

Welcome

- Practical information
 - Please have your microphone muted during the webinar
 - Please ask your questions through chat. Also add in the chat if you would like to ask a question live
 - Presenters will be answering questions after their session
 - The webinar will be recorded



Capital and Investors

In this fifth and final webinar we will focus on value creation, growth and exit.

- Working with active owners
- Exit phase

23 March Webinar, 09:00 – 11:00: Value creation, growth and exit. We will describe and present what it means and implies to work with active owners to implement a growth plan. Furthermore, we will focus on the exit phase – ie. preparations for sale of either part of the company or a complete 100 % sale.

[Register for this webinar](#)

Previous courses:

- **16 February Webinar, 09:00 – 11:00:** Real life stories and examples. A CEO/owner of a mature company which has worked with financial investors will share his experience. The purpose is to share the experience of how to work with financial owners as a CEO.
- **24 February Webinar, 09:00 – 11:00:** Preparations and Business Plan. How to adequately prepare for an investor process and to develop a business plan. The purpose is to give a good instruction on which topics to cover and how to organise and build a good index.
- **9 March Webinar, 09:00 – 11:00:** Investors and the investment process. We will describe and characterize the main types of investors. We will focus mainly on financial investors, but also cover industrial investors, seed capital, business angels, venture capital and private equity - and describe the differences.
- **16 March Webinar, 09:00 – 11:00:** Investor presentation. We will present how to write and give a good investor presentation.

