

**Venture Capital Company** has opened in Vienna already its fifth CEE location

## 3TS Capital now also operates from Austria

**With the PXP Group 3TS** already has invested in an Austrian company and further investments are on their agenda.

Austria has gained one more Venture Capital Player. For many years the Venture Capital Company 3TS Capital Partners has been active in CEE and has recently opened its own office in Vienna. Besides Budapest, Bucharest, Prague and Warsaw, Vienna is now the fifth location of the Venture Capital Company. With the PXP Group 3TS already has an Austrian investment since 2004, and further investments are preprogrammed: "We expand into the West, while Austrian companies go eastwards; because we fuel enterprises with the required capital to accelerate their growth - be it by acquisitions, a new business or a management buy out", explains Pekka Santeri Mäki, Managing Director of 3TS. Interesting for him are enterprises which operate in a growth sector with a positive operational cash flow and a solid growth strategy. According to 3TS the investment sum ranges under normal circumstances from three to 15 million,



**Managing Director Pekka Santeri Mäki** now to be more frequently seen also in Vienna

„yet higher investments are also possible“, says Mäki. These are invested either at once or in several tranches linked to operational goals. Although the VC Com-

pany focuses on all growth sectors, they emphasize their particular experience in IT, media and telecommunications. Their portfolio contains enterprises such as the Polish Online marketing company Click AD, or the recruitment company CVO Group.

There are no language barriers for the 3TS Team in CEE: "Our international team consists of 14 Investment directors, managers and analysts from seven countries, fluent in nine languages", says Mäki.

### Noteworthy investors

3TS advises funds with a total volume of approximately 170 million. The investors are established institutions such as 3i, the EBRD, MPC or the German KfW and were already pleased by successful exits such as Mobiltel, Orange Slovensko, STK or the Systinet Corporation.

"The objective of 3TS Capital Partners is not the investment itself, but a successful exit after three to five years", says Mäki. Therefore, 3TS works together with the Company's management and other existing stakeholders on potential sales scenarios such as a trade sale or an IPO, as Mäki highlights. (cp)

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