



Date of report: 31/01/2024

## Active VC-A Projects - Blind Report

VC-A Programs					^
Program ID	Program Description	Sector	Location	Doc	
<a href="#">VC-A Business Development Program</a>	The VC-A Business Development Program recompiles the different fundraising projects aimed at developing the VC-A network. At 26/10/2023: "VC-A M&A Suite"; "VC-A Private Placement License"; "Epsilon's Acquisition"; "SA-RSC".	All Sectors	Africa, Asie, Europe, North America, Oceania, South America		
<a href="#">Debt Raising Program</a>	The Debt Raising Program recompiles the projects aimed at identifying direct debt lenders. At 26/10/2026: "SME Loans"; "Alternative Funding 34210527 - FIG104"; "Funding Source".	All Sectors	Europe, North America		
<a href="#">Holding Co. Program</a>	The Hold Co Program shall include the projects related to the creation of a holding structure in Malta in collaboration with Fiduscorp.	Tax and Legal Consultancy	Malta		
<a href="#">VC-A M&amp;A Buy-Side Program</a>	Our VC-A network regularly receives 10 to 30 new M&A acquisition requests every month across diverse sectors, aligning with our mid-market focus. We welcome collaboration with potential buyers seeking enduring partnerships with VC-A, rather than mere brokerage services. Please note that we will gradually phase out legacy buy-side mandates from our database.	Business and Management Consultancy, Corporate Finance Advisory	Africa, Asie, Europe, North America, Oceania, South America		

Buy-Side Projects												⤴
Project ID	Project description	Sector	Location	€Min	€Max	Fee Types	L/M	Status	Status Date	Doc	Start Date	
<a href="#">Distressed European Investments</a>	Looking for distressed businesses across Europe with enterprise values from \$100 million to over \$1 billion. Preferred sectors : energy, power, aviation, shipping, industrial manufacturing, real estate and other hard-asset businesses	All Sectors		27m	178m	No Fee Agreement	Lead	Ended	31/01/2024		11/03/2019	
<a href="#">Software and IT</a>	USA based investor seeking opportunities in Software and IT Services, IT Solutions, consumer software, e-commerce platforms, healthcare software. Also interested in business services and industrial services. EBITDA range: US\$ 4-50 million	Business Software, Medical Software, Integrated software, Telecom software, e-commerce (B2C), e-commerce (B2B), Databases, IT Services	Europe, North America	2m	45m	No Fee Agreement	Lead	Ended	31/01/2024		20/05/2019	
<a href="#">Software company B2B</a>	Enterprise software Solution providing company looking for 100% stake in any software B2B companies in Canada, the US, Asia (Excluding China), Europe (preferably West Europe), and Australia.	Business Software, e-commerce (B2B)	Asie, Europe, Canada, United States, Australia	896k	179m	No Fee Agreement	Lead	Ended	31/01/2024		29/05/2019	
<a href="#">Hungary    Pharmaceuticals (formerly Pharma companies)</a>	Hungarian based Pharma company looking to acquire companies having new therapeutic systems including cardiovascular, Central nervous system, Gastroenterology, dermatology and gynecology (OTC & RX), Oncology, Bio-similar drugs(autoimmune, oncology and onco-hematology). Preferably With 10% and above EBITDA.	Pharmaceuticals	Vietnam, Europe, Albania, Austria, Switzerland, Germany, United Kingdom, Poland, Portugal	9m	450m	No Fee Agreement	Lead	Ended	31/01/2024		17/10/2019	
<a href="#">Crop-Pro, Nutri   Animal, Pet care Formu (formerly Singapore Fund)</a>	Seeking targets in Packaged food & goods (including noodle manufacturers), packaged beverages, home care (including cleaning products), personal care (including oral care / toothpaste), baby care, pharmaceuticals, spirits/alcohol	Household Goods, Personal Goods, Beverages, Distilled Spirits & Liqueurs, Wine Merchants, Food Producers, Personal Products, Pharmaceuticals	Africa, Asie, Europe	2m	89m	No Fee Agreement	Lead	Ended	31/01/2024		02/04/2019	
<a href="#">Enterprise B2B Vertical Software</a>	Looking for software companies with their own IP, with recurring and stable contracts with clients and operating margins from 10% to +20%.	Business Software	Africa, Asie, Europe, North America, Oceania, South America	4m	88m	No Fee Agreement	Lead	Ended	31/01/2024		23/11/2018	
<a href="#">Spain &amp; Portugal</a>	PE with \$800M of AuM would like to invest \$20m - \$40m in Spain and Portugal for a simple majority stake. Does NOT invest in Sectors such as Real Estate, Banks, Weaponry, Pornography, "GMO" (Genetically Modified Organisms), Tobacco, Gambling or startups.	Energy and Basic Resources, Chemicals, Construction & Building Materials, Agricultural Sector, Metals, Industrial Goods, Electrical / Electronic Equipment, Transport Equipment & Manufacturers, Personal & Household Goods, Food & Beverage Industry, Health; Pharmaceuticals & Biotechnology, Retail and Wholesale (R&W), Transports, Hotels Restaurants and Bars, Media - Communication, Business Services, Consumer Services, Software, Internet, IT Services, Telecommunication Services, Technology Hardware & Electronic Equipment, Environment and Climate Change	Spain, Portugal	20m	40m	No Fee Agreement	Lead	Ended	31/01/2024		25/08/2022	
<a href="#">Industry Agnostic</a>	Private Equity seeking to add to their portfolio, companies with EBITDA £1M+, turnover £15M+ in multiple sectors.	Chemicals, Construction & Building Materials, Industrial Goods, Health; Pharmaceuticals & Biotechnology, Media - Communication, Business Services, Financial Services, Software, Internet, IT Services, Telecommunication Services, Technology Hardware & Electronic Equipment	Europe, United Kingdom	12m	121m	No Fee Agreement	Lead	Ended	31/01/2024		21/04/2022	
<a href="#">Maintenance Chemicals</a>	US PE-owned is looking for manufacturers of branded maintenance chemicals for the automotive and industrial sectors;	Specialty Chemicals	Europe, Canada, United States			No Fee Agreement	Lead	Brainstorming	02/08/2023		02/08/2023	
<a href="#">Auto Components</a>	Indian privately-owned manufacturer and supplier of auto components is looking to acquire manufacturers of auto components with a particular interest in metals and metal parts; and design and automation and industrial engineering businesses;	Automobile Manufacturers	Africa, Asie, Europe, North America, Oceania, South America	10m		No Fee Agreement	Lead	Brainstorming	02/08/2023		02/08/2023	
<a href="#">Building Technology</a>	German privately owned company is looking to acquire B2B wholesalers offering building technology products in four main categories: sanitary, plumbing, HVAC and solar;	Construction & Building Materials, Heating; Ventilation and Air-Conditioning (HVAC)	Europe	10m		No Fee Agreement	Lead	Brainstorming	02/08/2023		02/08/2023	
<a href="#">Digital Infrastructures 34220810-INF104</a>	€2.6B growth capital fund is looking to invest €30M or more in digital infrastructure projects in Europe: FTTH, Backbone fibre, 5G, data centres) and smart city projects.	Telecom infrastructure Softwares	Europe	30m		No Fee Agreement	Lead	Brainstorming	10/08/2022		10/08/2022	

