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Investors Insights on *Digital Transformation*

11 November, 17:00 – 18:30 CET

techtour.com/investorsclub



Radostina Tsenova

Tech Tour Investors Club Lead
Facilitator



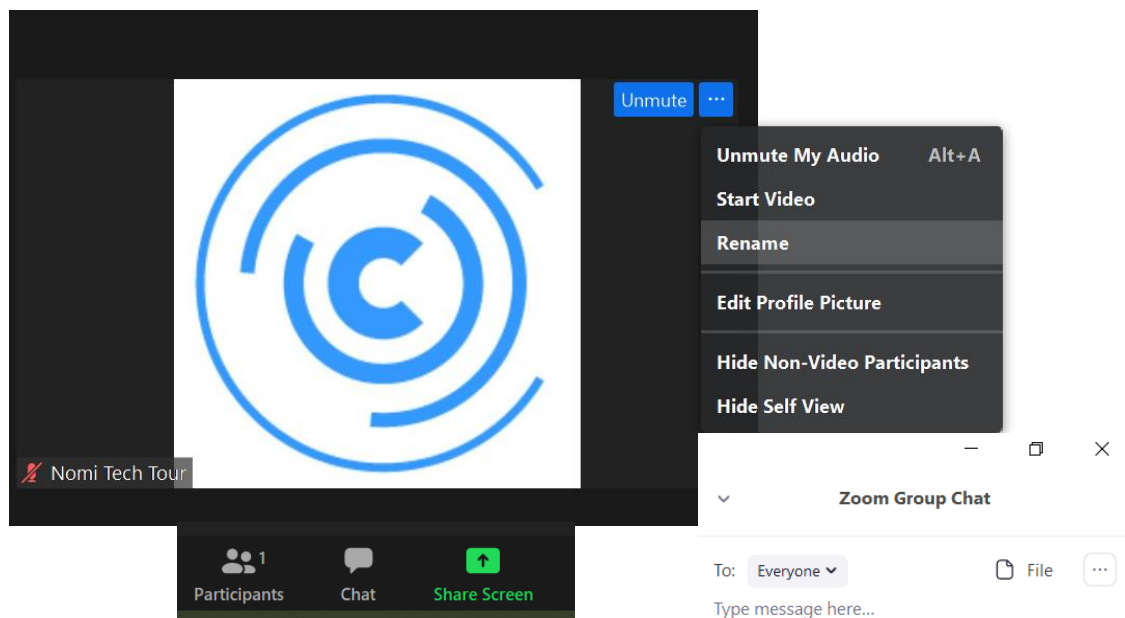
Natalia Natcheva

Senior Project Manager,
Deep Tech Programme Lead
Support



Teresa Barber

Business Development,
Digital Sector & Project Lead
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

5 min

WELCOME – by *Radostina Tsenova*, Tech Tour & *Petri Laine*, Innovestor Ventures

35 min

PART ONE: InsightsSpeaker: *Scott MacDonald*, Managing Partner at McRock Capital

35 min

PART TWO: Investment CasesSpeaker 1: *Oskar Stachowiak*, the UntitledSpeaker 2: *Antonella Beltrame*, Indaco Venture Partners

5 min

Deep Tech Selected Companies Overview – by *Carl Gressum*, Samsung

7 min

Breakout Rooms: Free Discussions in Smaller Groups

3 min

Closing Remarks by Tech Tour Team

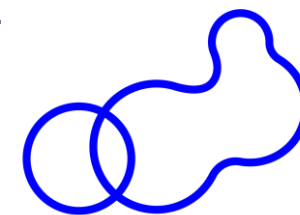
Total: 90 min

Moderator



Petri Laine

Managing Partner



**innovestor
ventures**



TechTour

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Part One: Insights

techtour.com/investorsclub

Keynote Speaker



Scott MacDonald

Managing Partner





AT THE _____
HEART
OF EVERY
MACHINE
IS THE
_____ BRAIN

Digital Transformation

Tech Tour Investors Club



World's **first** exclusively dedicated
Industrial Internet of Things (IIoT)
Venture Capital Firm

