



# VNT Management Oy

## General Presentation

October 2016



VNT MANAGEMENT

# Venture Capital company VNT in brief

- Established in 2002, EUR 157 million under management
- Investment focus on “cleantech electrical systems”
- Early and Growth stage investing
- Active in the Nordics and DACH
- Industrial background from area of focus
- Main investors are Finnish institutions and EIF in PF III

Fund	Vintage	Size
POWER FUND I	2003	EUR 17 million
POWER FUND II	2007	EUR 63 million
POWER FUND III	2012	EUR 77 million



**Jarmo Saaranen**  
CHAIRMAN, PARTNER



Partner of VNT since 2003. Experience in the electrical engineering industry for 25 years.

**WORK HISTORY**

ABB, R&D, sales, supply chain, production and business line management positions from 1984-2003.

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[jarmo.saaranen@vntm.com](mailto:jarmo.saaranen@vntm.com)

**Jussi Palmroth**  
MANAGING PARTNER



Partner of VNT since 2005, joined VNT in 2003. Experience in the investment and legal business for 15 years.

**WORK HISTORY**

United Bankers Securities, KPMG Tax and Legal, Attorney at a law firm, own real estate brokerage company.

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**Harri Ollila**  
PARTNER



Partner of VNT since 2007. Experience in the electrical engineering industry for 22 years and the ICT industry for 5 years.

**WORK HISTORY**

Elcoteq, SVP European Operations from 2002-2004. SVP Corporate Relations from 2004-2007. ABB, sales, supply chain and business line management positions from 1983-2002.

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[harri.ollila@vntm.com](mailto:harri.ollila@vntm.com)

**Vesa Sadeharju**  
PARTNER



Partner of VNT since 2008. Experience in venture capital for 12 years and in the electrical engineering industry for 14 years.

**WORK HISTORY**

3i Group, Director and Partner, Global VC Team from 2000-2007. SFK Finance, co-founder and partner from 1996-2000. ABB, R&D and business line management positions from 1982-1996.

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[vesa.sadeharju@vntm.com](mailto:vesa.sadeharju@vntm.com)

**Peter Auner**  
PARTNER



Director of VNT since 2013. Experience in the electrical engineering industry for 23 years.

