



investor

## Investors Insight on De(re)carbonisation

*Oct 14th , 17.00-18.30 CET*

[techtour.com/investorsclub](https://techtour.com/investorsclub)

## Tech Tour Team:



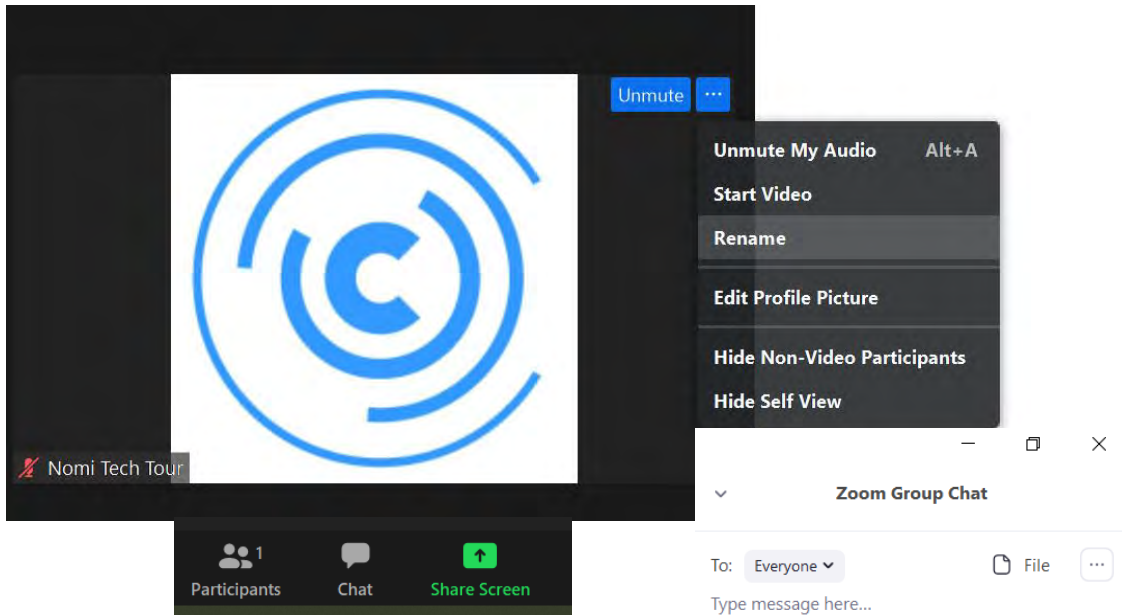
Radostina Tsenova  
Tech Tour Investors Club Lead  
at Tech Tour  
**Facilitator**



Aleksandra Angelova  
Senior Project Manager,  
leading Tech Tour Energy  
in Transition Programme  
**Support**



Adam Bocel  
Assistant Project Manager  
**Support**



- **Recording** the call
- **Rename yourself with** Name, Surname, Company
- **Turn on your camera** all the time
- **Turn off your microphone** – active only when invited
- **Chat functionality** – use it actively to ask in writing your Questions
- **Useful key combinations** you can use:  
Alt + A for Mute/Unmute  
Alt + H for opening the Chat

- **Welcome**
- **1<sup>st</sup> PART: INSIGHTS**
  - Speaker 1 – [Bryan Hassin](#), Rocky Mountain Institute, CEO of the 3rd Derivative accelerator
  - Speaker 2 - [Alfred Lam](#), Partner at Chrysalix
  - Speaker 3 - [Jos Keurentjes](#), Programme director Energy Innovation in Twente university
- **2<sup>nd</sup> PART: INVESTMENT CASES**
  - Investor 1: [Hans Maenhout](#), Finindus
  - Investor 2: [Leon Jacobs](#), SABIC
  - Selected entrepreneurs in De(re)carbonization Tack in Tech Tour Energy in Transition Programme
- **WHAT'S NEXT:**
  - Tech Tour Energy in Transition Programme
  - Tech Tour Investors Club
  - Poll

**Chair**

**Remy De Tonnac,  
General Partner at ETF Partners, Chairman  
of Tech Tour Investors Club Council**

**Moderator**

**Fred van Beuningen,  
Managing Partner at Chrysalix and Head of  
Selection Panel on De(re)carbonization in Tech  
Tour Energy in Transition Programme**



Capital

2017

California

and

Porto.

GOLD PARTNERS



IND

BRONZE PARTNERS

1<sup>st</sup> part: INSIGHTS

Janke Dittmer  
Gilde Healthcare

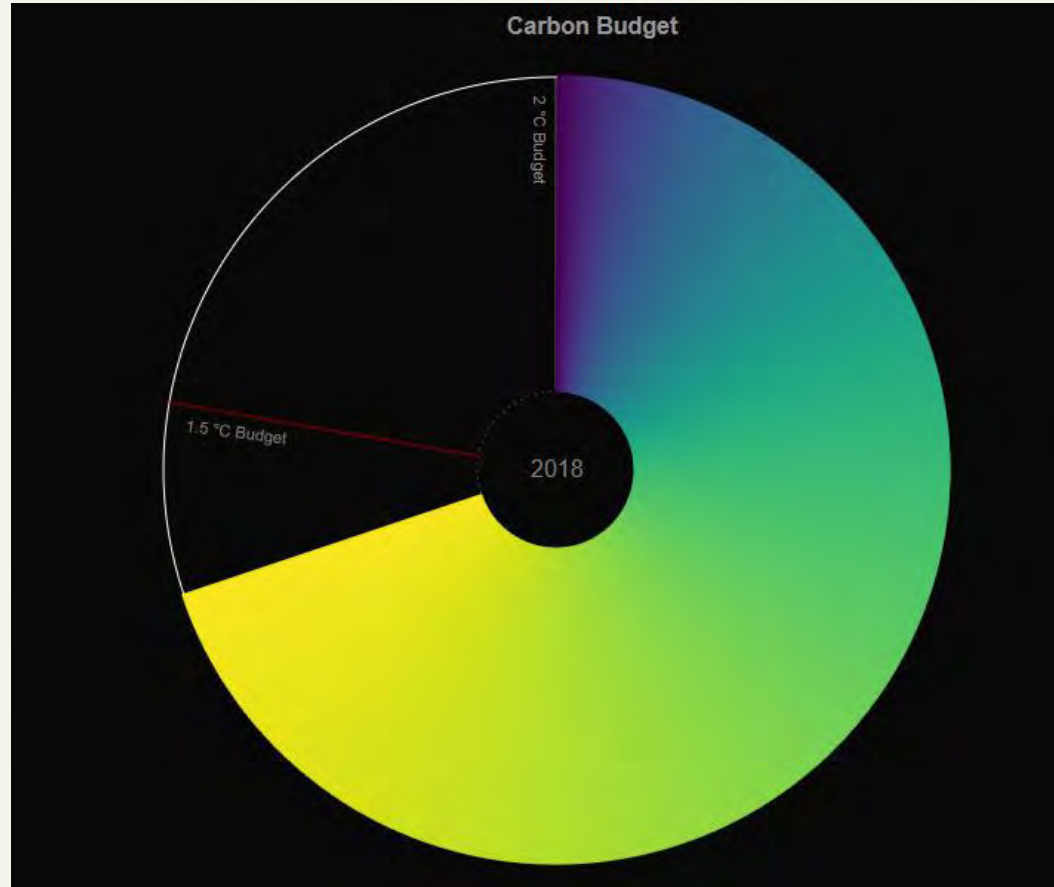
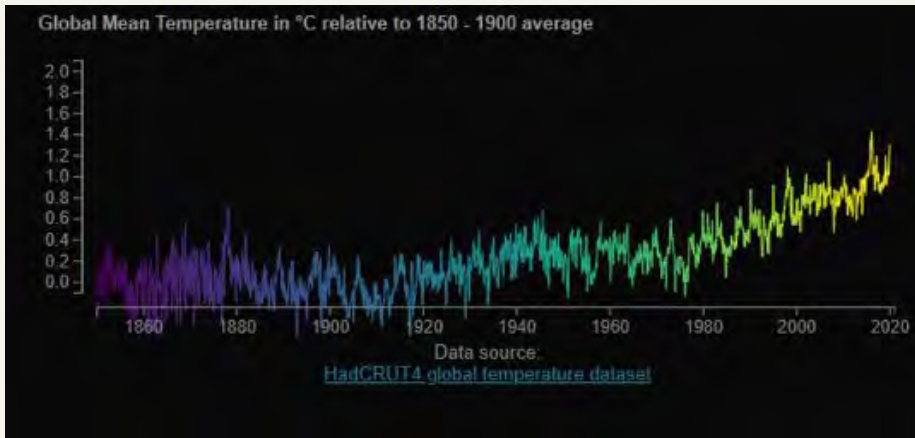
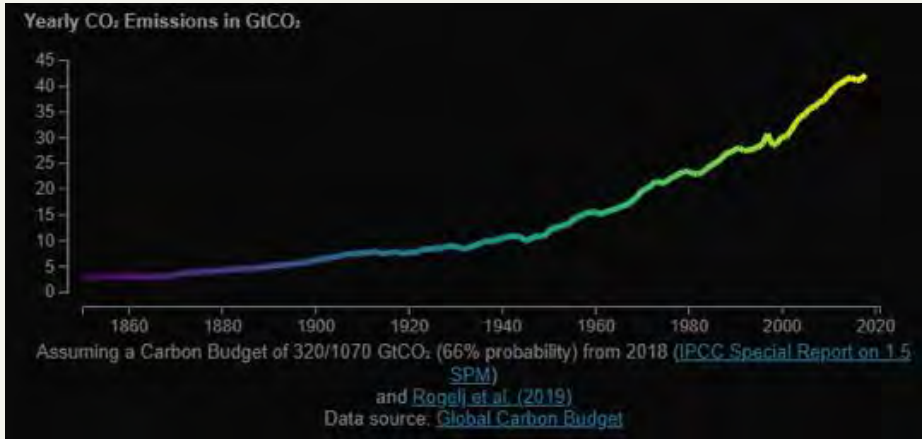
Petri Laine  
Innoventures

