

LIFT GIVING IDEAS THE HIGHEST VALUE

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L'importanza dell'ecosistema

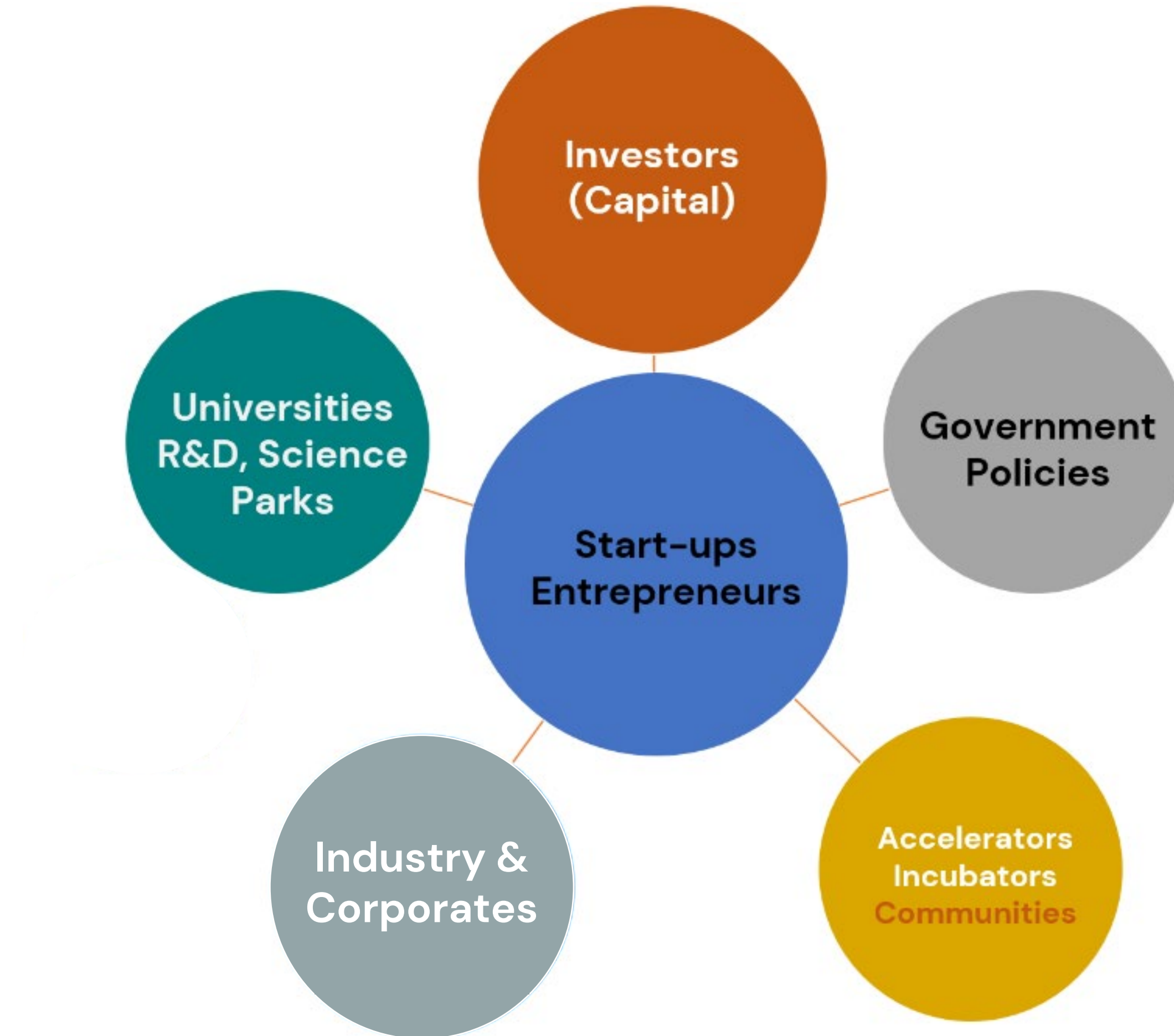
The success of a startup ecosystem is measured not just by the number of unicorns it produces but by the **positive impact it has on society**

Startup ecosystems **connect** dreamers with doers

Startups with higher local **connectdness** grow **faster** (2.1x) and have more potential for **bigger exits**



Ecosistema dell'Innovazione- Gli attori



Gli investitori-

Tempo di metter su famiglia?

