

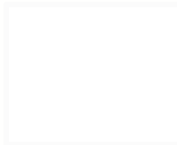


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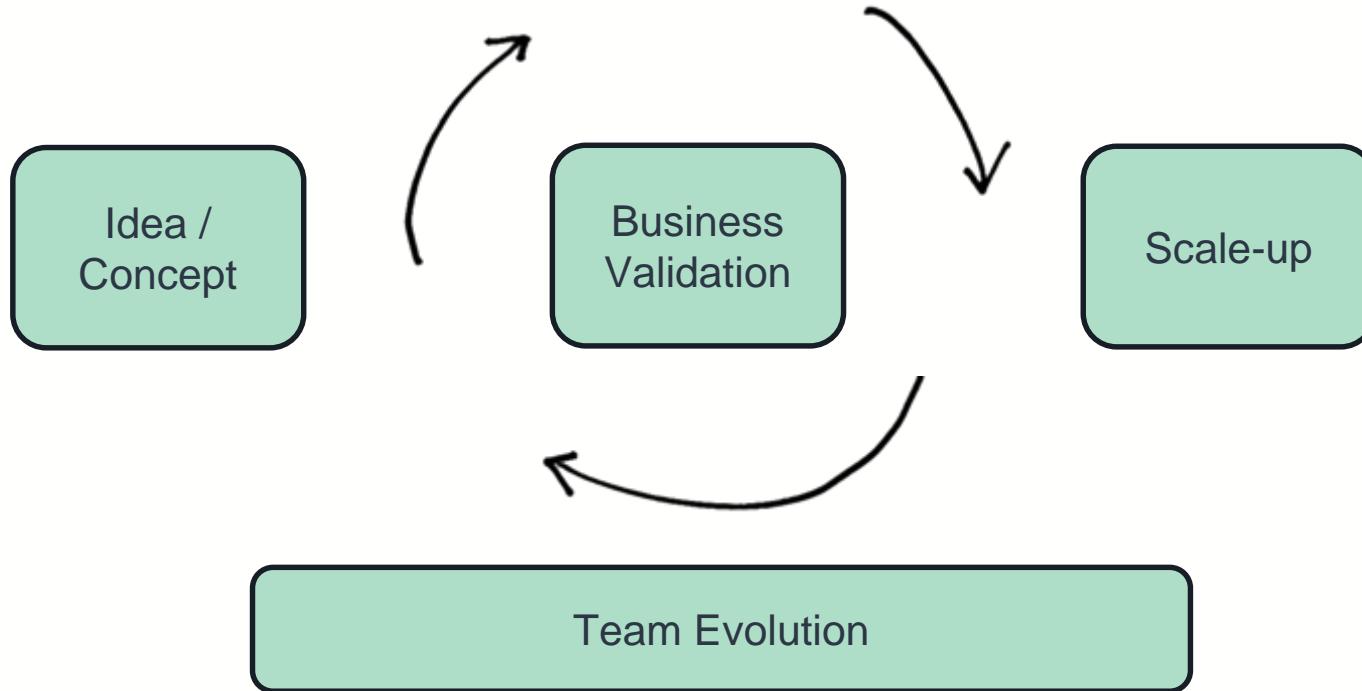
MAKE IT HAPPEN



“Ignite entrepreneurship and leverage the *hidden potential* that exists in the Greek 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*”



Acceleration Process



The Team



Konstantinos
Lafkas

Corporate professional, serving for more than 20 years in high and C level managerial positions (Selonda, Sunlight, Alfa Laval, Maillis, Epa, Shell). Has led the aggressive global expansion of Greek companies abroad. He has lived in many countries and led businesses in all continents. Investor in ICT startups.



Katerina Pramataris

Assoc. Prof., Scientific Coordinator of ACEin, AUEB. Within ACEin, supporting various entrepreneurship support activities and teams. Extensive industry-entrepreneurial experience. She has widely published in the field of e-business, supervised various PhDs and research grants.



Sotiris
Papantonopoulos -
Mantopoulos

Co-founder of Insurancemarket.gr, the largest Greek insurance price comparison website and brokerage. Has overseen the sale of the family owned publicly listed company through the ASE. Started his career as an investment banker in USA and is currently a Business Angel and Endeavour entrepreneur.



Stelios Eliakis

Co-founder of sleed.gr, an e-business and digital agency in Greece, among the 20 best performance agencies in EMEA region according to Google. Co-founder and investor in other three startups. Has helped more than 30 e-business SMEs reach their first EUR 1m in turnover. Winner of the Young Entrepreneurship Award 2016.



Panos Lioulis

Panos Lioulis: CEO of a Venture Capital company attached to a university. Achieved triple digit returns. Was number 1 in the UK in its sector in the UK. Managed a portfolio of 43 companies from seed to development stage, revenues £120M and 1123 employees. Since joining, 2 IPO, 6 Trade sales, 2 MBOs, 1 MBI, various restructurings.