TechTour

International  
VentureClub

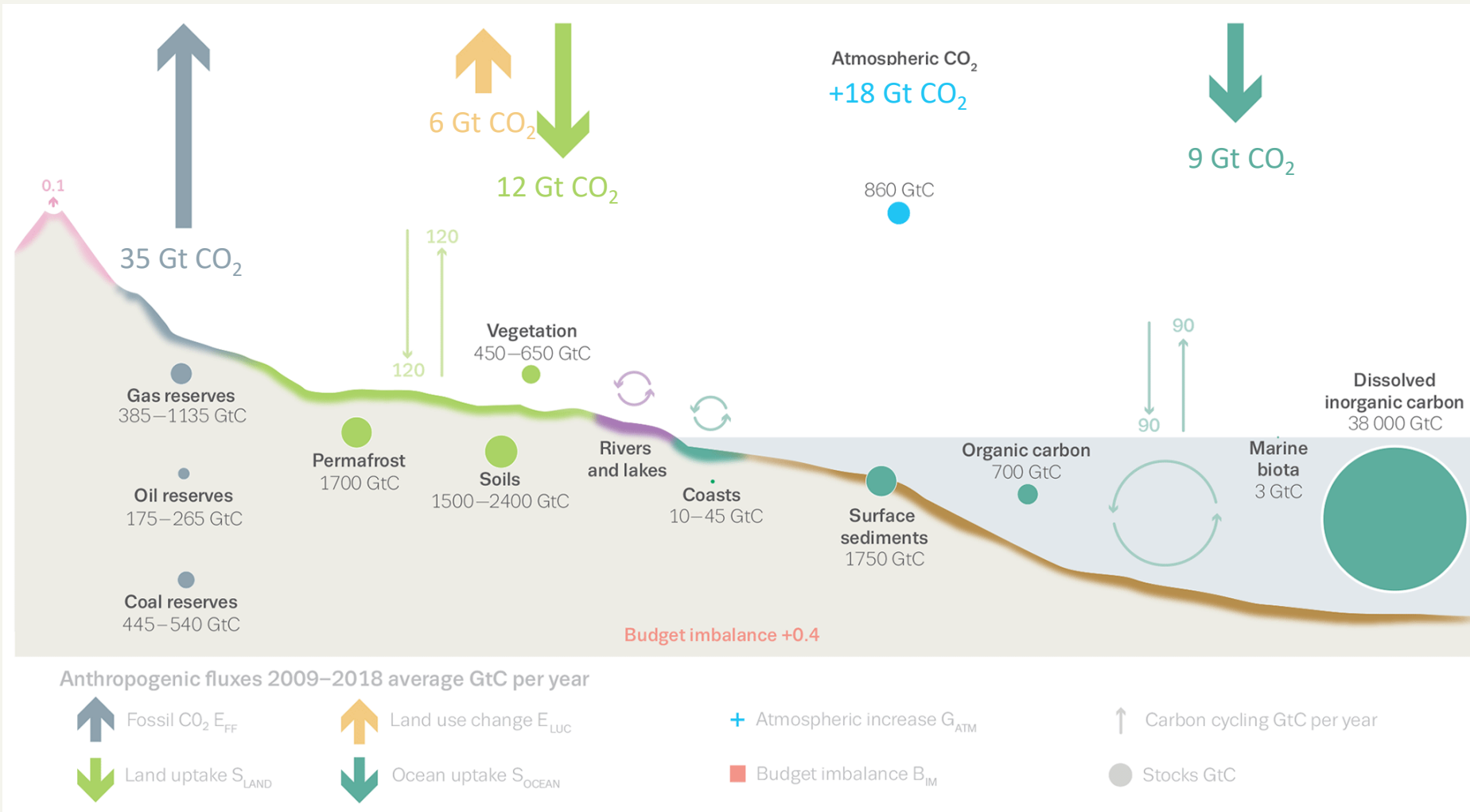
# 10Y of current emissions remaining in carbon budget

Temperature and CO<sub>2</sub> both trending upwards



# Anthropogenic disturbance of the global carbon cycle

Restoring the carbon cycle: reduce emissions and enhance natural sinks





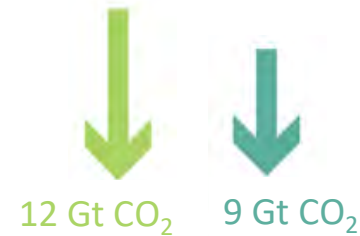
# Carbon neutrality as a minimum requirement

## Towards negative emissions



### Emission reduction

- Energy demand reduction
- Energy supply decarbonization
- Industrial CO<sub>2</sub> management



### Sink enhancement

- Afforestation & reforestation
- Soil carbon sequestration
- Ocean fertilization
- Rock weathering

### Engineered solutions

- Direct air capture and storage (DACCS)
- Bio-energy with carbon capture and storage (BECCS, hybrid solution)

Atmospheric CO<sub>2</sub>  
+18 Gt CO<sub>2</sub>

Negative emission technologies

# Carbon neutrality has become a strategic imperative

Companies set net zero targets by 2050



## 1<sup>st</sup> Part: INSIGHTS

### Presenters of the session:



**Bryan Hassin,**  
Rocky Mountain Institute, CEO of the 3rd  
Derivative accelerator



**Dr. Alfred Lam,**  
Partner at Chrysalix



**UNIVERSITY  
OF TWENTE.**

**Jos Keurentjes, Programme director Energy  
Innovation at University of Twente**

## 1<sup>st</sup> Part: INSIGHTS

### Presenters of the session:

#### Speaker 1:



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**Bryan Hassin,**  
**Rocky Mountain Institute, CEO of the 3rd**  
**Derivative accelerator**

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An aerial photograph of a city, likely Hong Kong, showing a dense urban skyline with numerous skyscrapers. A large river flows through the city, and a significant area of wetlands or marshes is visible in the foreground. The sky is clear and blue, with some light clouds. The overall scene is a mix of urban development and natural landscape.

THIRD  $\Delta^3$   
DERIVATIVE™

# The D<sup>3</sup> Story

ACCELERATING THE RATE OF CLIMATE INNOVATION TOGETHER

# Bryan Guido Hassin, D<sup>3</sup> Cofounder/CEO

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- Climatetech entrepreneur with \$125M of exits
- Mentor and board roles for startups worth \$9B
- Formerly CEO of Smart OES, CEO of R7 Solutions, and CTO of Antmachine
- Intersection of Energy and IOT
- Mostly startups, but some corporate spinouts
- Mostly USA, but some EU



# Climate: ~~the challenge~~ opportunity of our lifetime

A 1.5 °C pathway requires *annual average investment of USD\$2–3 TRILLION* for 30 years

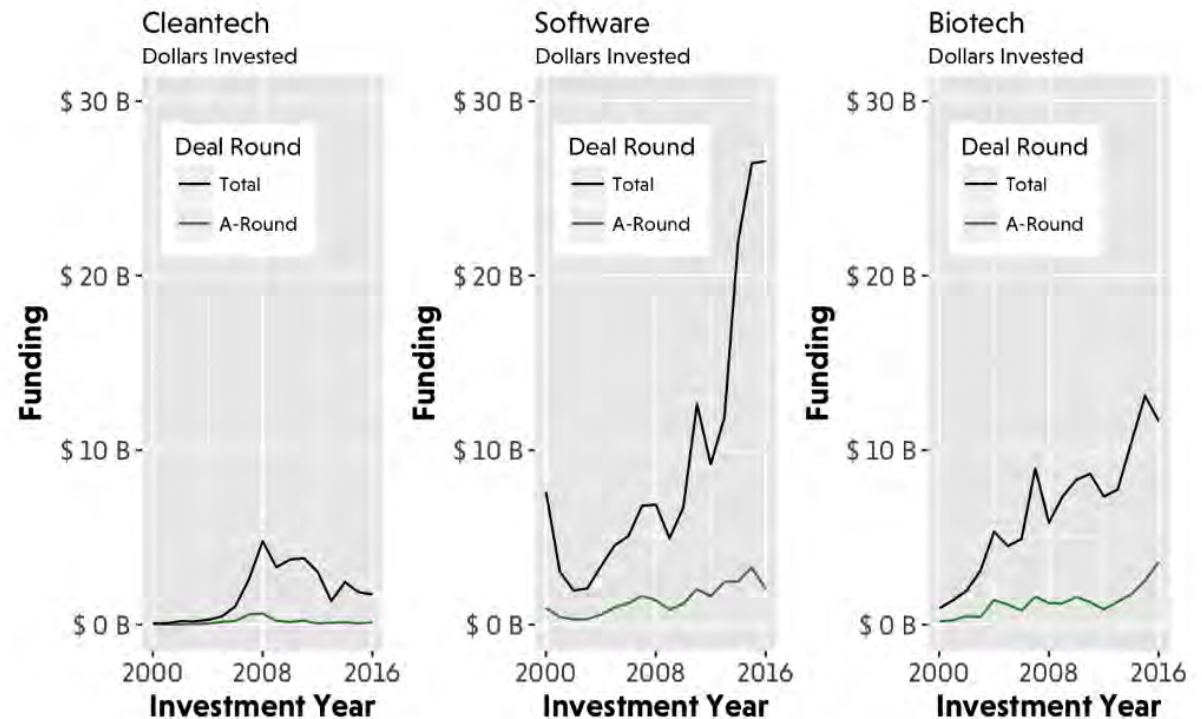
*2-3 "gigaton-scale" techs\** must emerge every year for the next decade