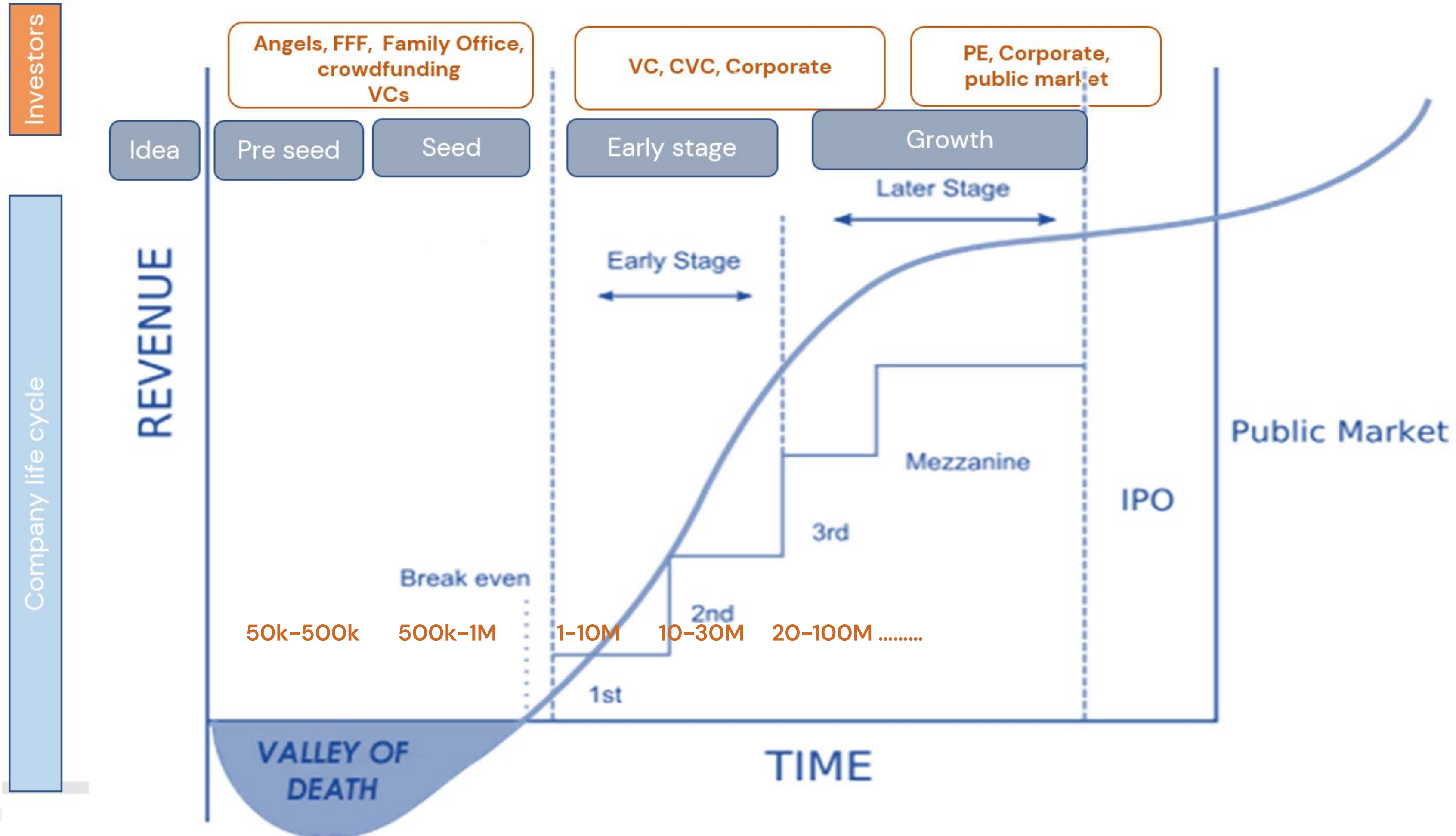
- Tipologie:

- Verticali
- Stadio di sviluppo*
- Cosa offrono? → Smart Money
 - Capitale
 - Network (technical, commercial, fundraising)
 - Supporto & know how
 - Insight strategico
- Cosa vogliono?* Ritorno dell'investimento, crescita rapida
- Cosa chiedono? Cap table, CdA, T&Ss, Periodo d'investimento (5-7 years holding period)

**Dry powder
VC in Italia:**

€1.17B

Stadi & investitori





LIFTT

Investment case

The company intends to invest approximately 100 million euros over its first 5 years with the aim of generating, through co-investors, a flow of capital in the area of approximately 450 million.

The number of planned funding is approximately 185 if the "Proof of Concept" (PoC) investments are also considered.

The business model expects to disinvest on average after at least 5 years with an IRR of 21.3%.

€103M	195	44	+3k
Funds raised	Investors	Start ups in portfolio	Projects analysed

With a portfolio of 44 companies built in barely 3 years, we are the most active deep tech investor within Italian VC landscape.

Team

SENIOR MANAGEMENT



Stefano Buono – Chairman

Stefano is an accomplished physicist and alumnus of The European Organisation for Nuclear Research (CERN). Until January 2018, he served as CEO and board member of Advanced Accelerator Applications (AAA), an international radiopharmaceutical company he founded in 2002. The company traded under the ticker symbol AAAP, and was sold to Novartis for \$3.9 billion in 2015. Stefano joined LIFTT as its start Chairman in December 2018.



Giovanni Tesoriere – CEO

Giovanni has more than 15 years' experience in the Pharmaceutical Industry. He was Managing Director at Advanced Accelerator Applications (AAA) until August 2018. Giovanni is a Medical Chemist with an Executive MBA and a Master in Finance. He has a strong attitude in managing multidisciplinary teams.