The Team



George Saperas

15+ years of experience in financial management, transactions advisory & corporate development. Diversified industry exposure gained in large organizations, dynamic SMEs, consulting environment and Private Equity settings. Finance Director at TANEQ (New Economy Development Fund)



Dora Trachana

Coached 70+ teams during the early stages of incubation, virtual acceleration and corporate innovation programs internationally. Worked with a wide network of incubators in Europe as part of an international virtual acceleration program. Broad exposure and networking with the start-up ecosystem at an international level.



Lila Despotidou

Coordinated strategic partnerships with Universities in 4 continents and managed several development projects of leading MBA programs. Extensive experience in handling the relations with local and international authorities and associations. PhD-level researcher in the area of Business Ethics in Greece and US.



Shulamit Hirsch

Experienced patent attorney and Intellectual Property (IP) manager handling IP strategies and portfolios in academia and established companies. ERC POC grants reviewer under Horizon 2020. Listed on the IAM list of 300 world leading IP strategists in 2017 and 2018



Diomidis Spinellis

Ex-Secretary General for IS at the Greek Ministry of Finance. A leading voice in IT technology as an award-winning author and as the Editor in Chief of the most popular IEEE Computer Society magazine. Hands-on practitioner, developer of popular open-source software; process and architecture consultant for major technology companies; and a Senior Software Engineer for Site Reliability Engineering at Google.



Hands-on support to portfolio companies



Tech Transfer

IP Management &
Legal Advice

Venture Development & Scaling

Strategic Advice and Services

Teambuilding /
Recruiting

Branding and
Digital Marketing

Go-to-market
strategy and
global expansion

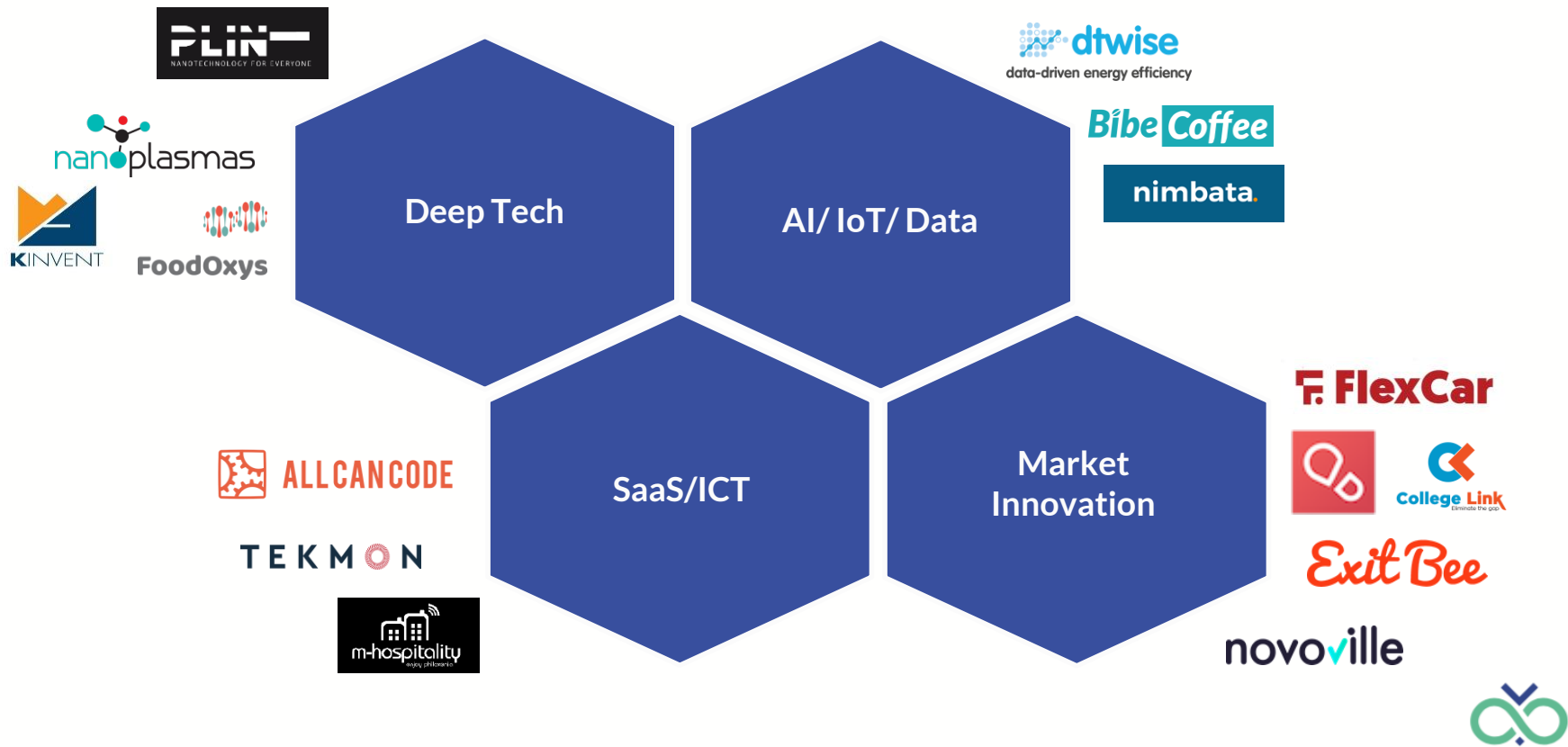
Global Networking & Exit

Global
Networking

Financing /
Licensing /
Exit
Transactions



Uni.Fund's Portfolio: 21 investments





What matters?