Renewable Energy	Investor wants to build the projects. From Greenfield to Ready-to-Build. Solar +5MW, Wind +10MW and Hydro up to 50MW.	Hydroelectricity, Solar Energy, Wind Energy	Japan, Spain, Italy, Portugal, Canada, Mexico, United States, Australia, Brazil, Chile, Colombia, Panamá, Uruguay	5m	No Fee Agreement	Lead	Brainstorming	12/07/2022	05/06/2018
Funding Source	Our investor can provide unsecured debt for up to 70% of the value of the company and up to 100% if the acquiring company can provide some sort of corporate guarantee. UK-USA. Most sectors. Up to GBP150million (industrial companies, etc...) but sweet spot is €5m-€10m. Interest rate around 11%.	All Sectors	United Kingdom, United States	350k 150m	No Fee Agreement	Lead	Green light to pitch or make proposal	07/06/2022	04/04/2018
Alibaba 1211209IT-103	US-based IT company listed on Nasdaq specialised in cybersecurity solutions powered by blockchain is looking for partners to sell its IP in Europe through share swap agreements. Ideal partnership companies would serve data-dependant clients in industries like financial services, insurance companies, e-commerce, logistics etc... Revenue from €10M to €100M.	Security Software, Databases, Blockchain, System Integration	Europe	5m 50m	Shared	Lead	Timing wrong	21/04/2022	09/12/2021