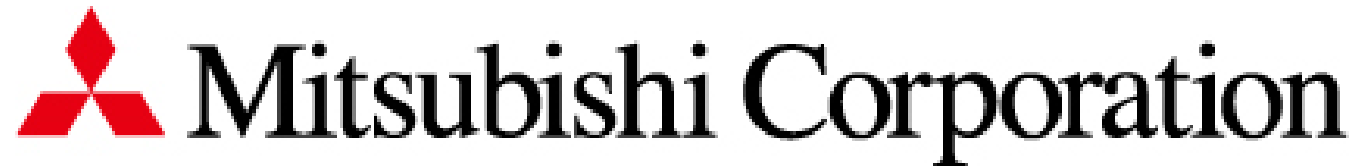
Our Story & Strategy

- Co-founded by Scott MacDonald and Whitney Rockley
- Fund I launched in 2014 – CAD \$70M
- Fund II launched in 2019 – CAD \$112M
- Investment Focus:
 - Industrial Internet of Things (IoT)
 - North America, Europe and Israel
 - Venture Growth – +\$1 million TTM Revenue

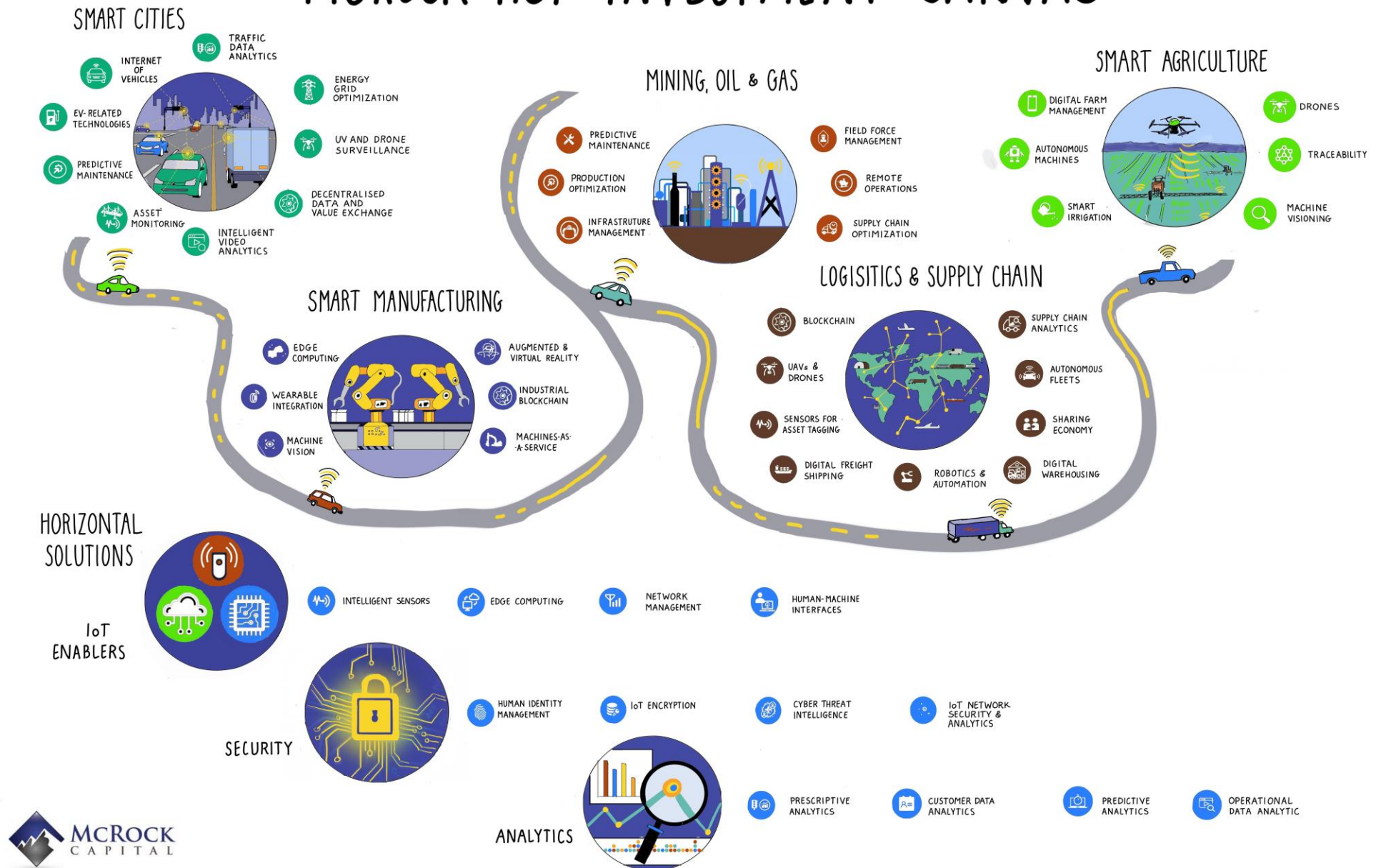


McRock's Strong Corporate Investor Base

Our Corporate Strategic Limited Partners are Leaders in Digital Transformation



MCROCK IIoT INVESTMENT CANVAS



Digital Transformation: Snapshot

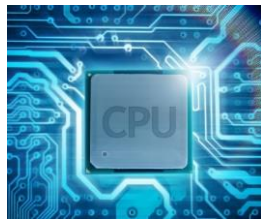
Industrial IoT By the Numbers: 2012 to 2019



