

# Diffusion Capital Partners Istanbul

ACCESS TO RISK FINANCE - FUND OVERVIEW

*July 2017*



## About Us

DCP is Turkey's leading Venture Capital fund manager with a focus on technology intensive opportunities. DCP team started operations in 2007, making it one of the most experienced VC fund managers in the market.

## Our Investment Model

We seek opportunities with a technology driven competitive edge and match their value proposition with the needs in the market to develop high impact companies.

## Our Approach

We closely work with founders and leverage our network to hit technical, financial and product deployment targets. With over 70 years of cumulative experience, we provide our portfolio companies with technology, business development, legal, IP, financial and operational know-how.

FUND I  
€7M



FUND II

€30M



## PORTFOLIO



CYBELLE



BMT baps



epiSOME



PARAŞÜT



NUBIGON



BEEO

MEDRICS



MAGSPIN

LOGO\_BI

INFOTECH  
THE LOCATION INTELLIGENCE COMPANY

asset  
Design the future

MIKROSENS  
Ultra - Low - Cost Infrared Imaging

Total Funds  
Raised  
€37M

15  
Investments

3  
Exits

ICT

(47%)

Healthcare

(33%)

Agro

(9%)

Materials

(8%)

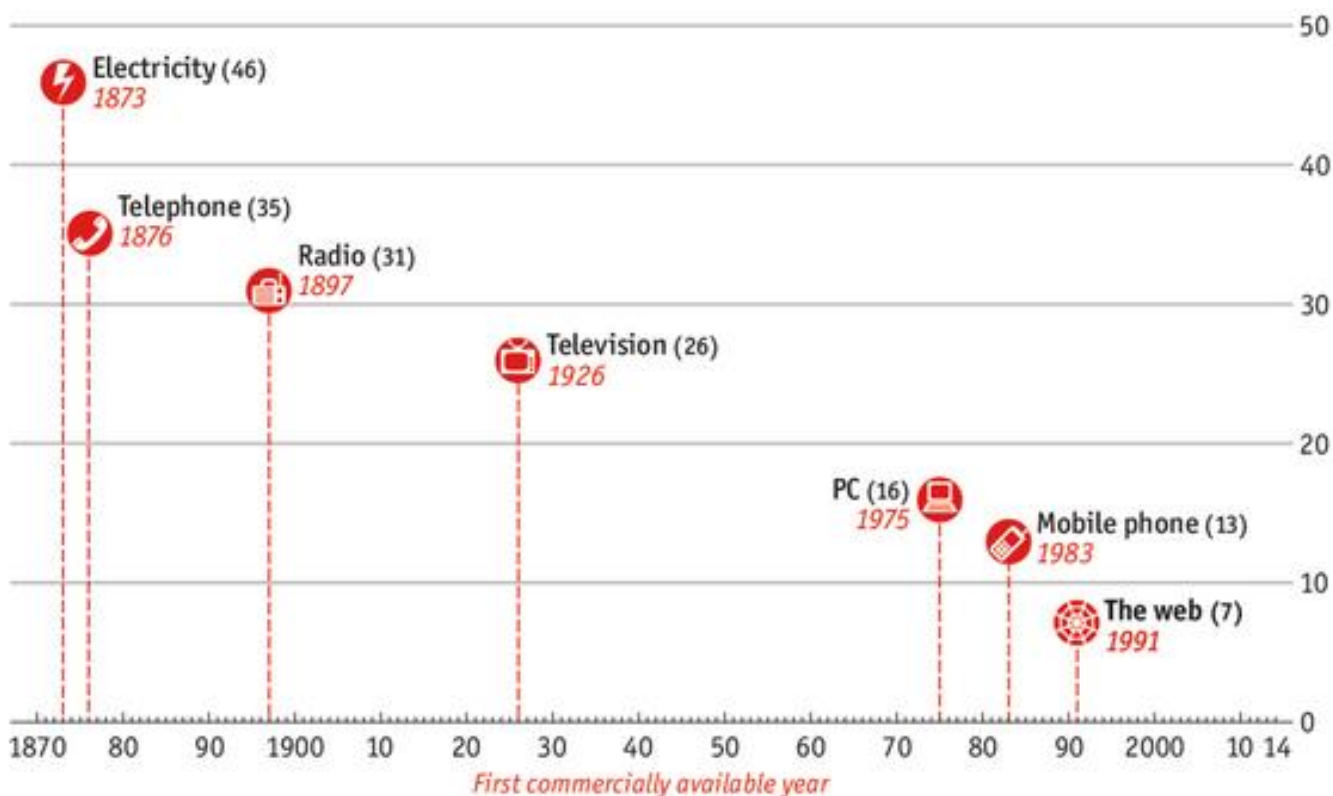
Clean  
Tech

(3%)

“Tech will advance more in the next decade than it did in **the last three**” – Mark Cuban

### Technology adoption

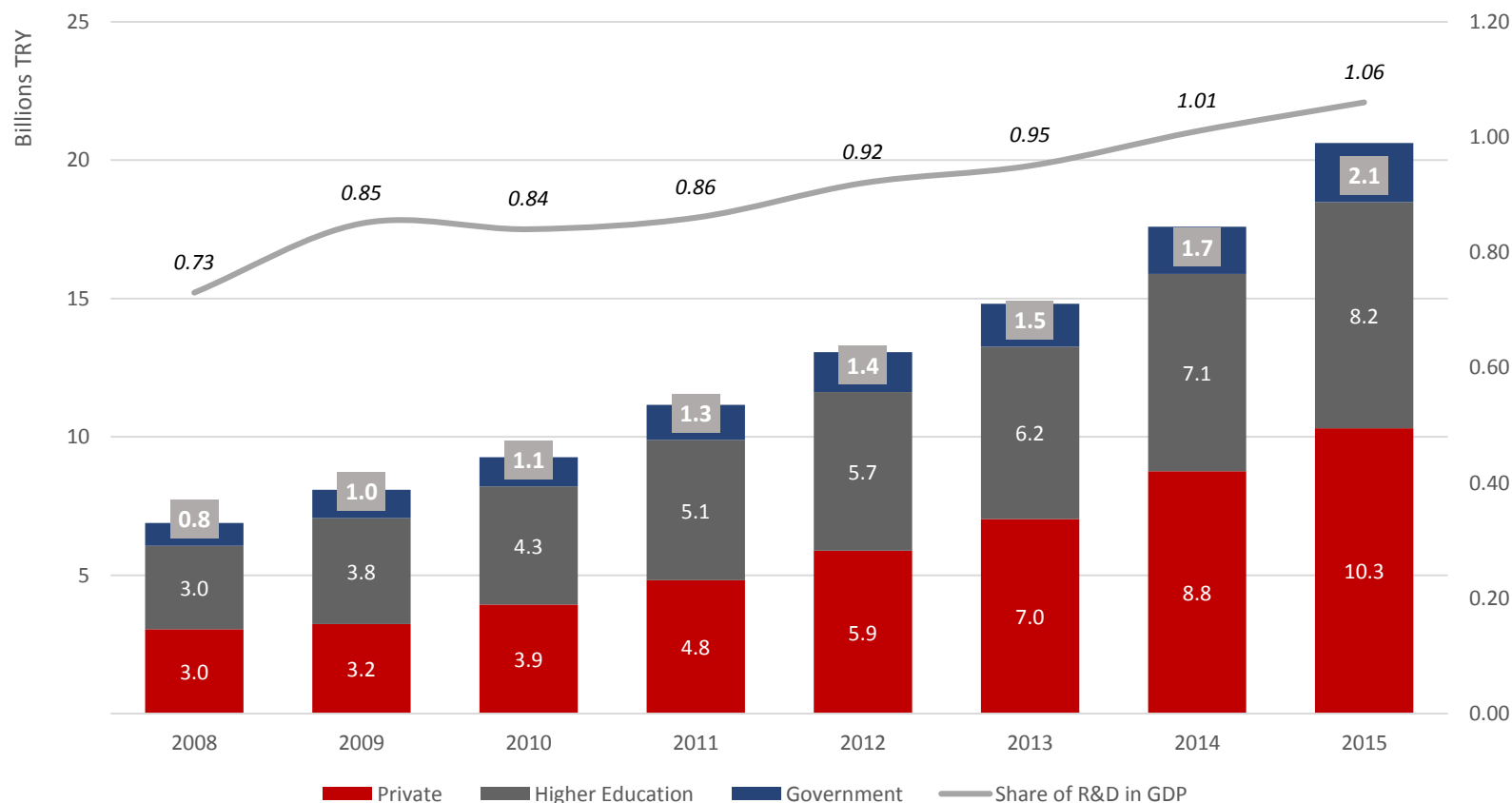
Years until used by one-quarter of American population