\* Technologies with >0.5 gigaton CO<sub>2</sub>e end-market reduction potential per year in 2030-50



# Climate tech is woefully underinvested

- The way we make and use energy is a multi-trillion-dollar market experiencing dramatic, once-in-a-century transformation.
- Despite the size of the market and the need, climate tech VC investment is modest and weighted towards later-stage and software.
- Critical new technologies and business models



Source: Clean Energy Trust and Brookings Institution (2017)



# We are not on track to meet climatetech goals

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**E&E**NEWS

ENERGY

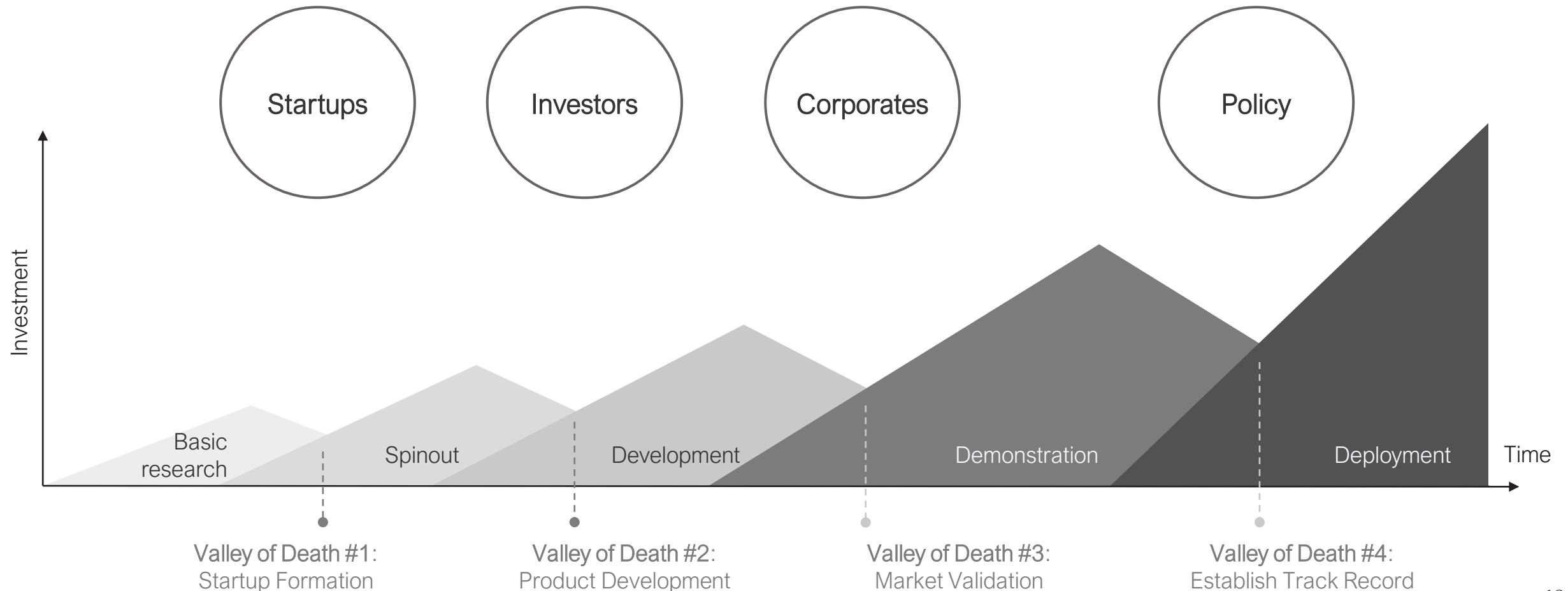
## **Most Clean Energy Tech Is Not on Track to Meet Climate Goals**

A new report says that only six of 46 clean energy sectors are making enough progress to limit warming to under 2 degrees Celsius

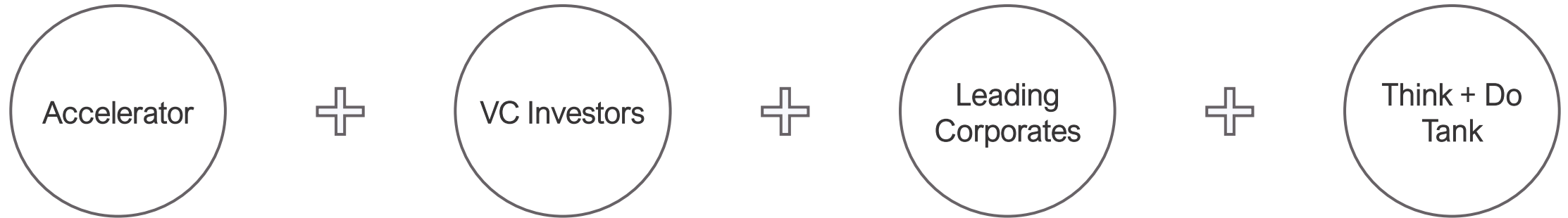
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By Miranda Willson, Carlos Anchondo, E&E News on June 10, 2020

# Multiple stakeholders => multiple valleys of death



# A New Global Innovation Ecosystem: Third Derivative (D<sup>3</sup>)



- Trusted leader delivering global accelerator programs
- Global network of 90 accelerators in 30 countries



- Hundreds of millions in VC funds
- Professional teams with proven track records
- Investment in accelerator startups
- Accelerator cohort selection and programming support
- Participant in follow-on funding



- Coalition of 12–15 leading corporates from diverse industries
- Startup coaches, customers, investors, and acquirers
- Investment thesis refinement and validation
- Peer-to-peer learning exchange



- 250+ energy professionals
- 7 Offices in US, China, India, Africa
- Analysis, insight generation, stakeholder engagement, network management
- Policy integration

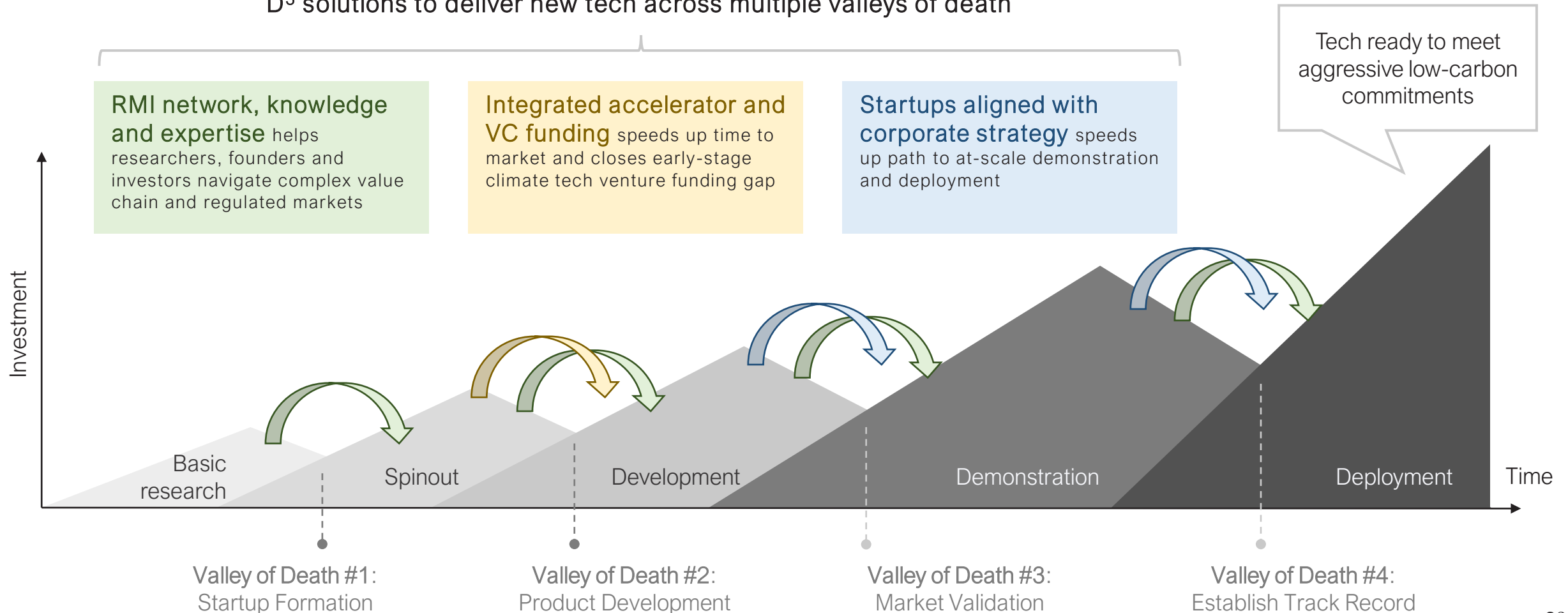
ROLE

- Rapid capacity building and business model validation
- De-risking startups for follow-on investment

