

VELOCITY
PARTNERS



Achilleas Petropoulos | Operating Partner



We supercharge
exceptional founders.
You.



Diversified backgrounds and complementary team



Konstantinos Mavros
General Partner



Dimitris Kalavros-Gousiou
General Partner



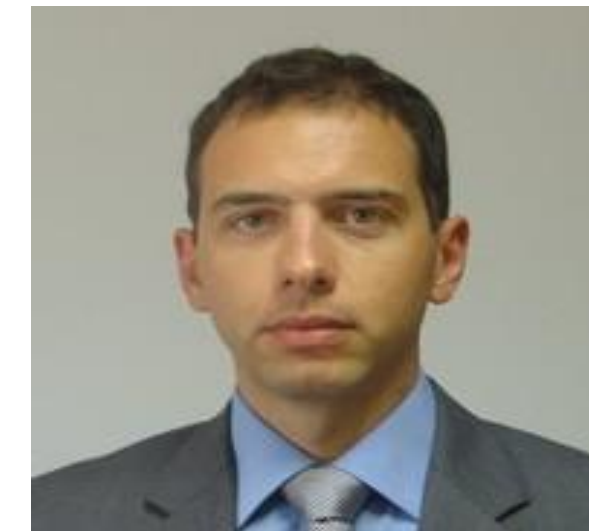
George Papastergiou
Investment Analyst



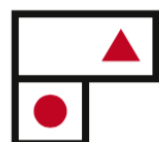
Eric Thanopoulos Parks
General Partner



Achilleas Petropoulos
Operating Partner

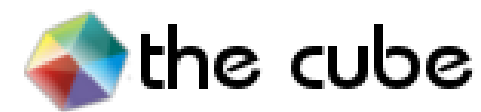


Thanos Kosmidis
Head of value creation team



Wide array of **partnerships*** and synergies

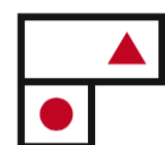
Ecosystem players



Corporates



* More partnerships in the pipeline





Fund size & tickets

Total size:
€24M



Pre-seed tickets:

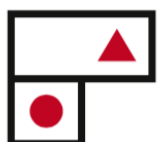
€50k - €200k (*typical range*)

Seed tickets:

€300k - €500k (*typical range*)

Follow-on amounts:

Up to €2M (*more if needed*)



Investment focus

Geography

Greece
(but also Greeks re-patriating)

ICT Sector

In principal **industry agnostic**, as long as you are in / use tech
(indicative areas of focus below)