Source: Singularity.com

Economist.com/graphicdetail

In Turkey cutting edge technology/research predominantly exist in higher education sector.



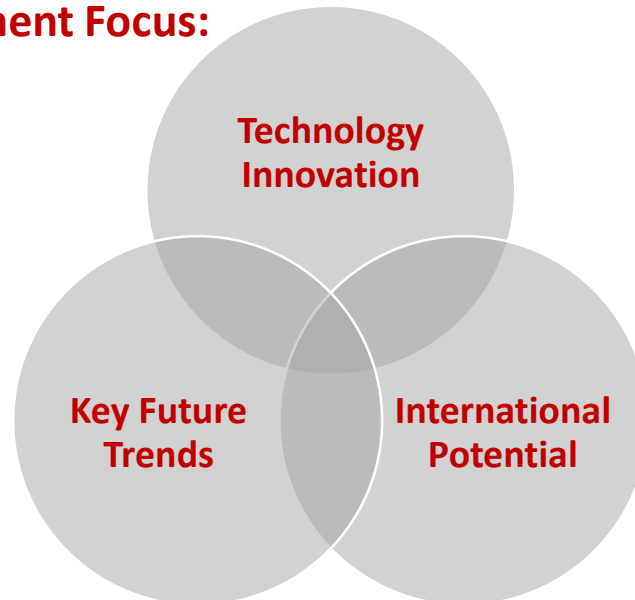
## Investment Geography:



## Investment Size:



## Investment Focus:



## Proof of Concept-PoC

targeting high-risk / high-return innovations for commercial applications with a funding up to EUR100K

