Venture Capital Fundraising
Both sides of the story

Rok Habinc, General Partner, S.T. Hammer d.o.o.
Matej Zalar, CEO, Visionect d.o.o.
- Founded in 2010
- Founder and legal representative
  - S.T. Hammer, družba za investiranje, d.o.o.
- Investors: 51% private, 49% Republic of Slovenia
- VC fund size: 7.5 mio EUR
- Geographical focus: at least 70% in Slovenia
- No sector limitations
- Currently 2 investments
• Founded in 2007
• Tablet device for enterprise
• Bootstrapping and government tenders
• More than 30 R&D projects
• 11 international awards
• Development partner with EPSON and E Ink
The Investment process
The Investment process

- Deal Flow Generation
- Deal Screening
- Due diligence
- Investment decision
- Structure transaction
- Investment management
Fundraising process
Fundraising process

- Understand the process
- Know when you are ready
- Identify relevant VCs
- Prepare documentation
- Approach relevant VCs
- The pitch
- Further meetings and updates
- Term sheet + negotiation
- Due diligence
- Sign the deal
Thank You

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