



It is our privilege to invite you to the InvestorNet ICT RoundTable:

**Collaboration opportunities:  
Cisco, Intel Capital, Microsoft and venture capital funds**  
Thursday, April 20<sup>th</sup>, 2006 in London, United Kingdom

During an intense 1-day program, we will discuss potential collaboration and investment opportunities with Cisco, Intel Capital, and Microsoft. They will present their investment strategy, their recent investments, what they are looking for at the moment and how they handle the investment process. In addition, selected investors will present portfolio companies of interest to Cisco, Intel Capital and Microsoft and we will discuss the potential of these cases.

The day will end with a dinner for all participants.

**THE FOCUS**

is to create a pathway for collaboration on investment opportunities and portfolio companies. The discussions concentrate on:

**Collaboration:** Which sort of venture backed collaboration partners and agreements are attractive? This could be research, licensing and sale channels. What is the structure of collaborations?

**Syndication:** What is a large corporation looking for when investing through a corporate venture capital department? What are the characteristics of a normal investment process?

**Acquisitions:** What are Cisco, Intel Capital, and Microsoft looking for in companies when considering acquisitions, and through which process do the large corporations acquire companies?

**CREATING PERSONAL RELATIONS**

is a core outcome of the meeting. From previous InvestorNet RoundTables, we know how to create a meeting atmosphere of openness and confidentiality. Combined with your active participation, the meeting format will give you the opportunity to build a valuable network of cooperation and syndication partners.

**THE INVITED ARE**

a selected group of professional venture capital investors, focusing on Information and Communication Technology. In order to facilitate personal and confidential interaction, there will be a limit of only 15 investors participating in the event. Participants will be selected based on their portfolio companies.

**VENUE TIME AND PLACE**

is Thursday, April 20<sup>th</sup>, 2006, in London, UK. The event will start at 10 am, and end after a networking dinner in London City.

**ORGANIZED IN COLLABORATION WITH:**

Intel Capital  
Microsoft  
Cisco

**REGISTRATION**

To register please send an e-mail with your contact details no later than March 31st to:

**InvestorNet**  
**Trine Nielsen**  
Network Assistant  
Email: [investornet@gate2growth.com](mailto:investornet@gate2growth.com)  
Phone: +45 39 307 307

Participation fee is 300€ for InvestorNet members and 400€ for non-members. The fee includes meeting fee, lunch, and dinner event.

**For participants registering before March 11th, 2006, there is an EarlyBird discount of 100€!**

Some previous participants at InvestorNet events:

3i, Active Capital Partners, Add Partners, Alta Berkeley, Atlas Venture, BankInvest, Barcelona Emprén, Bullnet Capital, CapMan, Earlybird, Equitec Partners, Fonsinnocat, IBB, Molins Capital Inversión, Nokia, Novi Innovation, Olicom, SEB Venture Capital, Seed Capital Denmark, SGAM Alternative Investments, SHS Venture Capital, SITRA, Sofinnova Partners, TeknoSeed, T-Venture, Østjysk Innovation, and many more

**INVESTORNET IS**

a network of technology venture capital and corporate investors from European countries. For further information, please look at: [www.Gate2Growth.com](http://www.Gate2Growth.com)