Mobilising private capital to support relocation of German brigade

Presented by Benas Poderis,
LTVCA board member

Introduction

About LTVCA

Lithuanian Private Equity and Venture Capital Association

The Lithuanian Private Equity and Venture Capital Association (LT VCA) is the central body representing Lithuania's **alternative investment industry**.
It serves as the unified voice for PE and VC funds, along with the legal and financial professionals who support them.

Our network in numbers:

64 Association members	**€3B** AuM
€1,6B Dry powder	**223** Portfolio companies

About me (Benas Poderis)

- **LTVCA board member**
- partner at **Nter Asset Management** (private debt and equity, infra, RE funds)
- co-founder of **ROIX** (private markets co-investment platform)
- Experience in real estate and infrastructure projects both on debt and equity side


Nter
Invest into
defence related
infrastructure
Funding accommodation
infrastructure for the
German Brigade
in Lithuania.
Built for
readiness
Backed by
purpose
Invest for
impact
Invest with purpose.
Build what protects.
nter.lt

WOULD YOU?

“Start from 500
Earn from 7%”

Europe does not have a capital problem.
Let's mobilise capital first, people later.

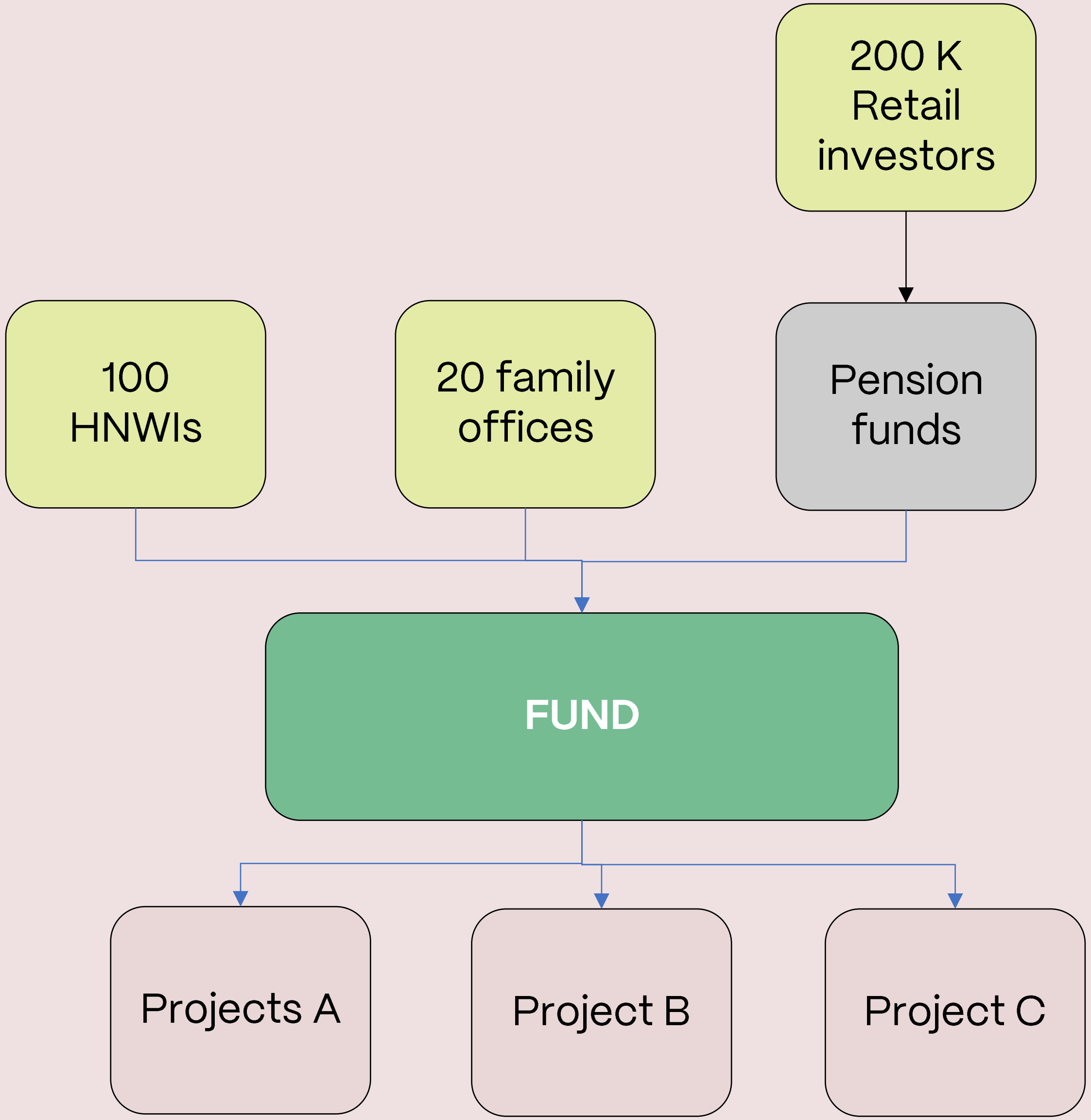
Mobilising private capital through private investment funds