A holding company

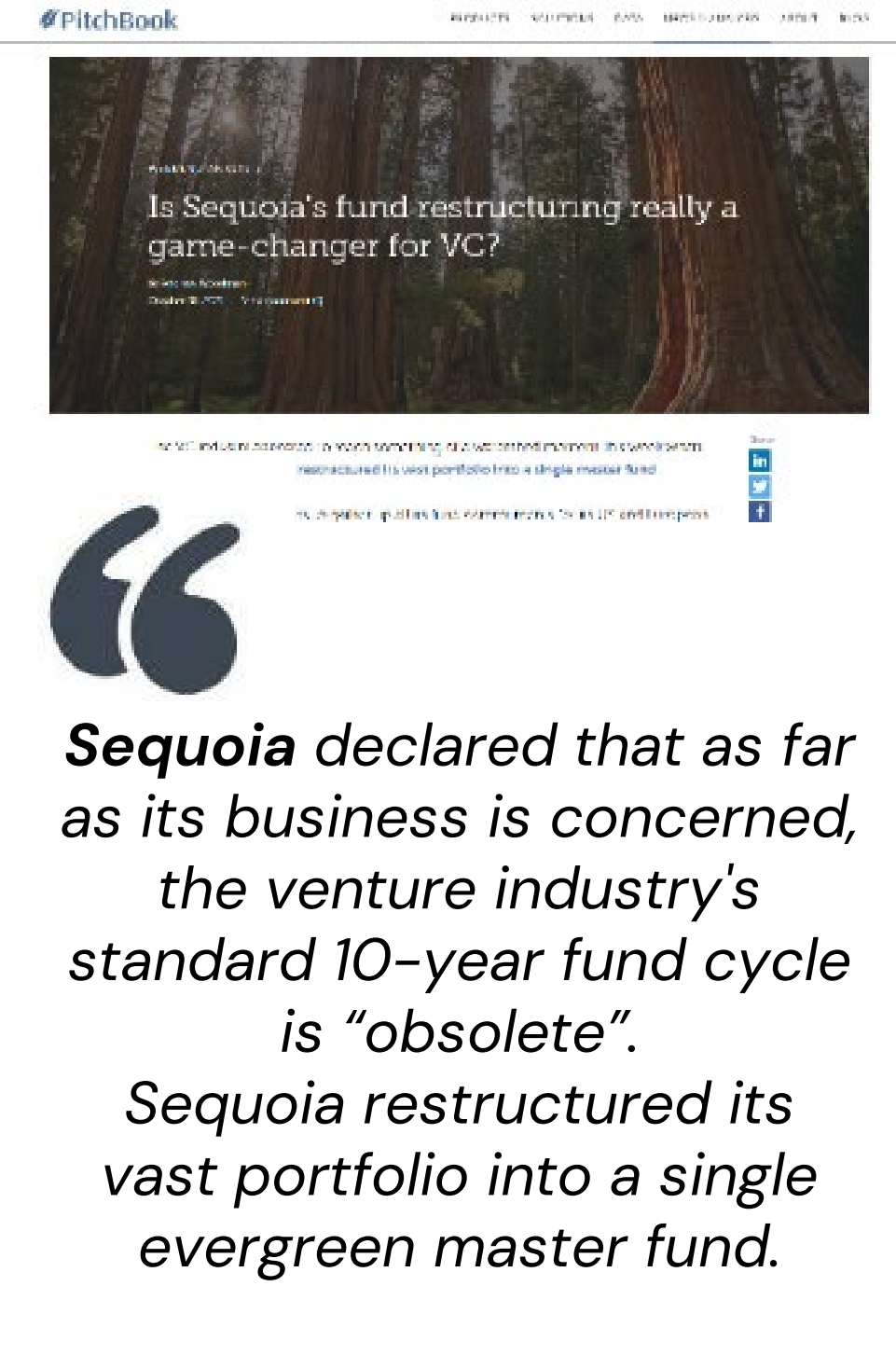
Being a holding Company allows us to

Immediately invest
what we raise

Fundraise
while we invest

Divest when
more rewarding—
Patient Capital

Typically Investment Funds start investing only after having fulfilled their fundraising target.
LPs expect a return around 10 years from the fund closing.



Source pitchbook – 31.10.2021

Il Modello Operativo di LIFTT

LIFTT punta sull'execution, una delle principali lacune e cause di fallimento delle start-up. Per questo ha creato un team di Project Management che segue passo a passo le aziende e le accompagna nel loro percorso di crescita.