Sell-Side Projects											⌵
Project ID	Project description	Sector	Location	€	Fee Types	L/M	Status	Status Date	Doc	Start Date	
PrelIPO 34170915 - EX	Flexport, Rubrik (Shares owned directly), Kraken (Shares owned directly), BitPay (Shares in an SPV), Eat Just (Shares owned in an SPV), Udemy (Shares owned directly)		Seoul Teugbyeolsi, Bermuda	100k	Success Fees > Shared	M'dt	Active	24/01/2024	OTC or through our Trading Platform	17/09/2017	
Basketball 30210920-SP04	Greek basketball team playing in the Euroleague for sale. Dataroom available upon submission of an EOI. The new buyer will gain access to the Greek and European markets, with thousands in attendance and millions watching at home.	Sports team	Greece	25m	Exclusivity, Success Fees > Shared	M'dt	Green light to pitch or make proposal	30/08/2023		20/09/2021	
Diginacria 49201027-FIG103	A well established and popular German Fintech company is looking to raise up to EUR 7.5m in expansion capital to become the largest Fintech bank based in Europe's single currency area with a truly global reach. The first call of EUR 4.5m will be used for regulatory capital, licensing costs and marketing. The second call of EUR 3m will be used for business development and additional marketing.	Banks	Germany	8m	Success Fees > Shared	Lead	Green light to pitch or make proposal	30/08/2023		25/11/2020	
Multi-Sectors M&A Buyers	Our VC-A network receives from 10 to 30 new M&A requests for acquisitions every month across all sectors that fit our mid-market positioning. We are willing to engage with potential target companies to help them calibrate the market under a non-exclusive, no retainer paying mandate, with fees based exclusively on predefined consulting work if needed and successful milestones.				Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Green light to pitch or make proposal	03/08/2023		03/08/2023	
Hotel Portugal 351230327-RE104	Debt funding for the acquisition of a luxury SPA resort with 2 hotels, one with 101 rooms, with restaurants and conference rooms and one to rehabilitate. SPA with 134,000 square meters of gardens with a lake (that can be converted in a natural swimming pool), located 17 kms from Aveiro in one famous culinary area of Portugal.	Hotels	Portugal	17m		Lead	Brainstorming	27/03/2023		27/03/2023	
Electric Plant 387200625-INF101	Coal and Hydroelectric plants in Eastern Countries. €1.1B project. Looking for an equity investor to 1) acquire coal mines and existing facilities valued at €150M for €100M and 2) inject €120M to build new plants. The rest of the project can be financed through an import-export agency. EPC in place, PPA for 30% of the future production already secured.	Mining, Utilities, Engineering and Technical Services, Business and Management Consultancy, Renewable Energy	China, Europe, Poland	220m	Success Fees > Shared	M'dt	Brainstorming	25/06/2021		25/06/2021	
Platform 34170228 - CON	Looking for contacts at mid-sized banks to sell a B-to-B platform where banks' clients can post their M&A and Export-Export deals	e-commerce (B2B), Online Financial Services, e-Marketplace	Barcelona	2m	Exclusivity > VC-A Exclusive, Success Fees > Shared	M'dt	Green light to pitch or make proposal	25/11/2020		28/03/2017	
Girona 34180313-HSP101	4-star beach hotel, 141 rooms, located in Girona, Spain in bankruptcy. Valuation is €8.2m. Ask price is €4.5 million.	Hotels	Girona [Gerona]	5m	Success Fees > Shared	Lead	Green light to pitch or make proposal	13/11/2020		13/03/2018	
SOCCER 34170717-SP02	First league Spanish soccer club for sale	Sports & Leisure	Spain	170m	Success Fees > Shared	Lead	Active	20/10/2020		23/08/2017	