BIGGER ACTIVE PARTICIPATION IN DEFENCE

BROADER ECONOMIC DISTRIBUTION

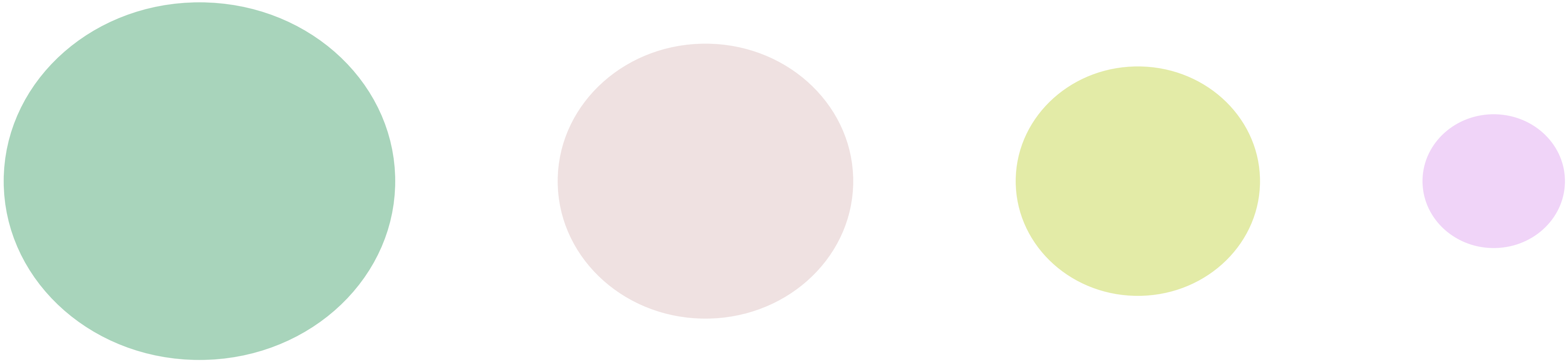
SPEED

RELIABILITY OF EXECUTION



Lithuania's investment fund market in a nutshell

45 investment management firms:



>200 investment funds

>100 RE funds

>30 PE / VC funds

>10 infra funds

<10 private debt funds

How can investment funds help?

Invest or co-invest into projects (equity side)

Buy Ready to Build projects and finish them

Finance prior to bank or additionally (or lead financial part)

Liquidity / secondary market

What type of assets?