2019E
2012
CAGR



Active IoT Devices
26.7 B
8.7 B
17%



M2M Connections
11.6 B
2.6 B
24%



Sensors Shipped
311.0 B
4.2 B
85%



M2M Monthly Data
8,000 PB
42.8 PB
111%



IoT Security Market
\$11.50 B
\$1.56 B
33%



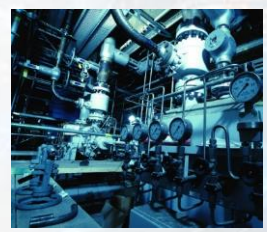
2019E
2012
CAGR



Developers
3.4 M
122 K
61%



IoT Market Size
\$5,862 B
\$1,533 B
21%



M2M Market Rev.
\$880 B
\$399 B
12%



Pred. Maint. Rev.
\$3,041 M
\$400 M
33%



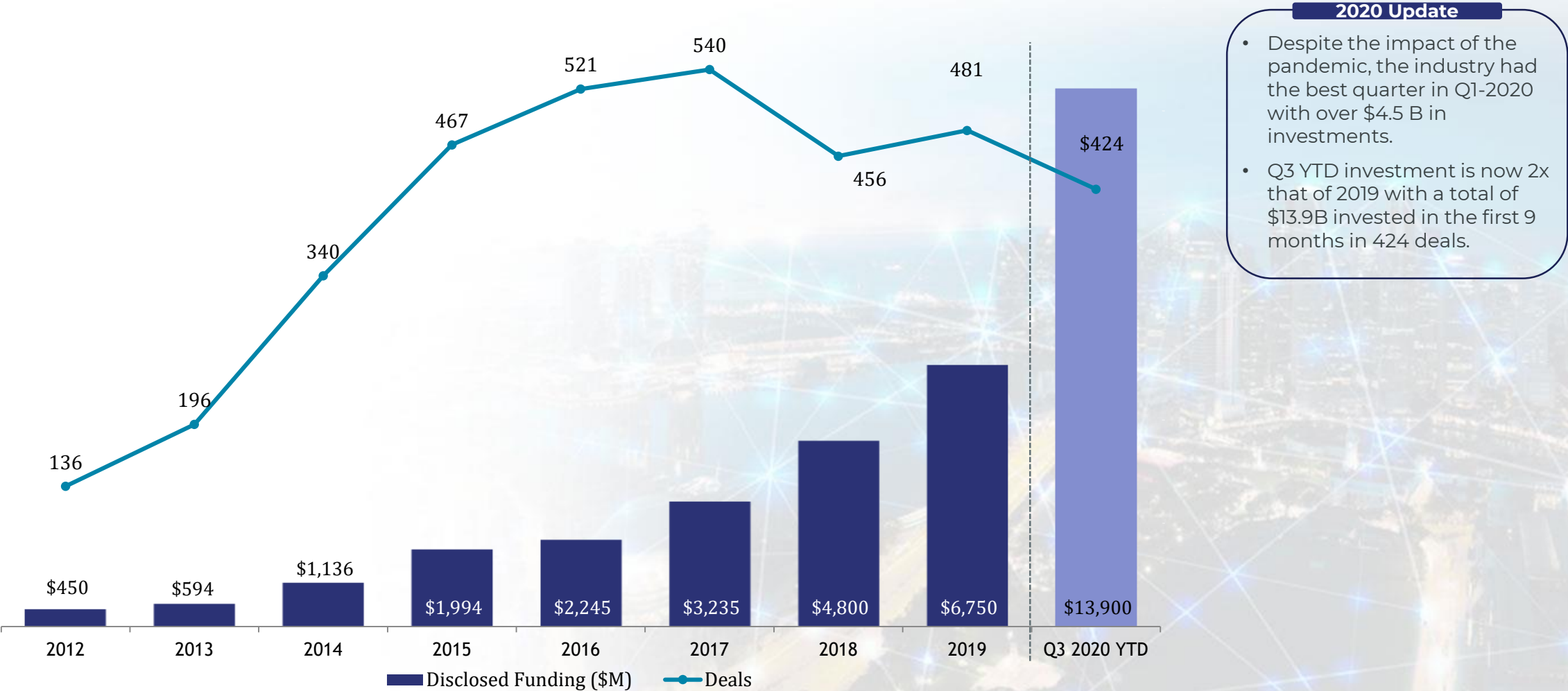
Funding
\$6,750 M
\$450 M
47%

Key Takeaways

- The Industrial IoT is well-positioned to help companies navigate the current crisis and emerge stronger once operations ramp up again
- Further growth in the coming years will be possible thanks to new sensors, more computing power, and reliable mobile connectivity
- The long-term impacts of covid-19 and the economic crisis are yet to be seen, but many industrial leaders believe that the applications of the IIoT could be instrumental in ensuring business continuity and minimizing economic damage

Market Update: Industrial IoT Investment Momentum

Industrial IoT Global Financing History (US\$M)





The Unexpected Accelerator of Digital

Trending Digital Industrial Technologies



Digital twins support many industry 4.0 solutions from automated root cause analysis to predictive quality and maintenance. We have observed greater adoption and interest of digital twins in the industrial sector.

As the IoT deepens in its adoption within critical industries and applications, highly effective and innovative cyber security solutions are required.



Unsupervised machine learning in industrial environments is driving adoption of predictive and prescriptive analytic solutions. Adoption momentum has built considerably as many industrial machines are sensed and connected.

Driven by advances in computer visioning and deep learning over several decades, autonomous systems are poised to enter mainstream adoption in the short term.





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Part Two: Investment Cases



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Investor & Portfolio Cases

Speaker



Oskar Stachowiak

Managing Partner

the Untitled.





KONSTANTIN SINIUSHIN
Managing Partner

Serial IT-entrepreneur with exits to Software AG and EMC Corp, and one of the region's most highly respected tech investors.



OSKAR STACHOWIAK
Managing Partner