FinTech



Tourism
/Travel Tech



Retail/
Logistics



AgroTech



HealthTech



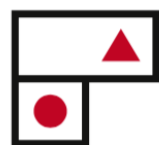
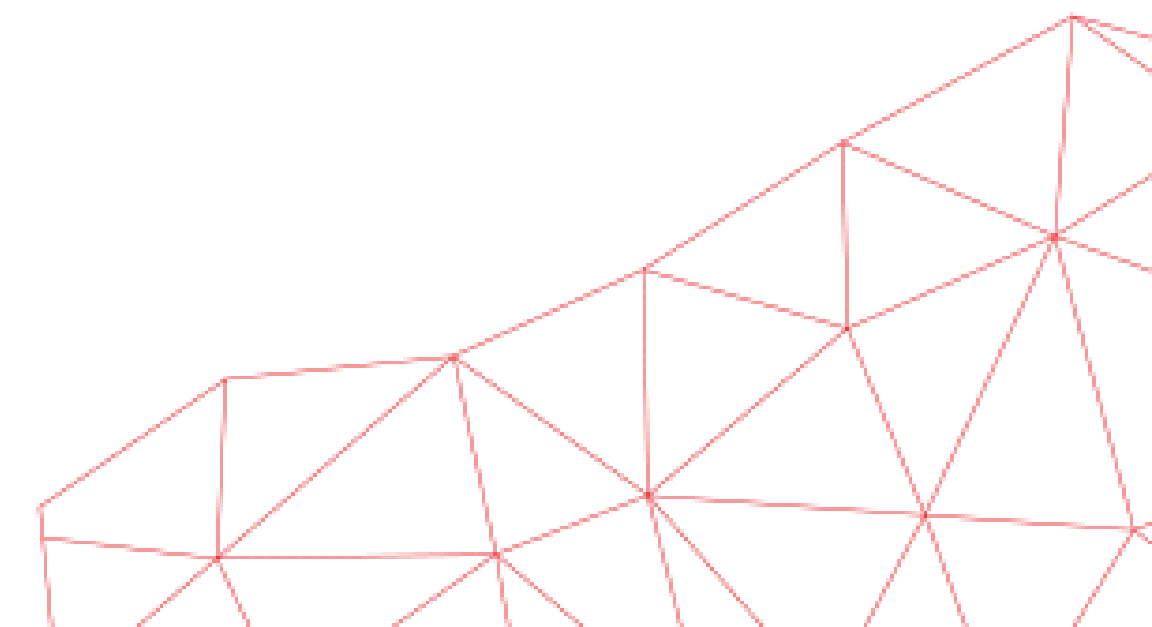
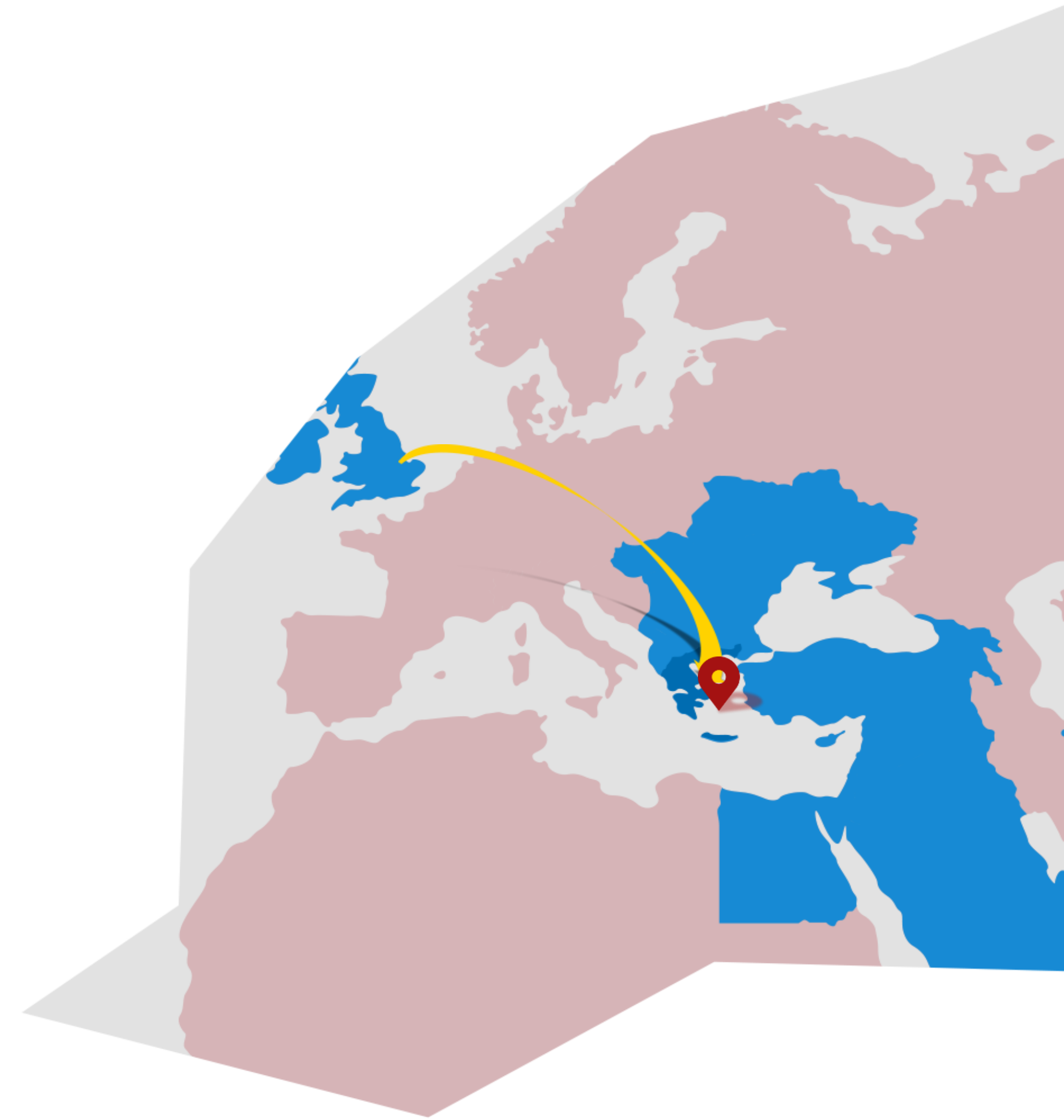
Hardware