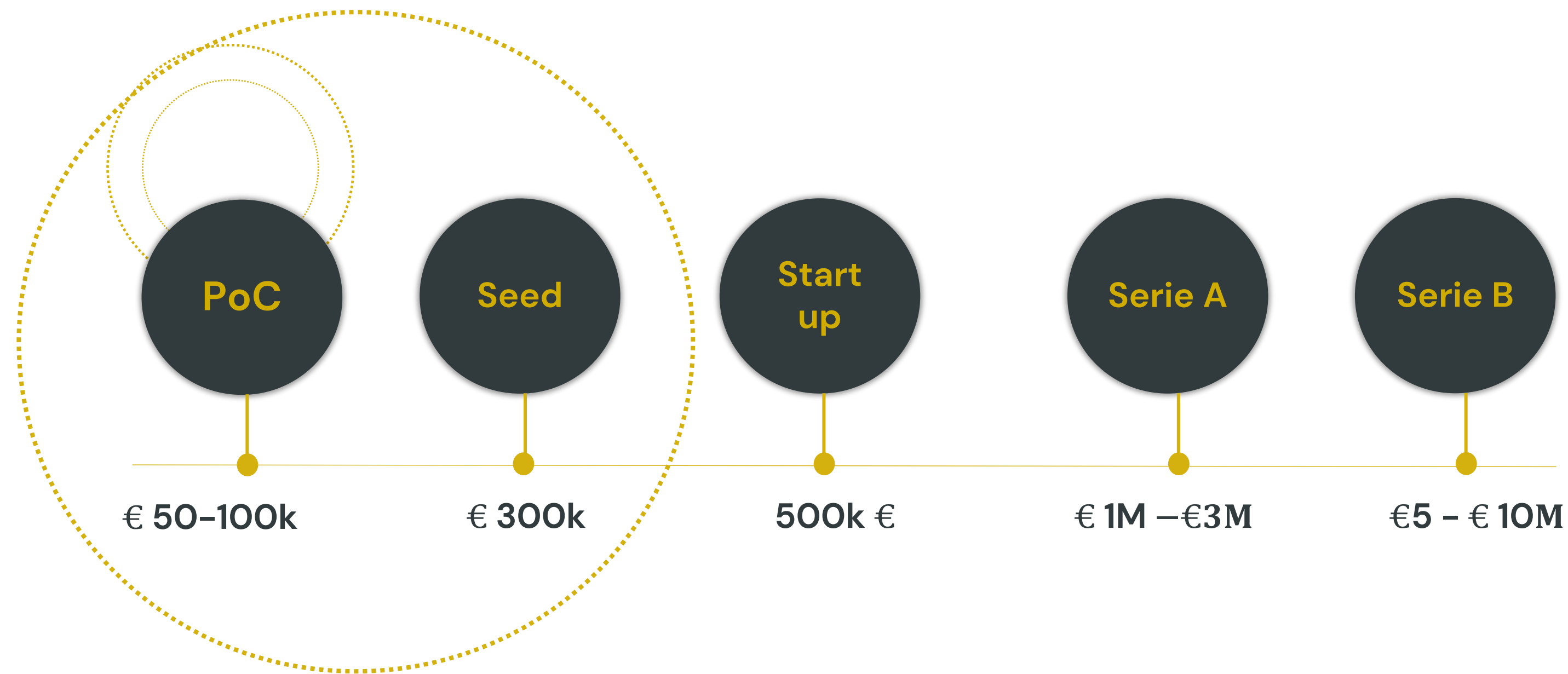
COME OPERIAMO

- Partiamo da una GAP Analysis per individuare i punti di debolezza e le aree di miglioramento del progetto.
- Forniamo un coach esperto del settore (remunerato in work for equity) a cui affianchiamo un nostro Project Manager.
- Garantiamo il nostro supporto per impostare la governance e l'organizzazione aziendale e offriamo opportunità di formazione per il management.
- Identifichiamo, laddove necessario, un CEO o manager chiave motivato dalla partecipazione in equity dell'impresa e non da un compenso.

The logo for LIFTT, featuring the letters 'L', 'I', 'F', 'T', and 'T' in a bold, white, sans-serif font. The letters are slightly shadowed and appear to be floating above a dark blue, geometric, multi-layered structure that resembles a stylized cube or a series of overlapping planes, creating a sense of depth and perspective.

