

Dear CEFS newsletter subscriber,
you will find two short descriptions of CEFS projects and a selection of CEFS news in this issue of our newsletter.
For complementary information, please visit our website at <http://www.cefs.de>.

Expertise about Private Equity for the Federal Ministry of Finance

From August 2006 until February 2007 a project team from CEFS was working on behalf of the Federal Ministry of Finance (Bundesministerium der Finanzen) on an expertise about the situation of private equity in Germany (title: Forschungsauftrag fe 3/06: Erwerb und Übernahme von Firmen durch Finanzinvestoren). Besides the two scientific directors from CEFS, Prof. Dr. Dr. Ann-Kristin Achleitner and Prof. Dr. Christoph Kaserer (project leader), two cooperation partners were involved in the project: Prof. Dr. Dirk Schiereck from the European business school (ebs) and Dr. Christoph von Einem, L.L.M. from the international law firm White & Case.

It was the goal of the expertise to provide well-grounded recommendations for the German legislator to prepare a new private-equity law. The recommendations were built on a series of economic and legal analysis (e.g. about the role of Venture Capital and Private Equity, the market situation in Germany and Europe, value drivers and effects of private equity transactions, legal and tax situation in Europe and the USA). Information about the results will soon be available on the CEFS-homepage.

News

Prof. Dr. Dr. Ann-Kristin Achleitner honoured for her entrepreneurial thinking and acting

On February 9th, Prof. Achleitner was honoured with the 'University award for entrepreneurial thinking and acting'. North Rhine-Westphalia's Minister of Innovation, Science, Research and Technology, Prof. Dr. Andreas Pinkwart awarded this prize of the UNESCO chair for Entrepreneurship and Intercultural Management (FH Gelsenkirchen) for the first time. Prof. Achleitner was chosen by a jury among 23 candidates.

[more information](#)

Prof. Dr. Christoph Kaserer lectures at children's university

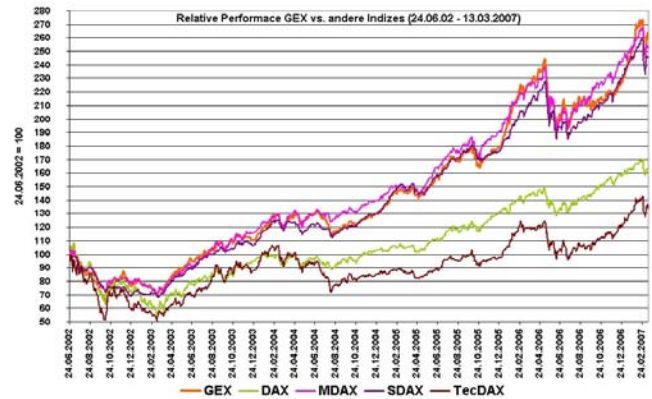
The children's university (KinderUni) is an initiative where professors give lectures for children between the age of 8 and 12. The lectures are related to the professor's actual field of research and prepared to attract the children's interest. Prof. Kaserer lectures on "Euro, Dollar, Yen, Pesetas - why do we have money?". Together with the designed comic figure "the little Euro" he leads the kids through questions like "Have we always had money?", "Why do we need money?" and "How can money become more and what is it worth?".

[more information](#)

CEFS Case Study Project

The CEFS recently finished its project with the Munich Intellectual Property Law Center - MIPLC (see Newsletter July 2006). The case study on "Valuation and Management of an Intellectual Property Based Company - the Case of Anchorus SA" (by Achleitner, Jarchow and Schraml) provides students with a deep understanding of the challenges an intellectual property based company faces. It gives profound insight into the valuation and strategic management of this specific company type. Anchorus SA offers an ideal example for a real life scenario of an intellectual property (IP) based company.

German Entrepreneurial Index (GEX)



As of 13.03.2007 the GEX again outperforms the other main German indices. The GEX was introduced in January 2005 as a joint project of Deutsche Börse Group and CEFS. Already in 2005 it was the best-performing index (see Newsletter July 2005).

News

Prof. Achleitner Appointed to the Commission of Experts “Research and Innovation”

Prof. Dr. Dr. Ann-Kristin Achleitner was recently appointed as a member of the commission of experts “research and innovation” by the German Federal Government, organized through the Federal Ministry of Education and Research. The commission is an international and independent group of people which will constantly counsel the Federal Government in its decisions regarding research and innovation. Starting in 2008 they will provide a report every two years. This substitutes the ministry’s former annual report.

[more information](#)

Paper “Insider Ownership and Corporate Performance - New Evidence from Germany”

Prof. Kaserer and former CEFS scientific assistant Dr. Benjamin Moldenhauer placed the above mentioned paper in the Review of Managerial Science where it will be published in one of the next issues.

Global Social Venture Competition (GSVC): Dr. Eva Nathusius as Professional Judge

The Global Social Venture Competition (GSVC) actively supports and promotes the creation and growth of successful social ventures around the world. Its annual business plan competition strives to elevate the visibility of the field and the quality and quantity of new ventures. GSVC began in 1999 as a student-led initiative at the Haas School of Business. Today, additional partners of GSVC include Columbia Business School, London Business School, Indiana School of Business, Yale School of Management and the Social Venture Competition Korea (SVCK). Dr. Eva Nathusius, managing director of the CEFS, took part in the GSVC as a professional judge for the semi-finals at London Business School. In addition, she acted as a team-mentor and guide for the student judging day at London Business School.

[more information](#)

Dr. Eva Nathusius accepted to Science Career II

Dr. Eva Nathusius was accepted to the Science Career II program of TU München. The program addresses women in an academic career who want to gain skills outside their specific research area. Over the next year, the participants of Science Career II take part in various trainings and are able to build up a unique network to other female scientists from the TU München. In different workshops, they are able to improve their leadership, negotiation and other soft skills. In addition, they will be able to participate in specific seminars, e.g. on how to finance research projects or how to apply for an academic job.

[more information](#)

New CEFS Working Paper

We are proud to announce the publication of two new working papers.

Paper 01-2007 titles “Entrepreneurship Education in German Speaking Europe - A Mapping” (by Achleitner, Kaserer, Jarchow and Wilson). In this study, we took a look at the higher education entrepreneurship education landscape in German-speaking Europe. We have reviewed all universities, including the technical ones, across Germany, Austria, Liechtenstein and German-speaking Switzerland, using a broad definition of entrepreneurship. Our goal was to capture information about all entrepreneurship related activities, not just those labelled “entrepreneurship”. In this first phase of the work, we have focused on the entrepreneurship and related chairs, which are key hubs for providing teaching, generating research, launching activities and raising awareness.

Paper 02-2007 titles “Valuation of Platform Technology Based Intangibles Companies” (by Achleitner, Schraml and Nathusius). This paper examines the challenges of valuing platform technology based intangibles companies. Many technology start-ups base their business model solely on intangible assets. These companies generate profits by creating and selling their innovations and know-how. In many cases, these intangibles companies are based on a platform technology. Such a technology has a broad application potential across different markets and offers great expansion potential. Platform technology based intangibles companies are of a distinct nature. They pose specific requirements on the applicability of valuation methods. By applying a systematic map of requirements, this paper analyzes whether the cost, market or income approach match the specific valuation requirements. We argue that all three valuation methods have drawbacks. Yet, the income approach matches most requirements and is therefore the most suitable method for valuing a platform technology based intangibles company.

Both papers will soon be available on the CEFS-homepage.