



Fund manager's perspective on the EquiFund, Greece

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 #ficompass





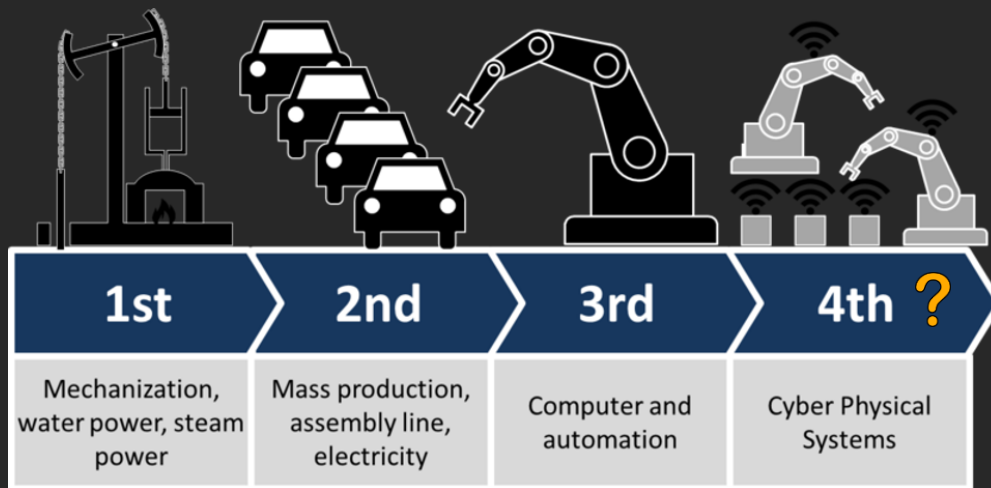
VELOCITY
PARTNERS ▲ ●



We supercharge
exceptional founders.
You.



Industrial revolutions



“The 4th Industrial Revolution is described as a range of new technologies that are fusing the physical, digital and biological worlds, and impacting all disciplines, economies, and industries.”

Fourth Industrial Revolution, Wikipedia

NUMBER OF YEARS IT TOOK FOR EACH PRODUCT TO REACH 50 MILLION USERS

Automobile



62 years

Telephone



50 years

Electricity



46 years

Credit Card



28 years

Television



22 years

ATM



18 years

Debit Card



12 years

Internet



7 years

PayPal



5 years

YouTube



4 years

Facebook



3 years

Twitter

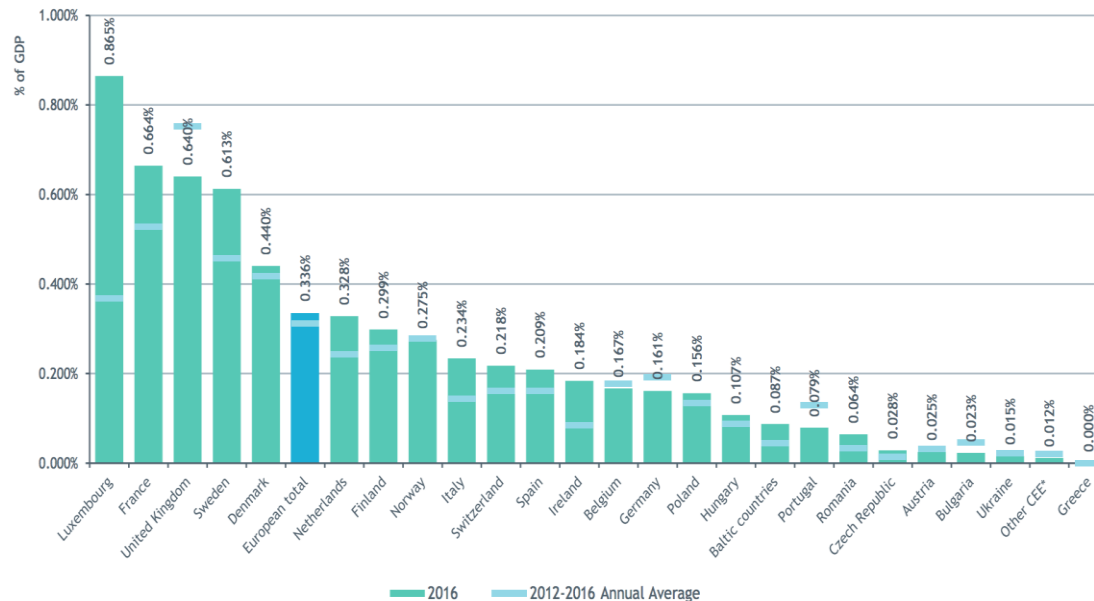


2 years

Now is the **right time**

All Private Equity - Investments as % of GDP

2016 - Industry statistics: Location of the PE firm



Greece's PE & startup ecosystem is in embryonic stage

This is changing with EquiFund initiative - a generational opportunity for the Greek market - with total