ECOSYSTEM THAT ADDRESSES CRITICAL COMMERCIALIZATION CHALLENGES

# Vertical Integration to Bridge Valleys of Death

D<sup>3</sup> solutions to deliver new tech across multiple valleys of death







### CEO

#### Bryan Guido Hassin

- Seasoned energy & tech entrepreneur
- \$125M of exits & track record driving new disruptive ventures from launch to global scale
- Mentor, advisor, and director whose startups have created \$9B of enterprise value
- Formerly CEO of Smart OES, CEO of R7 Solutions, and CTO of Antmachine

# Third Derivative Team



### Head of Investments and Research

#### Cyril Yee

- MIT scientist >> entrepreneur >> investor
- Formerly U.S. cleantech and energy lead at IP Group, funding and spinning out high-potential tech from universities and national labs
- Led business development and strategy at INEOS Bio, building one of the world's first commercial-scale advanced biofuel facilities



### Head of Corporate Partnerships & Marketing

#### Elaine Hsieh

- Cross-sectoral communicator & convener
- Former program director for GreenBiz VERGE focused on scaling solutions where technology accelerates systems thinking & sustainability across cities & industries
- Led marketing & comms at Generate Capital



### Board Director

#### Danny Kennedy

- Long-time champion of 100% clean energy for 100% of the population
- CEO of New Energy Nexus
- MD of California Clean Energy Fund, President of CalCharge, and Co-Founder of Powerhouse
- Serial solar entrepreneur: co-founded Sungevity, Mosaic's first backer, *Rooftop Revolution* author



### Board Director

#### Jon Creyts

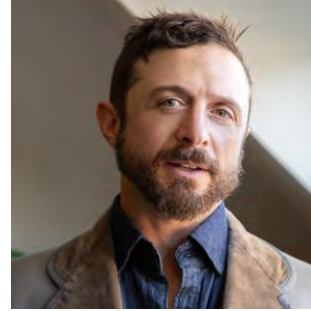
- Global change leader focused on clean energy transition and Senior Managing Director at RMI
- Founded and co-led RMI's China program
- Board Member of Energy Web and WattTime
- Former Partner at McKinsey & Company and alumnus of Lockheed Martin's Skunk Works



#### Operations and Electricity Sector Lead

##### Jason Prince

- Energy finance professional with strong innovation, market, and regulatory expertise
- Formerly RMI (utility business models, planning, procurement), SolarCity (structured finance), Karbone (energy financial services)



#### Director of Startups

##### Ryan Kushner

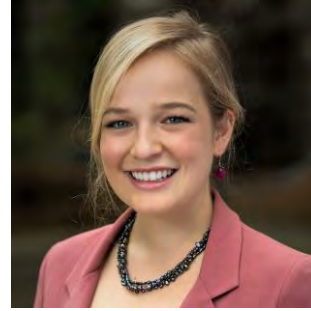
- The Accelerator Guy; author of “Accelerate This!”; mentor at Techstars, Big Ideas Ventures
- Global curriculum lead, New Energy Nexus
- Formerly Free Electrons, Singularity University, Elemental Excelsator, and many others



#### Industry Sector Lead

##### Josh Agenbroad

- Serial intrapreneur who helped found RMI's China and Africa energy access programs
- Principal at RMI focused on technology, market, and policy topics across automotive, freight, heavy industry, manufacturing, and utilities



#### Research & Investment Associate

##### Madeleine Carnemark

- Coalition building experience
- Dual MBA/MS in sustainability with environmental justice focus
- Formerly regenerative agriculture research and policy in Washington, D.C.



#### Transportation Sector Lead

##### Hara Wang

- Globally-minded investor and problem solver
- Formerly Braemar Energy Ventures (cleantech VC), McKinsey & Company (North America), Clean Energy Associates (China)
- Entrepreneur re: energy access in rural Africa



#### Advisor

##### Elizabeth Hartman

- Bridger of energy & entrepreneur communities
- Manager in the Office of CEO at RMI
- Led EPRI's Incubatenergy Network (20+ clean energy incubators/accelerators, 500+ startups)
- Formerly E Source, Simple Energy



#### Buildings Sector Lead

##### Ankit Kalanki

- Background in mechanical engineering, energy technology & policy
- Technical lead, RMI's Global Cooling Prize
- Former energy engineer, energy-efficiency consultant in India

# D<sup>3</sup> partner ecosystem is growing rapidly

## CORPORATE

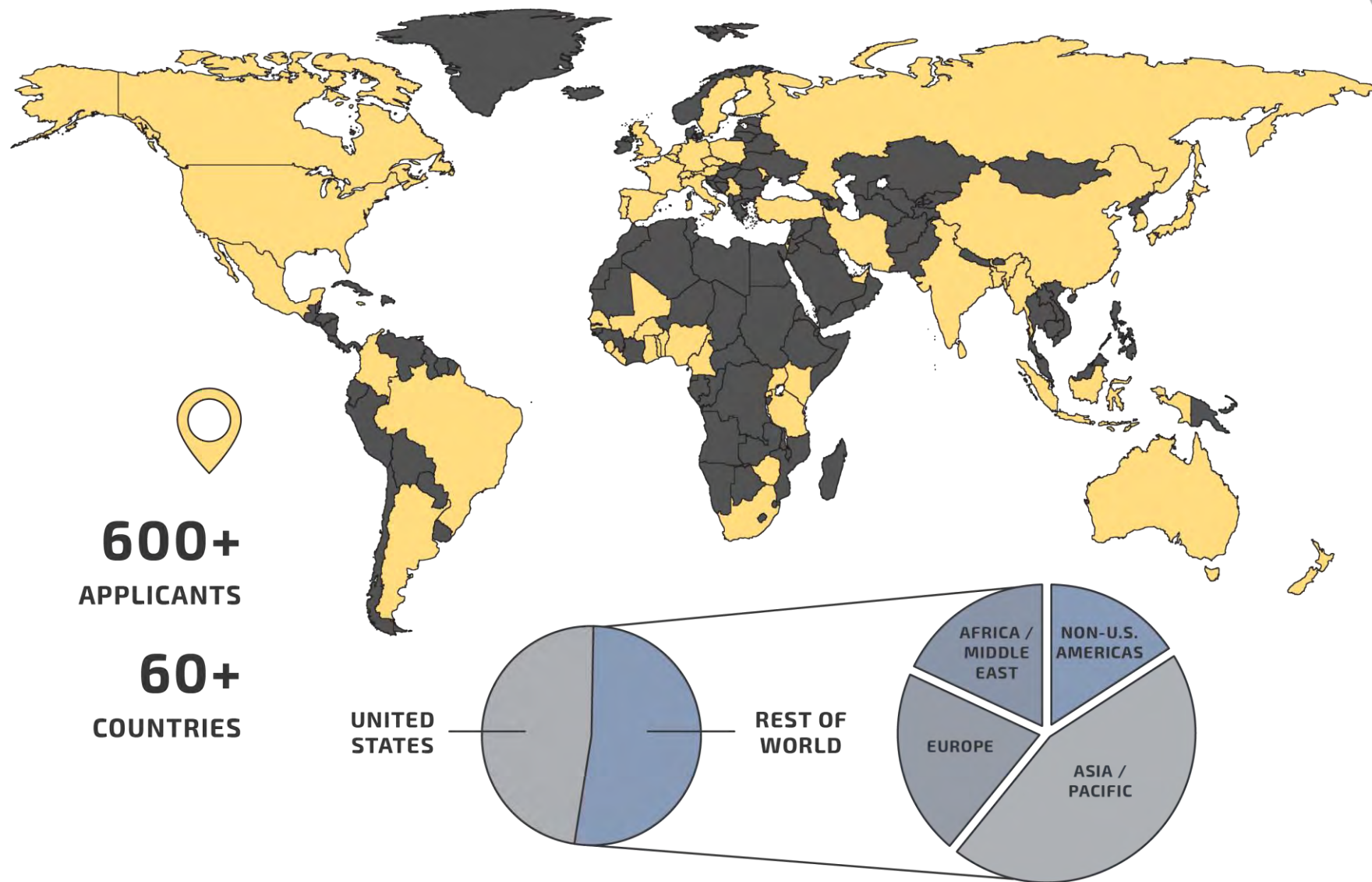
- USD \$4T Market Cap
- Global
- Spanning Crucial Sectors
  - Energy
  - Technology
  - Finance
  - Transportation
  - Industry / Buildings