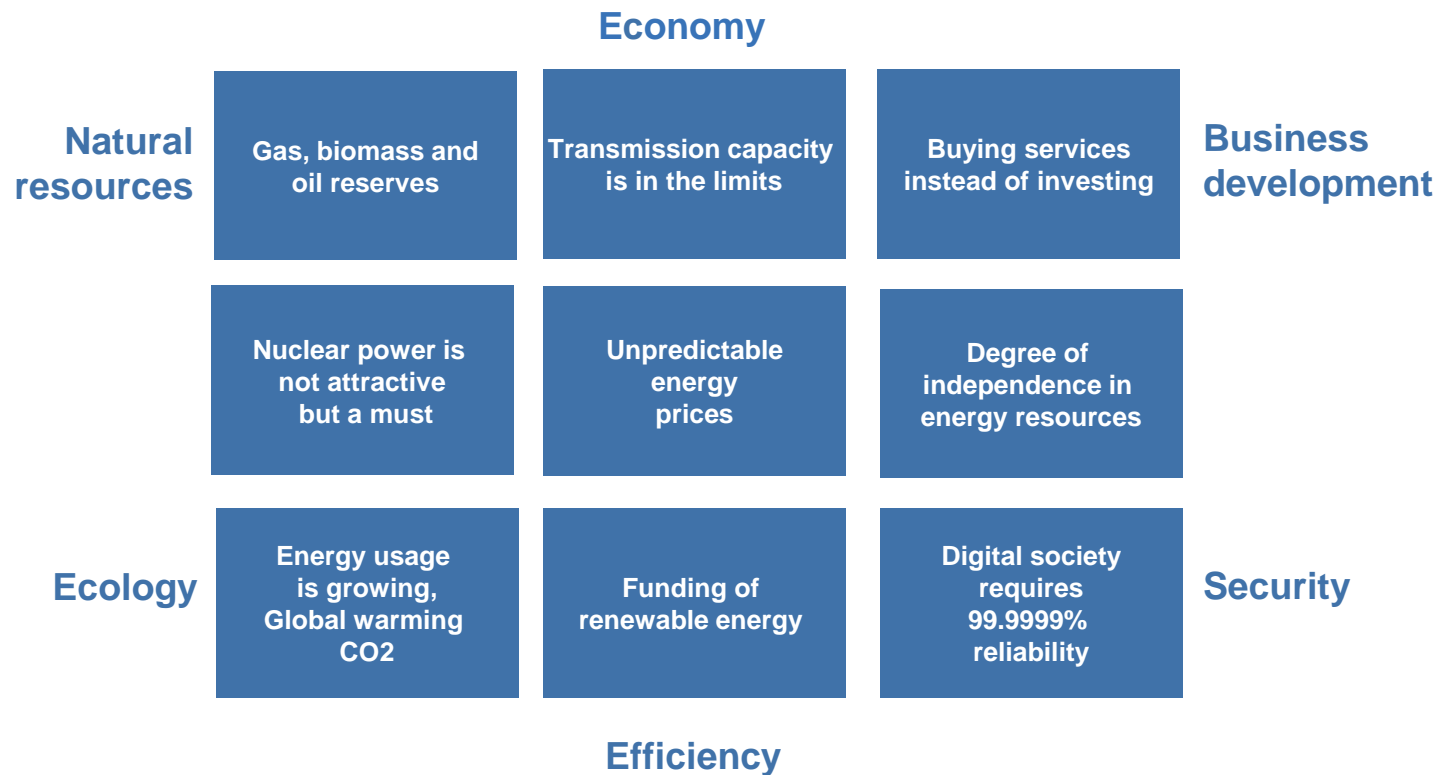
**WORK HISTORY**

Schaltbau GmbH Group, VP Business Unit Product Manager from 2002-2013. Yamaichi Electronics, Director European R&D Centre 1997-2002. Bosch, Lapp Cable Group from 1990-1997.

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# Megatrends effecting on energy technologies