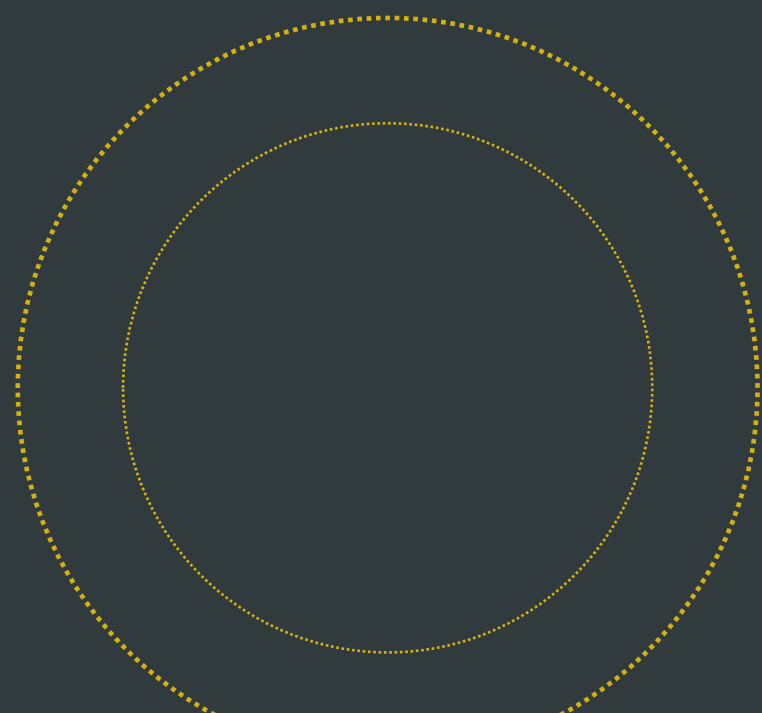
GIVING
IDEAS
THE
HIGHEST
VALUE

Come investiamo



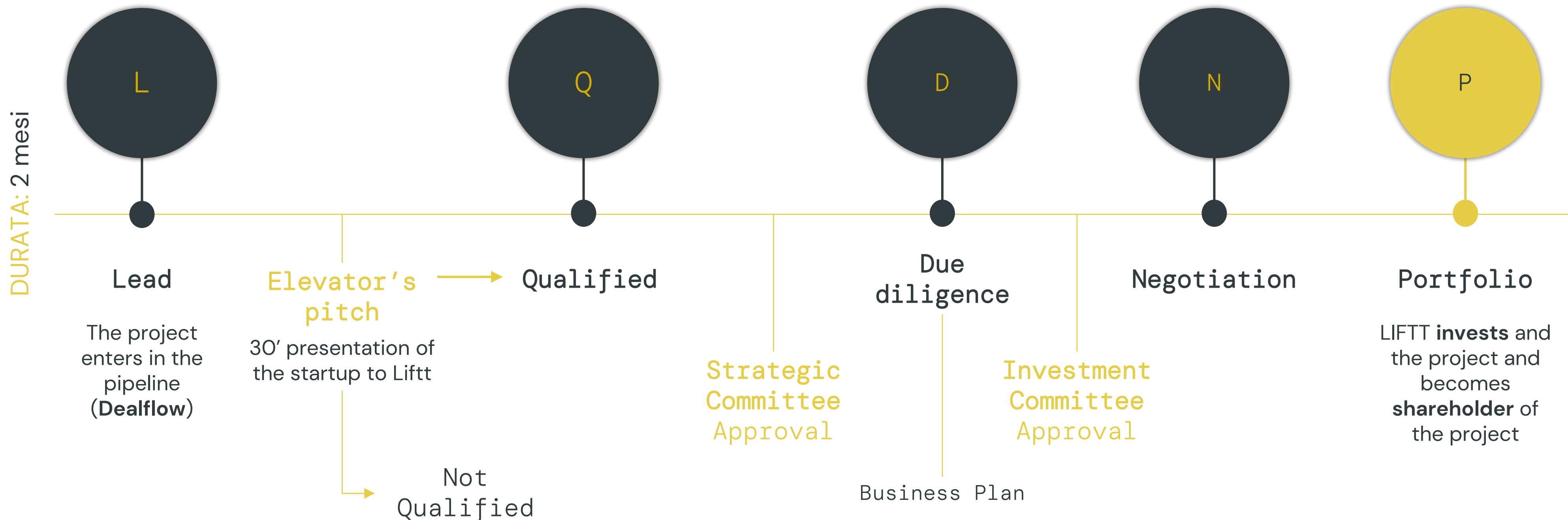
**MOLTEPLICI STEP
 DI INVESTIMENTO**

- La struttura operativa basata sul Project Management permette a LIFTT di investire nelle fasi POC e Seed dei progetti, ossia in quelle fasi trascurate da chi fa venture capital «passivo».
- Il nostro modello di investimenti prevede di investire più volte e in più fasi del progetto. Questo ci permette di mitigare il rischio di investimento.
- Siamo una holding e disponiamo di un capitale paziente.



Il processo di selezione

LIFTT opera orizzontalmente ad ogni settore, focalizzandosi su progetti che massimizzino il trasferimento tecnologico e apportino valore al territorio e alla comunità. Dal quantum computing al life science, dalla fotonica al biotech: siamo pronti ad individuare il potenziale in ogni settore di business.