## Pilot / Prototype

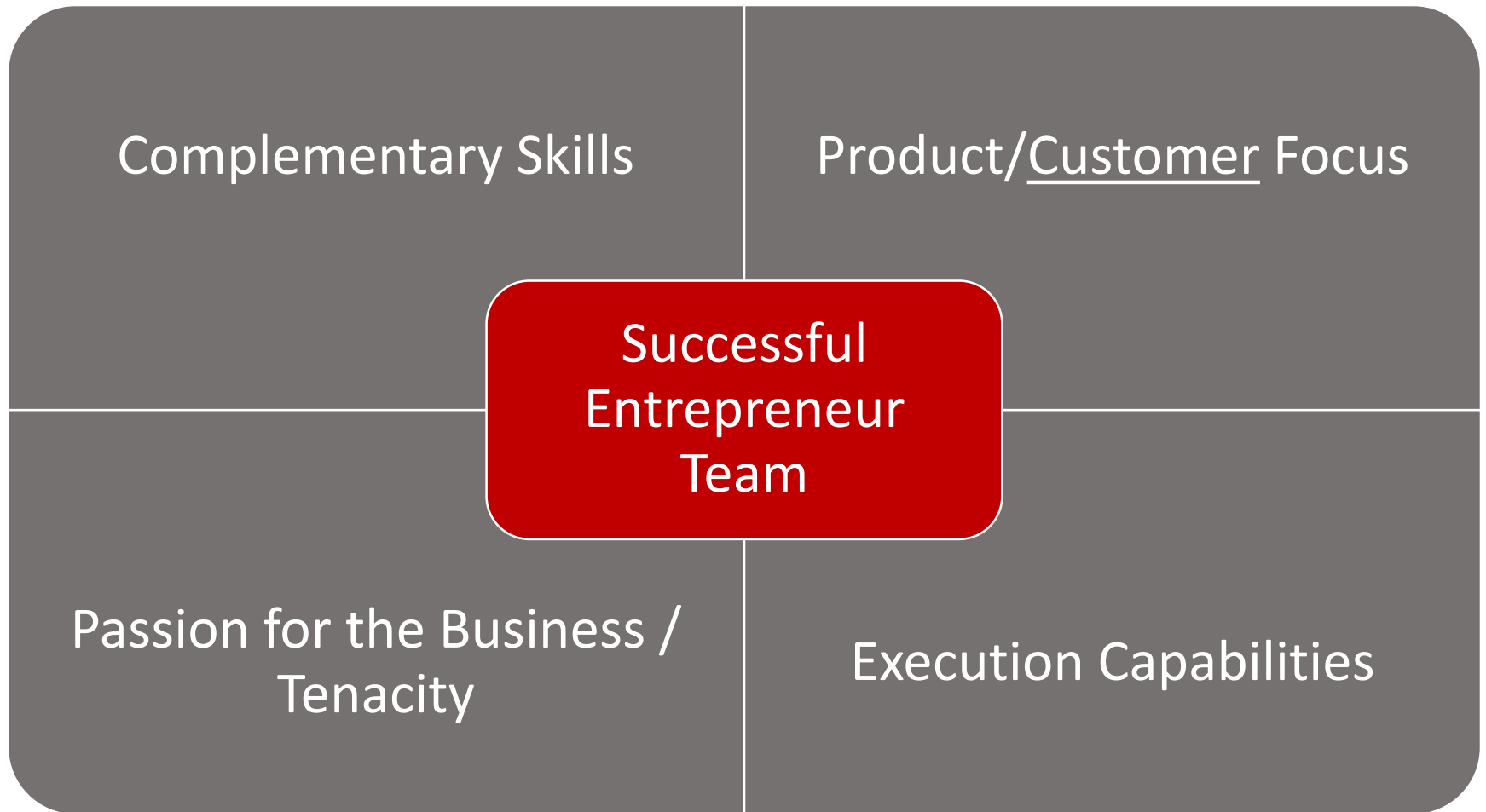
support to close the gap between invention and market with funding up to EUR500K