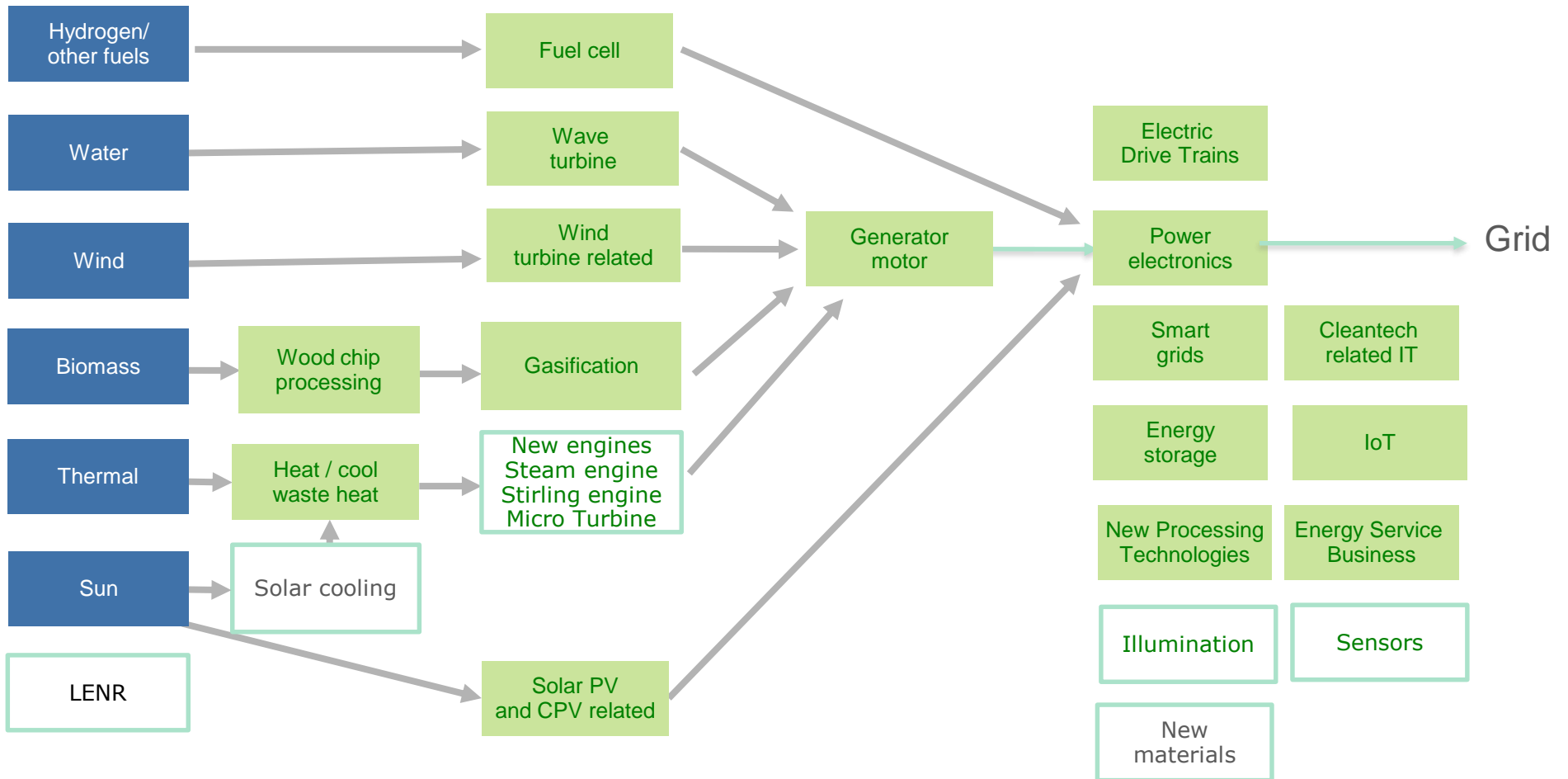


# Business idea

Partners with long experience and a proven track record in energy technology business with hands-on development of the target companies can deliver solid return.



# Our focus in energy related electrical systems



## COLOR CODE

- Form of energy
- High interest at the moment
- Interest at the moment
- Follow-up of the development



# Our portfolio

## 1. Power Generation: Wave, biomass and fuel cells



Wave power plants



Advanced wood chip gasification technology



Stem wood bundling technology



Solid oxide fuel cells



Fuel cell systems



A high efficient - low cost methanol fuel cell

## 2. Smart Grid systems: Power Quality, IoT, energy trading and demand side management



Power quality solutions



Connects machines to business processes



Smart metering, smart home, smart grid solutions



GridEye an adaptive "real-time" control platform for the management of a low-voltage grid.

## 3. Drive trains: Work machines, buses and ships



Integrated drive systems for mobile working machines



Auxiliary wind propulsion system for large ships.

## 4. Industrial operations: Laser systems and sustainability management



Colour patterning lasers



High-performance diode lasers for visualization



Sustainability management



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# Cajo Technologies Oy

[www.cajo.fi](http://www.cajo.fi)

CAJO  
TECHNOLOGIES

Laser marking systems for  
permanent markings and  
colour patterns



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# Cavitar Oy

[www.cavitar.com](http://www.cavitar.com)



Compact heavy-duty  
diode lasers for process  
visualization systems



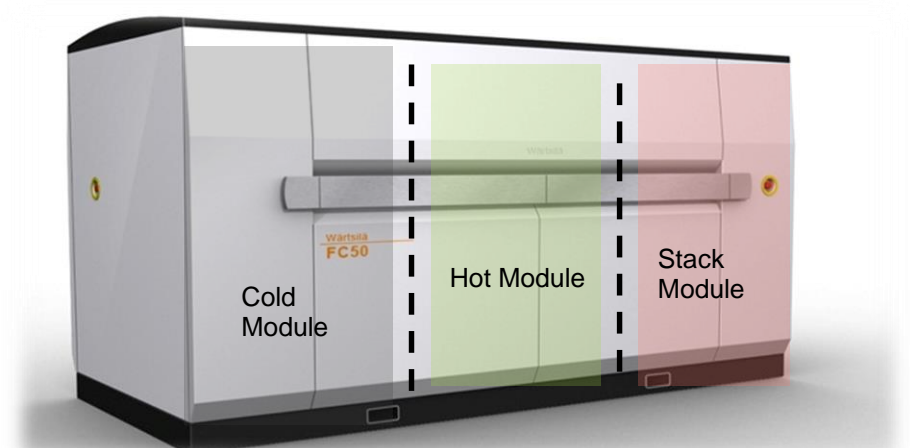
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# Convion Oy