Fundraising Projects											^	\$
Project ID	Project description	Sector	Location	€	Fee Types	L/M	Status	Status Date	Doc	Start Date		
SA-RSC - The Senior Citizens Residence Project	CTIP-FII is looking for a bridge loan to start the development of residences for senior citizens in the state of New Jersey in the USA, sponsored by the International Federation of Chaplains, Inc. and subsidised by public and private organisations.	Residential Construction	New Jersey	19m	Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Active	25/01/2024		25/01/2024		
Modular Construction	This ConstrucTech company is actively seeking PIPE investors to facilitate its deSPAC process on Nasdaq. Investments ranging from \$30 million to \$100 million are welcome, offering an attractive 30% discount on the first \$5 million against the company's valuation of \$600 million. The company operates in India, manufacturing modular building blocks designed for application in both residential and commercial real estate. With significant market potential, the company is strategically positioned for expansion, planning to establish manufacturing facilities in over 20 countries.	Building Construction	India, United Kingdom	100m		Lead	Active	24/01/2024		24/01/2024		
Organs Printing	A biotech company focused on prosthetics is advancing multiple technologies for 3D printing human tissues, tapping into a vast market potential. Currently, the company is actively seeking €6 million in funding to expedite its international expansion. This presents a unique opportunity to establish an enduring partnership with a highly promising and innovative collaborator.	Biotechnology, Medical Implants or Prostheses Manufacturers	Morocco, Spain	6m	No Fee Agreement	Lead	Brainstorming	24/01/2024		24/01/2024		
Epsilon's Acquisition	Epsilon's acquisition is getting momentum and should be closed on the 26/01/2024. This strategic move will bolster Epsilon's internal coding capacity, benefiting the maintenance and enhancement of our VC-A M&A Suite. The target post-acquisition company is expected to generate an Annual Recurring Revenue (ARR) of €1 million. The post-merger company is now seeking additional funding of approximately €400k to accelerate its go-to-market strategy throughout 2024.	System Integration	Paris	1m	No Fee Agreement	M'dt	Active	24/01/2024		26/09/2023		
Indonesian Bond	In search of a credit enhancer to facilitate the issuance of sovereign bonds for an Indonesian province. The initial bond, set at a face value of \$250 million, aims to secure funding for the development of a palm oil plant. Subsequent issuances could amount to \$3 billion.				Success Fees > Shared	Lead	Active	24/01/2024		03/01/2024		

