



# Selected Investments Opportunities

**NARCISO ESCRIGAS**

INVESTMENT ANALYST

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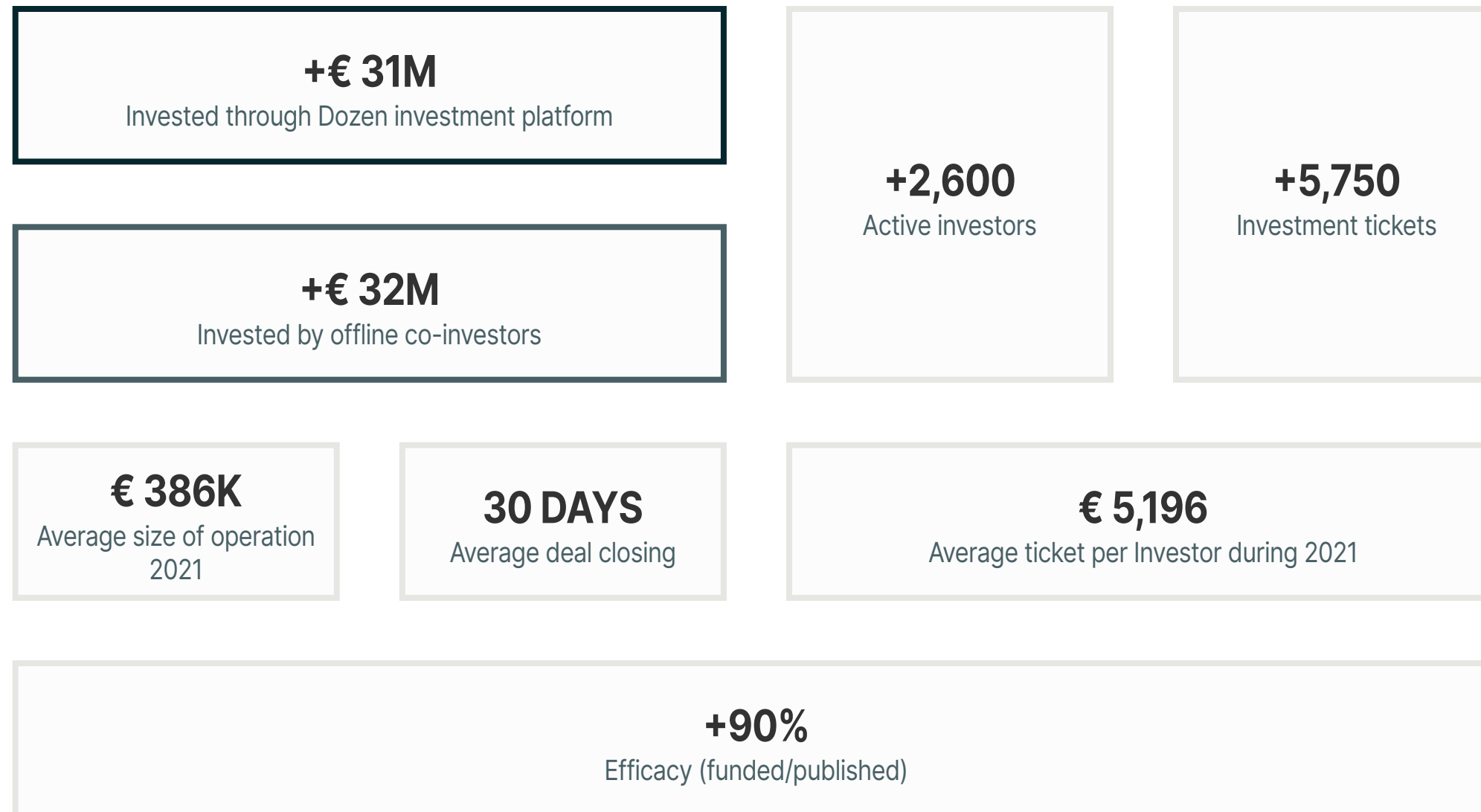


## WHAT IS DOZEN INVESTMENTS?

Online investment platform specialized in financing of early stage startups, it allows professional retail investors access top quality dealflow, through a simple and professional process, following the best practices of the venture capital industry.



## DOZEN INVESTMENTS IN FIGURES



Co-investment with the main VC institutions



OUR PORTFOLIO



Glovo<sup>!</sup>

 skitude

 VOLAVA

 PANGEA  
AEROSPACE

in | innovamat

**SWIPCAR**

**YEGO**  
barcelona

 gazoom

 AMADIX

INGAPTO COFFEE

**cuideo**

stayforlong

medi<sup>+</sup>quo

 MABRIAN

**BIOANMO**

**HarBest Market**

AND MANY MORE...



## STRATEGIC PARTNERS



Dozen has key partners that add us strategic value.



Inveready is a leading asset manager in Spain, investing in early-stage technology-based companies. Currently investing through 4 verticals (Digital Technology, Life Sciences, Venture Debt and Hybrid), with +€400M of assets under management.

Top 3 most active VC firms in Spain during the last four years.



Investment vehicle of Cube Ventures (Jot Media and T20 Media) executives.

Invest in early stage software and internet companies. Cube Ventures sold 140M € in 2017 and employs more than 400 persons, operating in 60+ countries.



Venture capital firm led by former banking and consulting executives Angel Cano, former CEO of BBVA and Juan Pedro Moreno, former President of Accenture for Spain & Portugal.

Investing in early stage tech startups with potential to transform industries and disruptive business models.







## OUR VALUE PROPOSITION

Provide curated investment opportunities through a simple, transparent and professional process.

## For entrepreneurs

### Larger reach

Given the digital nature of the platform, larger audiences can be reached through digital marketing efforts.

### Investor quality

Investors become part of the startup and act as brand ambassadors.

Some investors are professionals of similar sectors and can add value to the startup.

### PR & Marketing

There is high visibility obtained through a financing round in an investment platform, this increased visibility may increase sales and brand value of the startup.

### Structured seed financing round

Equity crowdfunding platforms are substituting seed rounds from Friends & Family and Business angel investors.





We have defined a differentiated investment thesis, backed by a broad experience in the venture capital industry and supported by our key partners.

## Investment thesis

Equity investment in exchange of a minority stake (between 5%-20%) of the startup.

Spanish incorporated startups.

Investment size between 150K € and 1,5M€ that can be accompanied by offline co-investors.

Inversiones entre 150k € y 1,5M €, que se pueden complementar con co-inversores offline.

Investment rounds are often leveraged with public financing in form of loans or grants.

## Company profile

Tech startups in early stages of development, product/service launched with initial traction and metrics.

Disruptive business models.

Operating in large/high growth markets.

Top-notch team, qualified, diverse and committed.

Defined go-to-market strategy.

Scalable business model.

Adequate valuation according to phase and potential.

## Exit thesis

That within a 4-6 years term there is a liquidity event that allows exit to our investors

- » Total or partial sale of the company.
- » Sale of shares to a new investor in a larger round.
- » Purchase of shares by the company.

That these exit events can produce +50 IRR, to compensate other unsuccessful investments and to allow investors to have attractive returns of +20% IRR in their portfolio.



# Narciso Escrigas

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