



uni.fund

MAKE IT HAPPEN



Our Mission

Ignite entrepreneurship and leverage the *hidden potential* that exists in the Universities, R&D and Tech Space, by focusing on *people and team development*, implementation of successful *go-to-market strategies* and helping build the foundations of an *entrepreneurial ecosystem*



Uni.Fund in Numbers

- 30M fund size
- 50+ months of operation
- 2000+ cases evaluated
- €23M already invested
- 23 initial investments
- 24 follow-on investments
- €325K median investment ticket
- 18% equity

Our investors:



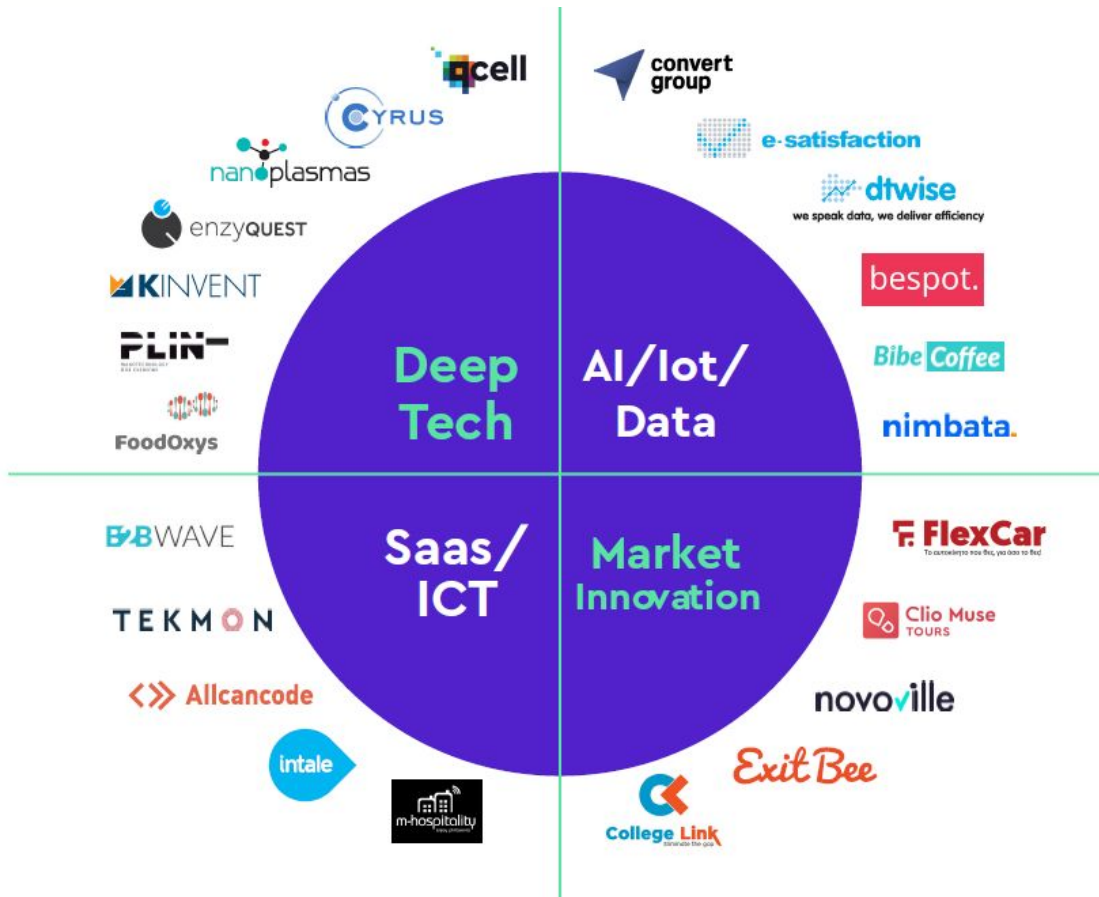
We have the highest contribution among all Uni.Fund's LPs beyond Equifund



