

ACT Fund | Overview

2nd Access to Risk Finance Event Turkey in Horizon 2020 Project

By ACT Venture Partners I 19 July 2017 Istanbul







This project is co-financed by the European Union and the Republic of Turkey



This financing is provided from IPA funds allocated to Regional Competitiveness Operational Programme which is supported by EU and Republic of Turkey. The Contracting Authority is the Ministry of Science, Industry and Technology – DG for EU and Foreign Affairs – Regional Competitiveness Operational Programme Coordination and Implementation Directorate, and the End Recipient is the Scientific and Research Council of Turkey (TÜBITAK)

About ACT Venture Partners

- ACT Venture Partners is a venture capital fund management company domiciled in Amsterdam, the Netherlands.
- Fund under management is EUR 22,5 Million (ACT Fund I, which is an early stage technology and IP intensive venture capital fund)
- ACT complies with Invest Europe Guidelines and Code of Conduct regarding governance, transparency and accountability.
- Since July 2015, +1.000 projects were processed.
- ACT may invest up to EUR 2.5M per project (preferably in multiple rounds) in exchange for company shares (preferably significant minority i.e. %20-%40).
- Portfolio:
 - Current : 10 PoCs and 8 start-ups
 - 31 07 2017 : 10 PoCs and 11 start-ups
 - 31 12 2017 : 10 PoCs and ~15 start-ups

Our Team

Managing Partner



Okan KARA

Industrial Engineer. Worked in telecom, government and consultancy sectors. Hold various roles in international bodies.

Managing Partner



Gökhan GÜNER Electrical Engineer. Worked in chip design, investment banking and tech transfer focused VC fund.

Managing Partner



Erhan KILIÇÖZLÜ CFA. Mechanical Engineer. Investment Banker. Worked in international family offices. Co-lead a global tech-transfer initiative.

Partner



Gürcan OZAN Mechanical Engineer. Worked in automotive sector and government.

Investment Associate



Olcay YILMAZCOBAN Electrical Engineer. Entrepreneurial experience.

What we are looking for in a project?

We invest in spin-offs & startups that have the following characteristic:

DEEP TECHNOLOGIES

- superior and unique over existing solutions
- protected and defendable IPs
- difficult to replicate
- create barrier to entry globally



GLOBAL POTENTIAL & COMPETITIVE BUSINESS MODELS

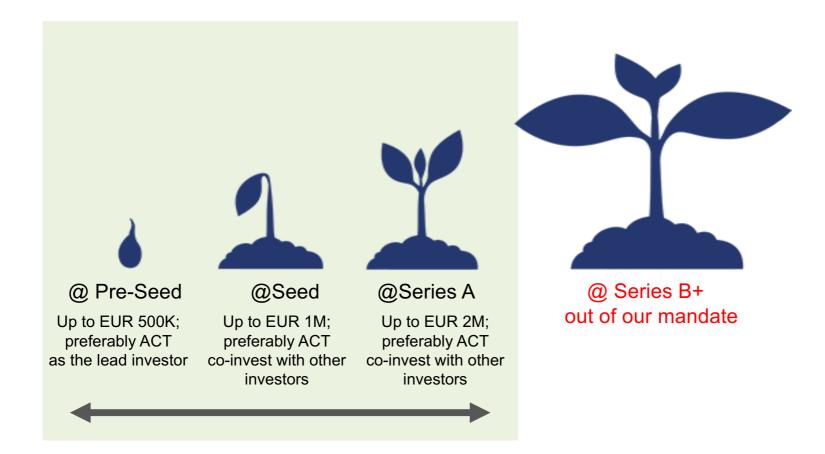
- evidence of high growth global market potential or have the ability to create new markets
- · a potential to turn into leading global companies
- product/service offerings that can be monetized in different geographies mitigating market risks
- · are attractive acquisition targets for global market leaders



INTERNATIONAL, INNOVATIVE, PASSIONATE ENTREPRENEURS

- outstanding entrepreneurs who have developed game-changing technologies
- ambition, motivation and experience in the field of their venture
- prior EXITS or entrepreneurial experience
- international work & academic exposure

Investment Stage



ACT Venture Partners' Added Value

Strategic Advisory

(Company creation, IP rights, business model structuring, standards and regulations, guidance to access additional non-dilutive financing via grant programs, etc.)

> An active investment approach

Business Development & Internationalization

(Introducing new customers, assisting in contract negotiations, development of new channels and catalyzing global expansion)

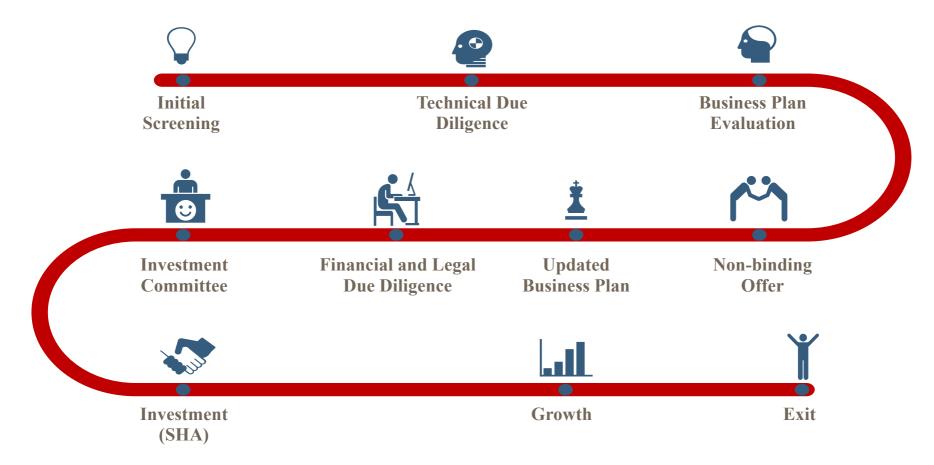
Deal Structuring for Follow-on Rounds

(One round of funding doesn't guarantee another. Helping portfolio companies raise the next round of funding is an important role)

Executive Recruitment

(Great talent is one of the top challenges for entrepreneurs and ACT has an active support through its professional network)

Process Flow



Assessment Model

Technological Feasibility	Business Feasibility	Financial Feasibility
Minimum Viable Product (MVP) (TRL6+)	Team DNA (Qualified, committed, diverse and visionary founding team)	Revenue & cost estimations
Freedom to Operate	Targeted sectors, geography and customers	Healthy balance sheet
Differentiation in competitive landscape	Go to Market Strategy	Valuation, terms and use of proceeds
High Entry barrier and scalability	Milestones and KPIs*	Potential exit options

+ ACT Team can contribute

(*) customer acquisition cost – CAC; customer retention rate, CRR; lifetime value, LTV; monthly burn; conversion rate; recurring revenue, etc.



ACT Venture Partners

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