## VC INVESTOR

- USD \$2B AUM
- Global
- Spanning Technology Areas
- Spanning Investment Stage

## A Global Response to a Global Need

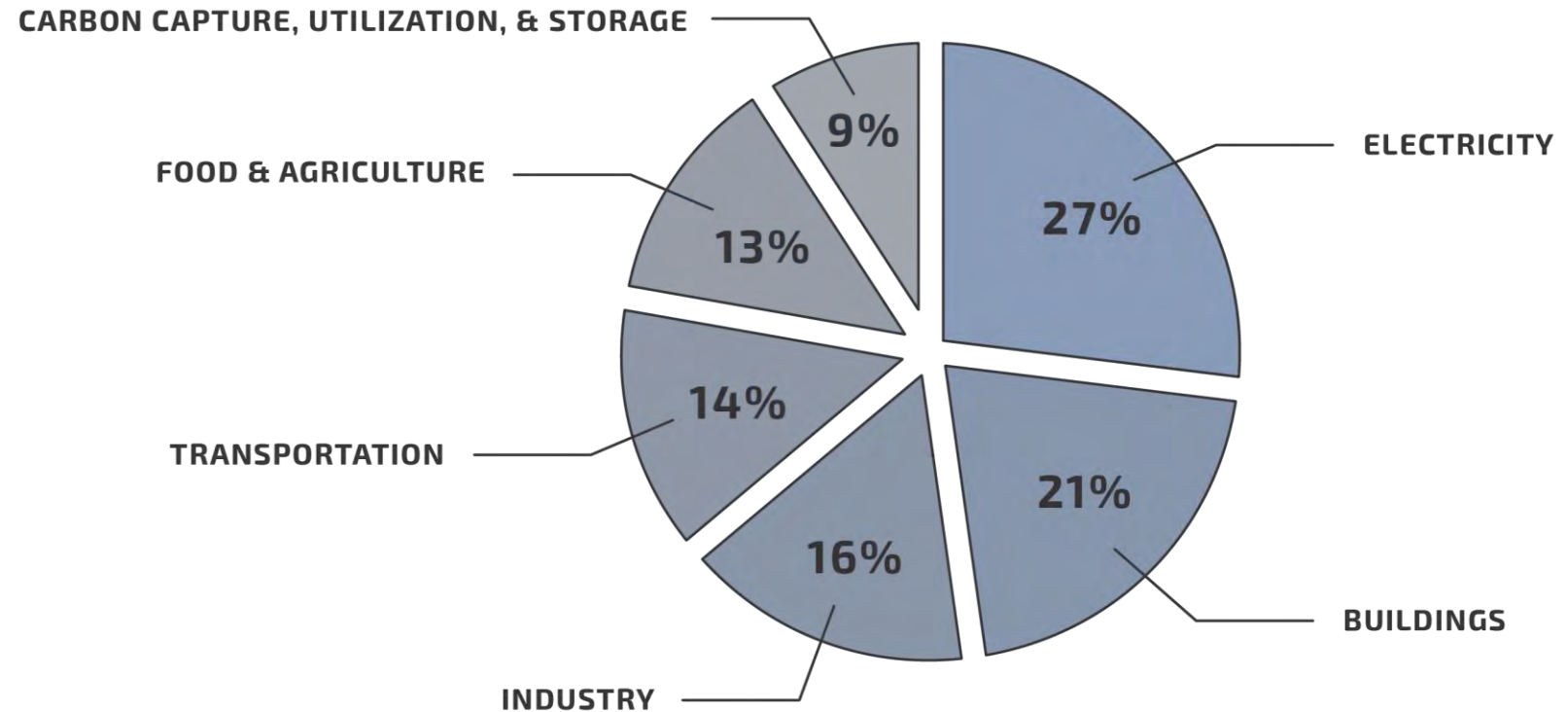
The climate crisis is a global challenge, and the global community of climate tech startups responded... with **more than 620 applicants from 61 countries**.





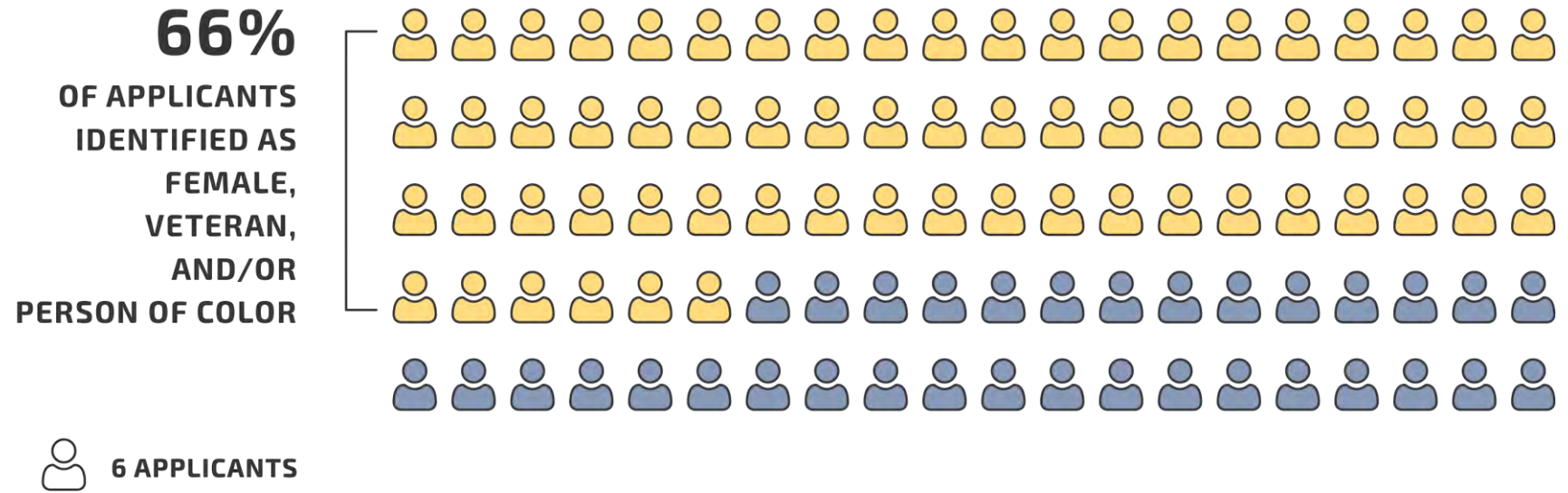
## Tackling Diverse Opportunities for Decarbonization

While electricity-related projects accounted for the greatest number of submissions, other industries were also well-represented, enabling us to tackle low-carbon innovation on multiple fronts.



## Finding the Best Solutions from a Diverse Community

In addition to the geographic diversity of the applicants, we're proud to say that fully two-thirds of applicants self-identified as female, veteran, and/or person of color.



An aerial photograph of a city, likely Hong Kong, showing a dense urban skyline with numerous skyscrapers. A large river flows through the city, surrounded by green wetlands and marshes. In the background, there are rolling hills and mountains under a clear blue sky with a few wispy clouds. The sun is low on the horizon, creating a warm, golden glow over the city.

THIRD   
DERIVATIVE™

# The D<sup>3</sup> Story

ACCELERATING THE RATE OF CLIMATE INNOVATION TOGETHER

## 1<sup>st</sup> Part: INSIGHTS

### Presenters of the session:

#### Speaker 2:



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**Dr. Alfred Lam,**  
**Partner at Chrysalix**

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# Tech Tour Energy in Transition

INVESTOR INSIGHT SESSION ON DECARBONIZATION



# Chrysalix Venture Capital

## EARLY STAGE INDUSTRIAL INNOVATION FUND

CRV Fund - \$120M+  
Decarb Fund - \$100M+

Worldwide investments in  
early stage startups



**Global coverage**  
North America  
Europe  
Asia

### Investment Focus

#### What we will be looking for

Market driven  
opportunities;  
Seed and Series A

Startups addressing  
our investor's  
innovation needs

Energy Transition &  
Step-change  
innovation

### Industries

Oil & Gas, Utilities, Metals &  
Mining, Chemicals,  
Manufacturing Mobility &  
Construction

### Technology Scope

Decarbonization & Resource  
Productivity Solutions  
Industry 4.0: AI, IoT, sensors,  
robotics etc.

