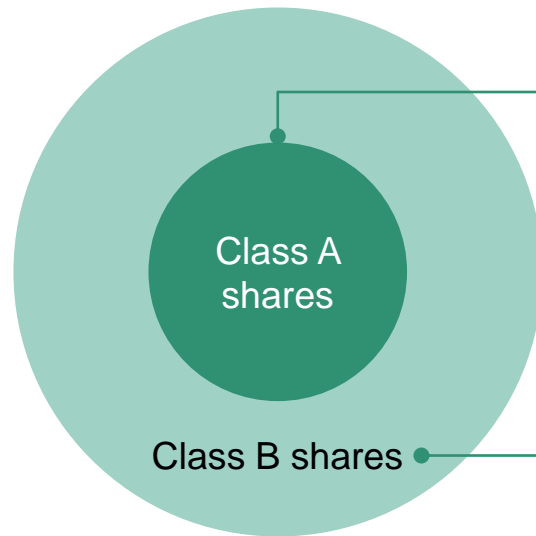
- Risk-sharing
  - Equity investments
  - Consulting paid with shares
- No risk-sharing
  - Fixed fee advisory
  - Running assignment advisory



# Investors may choose between two share types and associated commitments

## Ownership structure

### Share classes



### Shareholder role and commitment

- Company's management team and board
- Need to dedicate time to holdings as board members, management support or interim managers
- Financial investors, preferred dividend share
- Not expected to dedicate time to holdings
- Offers network to cleantech companies
- Board position offered to ownership over certain threshold

### Rationale

- Has mandate to decide and act
- Rapid decision making
- Passive investors enjoys good financial development

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# We select our investments through three types of screening criteria

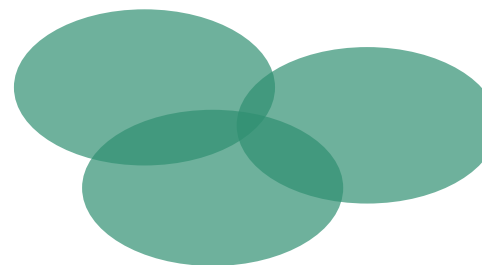
Our criteria

## Criteria

Business type

Companies with...

- ... potential to make a positive impact on our planet
- ... technology leadership
- ... global potential



Technology domain

Companies in the technology domains...

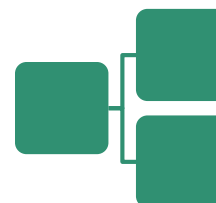
- ... Water treatment
- ... Efficient grids
- ... Air treatment
- ... Agritech
- ... Energy storage



Financials

Companies which are displaying...