Axion Blue Program	Axion Blue Program recompiles all the VC-A projects related to setting up regulated funds in Malta: At 26/10/2023: "Axion Blue - Commodities"; "Axion Blue - Debt"; "Axion Blue - Real Estate"; "Axion Blue - Artworks"; "Axion Blue - Luxury Goods"; "Axion Blue - Financial Investments and Derivatives"; "Axion Blue - NPL Spain"; "Axion Blue - Tech startups"; "Axion Blue - Software Companies"; "Axion Blue - Fund Managers"				Exclusivity > VC-A Exclusive, Success Fees > Shared	M'dt	Active	26/09/2023		26/09/2023
VC-A Private Placement License	In partnership with Addenda Group, a regulated broker-dealer in Spain, we are seeking to raise €30,000 or more to obtain a private placement license for trading securities in Europe. Our ideal partner should not only provide the required investment but also bring a deal flow exceeding €30 million.	Asset Management	Europe, Barcelona	30k	Exclusivity > VC-A Exclusive, Success Fees > Shared	M'dt	Active	26/09/2023		26/09/2023
VC-A M&A Suite	We are looking for Strategic Partners and Investors to help us develop VC-A Solutions through JV and alliances.	Business and Management Consultancy, Asset Management	Africa, Asie, Europe, North America, Oceania, South America		Exclusivity > VC-A Exclusive, Success Fees > Shared	M'dt	Active	26/09/2023		23/02/2021
VC-A NFTs 34051122-FIG100	Looking for sponsors, early-stage investors, to tokenise VC-A's projects	Business Angel, Software	Barcelona	70k	Exclusivity, Success Fees > Shared	Lead	On hold	26/09/2023		19/05/2022
Multi-Asset 44230616-FIG102	Looking to raise up to £300 million for multi-asset investment strategy.	Financial Services, Real Estate	India, Greater London	351m	Exclusivity > VC-A Exclusive, Success Fees > Shared	M'dt	Active	03/07/2023		16/06/2023
EnergyPVH2 34230327-INF105	Power facilities consisting of 100 MW PV (solar) plus 20 MW of H2 (green hydrogen) • Plan, design, permit, license, connection point and land contracts for the development of projects to RTB stage in Spain	CleanTech - Renewable Energy, CleanTech - Solar		10m	No Fee Agreement	Lead	Brainstorming	27/03/2023		27/03/2023
ResortBahamas 1230327-HSP-102	Acquisition, development and sale of 357 hectares Port St George property, located on Long Island, Bahamas, into a luxury 5-star hospitality and residential resort.	Real Estate	Bahamas		No Fee Agreement	Lead	Brainstorming	27/03/2023		27/03/2023
Axion Blue - Commodities	We are looking for investors and commodity traders to set up commodity Funds on our Axion Blue Platform. We are interested in gold and other types of commodities.	Trading		2m	Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Green light to pitch or make proposal	17/12/2022		17/12/2022
Axion Blue - Debt	We are looking for anchor investors and debt managers to set up Debt Funds on our Axion Blue Platform. We are interested in loans, mortgages and other debt instruments. For bad debt, please refer to project reference "Axion Blue - NPL Spain".	Asset Management	Malta	2m	Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Preliminary target/ investor contacts	17/12/2022		17/12/2022
Axion Blue - Real Estate	We are looking for managers and owners of real estate portfolios interested in setting up a regulated fund to channel additional investments from authorised investors. The portfolio shall be valued at fair market value and transferred into a professional investors' fund as an anchor investment. We shall create separate funds for each asset class: hotels, residential, commercial, land etc... For more information about the strategy, please visit: <a href="https://vc-alternative.com/how-to-set-up-a-regulated-fund-with-a-limited-amount-of-cash/">https://vc-alternative.com/how-to-set-up-a-regulated-fund-with-a-limited-amount-of-cash/</a>	Real Estate	Europe	10m	Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Preliminary target/ investor contacts	17/12/2022		17/12/2022
Axion Blue - Artworks	We are looking for artwork investors to invest in an existing artwork fund targeting the top-100 artists still alive, or to set up their own fund with other investment criteria.	Art Dealers	Africa, Asie, Europe, North America, Oceania, South America	100k	Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Green light to pitch or make proposal	17/12/2022		17/12/2022
Axion Blue - Luxury Goods	We are looking for sophisticated investors to invest in trading contracts of Luxury Goods. Minimum investment is €100k.	Personal Goods	Europe	100k	Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Preliminary target/ investor contacts	17/12/2022		17/12/2022
Axion Blue - Financial Instruments and Derivatives	We are looking for authorised investors to set up professional investors funds - or invest into our existing Funds which in turn are invested in derivatives and financial instruments. Minimum investment is €100k.	Asset Management	Malta	2m	Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Green light to pitch or make proposal	17/12/2022		17/12/2022
Axion Blue - NPL Spain	We are looking for anchor investors to setup NPL Funds on our Axion Blue Platform. We are interested in bad consumer debt, mortgages and distressed assets. That project can eventually be combined with or other initiatives referenced "NPL Consumers 34201222-FS314" and "NPL Platform 34140120-FS312"	Asset Management	Spain	5m	Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Preliminary target/ investor contacts	17/12/2022		17/12/2022
Axion Blue - Tech startups	We are looking for managers and owners of a portfolio of tech. startup companies interested in setting up a regulated fund to channel additional investments from authorised investors. The portfolio of companies shall be valued at fair market value and transferred into a professional investors' fund as an anchor investment. For more information about the strategy, please visit: <a href="https://vc-alternative.com/how-to-set-up-a-regulated-fund-with-a-limited-amount-of-cash/">https://vc-alternative.com/how-to-set-up-a-regulated-fund-with-a-limited-amount-of-cash/</a>	Software, Internet	Europe	5m	Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Preliminary target/ investor contacts	17/12/2022		17/12/2022
Axion Blue - Software Companies	We have identified a proven Solution that increases Software companies' value by 48% on average. We are looking for Investors to set up a fund to invest a minority stake in Software companies in exchange of their commitment to implement our Solution. The minimum investment is €100k.	Software	Europe, Malta	10m	Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Preliminary target/ investor contacts	16/12/2022		16/12/2022
Axion Blue - Fund Managers	Looking for investments from would-be Fund Managers to set up their own funds, eventually with our support if they are not able or qualified to act as such.			100k	Exclusivity > VC-A Exclusive, Success Fees > Shared	Lead	Green light to pitch or make proposal	13/12/2022		13/12/2022
Gold Mine 54220810-INF103	Open pit mining of quartz veins containing gold, silver, copper, lead and zinc in Argentina is looking to raise funding to start exploitation. Current reserves are valued at \$2.5B	Mining	Argentina	10m	No Fee Agreement	Lead	Brainstorming	10/08/2022		10/08/2022
Insuredata 34220608-FIG101	Looking for an insurance company to replicate US Big Data company's model in Europe.	Insurance	Europe	100m	Exclusivity > VC-A Exclusive, Success Fees > Shared	M'dt	Pitch made or proposal sent	08/06/2022		08/06/2022
Non-Liquid Asset Monetisation	We have designed a financial vehicle to generate an additional revenue stream from non-liquid assets such as: - Pieces of art: paintings, collection vehicles - Commodities: hallmarked gold bullions, cut diamonds, silver We can generate an additional annual income of 20%+ of the value of the assets.		Switzerland, Luxembourg		Success Fees > Shared	Lead	Green light to pitch or make proposal	07/06/2022		26/04/2021
CTIP Hospital Senegal 221210505 - INF100	300 beds private hospital with a focus on Obstetrics & Gynecology and Pediatrics Surgery to be built in Dakar Senegal. Gross floor area of the hospital building is 28,091 sq. meters. Cost is ca. USD200 million. ROI == 12.5%. IRR == 23.5%. Looking to raise \$15M in equity.	Commercial Building Construction	Senegal	12m	Success Fees > Shared	Lead	Green light to pitch or make proposal	07/06/2022		06/05/2021
Search Fund 33220207-IT104	Mr. Christophe Schwoertz is looking for a Sponsor to lead a build-up programme. Sponsor must be interested in expanding his business in Europe in general, and in France in particular, through a series of mergers and acquisitions of synergetic companies.	Financial Services, Software, Internet, IT Services,	Europe	10m	No Fee Agreement	Lead	Green light to pitch or make proposal	07/02/2022		01/02/2022