The Cluster Map



Corporate



Entrepreneur



Capital

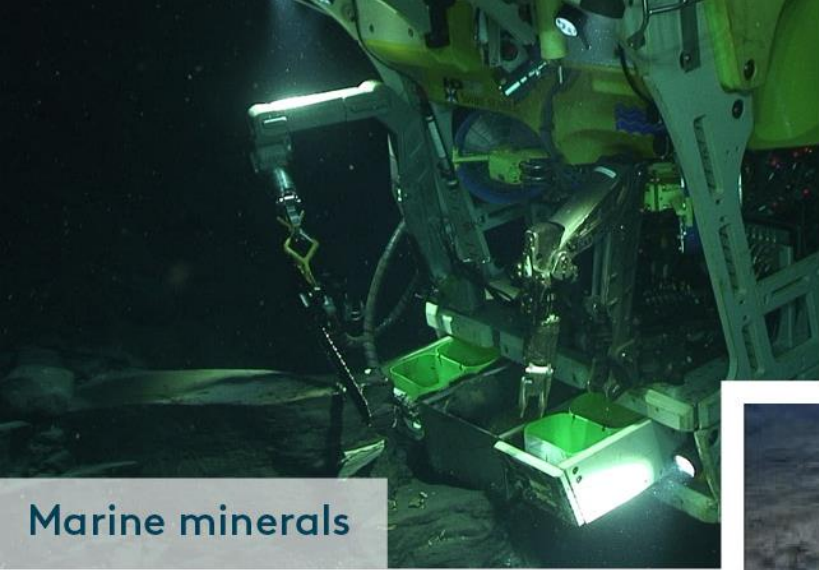


Academia & Institutes



Government

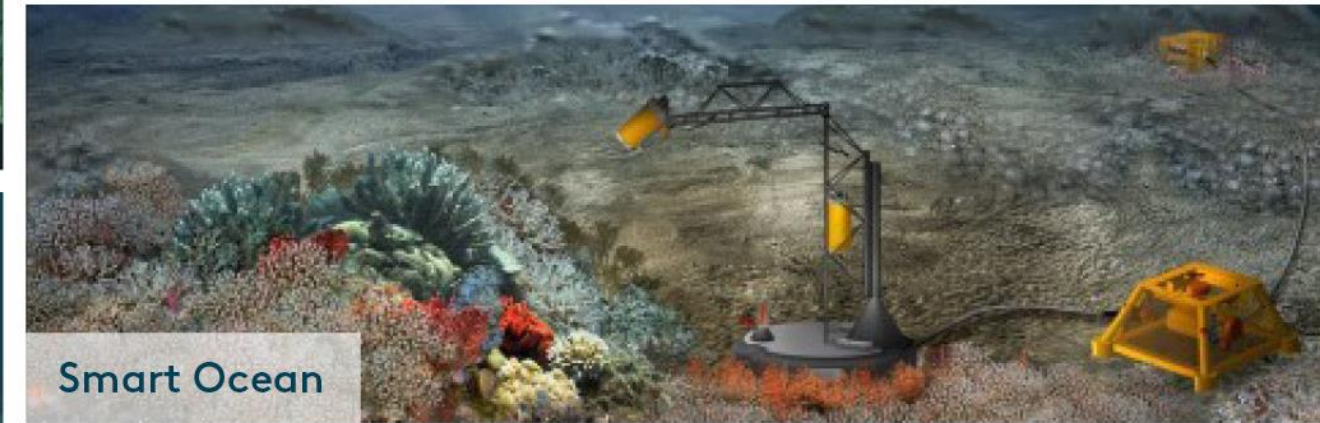




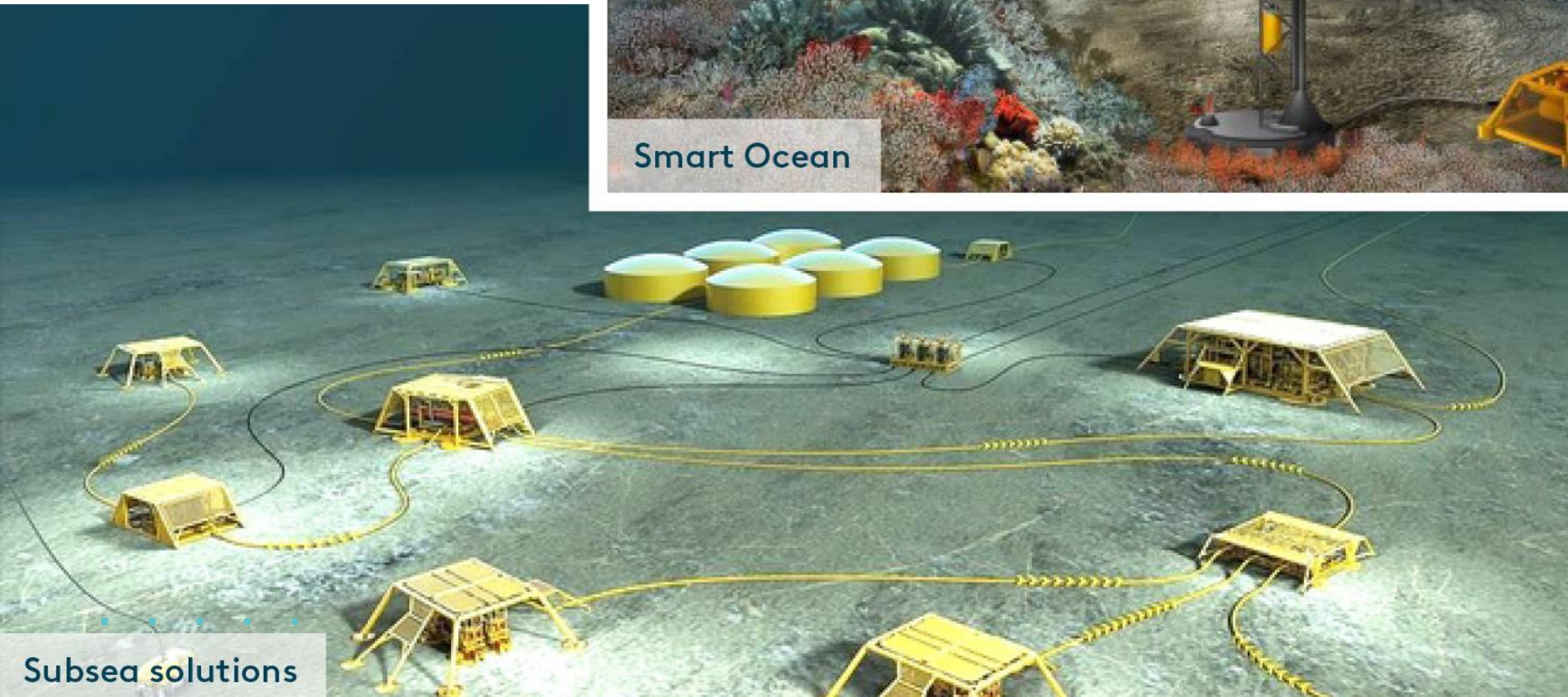
Marine minerals



Marine food production



Smart Ocean



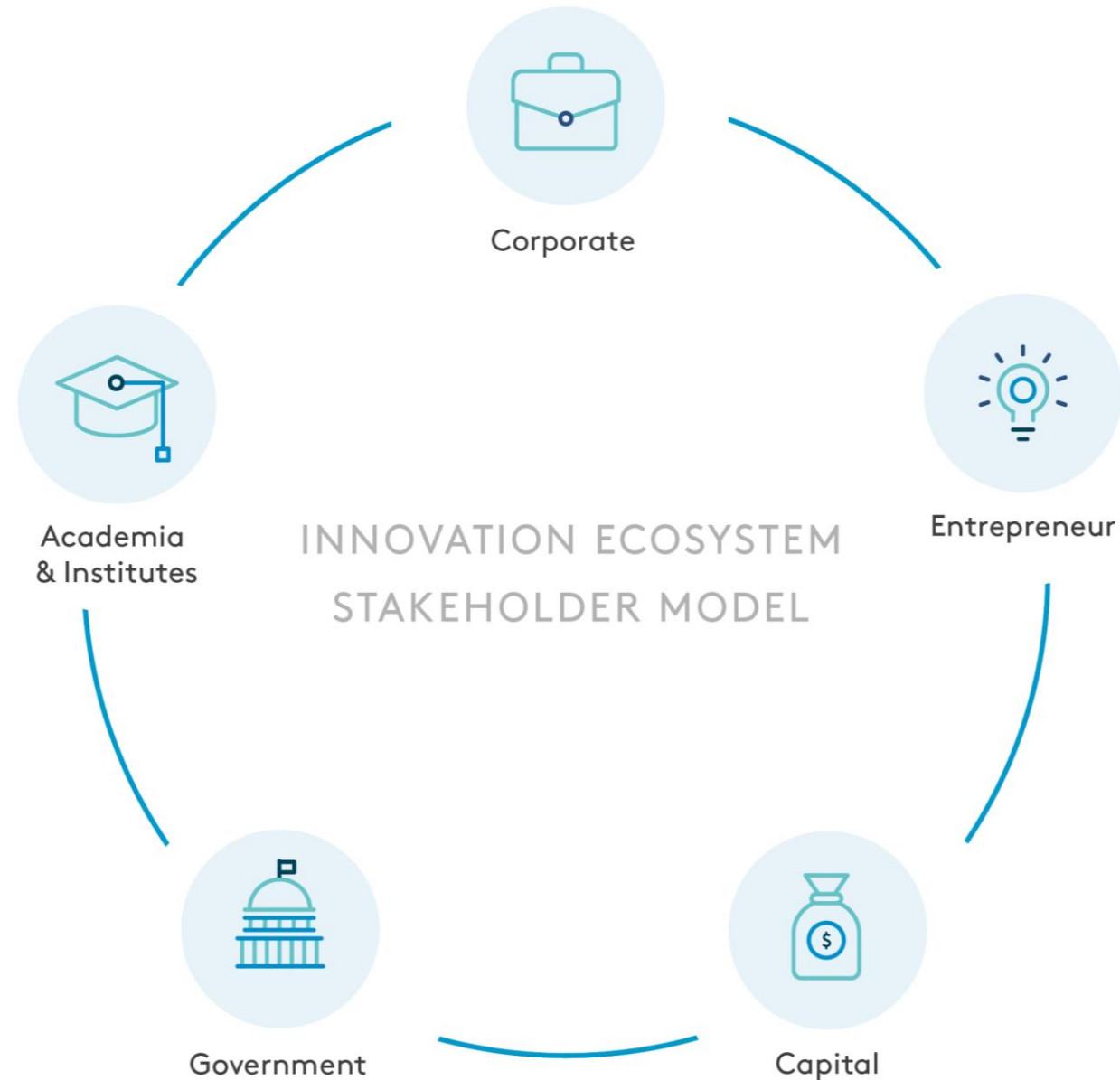
Subsea solutions



Offshore renewable energy

Capital & Investors

- 5 Stakeholder model
- An optimal cluster
- Focus on
 - Risk capital
 - Entrepreneurs
 - ScaleUp or growth businesses
 - Transition
 - New strategies & growth in new markets
- ScaleUp & Crossover programmes





Final words

Subscribe to Our Newsletter

- Weekly news
- Invitations to all events
- Invitations in to relevant cluster projects

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You will soon receive:

- Presentations
- Evaluation
- Recording of webinar