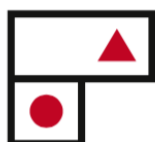
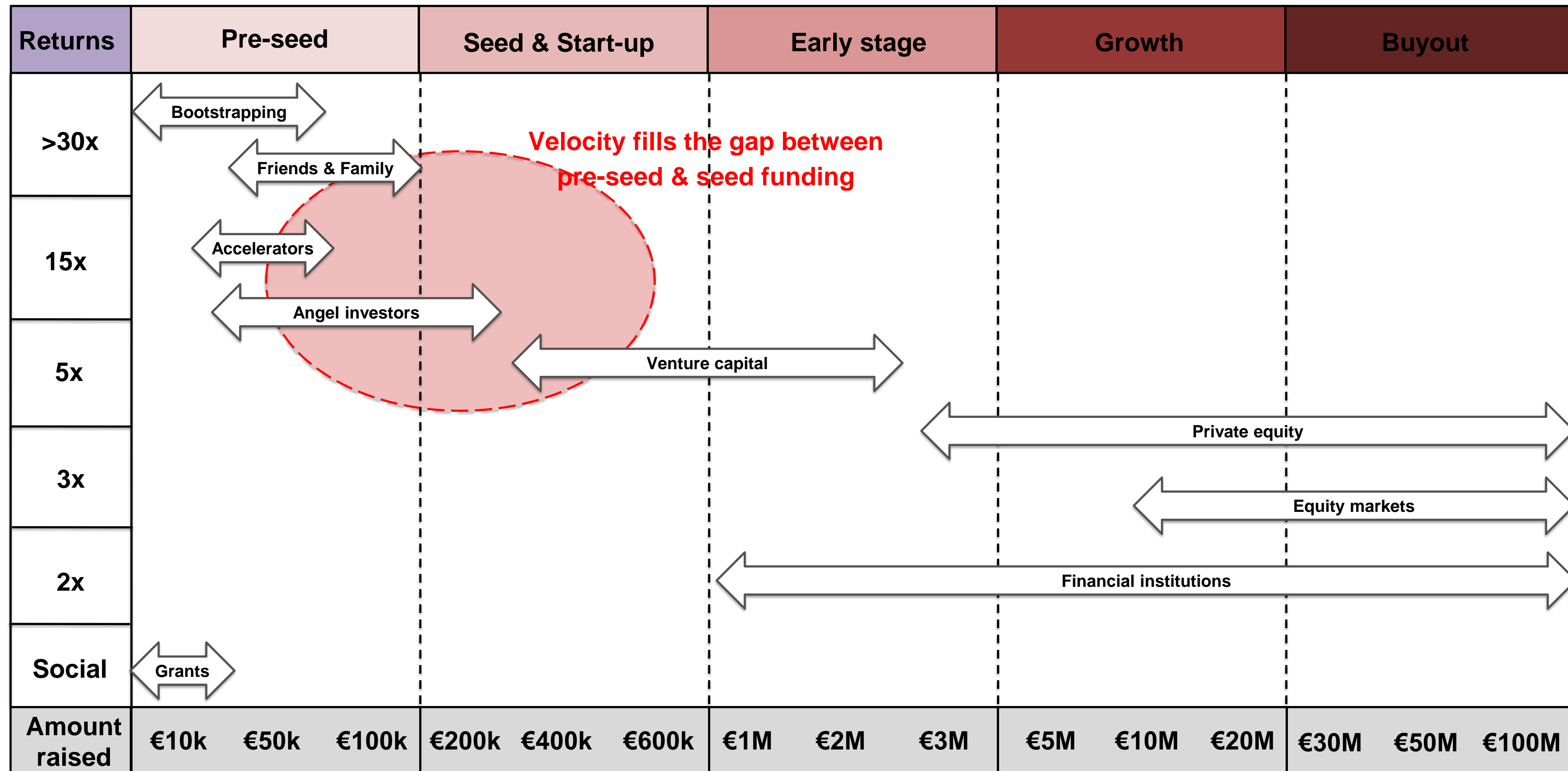
Clean
Tech