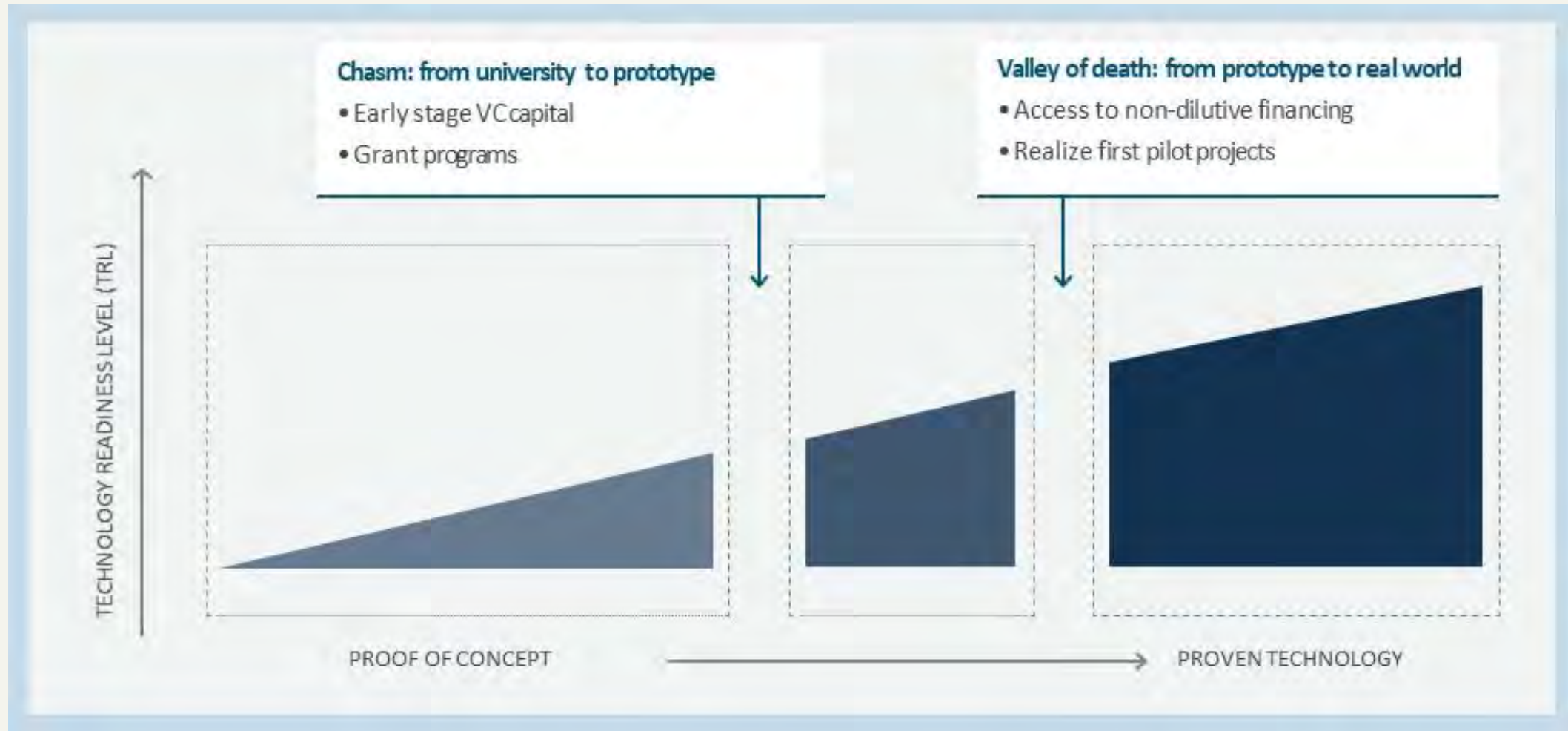
### Current & Historical Investors





# Evolving & Maturing Ecosystem

ALIGNING OF GOVERNMENT POLICY, CORPORATE STRATEGY & ACCESS TO FINANCE



# Framework for Evaluation

## VALUE PROPOSITION, ECONOMICS & RISK

GHG Feedstock	Conversion / Transport	Valuable Product
Access to concentrated or abundant GHG (CO <sub>2</sub> or CH <sub>4</sub> ) feedstock?	What is the CAPEX? <ul style="list-style-type: none"><li>• Modular?</li><li>• Large balance of plant?</li><li>• Large scale pilot/demo required?</li></ul>	Single/Multiple market application and value streams?
Feedstock Specifications <ul style="list-style-type: none"><li>• Annual supply (volume/mass)?</li><li>• Composition?</li></ul>	What is the OPEX? <ul style="list-style-type: none"><li>• Labor, Energy, Consumables?</li></ul>	Product Specifications <ul style="list-style-type: none"><li>• Used to make or process something?</li><li>• Commodity product?</li><li>• Annual production (mass/volume)?</li><li>• Purity/composition?</li></ul>
Pre-processing required?	Performance Metrics <ul style="list-style-type: none"><li>• Yield?</li><li>• Throughput?</li></ul>	Post-processing or sorting?
Geographically constrained?		Geographic limitations (i.e., logistics cost too high?) – Used at source?
Pay or get paid for feedstock?		Product price? Volatility?
How is waste currently being managed? <ul style="list-style-type: none"><li>• Venting? Flaring?</li></ul>		High value & low volume?

# Case Studies

## CARBON CAPTURE & UTILIZATION



### Putting CO2 to Work

Veloxotherm process combines a patented adsorbent structure and rapid cycle thermal swing process to achieve unmatched economics for the oil & gas and chemicals sector



### Creating Clean Fuel out of Air

Direct air capture technology that can deliver large-scale negative emissions by removing CO2 directly from the atmosphere and convert to transportation fuels



### Carbon to Concrete

Manufactures a technology for concrete producers that introduces recycled CO2 into fresh concrete



### Process Technology to Convert CO2 to Major Chemicals

Electrochemical innovation to convert CO2 to polymer intermediate chemicals

Access to Concentrated or Abundant Waste Feedstock	<ul style="list-style-type: none"> <li>Concentrated point source CO<sub>2</sub> capture</li> </ul>	<ul style="list-style-type: none"> <li>Direct air capture – Abundant but Dilute CO<sub>2</sub> concentration</li> </ul>	<ul style="list-style-type: none"> <li>CO<sub>2</sub> sourced &amp; shipped to concrete manufacturer</li> </ul>	<ul style="list-style-type: none"> <li>CO<sub>2</sub> sourced from existing chemical processes</li> </ul>
Minimal Pre/Post Processing or Conversion	<ul style="list-style-type: none"> <li>Direct use without conversion for EOR</li> </ul>	<ul style="list-style-type: none"> <li>CO<sub>2</sub> solubilization/purity</li> <li>Product Separation</li> </ul>	<ul style="list-style-type: none"> <li>Direct use of CO<sub>2</sub> in concrete process</li> </ul>	<ul style="list-style-type: none"> <li>CO<sub>2</sub> solubilization/purity</li> <li>Product Separation</li> </ul>
High Value Product/Use or Multiple Value Streams	<ul style="list-style-type: none"> <li>Direct use for EOR</li> <li>Feedstock for Urea production</li> </ul>	<ul style="list-style-type: none"> <li>Renewable Jet Fuel</li> </ul>	<ul style="list-style-type: none"> <li>Concrete</li> </ul>	<ul style="list-style-type: none"> <li>Platform for multiple commodity/specialty chemicals</li> </ul>
Multiple Market Application & Value Proposition	<ul style="list-style-type: none"> <li>Oil &amp; Gas</li> <li>Chemicals</li> <li>Cement</li> </ul>	<ul style="list-style-type: none"> <li>Oil &amp; Gas</li> </ul>	<ul style="list-style-type: none"> <li>Construction &amp; Building Materials</li> </ul>	<ul style="list-style-type: none"> <li>Oil &amp; Gas</li> <li>Chemicals</li> </ul>
Close Proximity of Waste Feedstock and point of use/sale	<ul style="list-style-type: none"> <li>Husky steam generators supply CO<sub>2</sub> for use on-site for EOR</li> </ul>	<ul style="list-style-type: none"> <li>Market only in California presently due to LCFS</li> </ul>	<ul style="list-style-type: none"> <li>CO<sub>2</sub> supply – Strong partner in Linde</li> <li>Concrete – Existing supply chain</li> </ul>	<ul style="list-style-type: none"> <li>CO<sub>2</sub> source available at chemical plants</li> <li>Chemical intermediates used onsite or shipped</li> </ul>
Modular systems w/ Rapid Payback & High Margins	<ul style="list-style-type: none"> <li>Modular capture technology</li> <li>Large CAPEX for applications</li> </ul>	<ul style="list-style-type: none"> <li>Modular system</li> <li>Economics dependent on carbon credits</li> </ul>	<ul style="list-style-type: none"> <li>Retrofit of existing concrete process</li> </ul>	<ul style="list-style-type: none"> <li>Modular electrochemical reactor but large BOP CAPEX</li> <li>T/day scale at pilot</li> </ul>

## 1<sup>st</sup> Part: INSIGHTS

### Presenters of the session:

#### Speaker 3:



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Jos Keurentjes, Programme director Energy  
Innovation at University of Twente

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# UT CENTER FOR ENERGY INNOVATION

“From fundamentals to integrated energy systems  
for industry and society”

Tech Tour Investors Club – Investor Insights session  
on De(re)carbonisation



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# ENERGY INNOVATION AT UT

- Energy transition is one of the major societal transitions for the coming decades
- Major impact on citizens, governments and industry
- Energy is a central theme for UT: many researchers active on energy-related subjects: total turnover on this subject >60 MEur/year
- The Center for Energy Innovation (CEI) established in fall 2019 to create coherence, impact and visibility
- All faculties involved; strong links with institutes and strategic impulse programs Materials and AI