Managed institutional capital at global investment institutions in private and public companies within emerging markets. Oskar also has direct operational experience in young tech companies



IGOR LUTZ
Managing Partner

Vast experience in developing go-to-market strategies and regional marketing campaigns, Igor developed BBDO (Omnicom) operations in Russia before exiting in 2014.



ANTON ANTICH Venture Partner

Anton built Veeam sales from \$0 to \$600m in less than 10 years. In early 2020 Veeam was sold for \$5bn. Anton was previously at VMware and Microsoft. Anton, invests into young deep tech companies and helps to scale them.

Tech companies where the Untitled team was involved - Experience

SOME EXAMPLES

<epam>

Unicorn – Untitled team member invested in Epam as an angel investor

VEEAM

Unicorn – Untitled team member was the COO and Head of Commercial

Acronis

Unicorn – Untitled team member was the strategic advisor on scaling to Acronis

kuberlab

machine learning made simple

Successful Company – Untitled team member invested in Kuberlab as an angel investor

FIXAR

Successful Company – Untitled invested as angels in FIXAR

voximplant

Successful Company – Untitled invested as angels in Voximplant

Intento

Successful Company – Untitled team invested as an angel and works as a COO

ABBYY

Successful Company – Untitled team member was the CEO/Director of ABBYY



WAYRAY

Successful Company – Untitled team member worked in communications/marketing at Wayray

WHEELY

Successful Company – Untitled team member worked in communications/marketing at Wheely

MERCAUX

Successful Company – Untitled team member invested in Mercaux as an angel investor

FIXAR: unmanned aerial system for business



Aerial
photography



Agriculture and
forestry



Real time
monitoring



Delivery



Laser scanning



Anti-drone
solution

60 km

Flight distance

60 min

Flight time

2 kg

Current max. payload
to be increased

FIXAR is a unique blend of hardware and software technologies to disrupt unmanned aerial market



FIXAR Drone

Vertical take-off and landing like a copter, fast and long range as plane



FIXAR Autopilot

Fully autonomous flight



FIXAR xGroundControl

Protected data by closed source GSC



Unique blend: patented aerodynamic design and proprietary software creates totally new markets for drones and replaces the rivals due to superior performance



Barriers to replicate: aerodynamic design has limited value without Autopilot and GCS, aeromodelling experience and software competences with significant amount of time are required