Telecommunication Services									
UK Family Office	We're a family office based in London, in the finance sector. We're looking to take minority positions between 1% and 12.5% in companies with good management teams with good track record. We don't take active management. We add value by becoming a strategic finance partner and bringing sophisticated finance particularly for Acquisition Growth as well as Organic Growth. Management will need to be ambitious and have aggressive growth plans.	All Sectors	Africa, Asie, Europe, United Kingdom, North America, Oceania, South America	1m	Success Fees > Shared	Lead	Active	12/04/2021	12/04/2021
Trade Finance Fund	Looking to raise up to €250m to invest in a regulated fund investing in trade finance. Fixed income returns up to 8% p.a. Euro denominated. Managed by an FCA regulated entity with historical references.	Trading, Asset Management	Greater London, Malta	1m	Success Fees > Shared	Lead	Brainstorming	06/03/2021	06/03/2021
NPL Platform 34140120-FS312	Setting up an NPL platform to acquire toxic assets in Spain and manage them. Consumer loans, mortgages and corporate loans. Looking for investors.	Banks, Asset Management	Barcelona	5k	Success Fees > Shared	Lead	Preliminary target/ investor contacts	27/01/2020	27/01/2020

This list is not exhaustive. The list contains only leads pre-selected by VC-A Partners.  
To become a VC-A Partner, VC-A Agents can submit a formal request to [compliance@vc-alternative.com](mailto:compliance@vc-alternative.com) with a copy of their curriculum vitae.  
They will then be taken through our compliance and on-boarding process to be promoted to Associate Director and start operating under the VC-A brand.  
Only Associate Directors can become VC-A Partners.

LEGEND

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Status	
✓ Brainstorming	Opportunity sent by a VC-A Member for consideration. Usually no fee sharing agreement in place. Can be used for marketing purposes.
✓ Green light to pitch or make proposal	Agreement with opportunity owner to start looking for counter-part. A fee sharing agreement has generally been verbally agreed.
✓ Active	The project is on-going.

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Fee types	
✓ No Fee Agreement	Fee sharing with project owner / broker need to be discussed
✓ Success Fees	Project leader has got an exclusive agreement with the owner of the project
✓ Success Fees > Shared	Project leader is happy to his agreed fees with VC-A Members and other brokers
✓ Exclusivity	Broker has got an exclusive agreement with the owner of the project
✓ Exclusivity > VC-A Exclusive	The exclusivity agreement has been executed under the VC-A brand

REMINDER

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VC-A Members are rewarded based on their contribution to the development of VC-A Network. Compensation for each project is negotiated individually, but as a baseline, Members can expect to receive 10% of the revenue generated for a successful introduction, 25% of the revenue if they actively contribute to the closing, 50% of the profit if they join VC-A team and up to 80% of the revenue when managing and delivering projects under the VC-A brand. Active Members receive priority for joining VC-A teams and participating in transactions, while non-active Members may eventually be removed from the VC-A database.

Value Creation – Alternative (VC-A) is a Strategy and Investment Advisory firm. We help companies develop their business through acquisitions, organic growth and digitalization. We accompany our clients throughout the entire life cycle of their corporate development programme: strategy definition, target search, due diligence, negotiation, transformation map, change management and digitalization.  
We are a worldwide network of more than 1,200 seasoned professionals with more than 35,000 contacts and have collectively advised M&A and fundraising projects worth more than US\$100B.  
We support complex strategic and operational business decisions with deep analysis and robust processes.  
Our methodology is a combination of desk research, interviews and the application of our internal know-how.