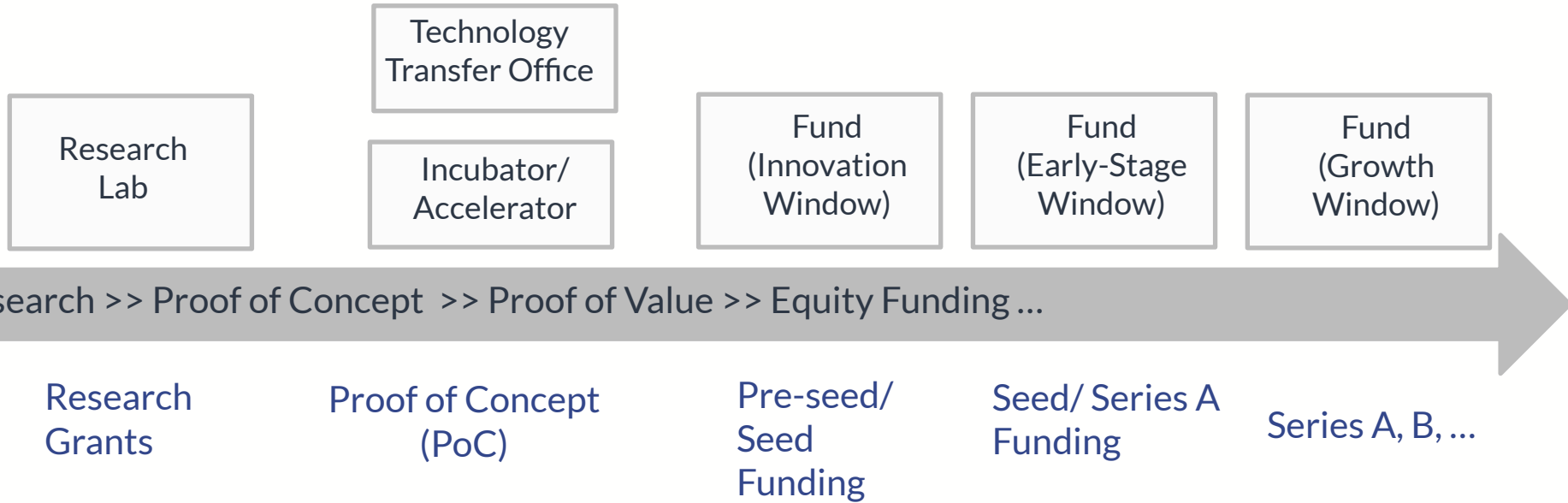
Diverse Team for 5 years now and moving on



Uni.Fund's Portfolio: 23 investments



Research Commercialization: how to make it happen?



Proof-of-Concept vs Venture Capital Funding

Proof-of-Concept

- Objective: Finalize the product to match the requirements of a target market
- Work with a pilot user
- 30-50K

Pre-seed investment

- Find the first big customer to work with
- Identify a market segment
- Define the go-to-market strategy
- 150-250K



Evaluation

Research Proposal

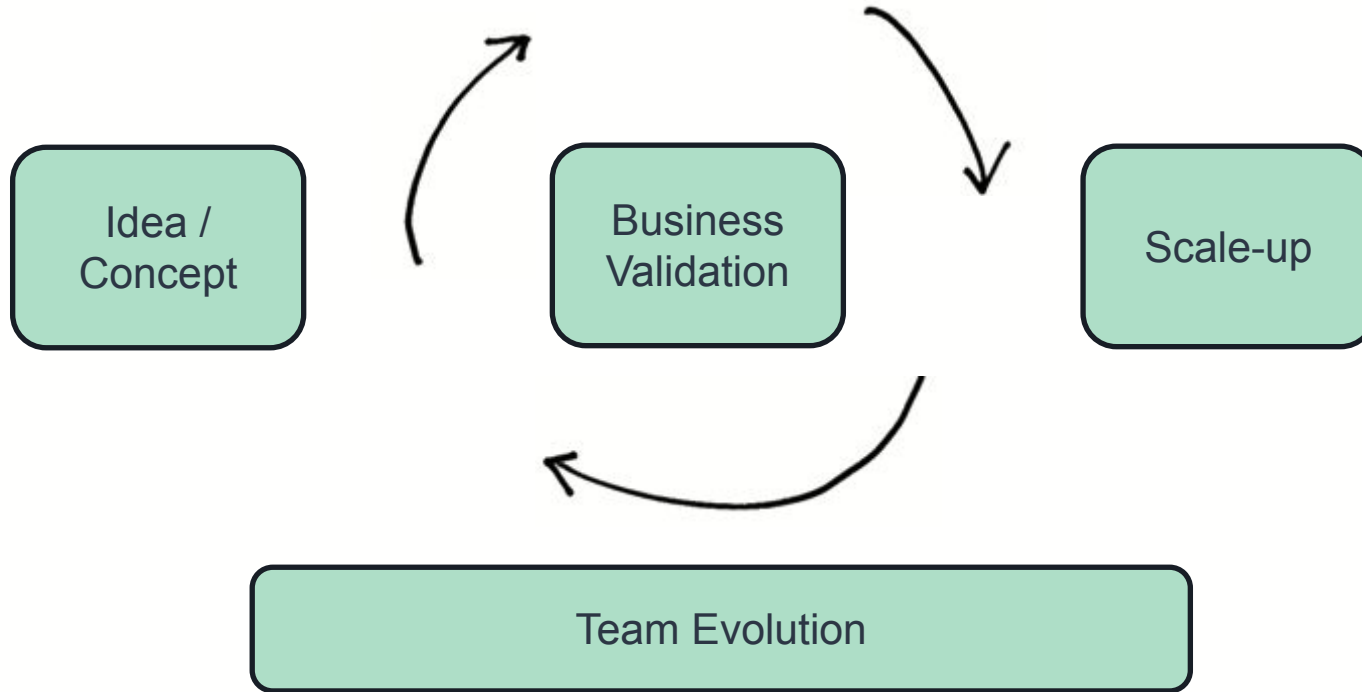
- What is the proposed innovation
- What is the methodology
- Team profile
- **Written proposal document**

