



Early Stage Investing

presenting MZV experience

Luigi Amati – CEO META ZV
1st October 2015

All money is not the same!

Grants

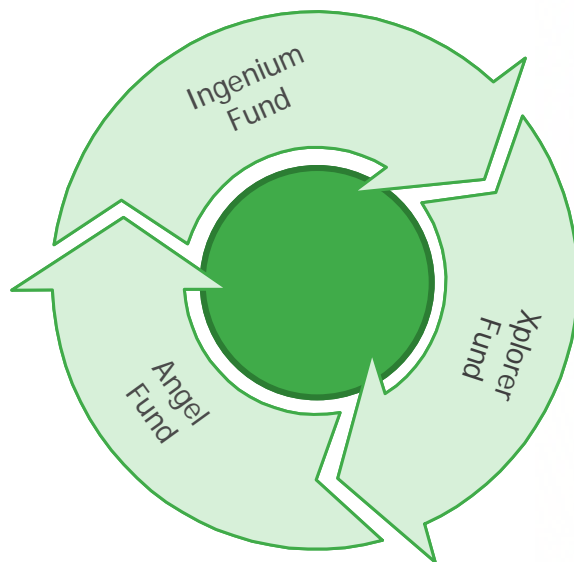
Guarantees

Loans

Venture Capital – equity and quasi equity

About MZV

META Zernike Ventures is the leading private European management firm for regional co-investment funds. Thanks to more than 20 years of experience in the field, META Zernike Ventures has a unique ability to execute customized solutions of early stage funds.



Potential areas in Agriculture

Animal Health & Protein Production

Crop Production

Foods & Food Safety

Cleantech & Renewables

Water Technologies

Biobased Products and Processes

Environmental Technologies

Human Wellness

Production Technologies

ACHIEVEMENTS

Portfolio	META Zernike Ventures + Zernike Group
Time Period	1993 – present
# of Companies invested	223
# of Exits	98
Total amount managed	150 million € - as of today less than 5% dedicated to Agriculture
Gross multiple	1,43
Average range of investment	€ 300.000 - €1.000.000
Average holding period	5-7 years

