

## BayBG's range of private equity programs

	Expansion	Venture capital	MBO*/MBI*	Turnaround
<b>Target groups</b>	Industrial, larger skilled-trade, retail and service companies with growth potential	Companies that have technology-driven products and/or services (start-ups, established companies)	Small and medium-sized enterprises that <ul style="list-style-type: none"> <li>• must plan business succession</li> <li>• want to spin off company segments</li> </ul> Executives who want to acquire a company or part of it	Companies with promising business concepts that are facing a crisis or just experienced one
<b>Strategic options</b>	<ul style="list-style-type: none"> <li>• Capacity expansion</li> <li>• Internationalization</li> <li>• Investment in new markets</li> <li>• Streamlining</li> <li>• Optimization of the capital structure</li> <li>• Replacement of mezzanine debt</li> </ul>	<ul style="list-style-type: none"> <li>• Innovative, market-focused product development</li> <li>• Market entry</li> <li>• Investment</li> <li>• Working capital</li> </ul>	<ul style="list-style-type: none"> <li>• *MBO = management buyout;</li> <li>• *MBI = management buy-in</li> <li>• Spin-offs</li> <li>• Replacement of business owners</li> </ul>	<ul style="list-style-type: none"> <li>• Co-financing of restructuring steps</li> <li>• Streamlining of business processes</li> <li>• Modification of the product range</li> <li>• Entry into new markets</li> <li>• Working capital</li> </ul>
<b>Type of investment</b>	<ul style="list-style-type: none"> <li>• Silent (mezzanine) partnership</li> <li>• Open (direct) investment (minority stake)</li> <li>• Combined (silent/open) investment</li> </ul>			
<b>Size of investment</b>	€ 10,000 to € 7 million	€ 250,000 to € 1.5 million, an increase up to € 7 million is possible if signs of business progress are seen	€ 250,000 to € 7 million	€ 500,000 and more
<b>Term</b>	Generally between six to 10 years			
<b>Other services</b>	Consultation services regarding financing and business issues, wide network of service providers, discussion partner in strategic matters			
<b>Information required for an initial assessment</b>	Detailed company information about products, markets, current annual financial statements, target figures, etc.			
<b>Conditions</b>	Individually determined (risk focused)			

### Special programs

**Start-ups:** Silent partnership ranging from € 20,000 to € 250,000 for companies that have been in business for up to five years.

**Capital for skilled-trade, retail and industrial companies:** Silent partnership ranging from € 10,000 to € 100,000 for companies that have been in business for more than five years.