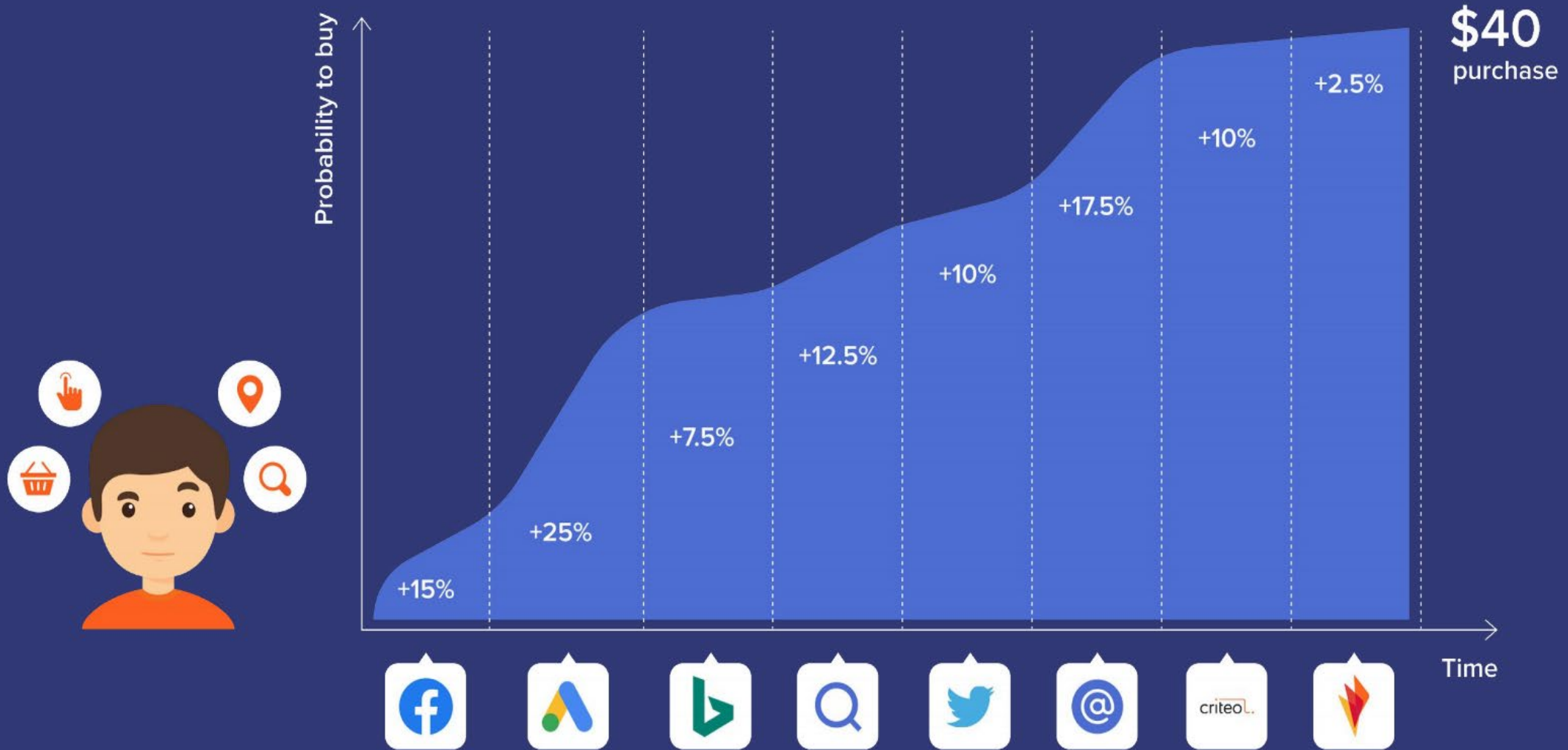


Assets: all products are IP of the company

Collect and unify all your data for automated marketing reporting and attribution



Apply AI-powered multi-touch behavioral attribution



Speaker



Antonella Beltrame

Partner & Investment Director





Indaco Ventures Fund Presentation

Tech Tour November 11, 2020

Management company

An Independent ManCo

51%

owned by key managers

49%

owned by ISP and Futura Invest

Aum

250M€ total asset under management

Indaco Ventures I has **raised 134M€**

Funds



Experience

54+ invested companies

SECTOR AND STAGE FOCUS

2 key sectors:

Medtech -
Healthcare



+ opportunistically in Cleantech

Digital -
Electronics



Focus on late-stage:

- ❑ Minimum round amount, also considering co-investors, 2,5M€ OR
- ❑ Company incorporated for more than 4 years OR
- ❑ LTM Revenues 500+k€ and/or Revenues growth 25%+ (in case of Bio-med companies, obtaining CE mark).