# THREE PILLARS FOR VISIBILITY AND IMPACT

- Coherent learning programs
- A single point of entry (Hub function) for external parties (governmental and industrial)
- Large mission-driven research programs
  - Battery technology and energy storage
  - Negative Emission Technologies
  - Low-energy data management / Energy-neutral datacenters
  - User-based distributed energy control / digitization of the energy system

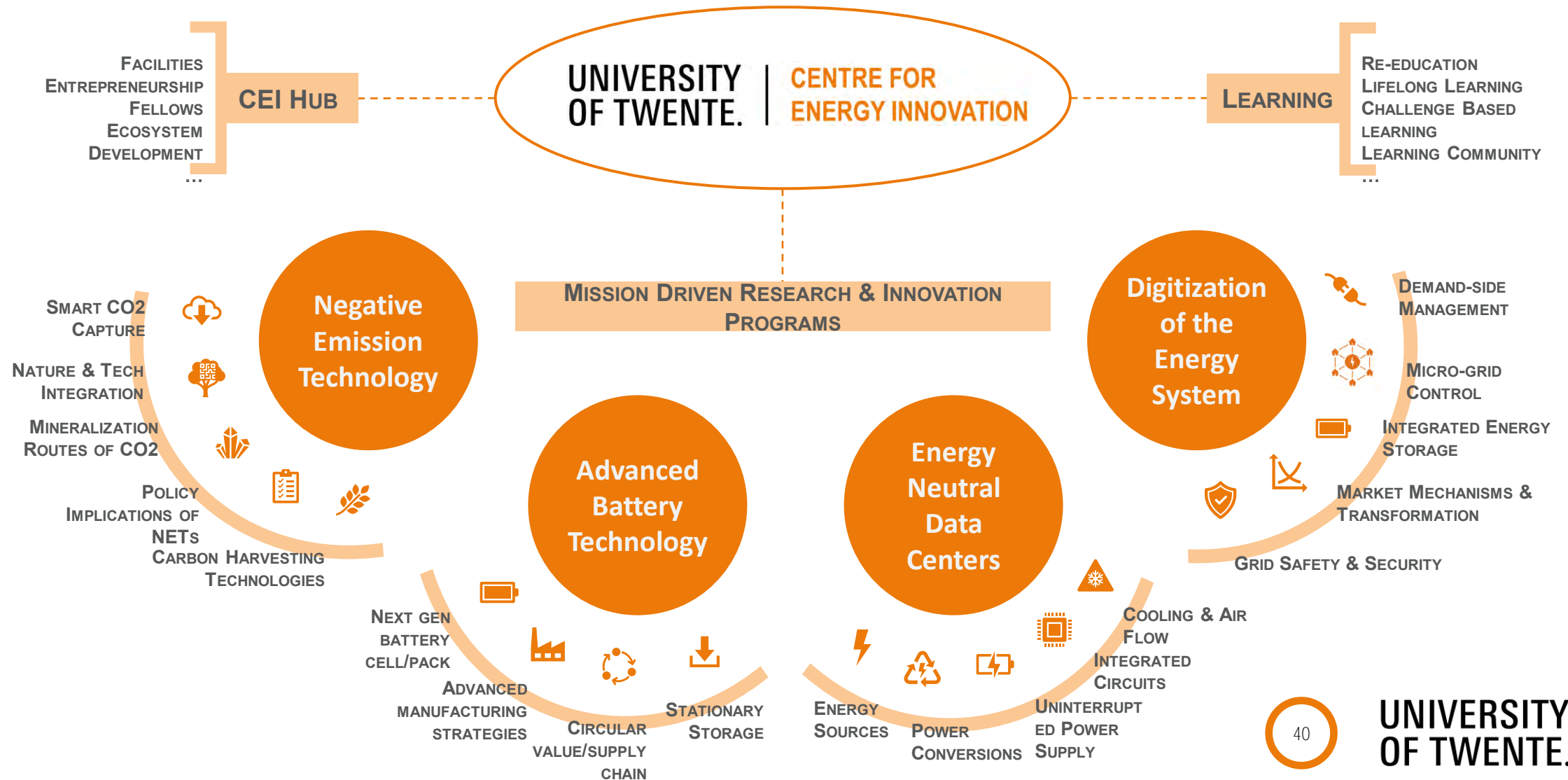


# LARGE MISSION-DRIVEN RESEARCH PROGRAMS

- Industry less interested in individual projects; often prefer a position in a large, visible and (internationally) recognized ecosystem, leading to **faster innovation**
- Some characteristics of such ecosystems
  - **Focus** on a well-defined scope
  - Industrial partners range: start-ups-SME-corporates
  - Partners cover the entire knowledge axis (TRL scale): fundamental-applied-deployment
  - Size matters: creating **mass** by aiming at 30-50 million euro annually (not only UT)
- Basis for the creation of **start-ups** (UT has track record of more than 750 successful startups)
- Archetypes are QuTech, Holst and Brightlands
- Strong interest from industry to participate with awareness of financial consequences; ecosystems under development



# Four mission-driven programs in scope





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2017

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GOLD PARTNERS



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## 2<sup>nd</sup> Part: INVESTMENT CASES

Janke Dittmer  
Gilde Healthcare

Petri Laine  
Innoventures

TechTour

International  
VentureClub



## 2A) Investor and portfolio cases



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**Hans Maenhout,  
Investment Director in Finindus**

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Reach Hans Maenhout at [hans.maenhout@finindus.be](mailto:hans.maenhout@finindus.be)



## Decarbonization @ Finindus

October 16, 2020

Hans Maenhout

# The Importance of Decarbonization is in our DNA



**Flanders**  
State of the art



ArcelorMittal



## Climate Action in Europe

Our carbon emissions reduction roadmap:  
30% by 2030 and carbon neutral by 2050

"We have an ambition  
to reach carbon neutrality  
by 2050".

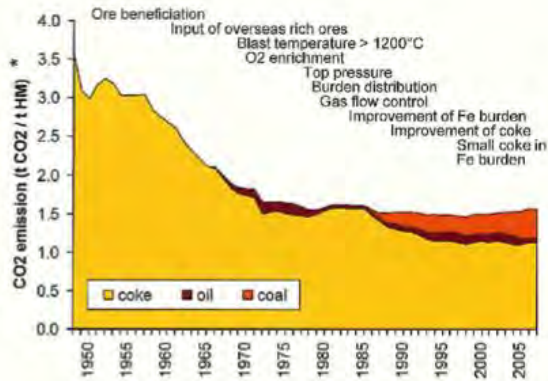
Lakshmi N. Mittal,  
Chairman and chief executive

25 June 2020 11:00 CET

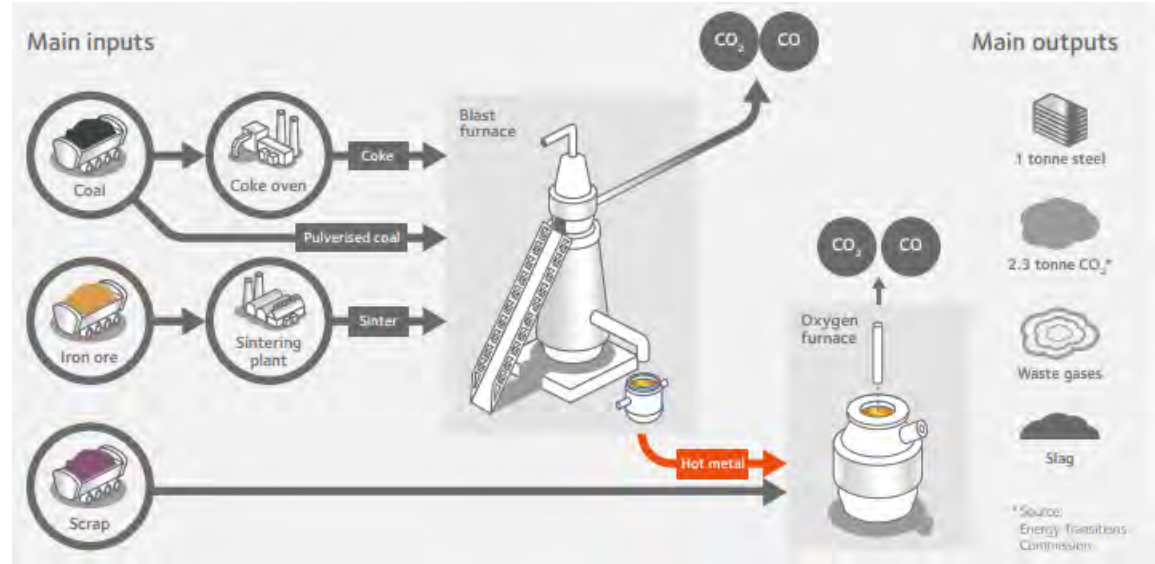
ArcelorMittal Europe sets out path to net zero  
by 2050, with pioneering technologies at the  
forefront of the company's roadmap for  
carbon-neutral steelmaking