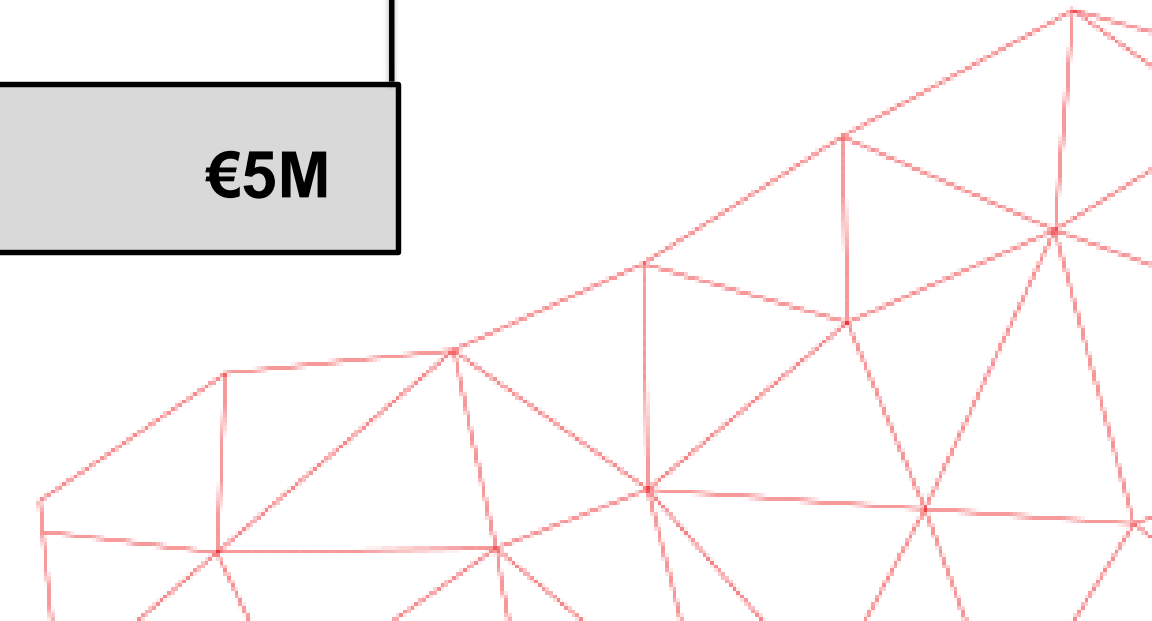
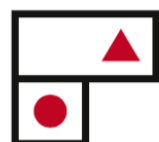
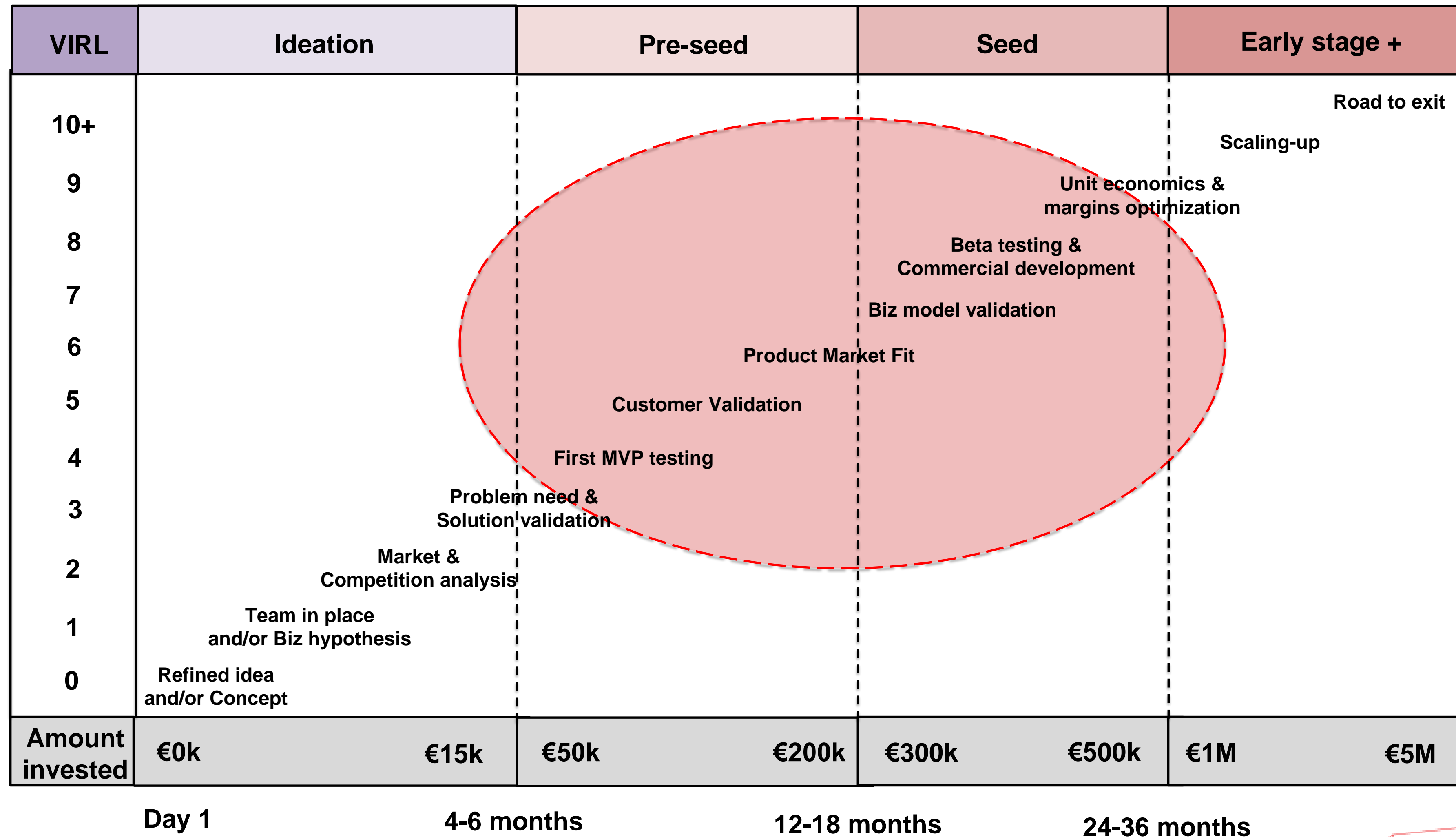
Maritime
Tech