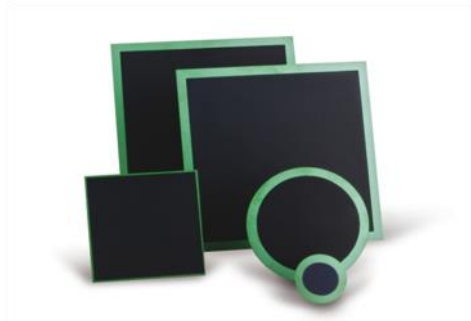


[www.convion.fi](http://www.convion.fi)

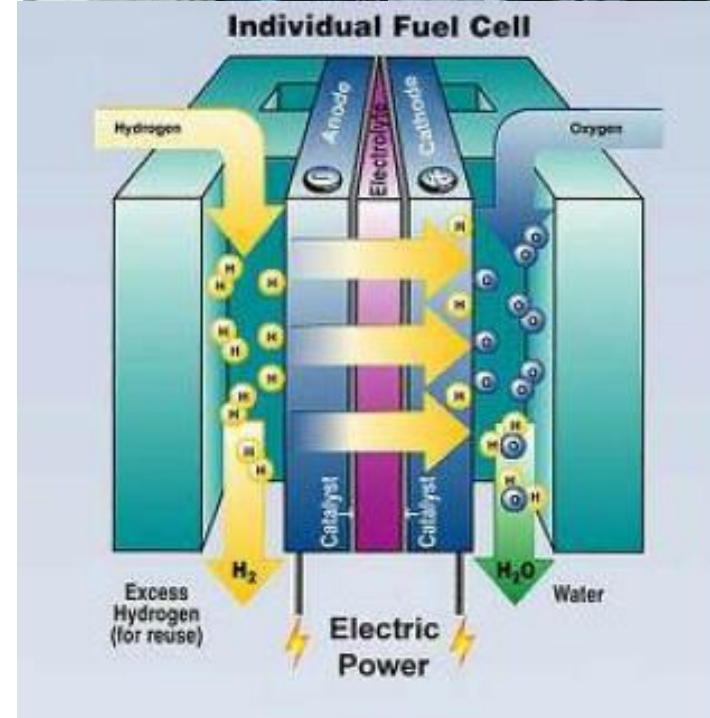
Solid oxide fuel cell system products for the distributed power generation markets



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Solid oxide fuel cells (SOFC)



# Fixteri Oy

[www.fixteri.fi](http://www.fixteri.fi)



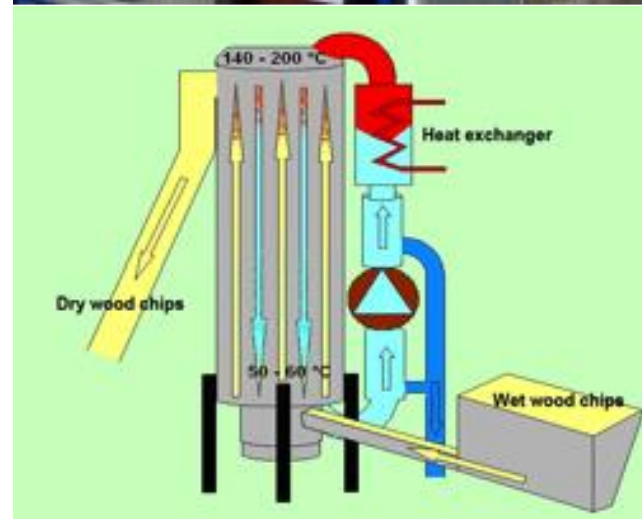
**FIXTERI**

Specialized in stem wood bundling technology with material and immaterial benefits for forest owners and bio energy industries



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Wood chip dryers and gasifiers for combined heat and power (CHP) plant manufacturers

