



Glynn Partners Ventures VI AIF A/S

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Executive Summary

- **Glynn Partners Venture VI AIF A/S offers unique potential for strong investment returns over the long term – Global Ventures targets 3.0 times money back**
 - Investors in venture capital funds have historically obtained returns significantly in excess of public equity markets and other private market strategies
 - Access to the best funds is crucial in order to generate returns in excess of the median
 - Glynn Partners VI L.P seeks to invest in private, venture-backed technology companies with high growth potential.
- **The cloud is the most recent example of this and represents the largest technological upgrade we will see in our lifetime. That is why the majority of our focus and dollars invested fall into the category of enterprise software.**
- The majority of the financial returns in software and the cloud are ahead of us, because of:
 - **Simplicity/Efficiency:** The cloud simplifies technology for users.
 - **SaaS is in the Early Stages of Market Penetration:** The total cost of ownership for a SaaS based cloud solution is less than half that of an on-premise solution.
 - **Competitive Advantage:** Companies that adopt cloud platforms can materially improve their time-to-market by enabling them to access pre-built integrations and quickly increase capacity to meet surges in demand.
 - **Structurally Higher Margins:** The ability of SaaS and Cloud companies to generate attractive long-term margins with low incremental costs exceeds all other industries.



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