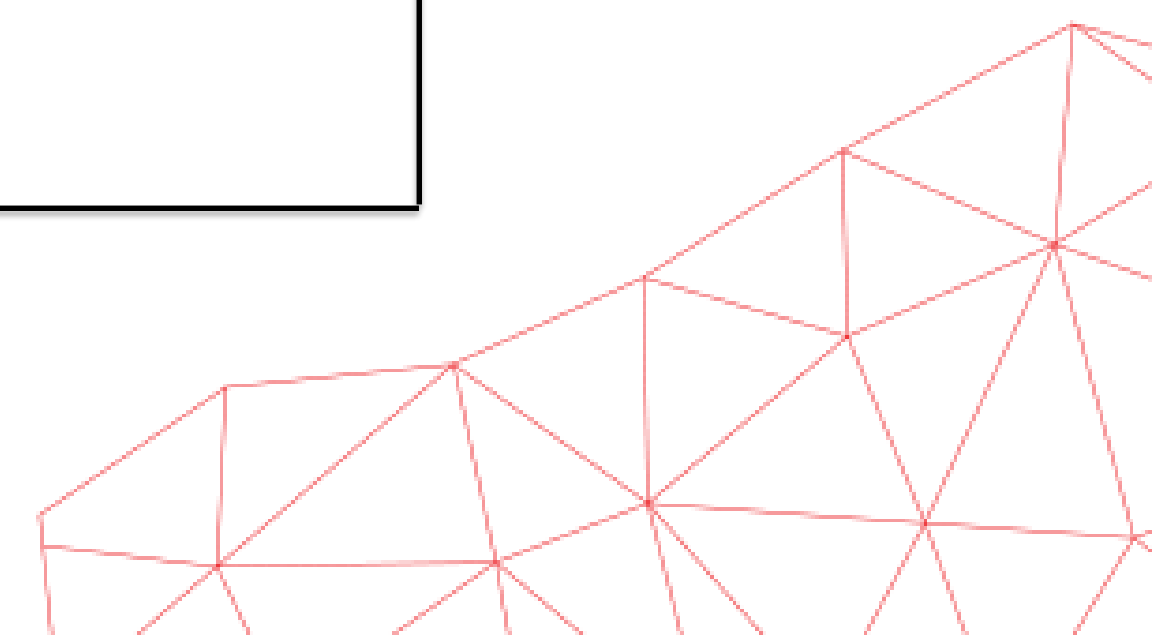
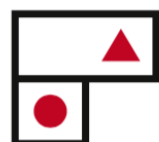
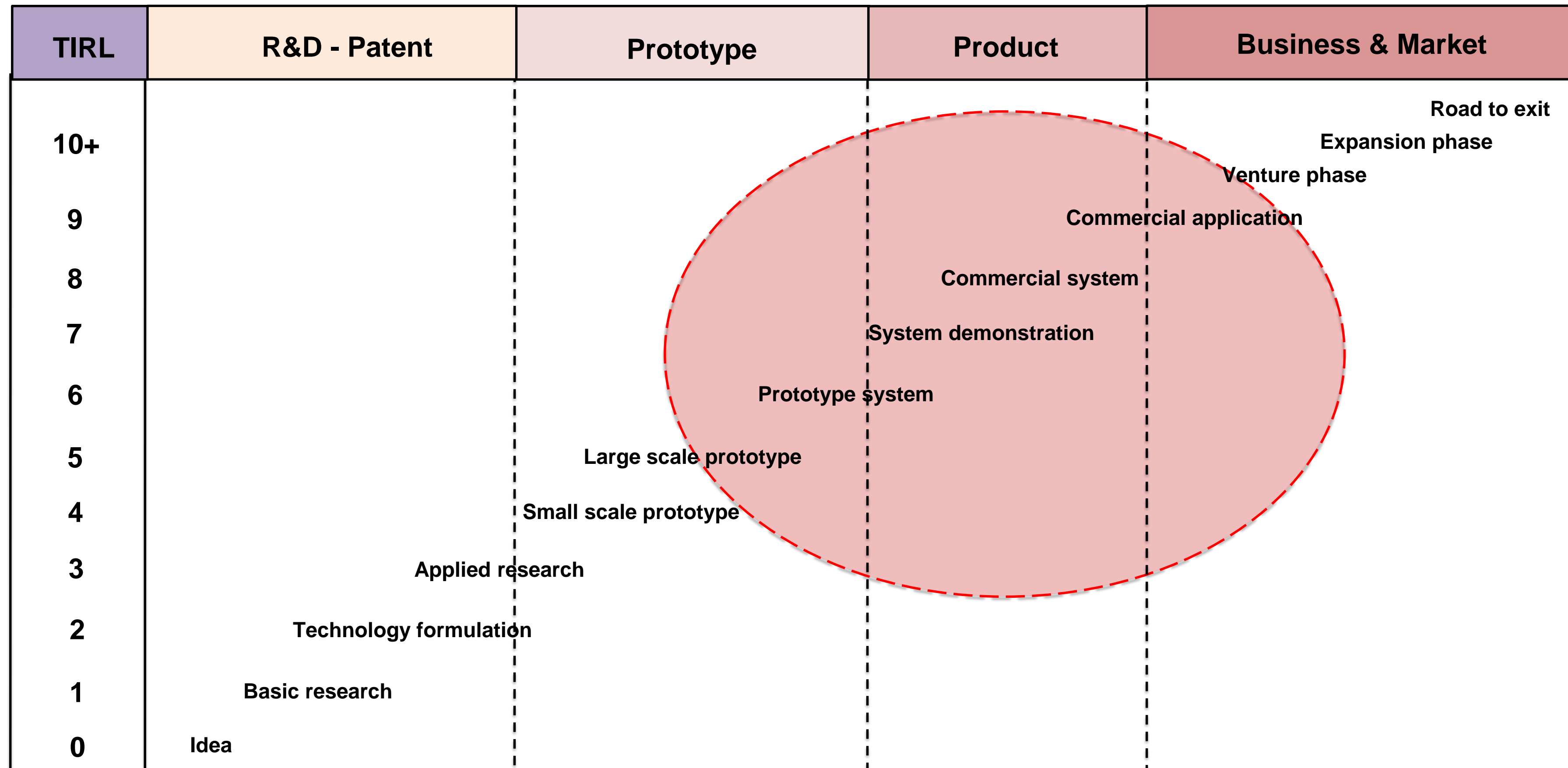
First ticket **sweet spot**