PoC/ Pre-seed/ Seed Round

- Concept/ Product/ Business model innovation
- What is the market: size, competition etc.
- Can the team deliver the promise?
- **Pitching presentation**



Acceleration Process



Business Validation



Evaluation Criteria

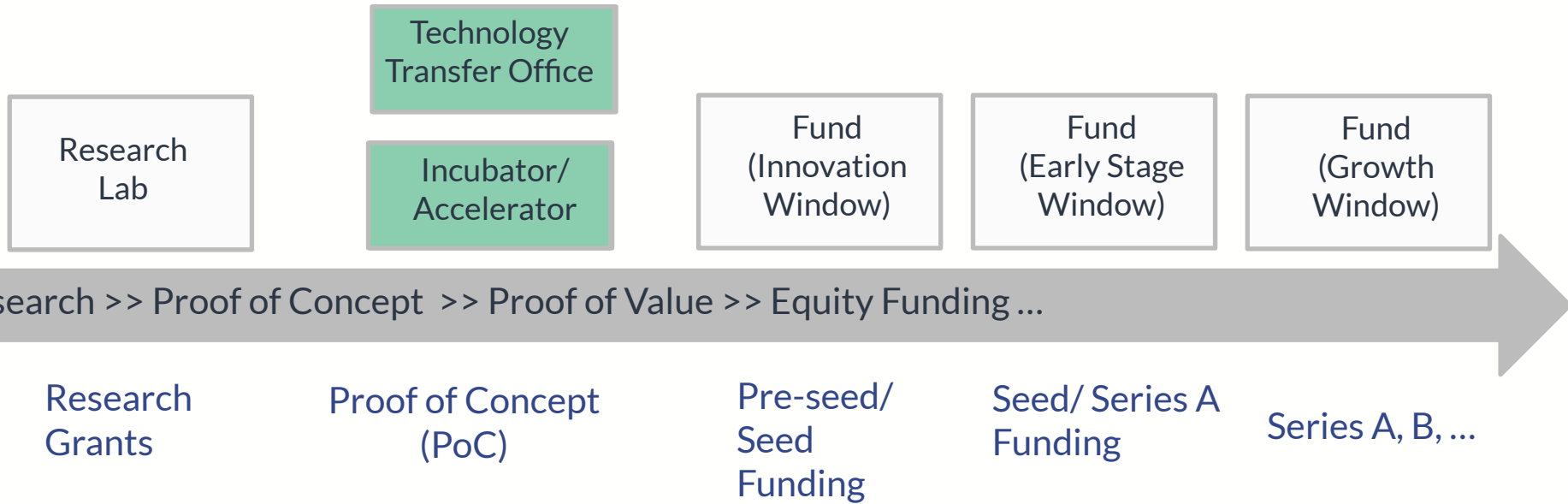
- Innovation
- Scalability



- Revenues/ Profitability
- Growth



Research Commercialization: how to make it happen?





Advancement of Local Ecosystem

- Revised Legal Framework for Spin-offs
- University/Research Centers' TTOs
- Innovation Hubs (Digital, EIT, etc.)





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