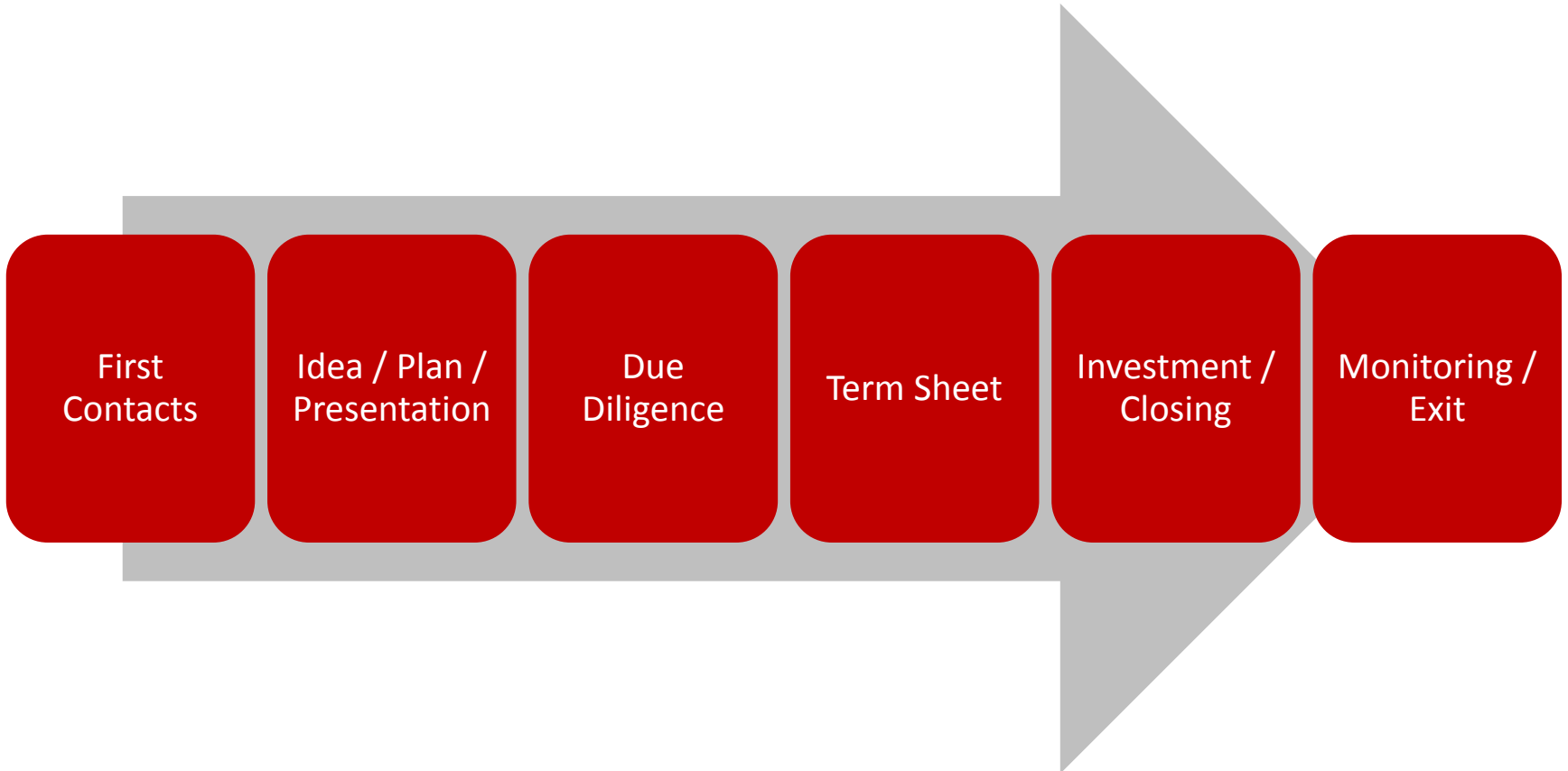
## Seed

projects graduating from PoC or Pilot/Prototype stages or already relatively mature projects

- Market Size & Trends
  - TAM/SAM/SOM (Top-down)
- Large and widespread problem/gaps in the marketplace
- Clear and marketable solution
- Well defined customers (Bottom-up)
- Accessible distribution channels
- A valid revenue model
- Long term scalability
- Team Dynamics







# HOW WE TRY TO ADD VALUE

	Pre-Investment	After Investment
<b>Organization</b>	Loose, dependent on the entrepreneur	Corporate governance with pre-defined structure
<b>Operations</b>	Focused on day-to-day activities	Focus on long-term, growth targets
<b>Human Resources</b>	Limited	Right team for growth
<b>Marketing</b>	Focus on awareness raising	Access to marketing channels
<b>Financial Management</b>	Cash flow problems	Adequate resources coupled with financial discipline
<b>Social resources</b>	Limited with entrepreneurs network	Wide social reach

	<b>Banks</b>	<b>Public Schemes</b>	<b>VC</b>
<b>Type of Financing</b>	Loan	Grants/Soft Loans	Capital in return for equity
<b>Governance</b>	Passive	Passive / Active	Active
<b>Alignment of Interest</b>	weak	weak	strong
<b>Financing provided to</b>	Company	Project	Company
<b>Focus on</b>	Assets	Capabilities	Capabilities/IP/Team /Technology/Market
<b>Targeted sectors</b>	Traditional Sectors	Selected sectors	Growing/Emerging Sectors
<b>Attitude towards risk</b>	Protected against Risk	Supporting against Risk	Risk Sharing
<b>Price</b>	Cheap	Free	Expensive

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