Velocity investment readiness level **sweet spot** (*rule of thumb)



Technology investment readiness level **sweet spot** (*rule of thumb)



Technology **investment readiness level**

TIRL	Stage	Description
0	Idea	<i>Unproven concept</i>
1	Basic research	<i>Basic principles observed & reported</i>
2	Technology formulation	<i>Concept & application formulated</i>
3	Applied research	<i>First lab tests, PoC</i>
4	Small scale prototype	<i>Built & validated in lab conditions</i>
5	Large scale prototype	<i>Tested & validated in intended conditions</i>
6	Prototype system	<i>Tested close to expected performance</i>
7	System demonstration	<i>Operational at pre-commercial stage</i>
8	Commercial system	<i>Manufacturing issues solved</i>
9	Commercial application	<i>Available to customers</i>
10	Venture phase	<i>More product lines & markets, full fledged business</i>
11	Expansion phase	<i>Large-scale production & distribution,</i>
12	Plausible exit	<i>Trade-sale, IPO</i>





Perfect match



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



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



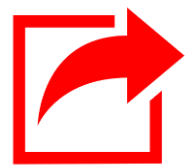
Have or can produce **disruptive ideas** / product / **technology** / IP



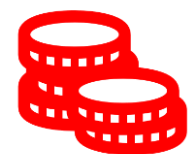
Identifiable vision / **roadmap for exit**



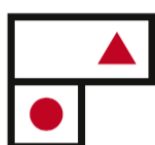
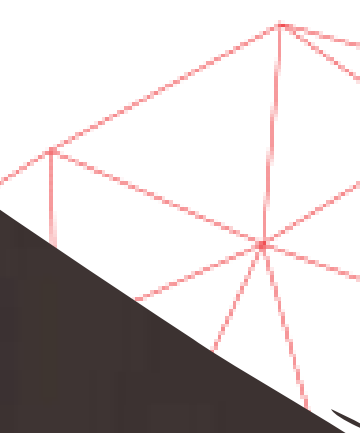
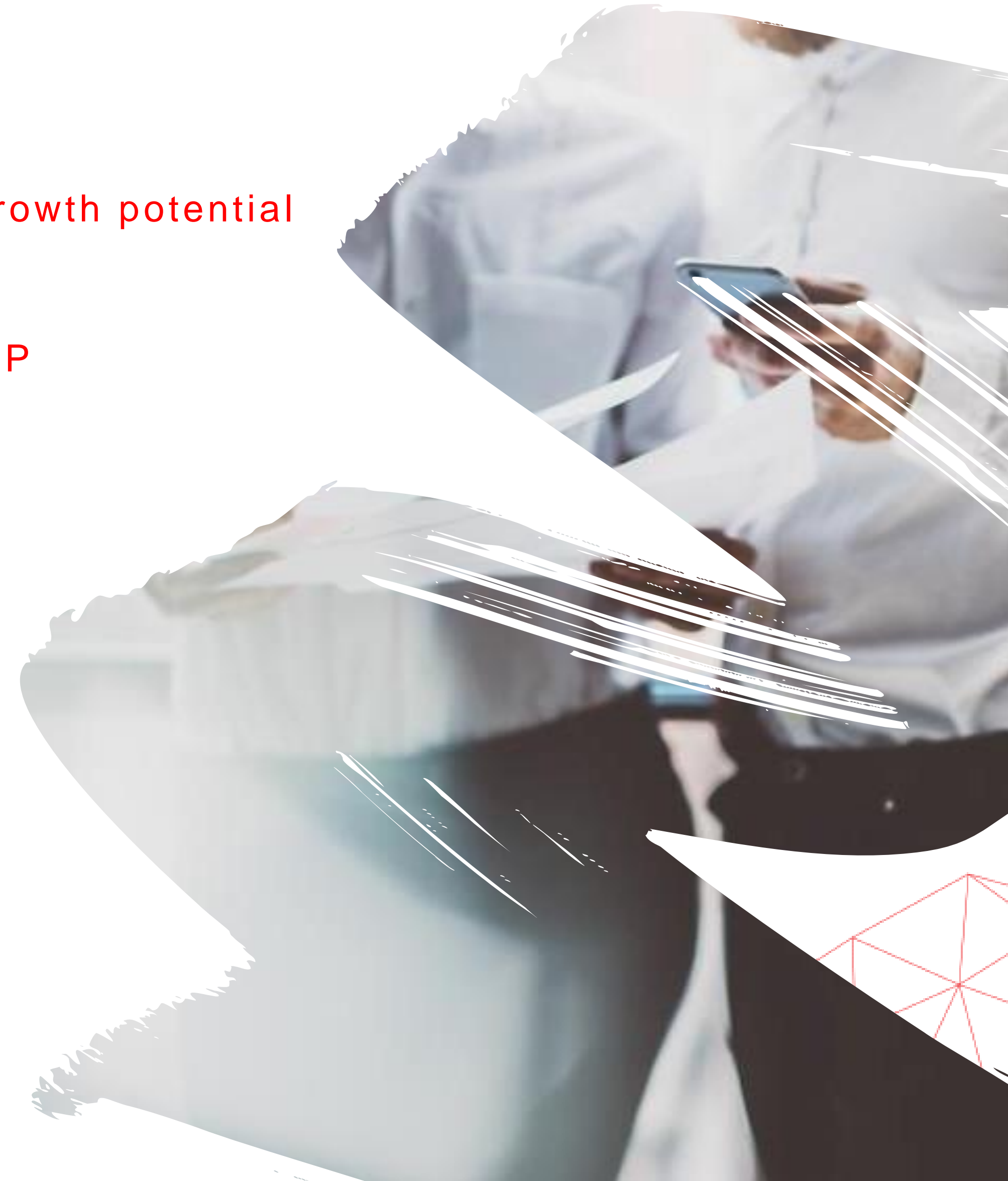
International mindset and **global ambition**