investment amounts reaching €500M



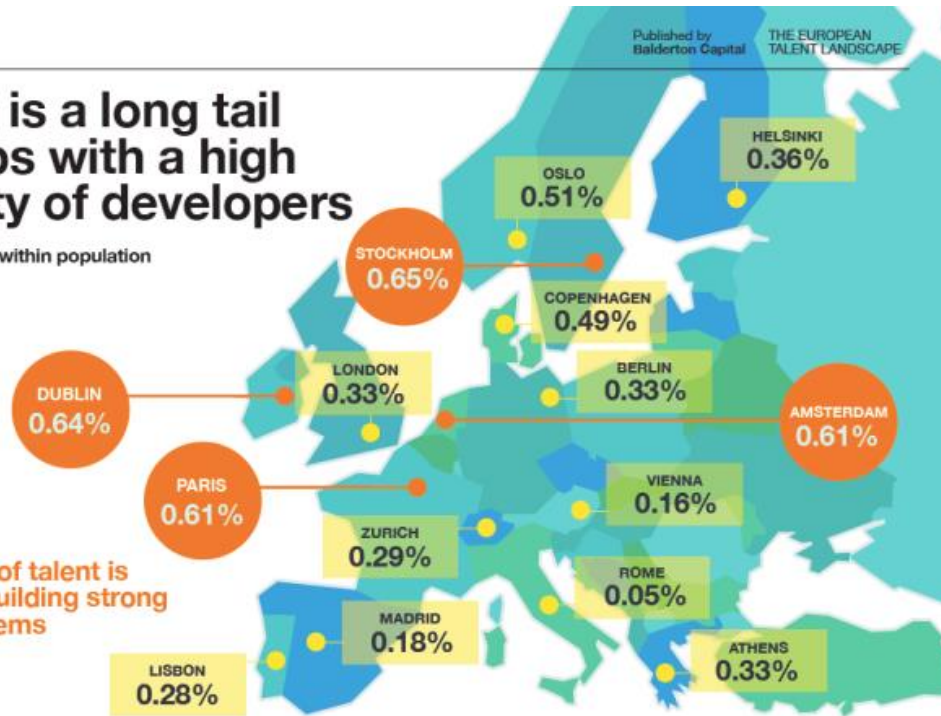
Greece is the right place

There is a long tail of hubs with a high density of developers

% Developers within population

Density of talent is key to building strong ecosystems

SOURCE: GITHUB USER DATA OCTOBER 2015



Greece ranks top3 in STEM (Science, Technology, Engineering & Mathematics) graduates in Europe, and despite brain drain still has the highest density of developers in SE Europe

Greece's lower development and go-to-market costs mean moderate valuations, thus making subsequent investments in Greek startups appealing for foreign VCs

Greek entrepreneurs outperform European counterparts in startup skills, human capital, process innovation and internationalization making them attractive candidates for acquisitions



Our **Mission**



We are the pre-seed & seed fund that will change the way you see venture capital investors. A diverse team of **founders**, **operators** and **investors** with hands-on experience and skills that match and compliment your vision and ambition.



We are partnering with leading Greek and multinational companies in **key verticals** who have committed in guiding our startups to build **great market-needed** products and services



From 2018 onwards our goal is to become the obvious first choice for **tech entrepreneurs** in our region