Pitch : cosa cerchiamo

PROBLEM

SOLUTION

MARKET

COMPETITION

BUSINESS
MODEL

TEAM

GO-TO
MARKET

FINANCIALS

- Prodotto/ Tecnologia: innovazione, **IP** & Sviluppo prodotto
- Mercato (size, growth rate) & Competition
- Business model & go-to-market
- Traction (metriche, customer validation, partnerships, PoCs)
- **Team** (multidisciplinare, esperienza dello stadio successivo)
- Struttura societaria & captable
- Exit Strategy
- **Valutazione**

Portfolio

43

START UP

52,5M

AMOUNT INVESTED

3000+

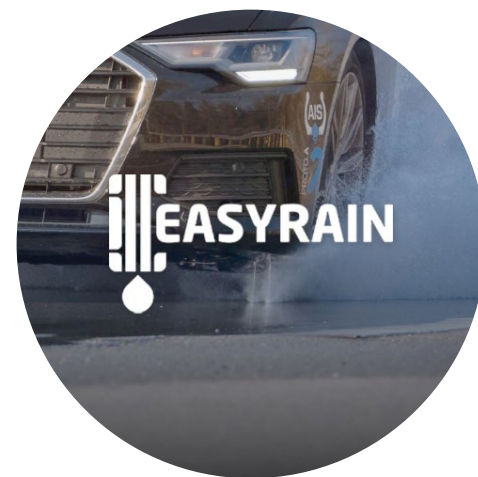
PROJECTS ANALISED



DRIVESEC
MOBILITY



ELECTRA
MOBILITY
VEHICLES



EASYRAIN
MOBILITY



ZENIT
NEW MATERIALS



RANDOM
QUANTUM TECHNOLOGIES
POWER



SPARROW QUANTUM
QUANTUM TECHNOLOGIES



COMPTEK SOLUTIONS
QUANTUM TECHNOLOGIES



CAREGLANCE
PHOTONIC
CE



SPECTO PHOTONICS
PHOTONIC



SUBPHOTO
PHOTONIC
N



ENDOSTAR
HEALTHCARE
T



EBAMED
HEALTHCARE



LIPOGEMS
HEALTHCARE



MEDIAIRE
HEALTHCARE

Portfolio

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START UP

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3000+

PROJECTS ANALISED



DIALYBRID
HEALTHCARE



KEYRON
HEALTHCARE



PREDISURG
HEALTHCARE
E



MEDICILIO
HEALTHCARE



CELLPLY
BIOTECH



CORION
BIOTECH
BIOTECH



BETAGLUE
BIOTECH



STALICLA
BIOTECH



INTA
BIOTECH



WEARABLE ROBOTICS
ROBOTICS



PLANET SMART CITY
SMART CITY



NEWCLEO
ENERGY



MICROCHANNEL DEVICES
ENERGY



TEST1
ENVIRONMENT

Portfolio

43

START UP

52,5M

AMOUNT INVESTED

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PROJECTS ANALISED



WATERVIE
ENVIRONMENT
W



RUBBER CONVERSION
ENVIRONMENT



AQUASEEK
ENVIRONMENT



ARIA
SENSING & IOT
SENSING



ZERYNTH
SENSING & IOT



PICOSATS
SPACETECH



SOUL-K
FOODTECH



VOISEED
ARTIFICIAL INTELLIGENCE



INVRSION
RETAIL



1000
RETAIL
FARMACIE



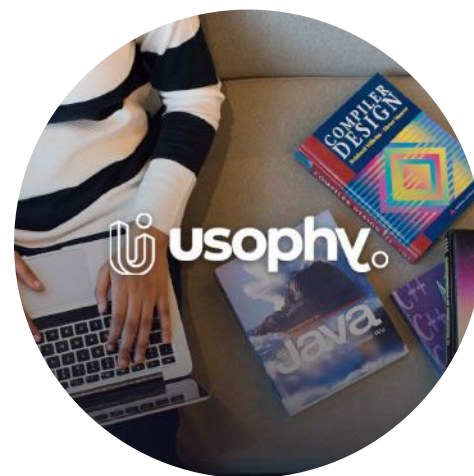
LETSELL
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HABACUS
EDUCATION



MAIEUTICAL
EDUCATION
LABS



USOPHY
EDUCATION



LIFT

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