# CO2 emissions are inherent to integrated steel making

The journey from 3.5 to 1.7 ton CO2/ton steel is already done



Source: Ulcos presentation, 2013



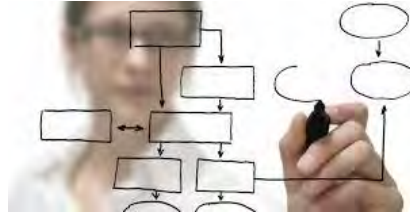


# Routes to Decarbonization

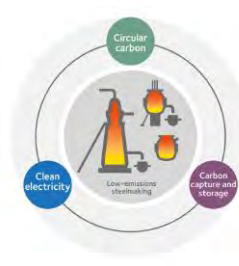
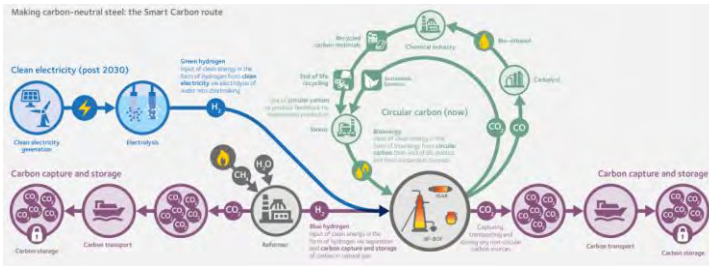
## Energy and Material Efficiency



## New Processes



## CCS / CCU



# How does Finindus Contribute?



INVESTING



TECHNOLOGY  
SCOUTING



PROJECT  
FINANCING





Thank you

✉ [hans.maenhout@finindus.be](mailto:hans.maenhout@finindus.be)





**Leon Jacobs,  
Sustainability Leader Europe at SABIC**

Reach Leon Jacobs at [Leon.Jacobs@SABIC.com](mailto:Leon.Jacobs@SABIC.com)



## 2B) Overview of Selected Companies in De(re)carbonization

to present at Tech Tour Energy in Transition programme

 bright

Bright Energy

Recycling Technologies  
Ltd. HYGEN

HYGEN

 LXP GROUP

LXP Group GmbH

TechnoCarbon  
Technologies

NexWafe GmbH

WePower

 we  
power



Capital

2017

California

and

Porto.

GOLD PARTNERS



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## Poll

**Suggest, what else we could do to support your activities**

- a. Tell us now
- b. Send comment in the chat
- c. Send email to TT team



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and

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## What is next?

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Tech Tour Energy in Transition programme  
Tech Tour Investors Club



# TechTour

## Energy in Transition 2020

the collaborative programme for  
growth entrepreneurs,  
investors & partners



City of Rotterdam



INVESTNL



Port of  
Rotterdam

**ENERGIQ**  
Energie-innovatiefonds Zuid-Holland



Maritime Delta  
Maritime by Holland

**PORTXL**  
world port accelerator



InnoRate has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement No 821518.

hosted by



# overview programme



**30**

selected  
entrepreneurs

- Energy Transition

**75+**

investors &  
partners

- Selection Panels
- InvestorsClub
- Invited Guests

**23-24 Nov**  
**Online**  
**TechTour**

**10+**

online sessions  
Autumn 2020

Starts Summer 2020

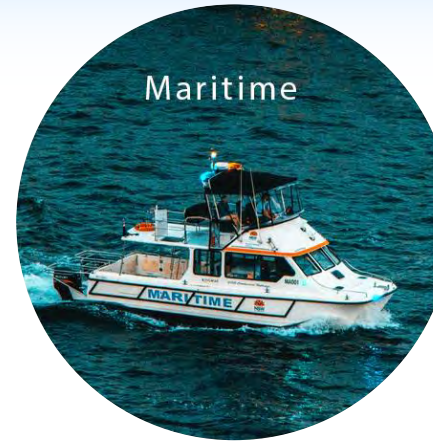
*Tech Tour Cleantech Summit  
Rotterdam 2017  
Networking Lunch*

***De(re)carbonisation***

- Renewable energy generation,
- Energy Storage and Distribution,
- Carbon Capture and Utilization,
- Re-used Carbon,
- Plastics (Chemical) Recycling,
- Bio-based Chemicals

***Energy Efficiency & Digitalisation***

- Energy-saving Automation, Smart Grid,
- Cyber security,
- Demand Response,
- Digital platforms: transparency, booking and load-bundling

***Maritime & Offshore***

- Renewable energy for ports,
- Alternative fuels for ships,
- Offshore renewables and circular topics, CO2 reduction,
- Port Automation,
- X Border Trade & Ecommerce,
- Port Call Optimization,
- Track and trace of containers

***Hydrogen & Alternative Fuels***





## Selection

### Call for applications

Duration: from 15.06 until 21.09

Entrepreneurs applications window open + inviting nominated companies

### Selection Panels

calls on: from 21.07./17.09./24.09./29.09.

Engagement of specialised investors to nominate and assess entrepreneur applications

### Selection Reviews

11.09-29.09 (total of 3 hours)

Expert investor reviews deliver benchmarking and selection results.

### Kick-off Session

09.10./ 10:30 AM CET (1 hour session)

An online meeting to map the specific goals for each of the Entrepreneur Members at the start of the Programme

## Strategies

### Investor Insights

16.10./ 17:00 PM CET (1.5 hours)

Invitation-only Sessions where investors share insights and present themselves and selected portfolio companies.

### Academy

21-22.10./ 10:30 AM CET (2 hours)

Entrepreneur peers and coaches review the plans of the selected Entrepreneurs leading to recommendations

### Invitations Service

02-03.11/ (2 hours)

Guest Invitations service for contributing Entrepreneurs and Experts, as well as Club Members

### Deep Dive

11-12.11. TBC (2 hours)

Invitation-only Sessions to review and discuss specialised topics hosted by Partners or the Investors Club

## Meetings

### Opening Tour

12.11./ 10:30 AM CET

Overview of Hosts, Partners, selected Entrepreneurs and engaged Investors & Partners

### Pitching

23-24.11./ 14:00 PM CET (total: 6 hours)

Invitation-only online Sessions with Pitch, Presentation and Speed-dating with Guests.

### One2Ones

23-24.11./ PM + 25.11 full day (total: 3 hours)

Pre-scheduled & confirmed 15-minute-slots per meeting.

## Recognition

### World Tour

Jan - March 2021 (2 hours)

Winners of Programme are invited to additional online sessions with international investor guests.

### Wall of Honour

Dec 2020 - Nov 2021 (1 year)

Online visibility and recognition for Hosts, Partners and top rated Entrepreneurs .

If you want to join, reach [Aleksandra@techtour.com](mailto:Aleksandra@techtour.com)

Check [Tech Tour Energy In Transition Website](#) for any updates





# TechTour

the collaborative network of  
**entrepreneurs  
& investors**

## Investors Club Membership



An investor-only Community of Venture Capital, Corporate and Government investors facilitating co-investment and funding relationships, run by Tech Tour.

## Independent VC Fund Managers



## Corporate Investors



## Institutional & Government

## Members Council 2020-2021



**Remy de Tonnac**

Managing Partner  
**ETF Partners**

*Chair of the Council*



**Carl Gressum**

European Open Innovation  
Team Lead  
**Samsung**



**Sarah Fisher**

Director Global Markets External  
Innovation  
**Johnson & Johnson**



**Osman Kent**

Venture Partner  
**Atlantic Bridge**



**Nico Goulet**

Managing Partner  
**Adara Venture Partners**



**Petri Laine**

Managing partner  
**Innovestor Ventures**



**Maurizio Petitbon**

General Partner  
**Kreos Capital**

# Tech Tour Investors Club Benefits



**Quality  
Selection**



**Insightful  
Strategies**



**Trusted  
Meetings**



**Valuable  
Recognition**



**Passionate  
Service**

*Across **Regions, Sectors, Tracks & Stages***

Online

## **Intelligence**

on tech companies,  
investors & partners  
*enhances investments,  
valuations and returns*

## **Insights**

and benchmarks with/ of  
peer strategies  
*reduce risks and save  
losses and time*

## **Meetings**

with, and intros active  
(Co-)Investors & Partners  
*builds trust and leads to  
solid deals and  
partnerships*

## **Honours**

Earned with peers across  
the Community across  
regions  
*builds brand visibility and  
partnership leads*

## **Service & Network**

Across the eco-system  
with personalised service,  
*saves time, costs, travel  
and frustrations and  
allows fun.* 😊

**+ Onsite Meetings** [when safe]



Capital

2017

California

Healthcare

Porto.

GOLD PARTNERS



IND

BRONZE PARTNERS

## Closing Remarks





**Remy De Tonnac,  
General Partner at ETF Partners, Chairman  
of Tech Tour Investors Club Council**

**William Stevens**

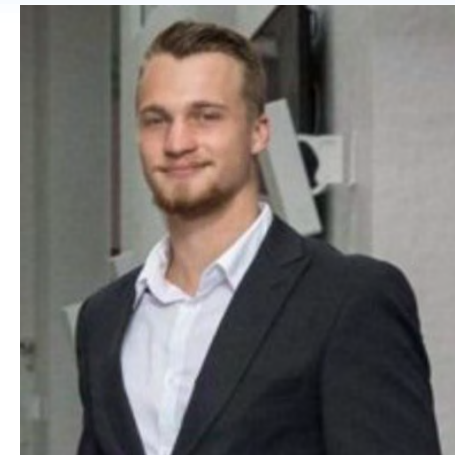
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