GEOGRAPHIC FOCUS

Investments **focuses** on companies **with team and technology originated in Italy** or in **companies having business in Italy**. Investments **out of Italy** are expected to be **roughly around 25% of the Fund size**, originating from **Europe** and **Israel**, possibly with selected deals from the **USA**.



FOCUS



EXPECTED: CIRCA 25% OF FUND SIZE

INVESTMENT SIZE AND FOLLOW-ONS

The Fund expects to invest in **20-30 companies**.

Early-stage investments are selectively pursued in order to **create favorable** follow-on conditions in **later stage rounds**. **Early-stage investments** are made mainly in **Italy** since geographic proximity is critical **for proper monitoring**.

EARLY-STAGE ROUNDS



15-20 investments. Average 0,75M€

5-7 SELECTED
FOLLOW-ON +
NEW LATE STAGE

LATE-STAGE ROUNDS



10-15 investments. Average 10M€ up to 20-30M€

Track record of Indaco SGR

Portfolio of Atlante, TTVenture and Indaco

	VCs	SEED	EARLY STAGE	DEVELOPMENT	EXIT
Medtech & Healthcare	 	 			
New Materials & CleanTech			 		
Electronics, IoT & Robotics	 	 	 		
Digital	 	 	 		

Two Case studies in IVI Portfolio Companies



Cortilia
la campagna a casa tua

**Italy's Leading D2C
Fresh Food Specialist
November 2020**



A business with purpose



**OVER THE NEXT 4 YEARS, WE WANT TO ESTABLISH
THE #1 DIGITALLY-NATIVE OMNICHANNEL FOOD BRAND IN ITALY**

**WE AIM TO CONNECT MILLIONS OF CUSTOMERS WITH EXCELLENT FOOD AND
SUSTAINABLE PRODUCERS WITH FULL RESPECT OF THE ENVIRONMENT**

We leverage technology, data and our team's food industry experience to run an efficient business,
engage directly with our customers, protect our people, reduce food waste
and enhance the value of local producers

Best product combined with best service key for success

Cortilia is selling online the most complex and most strategic category within grocery: fresh

One-Stop-Shop with Fresh category as unique selling proposition

Curated Selection over broad offer: 2,000 SKUs for everyday needs

200+ small/medium producers carefully selected

Including producers **not retail-ready** without our technology and know-how to support

Fresh food has inherent **high frequency** of purchase and it is a **proxy for the quality** of the whole assortment

Full control of logistics to provide top quality service and brand experience to the last mile

Temperature-controlled branded delivery fleet

Next-day delivery from MON to SUN

Short delivery slots and exact delivery-time confirmation

95% Deliveries on time

Warehouse with overnight process to guarantee freshness

99.6% of items delivered exactly as ordered

Italy's leading D2C fresh food specialist



Cassette



Offerte



Kit Ricette



Frutta e Verdura



Pesce e Carne



Salumi e Latticini



Piatti Pronti



Pasta, Pane e Riso



Dolci e Snack



Dispensa Salata



Vino e Bevande



Casa e Persona

2,000

carefully selected
SKUs not present in
supermarkets

>80%

of revenues made
from fresh and ultra-
fresh products

500

towns served in
Lombardy, Piedmont
and Emilia Romagna

Revenues

65% One-off

35% Subscribers

+67 NPS

(1st Purchase)

Trusted brand built
on customer centric
obsession

70%

of orders completed
through mobile

>1,000,000

all-time # of
deliveries

>150%

Revenue growth
2020E

Cortilia
la campagna a casa tua

Thank you!





The most powerful set of alternative data and KPI's from geospatial data, contextual data and customer perception insights



1. Large Scale Evaluation

Analysing any business or client (investment management, risk assessment, smart lending, hedge funds, mutual funds, etc.)