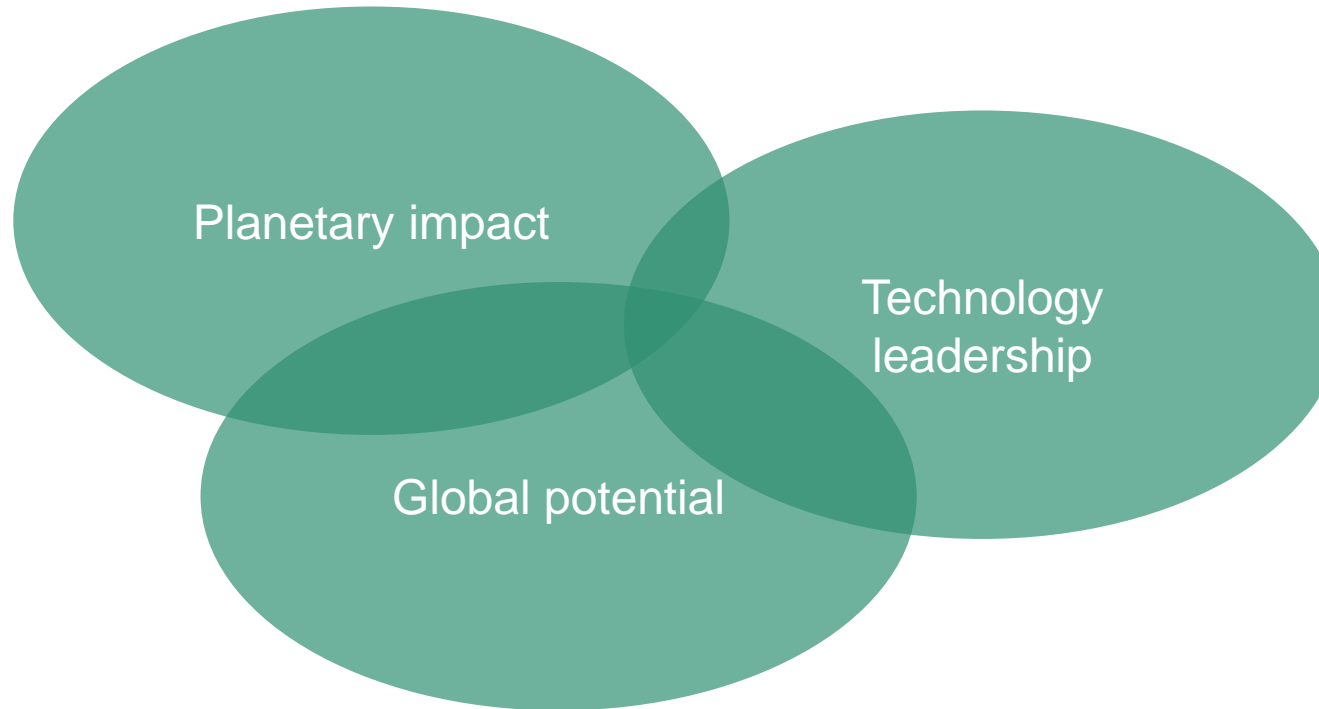
- ... profitability
- ... positive revenue and EBIT trends



# The businesses we invest in fulfill three strategic criteria

Business type

- Potential to make a significant positive contribution to our planet's ecosystem
- Based on the '9 planetary boundaries'



- World-leading technology
- Protectable technology
- Technology is not relying on a few individuals

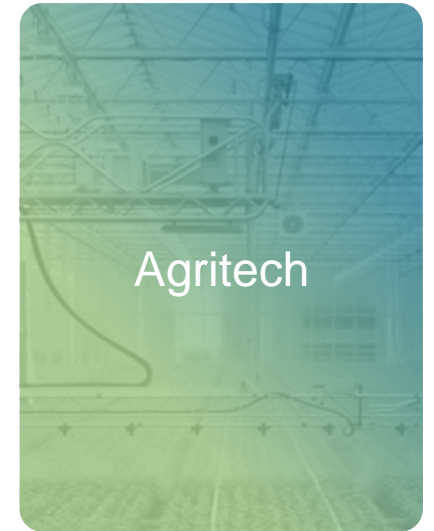
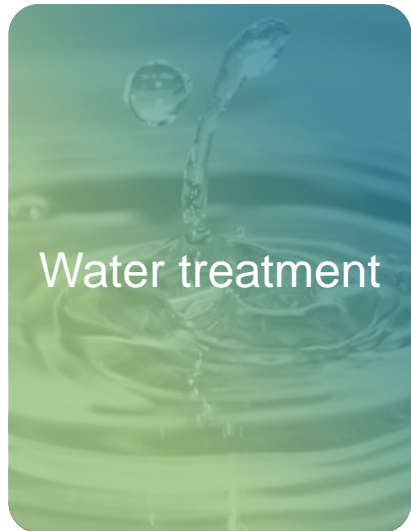
- Scalable business
- Solves a global challenge
- Global market potential

Note: The '9 planetary boundaries' have been developed by the Stockholm Resilience Center