OVERVIEW

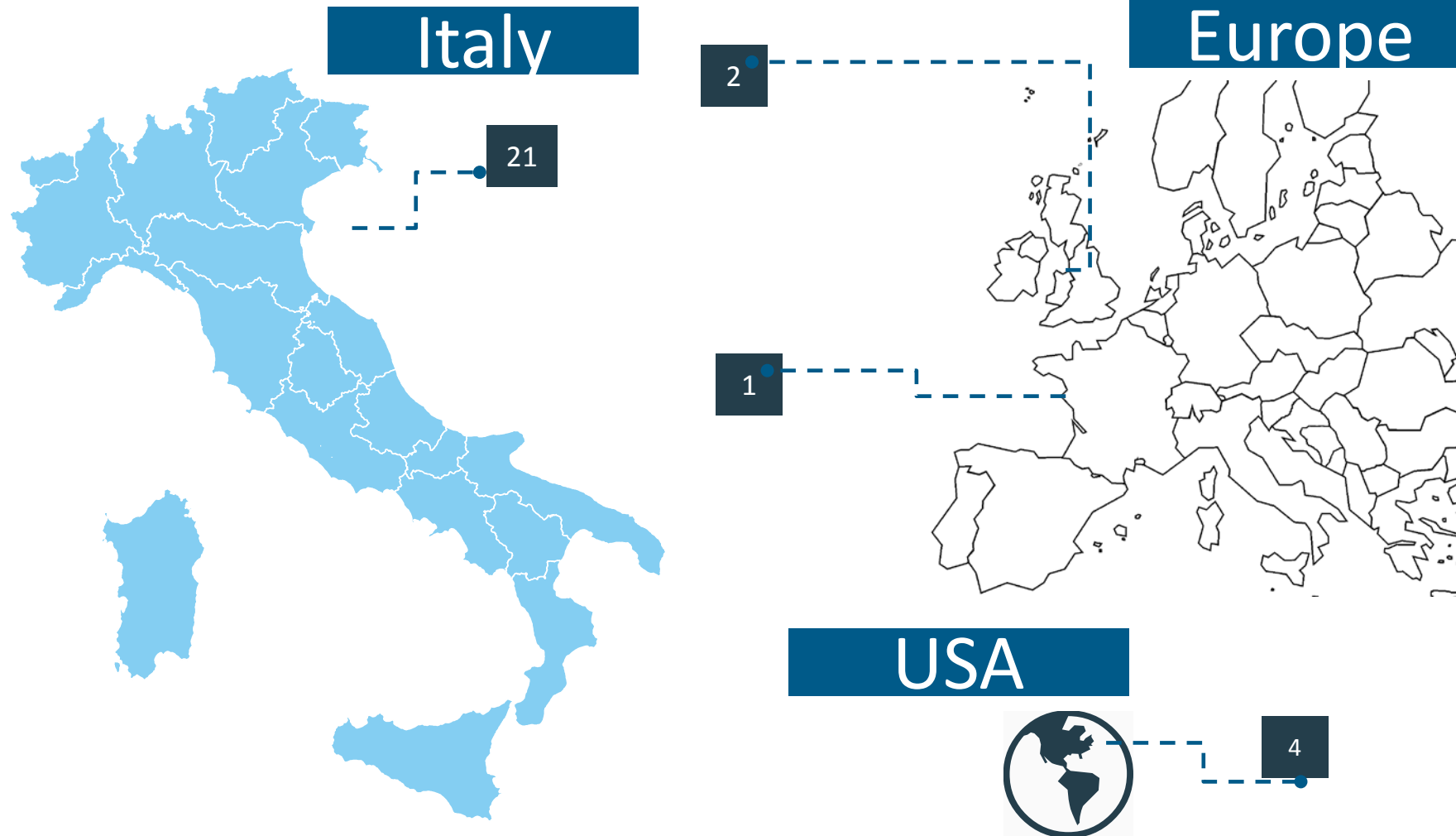
Ingenium Emilia Romagna II 2010-2020 €14,000,000 10 Investments 2 follow on	Ingenium Sardinia 2009-2019 €34,000,000 15 Investments 1 Exit	Ingenium Catania 2010-2019 €3,000,000 3 Investments + Scouting + BP Competition	Xplorer Umbria 2010-In progress €5,000,000 9 Investments 6 Exits
Ingenium Slovenia 2010-2019 €10,200,000 10 Investments	Ingenium Emilia Romagna I 2006-2017 €9,000,000 7 Investments Fully invested	Ingenium Poland 2010-2019 €20,000,000 3 Investments	Xplorer Poland* 2015-2019 €5,000,000 * co-managed with SpringFellow

Italian Angels

F O R G R O W T H



Portfolio IAG by Geography



IAG results



Total investments amount to more than **€ 13M** (€24M including co-investors) **over € 25 M** committed.



A total of **45 investments**, 28 first rounds, 11 follow-on rounds and 6 individual investments.



Benchmarking trips: 8 (USA x2, Israel, China, UK, Sweden, Slovenia, India, Germany)

Winner of the 2010 European award for Best Investment in a Social Enterprise (Biogenera)



Shortlisted for the 2010 European award for Business Angel Group of the Year

Winner of the 2011 European award for Best Angel of the Year (Francesco Marini Clarelli)



The Voice of Angel Investing in Europe

BAE is the confederation of National level Association and Federations which each represent the key angel groupings in their own countries.

BAE National Members: France Angels (France); UK Business Angels Association (UK) ; BAND (Germany); IBAN (Italy); AEBAN (Spain); BeBAN (Belgium); BAN Nederland (the Netherlands); LINC Scotland; APBA (Portugal); ABAN-AWS (Austria) ...