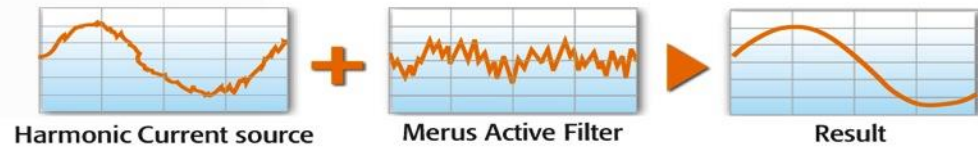


# Merus Power Dynamics Oy

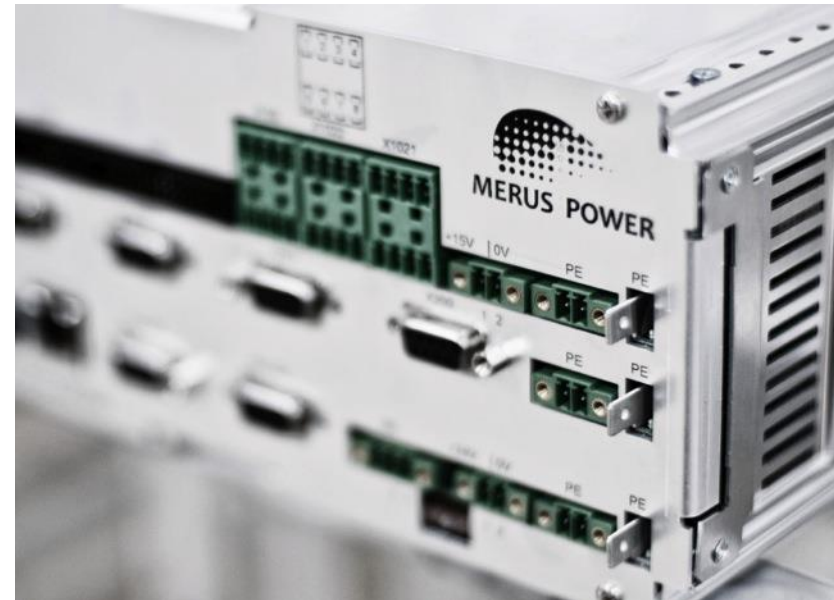


[www.meruspowers.fi](http://www.meruspowers.fi)

## Active filtering working principle



Power quality solutions, such as active filters and dynamic reactive power compensators



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# Norsepower Oy

# norsepower™

[www.norsepower.com](http://www.norsepower.com)

Rotor sail solution  
for large vessels.



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# DEPsys SA

[www.depsys.ch](http://www.depsys.ch)



GridEye is an adaptive “real-time” control platform for the management of a low-voltage grid. A technology solution that combines analysis, measurement and action functions; three basic operations to enable the creation of the smart grid of tomorrow.



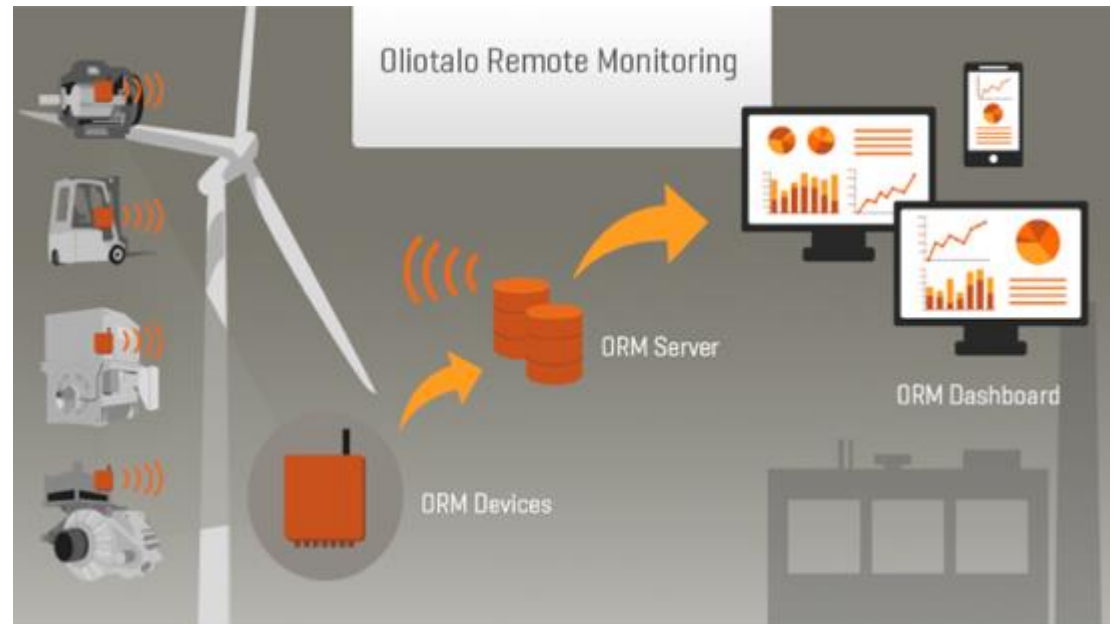
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# Distence Oy

[www.oliotalo.fi](http://www.oliotalo.fi)

Connects devices and machines to business processes and supplies digital information pipeline between remote assets and business processes.