We invest in the five technology domains in which we have experience and network

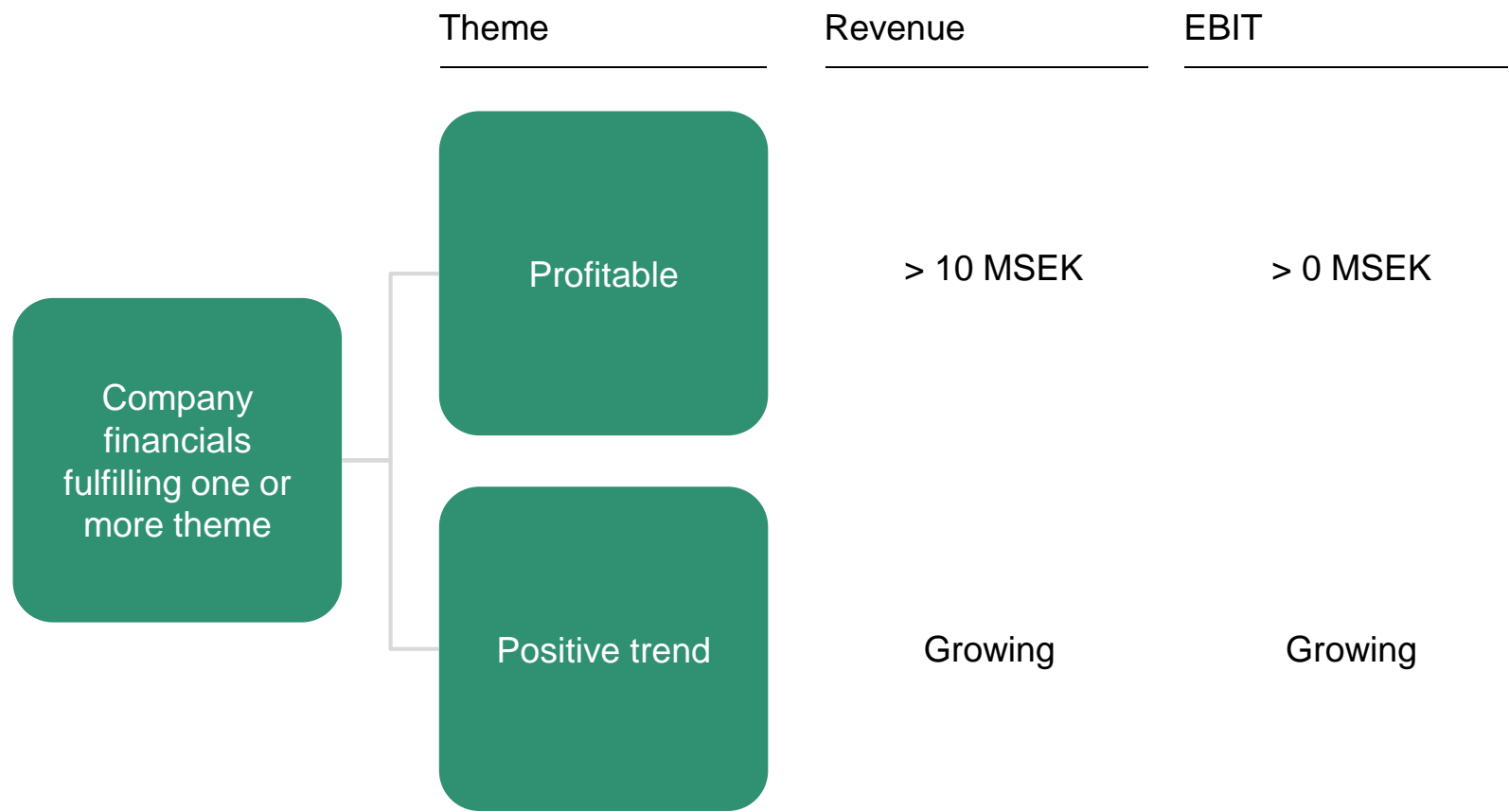


Technology domain



# Companies must either be profitable today or showing a positive trend

Financials



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About us

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## Contact information

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The background of the image is a misty forest landscape. The left side is a soft, hazy green, while the right side transitions into a deep, atmospheric blue. In the center, a dense forest of evergreen trees is partially obscured by a thick layer of white mist or fog. The overall mood is serene and ethereal.

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