Banking & Finance



Business Information



Strategic Consultancy

2. Self - Evaluation

Assessing a businesses's or brand's own performance and customer perception



Hospitality



Food&Beverage



Retail

3. Location-based Evaluation

Location and territory-based analysis



Destination Marketing Organisations



Government &
Public Administration



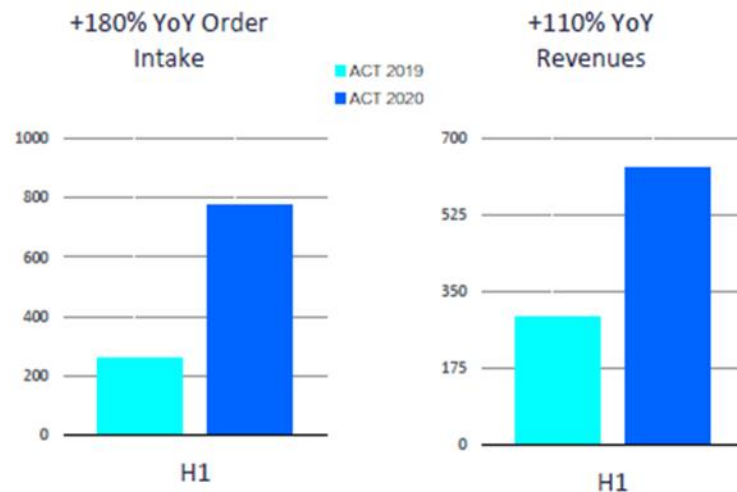
Real Estate



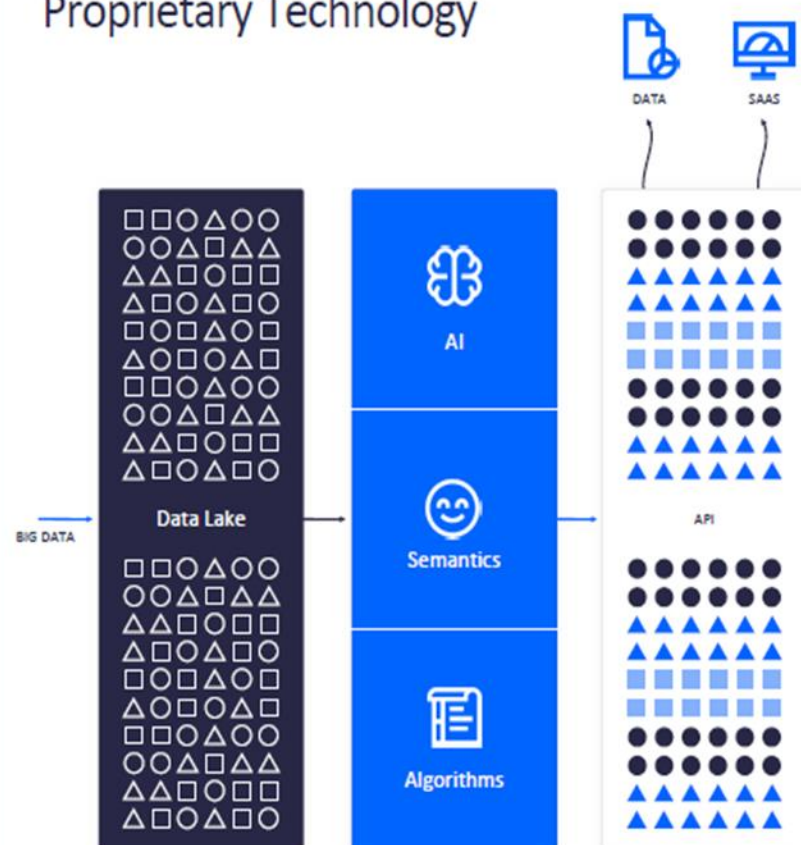
Mitigate risk, assess business performance, prioritise operations, and make more informed strategic decisions

Traction

H1 2020 has seen the successful landing of our new technology on the market, resulting in incredible traction (limited by COVID-19 situation)



Proprietary Technology



Thank you!



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Overview

Selected Companies
to present at **Deep Tech Programme**

Vice President of the Selection Committee for Deep Tech Programme



Carl Gressum

Tech Collaboration & Investments

SAMSUNG

50 companies in 3 Tech Tracks:



Hardware & Systems



Software



Space Tech & Quantum

Selection Criteria:

Later-stage companies with a viable proposition close to, or already on the market

Companies are seeking a significant series A, B round or later in order to scale-up their operations

✓ Nominated

- **300+** companies nominated in all 3 Tracks
- **90** in Hardware & Systems
- **150** in Software
- **65** in Space (43) & Quantum (22)

✓ Applied

- **120** companies applied for all 3 Tracks
- **38** in Hardware & Systems
- **52** in Software
- **30** in Space (22) & Quantum (8)

✓ Selected

- **465** reviews done in total
- **4-6** reviews per company
- **50** selected companies in all 3 Tracks