Speed of movement / **execution**



Capital efficiency technology startups





Non-cash investment to our companies

Business Acceleration

- Sales & marketing process set-up
- Financial engineering & modeling
- Business planning & KPIs

Speed of investment

- Velocity. Partners follow-on deals
- Post-acceleration programs access: EIT Digital, Microsoft accelerator

Human Capital Access

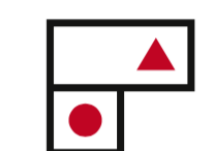
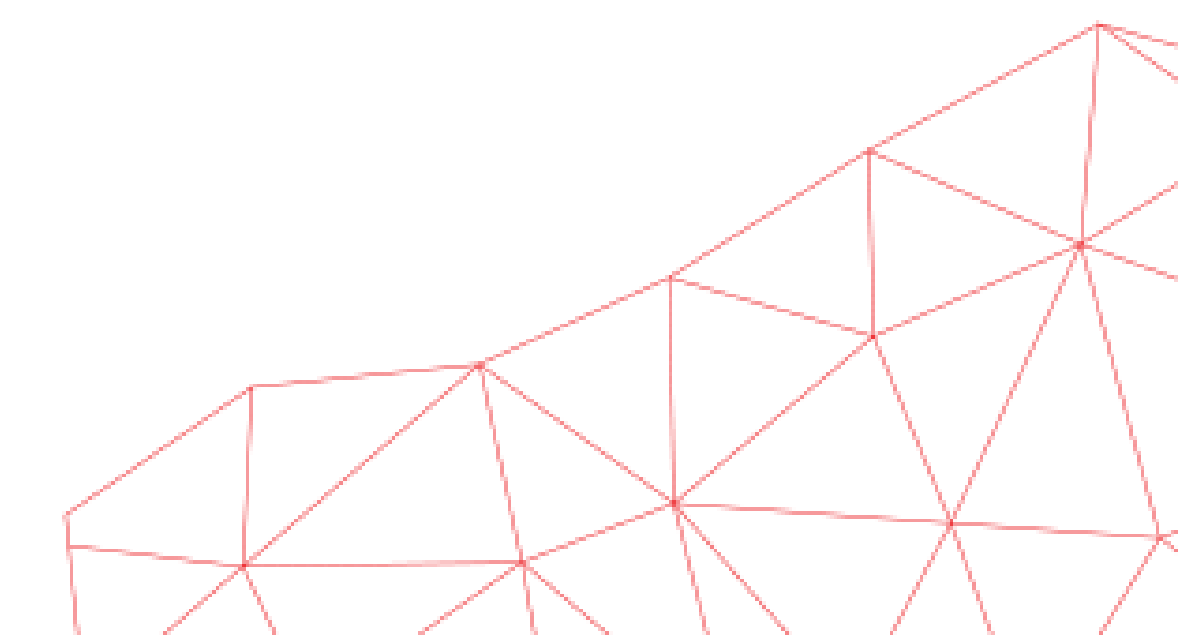
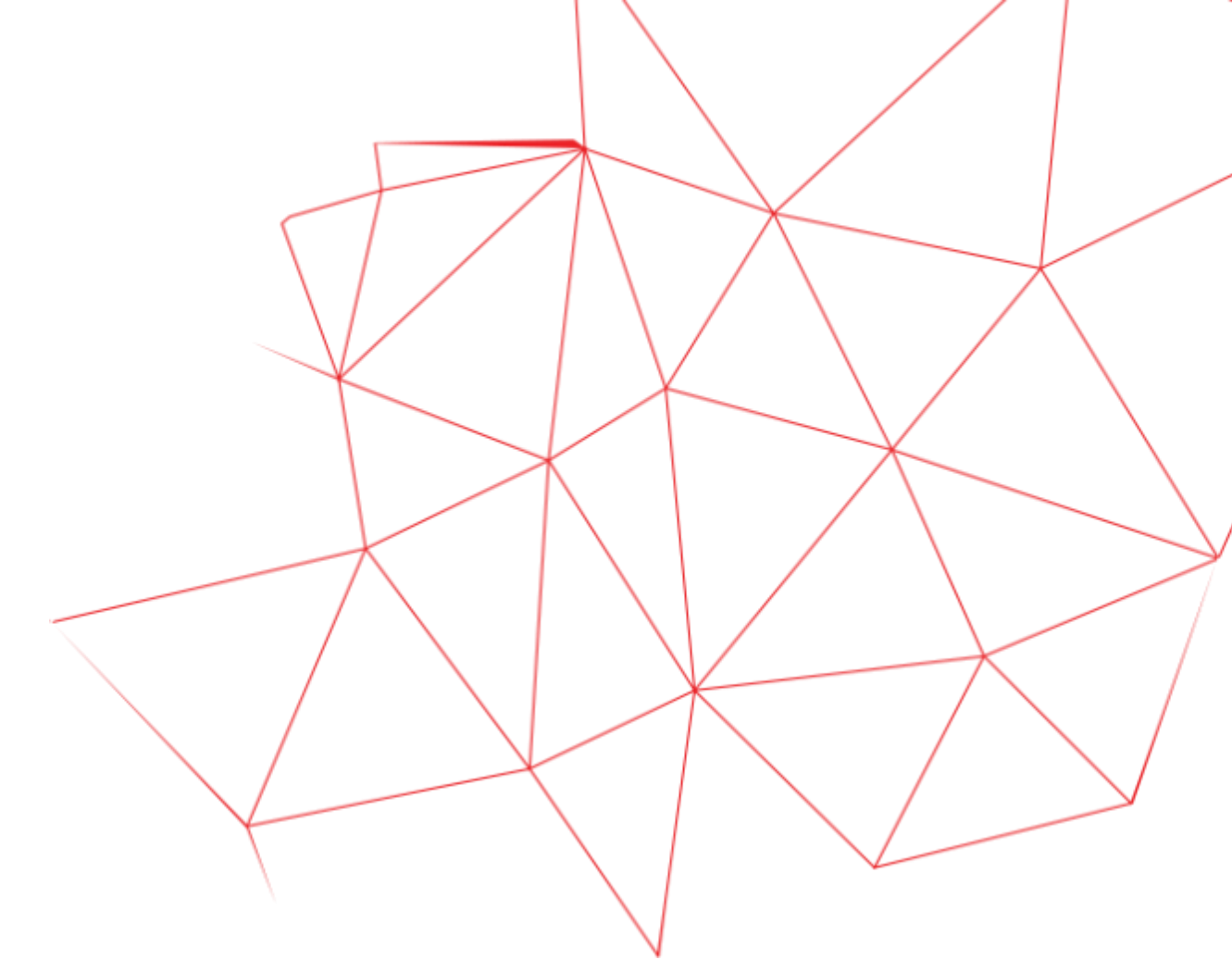
- Local & international mentor network
- Corporate Partners & industry experts
- TechTalent & recruitment assistance

Access to Corporate Partners

- Technology / API access & data
- Industry insights & mentoring
- Distribution and first customer pledge

Amenities & Support services

- Office space
- Startup legal & accounting advice
- Free access to SW / Cloud / payment providers



Velocity **in a nutshell**



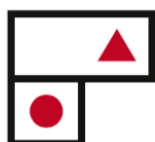
- 10 year closed fund, 5 years investment period
- First closing at €24M in Q2/18
- First investments TBA Q3/18
- Greek ESIF FoF and EIF co-investment (Equifund)




- Pre-seed + seed investments
- Solid follow-ons in best performers
- Focus on companies with scalable & international businesses
- Diversification in sectors where Greece has a unique advantage



- Screen target 2500+ companies, portfolio of c. 40 companies
- Average first ticket €200k, average funding per company €500k





VELOCITY

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Thank you!

Your deck: start@velocitypartners.vc

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