



PLANTAGENET

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Look out – here comes the e-Workout guy
– The dot-com bust brings a new kind of investment opportunity
(...what happens when venture deals hit the wall?)

Venture capitalists with deals that don't work out – and there are suddenly a lot of them – are increasingly turning to private equity firms that have ability to bring workout experience as well as capital into the deal, according to tech-workout specialists at Plantagenet Capital.

John Zappettini, Managing Partner of **Plantagenet Capital Management**, can speak to:

- *Why private equity firms are increasingly getting calls from venture capitalists to review troubled portfolio companies – even at the cost of diluting their own equity.*
- *Why private equity techniques for restructuring management and operations work well with venture deals – and how they can make the difference between good returns and a writeoff.*
- *Why industry consolidations are suddenly the hot topic in tech investing – and why private equity firms are well positioned to carry them out.*

Zappettini can also speak to:

- **How to create cash flow in troubled tech companies.**
- **How to create value from intangible assets.**
- **How to repackage early stage tech companies for sale.**

Plantagenet Capital Management LLC (www.plantagenetcapital.com) is a San Francisco private equity firm with an office in Paris. Plantagenet's primary focus is on early and later-stage private equity investments in the United States and Europe.

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