PART III: OVERALL PORTFOLIO COMPANIES

COCONTEST
Architecture for people

 **appsbuilder**

 **atooma**
a touch of reality

 **useit**

 **CANVACE**



 **mindigno**
etelodico!

mnumi

 **RISPARMIO SUPER**
WWW.RISPARMIOSUPER.IT

 **FLAZIO**

 **MYBAZE**
DESIGN YOUR LIFE

oculus

 **eurografica**

CERMED

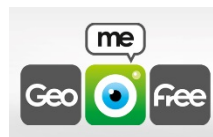


 **KILO**

SNO
YACHTS



Sar-Med



 **paperlit**
your paper goes mobile

 **PharmEste** S.r.l.

 **BIOGENERA**
Pediatric Oncology Therapeutics

 **SPREAKER**

 **yukendu**

 **CONDOMANI**
il condominio nelle tue mani



CellPly
inova MED

angiandroid

S5
Tech
electronic price solution

 **Mperience**
contagious ideas

 **TECHGENIA**
ITALIAN TECHNOLOGICAL

 **HD S**
Facility Management

PASSPACK
BETA

 **PIZETA**
PHARMA

intrauma

 **RaySolar**

 **META**
ZERNIKE VENTURES

Joy

Joy is an Italian innovative start-up which manufactures and sells vegan meat.

The product differs from the existing "soy meats" currently on the market, because it tastes as meat and presents the same meat texture (the "mordito") that ensures the consumer with the same meat experience. The Soy meat producers deliver products based on grinded bean, cooked with various thickeners which do not guarantee consumers with the same feeling linked to the chewing of the meat.

Joy's technology was created as a result of two long-term research developed by the Wageningen University in the Netherlands and by the German Fraunhofer Institute: the result is a proprietary product with the typical meat texture.

Its main features are:

1. 100% vegetable
2. No fat;
3. Gluten free
4. Highly proteic
5. Cheaper than the meat



Location: Perugia
Industry: Food
Investment Stage: Seed
Investment date: 2015
ZMV investment: 1,5, Mln €
Status: unrealized

Company got 1 round of financing MZV and a leading milling italian firm in 2015

TASTE ITALY

Taste Italy is a company based in Modena, which manufactures and distributes innovative but traditional stuffed pasta linked to the Emilia Romagna cooking tradition but gluten free

For the production of their products the company uses high quality ingredients made in Italy, from certified and zero km sources. Being gluten free Taste Italy products are prepared without dyes, artificial preservatives, artificial flavorings and OGM.

Products with these characteristics do not exist nor the Italian market or internationally.

Company got first round of financing from business angels and MZV.



Location: Modena

Industry: Food processing

Investment Stage: Seed

Investment date: 2015

ZMV investment: 0,3 Mln €

Status: unrealized

PIZETA PHARMA

Pizeta Pharma Spa is an Italian company founded with the intent to develop and supply innovative and high qualified products, mainly in nutraceutical areas, providing a wide range of therapeutic solutions for doctors and pharmacists aimed at people's health and well-being.

ZMV exited from the company in 2014 through a Management Buy Out after having sustained its growth in the market.



Location: Perugia
Industry: Nutraceutic
Investment Stage: Expansion
Investment date: 2011
ZMV investment: 0,4 Mln €
Status: exit – MBO in 2014



Green Bone

Breaking News - Faenza, 18 September 2015 - GreenBone a medtech startup has raised €3M in a Series A funding round led ZernikeMeta Ventures

GreenBone Ortho srl, an innovative startup according to the Italia law, was founded in March 2014 in Faenza (Emilia-Romagna) and is led by Lorenzo Pradella - Co-Founder and CEO&COO.

The company wants to become a worldwide leader for biomimetics by providing innovative and easy to use lifelike inspired solutions that will help cure severe diseases.



Location: Faenza
Industry: Biomimetics
Investment Stage: Seed
Investment date: 2015
ZMV investment: 2 Mln €
Status:



Key points

Small funds can work but always careful about critical mass

Venture partners and Extended team

Co-investors are key

International reach – think of Europe as well as US and Asia

ITALY

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