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A new High -Temperature Methanol Fuel Cell (HT-MFC) combines the advantages of different fuel cell types by intelligent system integration.



Ecoport<sup>®</sup>800

# There Corporation Ltd **there.**

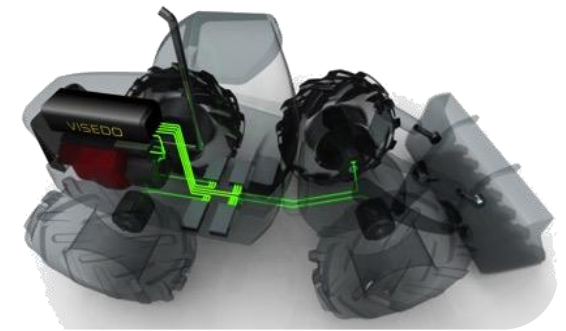
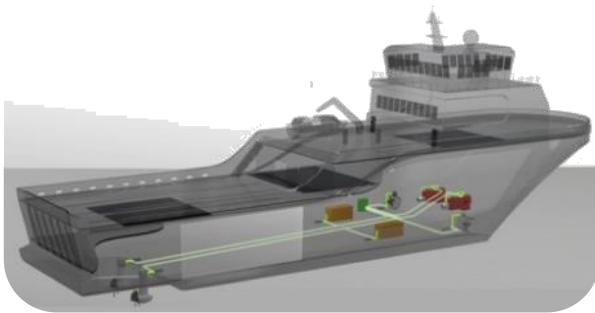
[www.therecorporation.com](http://www.therecorporation.com)

Platform for  
home energy management  
and demand response.

Smart Energy is there.



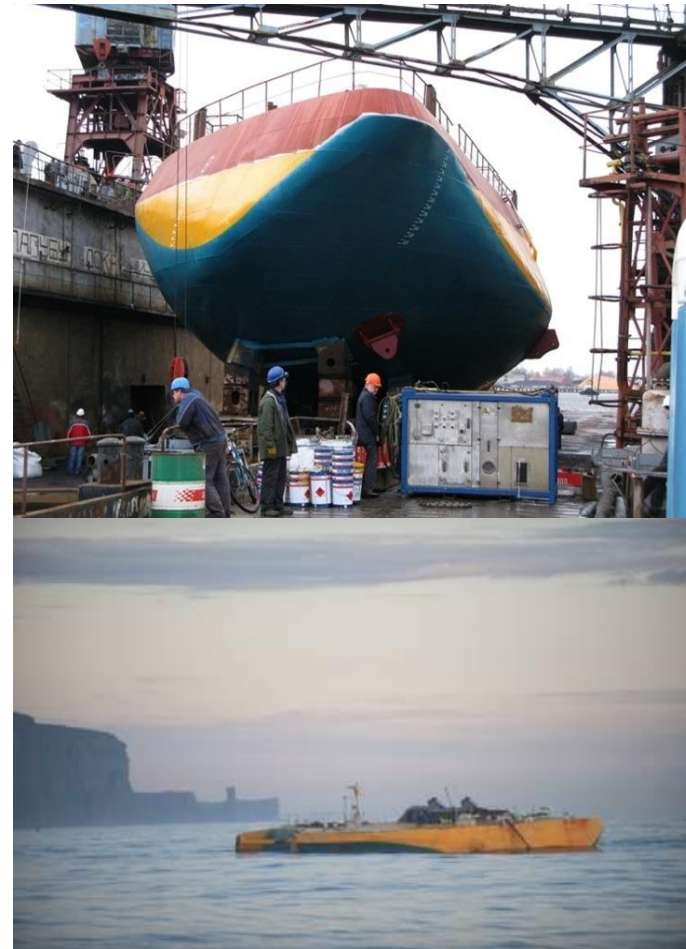
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Drivetrains with energy storages for hybrid and fully electric solutions in marine, buses and heavy duty vehicles



Wave power converter.



# WeSustain GmbH

[www.wesustain.com](http://www.wesustain.com)



WeSustain is an SaaS  
(Software as a Service)  
Enterprise software company  
with focus on Enterprise  
Sustainability Management



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