

## **More growth capital for young companies, more opportunities for investors -**

### **Gateway Ventures and Danube Angels agree on far-reaching cooperation**

The two Austrian investor networks are pooling their resources to offer benefits to all stakeholders in the start-up financing sector. Joint strengths will be expanded, and complementary activities utilised for the benefit of all customers.

#### **Background:**

The search for capital for early-stage companies is challenging and urgently needs the even greater involvement of business angels and private capital. This is evident not only in Austria, but throughout the European Union. Idle capital that is of little use to the economy must be mobilised and brought into the economic cycle. In return, investors benefit from growth opportunities and, in particular, the national economies, as young companies utilise fresh capital very quickly to invest in personnel and property, plant and equipment.

#### **Mission:**

We create simple, curated and fully digital access to such investments, support portfolio companies with the combined power of our investor networks and thus help the European economy to grow and prosper.

#### **Benefits for companies seeking capital:**

Startups that execute a funding round have access to a bigger pool of potential investors, and thanks to our collective larger investment amounts, we as a group also become more appealing as co-investors. However, in addition to capital, young growth companies need a wide range of other support that a business angel network can offer. In most cases, the sum of active investors represents an inexhaustible pool of support in the areas of strategy, human capital, technological expertise, financial planning, and business development. Our cooperation broadens the network of investors who can offer portfolio companies concrete assistance. The geographical focus of Danube Angels on Austria's eastern neighbouring countries also opens more opportunities for all financed companies in outsourcing and entering new markets.

#### **Advantages for investors:**

Although the selection process is highly interesting, it also takes a lot of time. Danube Angels and Gateway Ventures each receive more than 1,000 financing enquiries every year. By dividing the candidates by country, standardised pre-screening, and a joint investment committee, we ensure that investors can find an even broader range of investment opportunities and diversify their portfolio even further - an important element given the high risk of individual investments in the early stages of company development.

Investors from both networks can connect and learn from each other in joint event formats. This requires appropriate technological and digital processing, which increasingly requires resources.

The joint use of the Gateway platform, which is to be further developed by the strategic partner Acredius, provides investors with a user-friendly way to obtain information, learn, invest and track the progress of investments.

The strengthened structure of both networks in figures:

- Financed companies: 58
- Total financing volume: more than 30 million
- Exits: 6
- Defaults: 7
- Registered investors: 4,164
- Of which active investors: 530
- Employees: 17
- Over 8,000 start-ups screened

Additional offers from the partners:

#### Gateway Venture Fund

After more than 40 direct investments in start-ups, Gateway Ventures will launch its first venture capital fund in June. The fund is primarily aimed at investors such as family offices who want to enrich their portfolio with VC investments and reduce the default risk due to the large number of investments in the fund.

The fund will invest exclusively together with the Gateway network to fully utilise its strong USP: the targeted networking of investors and start-ups.

#### Managed Pooling as a Service by Gateway Ventures

A clean cap table is extremely important for the constant growth of a start-up.

With its M-PaaS solution, Gateway Ventures offers investor groups the opportunity to pool behind their trust company and benefit from all the advantages of the investor cockpit. These include online voting, monthly reporting and quarterly calls between start-ups and investors.

The basic idea was to offer the gateway technologies to other investor syndicates and start-ups that want to outsource portfolio management and pooling.

## Business Wings by Danube Angels

Young companies usually achieve their first sales successes on their home market and thus create the basis for scaling. We support such companies in entering the market, mainly in Austria, Germany, the Czech Republic, and Slovakia. Following a joint market analysis, a dedicated team works on initiating business deals with relevant companies. This makes market entry faster and more cost-effective. We currently support a total of 9 portfolio companies and third parties with these services.

## About Gateway Ventures <https://gateway.ventures/>:

Gateway Ventures has set itself the goal of making start-up investment as transparent and simple as possible for investors. Starting at €10,000, investors can invest in European startups that are carefully selected and comprehensively supported by a team of 10. After more than 40 startup investments and more than 25 million in investment capital, Gateway Ventures has become a trusted partner in the European VC investment scene.

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## About Danube Angels [www.danubeangels.com](http://www.danubeangels.com):

Invest in growth companies together with the Danube Angels investor network: You can support innovative companies and their growth from an investment of just EUR 1,000. Benefit from the long-term increase in value of your company investment. Without the need for specialised knowledge, with the support of Danube Angels.

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