Sector/market

Disruption

Innovation/ Technology

Team

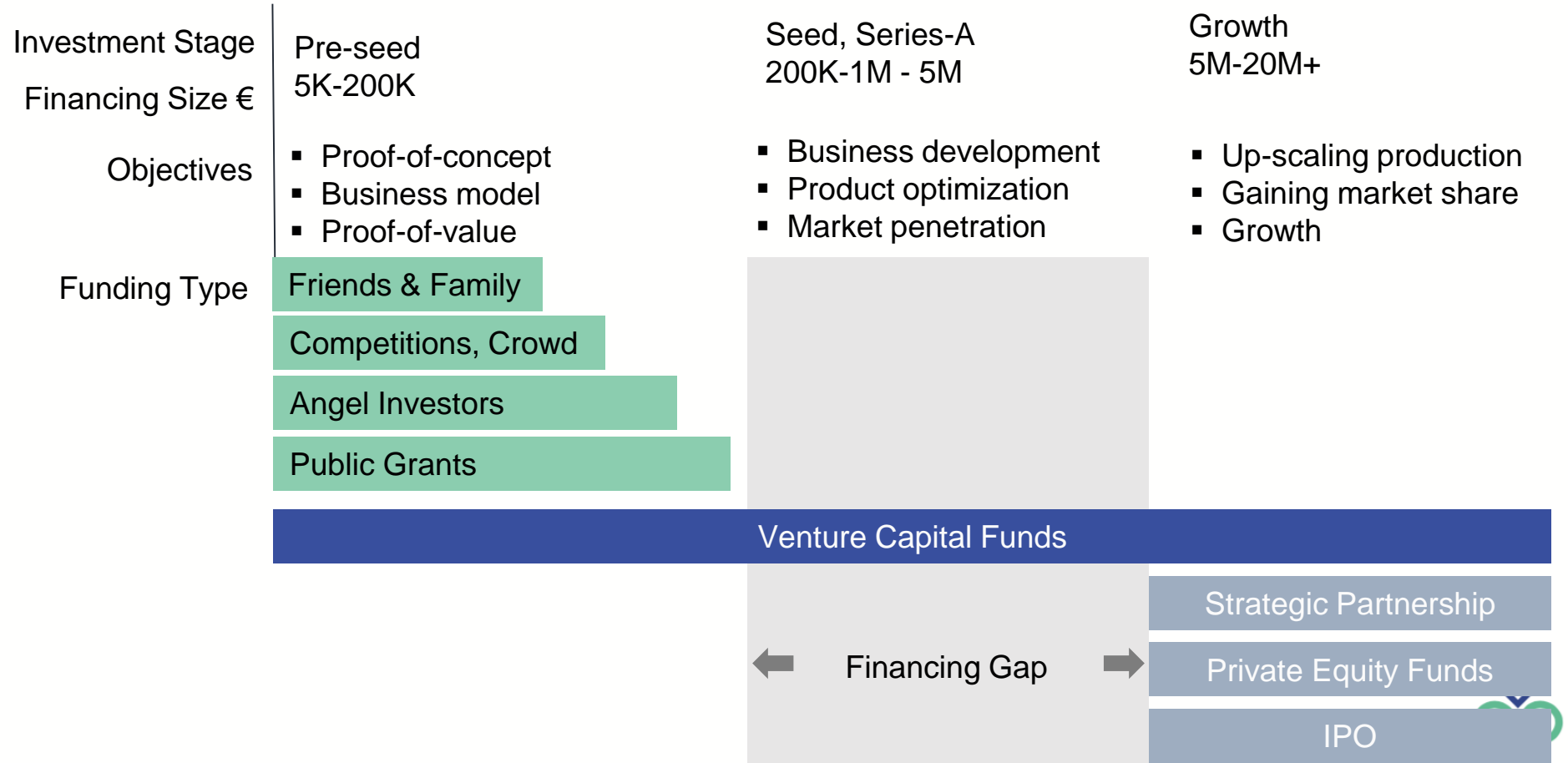
Business Model

Investment Criteria

Does this make sense?

Can it scale?

Investment Stages & Funding Options



Proof of Concept vs Venture Capital Funding

Proof-of-Concept

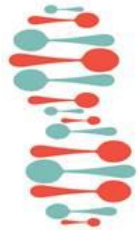
- Objective: Finalize the product to match the requirements of a target market
- Work with a pilot user
- 30-50K

Pre-seed investment

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



An example



FoodOxys

- a) anti-oxidant test in people
- b) evaluate anti-oxidant quality of food products



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