90 companies nominated by Selection Committee Members

38 companies applied for the Selection process

5-6 reviews done per company during the Selection

15 companies selected for the Deep Tech Programme

176M funding raised in total within the group

Key topics: Sensors, Electronic components, Robotics



150 companies nominated by Selection Committee Members

52 companies applied for the Selection process

4-5 reviews done per company during the Selection

20 companies selected for the Deep Tech Programme

129M funding raised in total within the group

Key topics: Big Data, Cloud Computing, AI, SaaS, Digital Platforms



65 companies nominated (43 in Space & 22 in Quantum)

30 companies applied for the Selection process

4-5 reviews done per company during the Selection

15 companies selected for the Deep Tech Programme

170M funding raised in total within the group

Key topics: Satellite Technologies, Rockets, Quantum



TechTour



Deep Tech Programme



the collaborative programme for
**growth entrepreneurs,
investors & partners**

SILVERPEAK
Technology Investment Banking

sh gillamor stephens
CONSULTING, TECHNOLOGY & SERVICES

supported by


BRYAN, GARNIER & CO

 **EURONEXT**

Tech Tour Deep Tech 2020

Upcoming sessions

- ✓ **17 November: Opening Tour**
- ✓ **25 November: Pitching sessions – Day 1**
Track 1: Hardware & Systems
- ✓ **26 November: Pitching sessions – Day 2**
Track 2: Software
- ✓ **27 November: Pitching sessions – Day 3**
Track 3: Space Tech & Quantum

For more information please contact: natalia@techtour.com

techtour.com/deeptech





Tell us now

Send comment in the chat

Send email to TT team

investor

Poll

Please, suggest what else
we could do to support your activities

techtour.com/investorsclub



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What is next?

Deep Tech Programme

Space Programme, XR Programme

Tech Tour Investors Club

techtour.com/investorsclub

TechTour



Deep Tech Programme



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Track 3: Space Tech & Quantum

For more information please contact: natalia@techtour.com

techtour.com/deeptech





Space Investment Programme

E-Pitching sessions: 15 & 16 December

- Start-ups developing tech solutions in the Space sector
- Looking for Seed or Series A investment

For more information click [here](#)



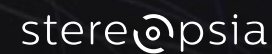
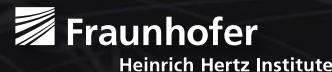


Tech Tour XR 2020

 December 16 & 17, 2020

The focus of the 30 selected companies will be immersive interactive technologies & services, i.e. VR, AR, MR, XR, 3D/depth, 3D sound, etc in early or growth stage.

Website of the event: <https://techtour.com/events/2020/12/event-tech-tour-xr-2020.html>



This project has received funding from the European Union's Horizon 2020 Research and Innovation Programme under Grant Agreement N° 825545.



the collaborative network of
**entrepreneurs
& investors**

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Investors Club Membership

techtour.com/investorsclub

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

Bayern Kapital
Venture Capital für Bayern

FUND OF FUNDS
FUND MANAGER OF FINANCIAL INSTRUMENTS IN BULGARIA



INTESA SMI SANMOLO
INVESTMENT MANAGEMENT

imec

PMV
Voor de zelfstandige ondernemer

VEKSTFONDEN

**Chair of the Council****Remy de Tonnac**Managing Partner
ETF Partners**Carl Gressum**European Open
Innovation Team Lead
Samsung**Sarah Fisher**Director Global Market
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



**Quality
Selection**



**Insightful
Strategies**



**Trusted
Meetings**



**Valuable
Recognition**



**Passionate
Service**

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

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]

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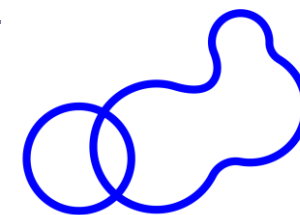
Closing Remarks

Moderator



Petri Laine

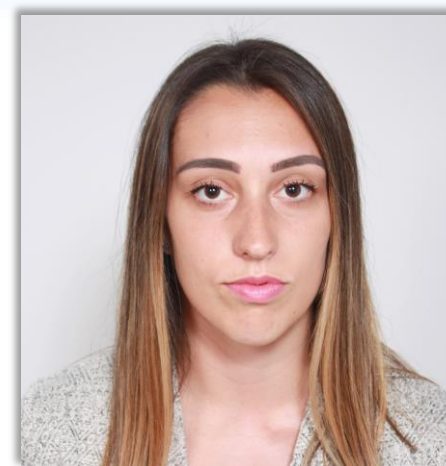
Managing Partner



**innovestor
ventures**

**William Stevens**

Group Managing Director

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