DEBT SIDE (FINANCING):

EQUITY SIDE (DEVELOPING, OWNING):

BOTH INFRA AND RE FUNDS

Civil Support Infrastructure

- housing
- schools / childcare
- medical facilities

MOSTLY INFRA FUNDS

Hard Infrastructure

- accommodation
- logistics facilities
- training support sites
- storage / maintenance

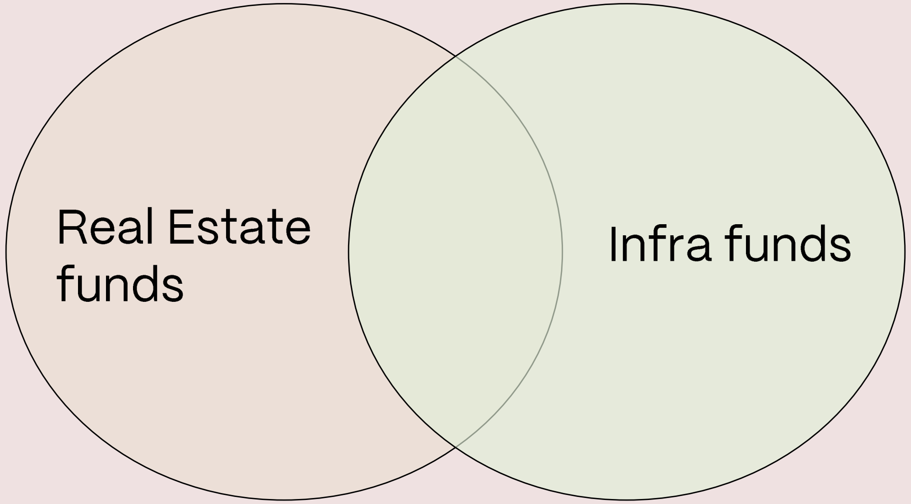
Utility & Energy

- power resilience
- district heating
- backup systems

Mobility / Services

- transport nodes
- digital connectivity

TIPS & TRICS (equity side)



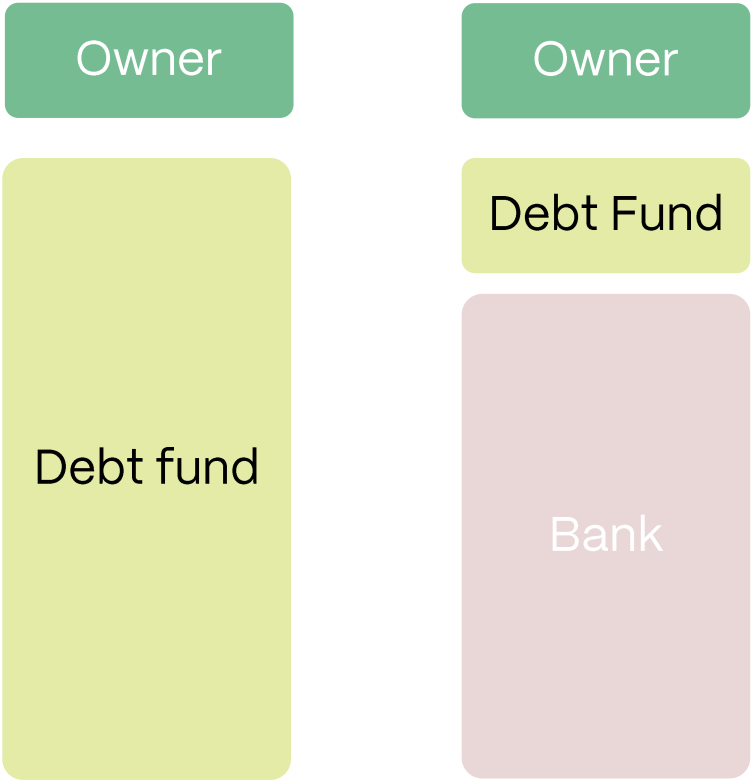
- Where is it located? (within liquid market limits or near military bases)
- Just real estate or services? (design, build, operate)
- What's the end game? (market risk allocation)
- Size of the project?

Rule of thumb:

If **value comes primarily from buildings** → Real Estate Fund.

If value comes primarily from **essential long-term service infrastructure backed by contracted cash flows** → Infra Fund

TIPS & TRICS (debt side)



Non-banking lending capacity per 1 transaction:

1–5 M EUR – plenty of options in LT
5–10 M EUR – few options in LT
>10 M EUR – outside LT or multiple stages

Where can it work?

- Acquisition funding
- Design phase
- Junior debt
- Smaller – quicker projects

Thank you!

Lithuanian Private Equity
and Venture Capital
Association

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