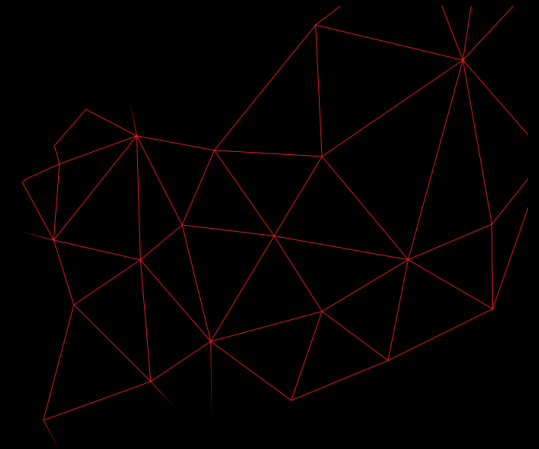
Size & tickets

**Total
size:
€24M**

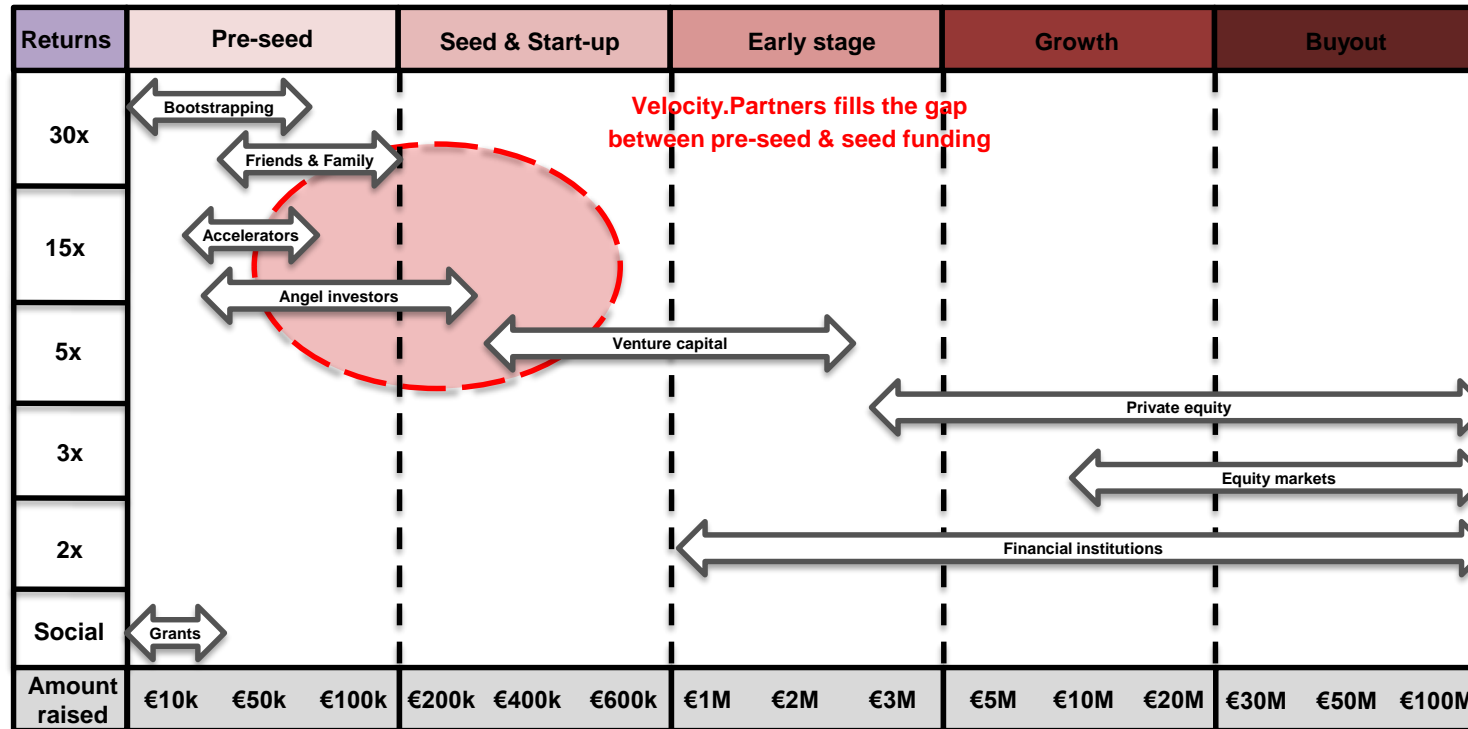
Pre-seed tickets:
€50k - €150k (*typical range*)

Seed tickets:
€300k - €500k (*typical range*)

Follow-ons:
Up to €2M (*more if needed ;)*



Our sweet spot



Our perfect match



Competent **teams** with entrepreneurial skills and **tech talent**



Evidence of existing or potential customer demand with **high growth potential**



Have or can produce **disruptive ideas** / product / service / technology



Identifiable vision / **roadmap for exit**



International mindset and global ambition



Speed of movement / execution



Capital efficiency technology startups

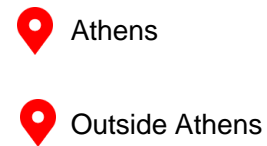


Our investment focus

ICT Sector



Geography



Actively recruit regional teams
& facilitate repatriation

Vertical Industries

In principal **sub-sector agnostic**, as long as you are in tech,
however initial indicative areas of focus are expected to be:

