



GCC

KAIST Global Commercialization Center

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AGENDA



1. ABOUT DADNEO
2. CHILEAN TECH COMERIALIZATION AND VC INDUSTRY
3. FUTURE OF DADNEO
4. KAIST GCC COLLABORATION



ABOUT DADNEO

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- US\$2.5MM+ Invested in 3 years, average US\$100K –\$150K range
- Early stage technology based investment focus
- Angel network with 70+ active investors
- Mentor Network with access to 3.500+ mentors worldwide
- Specialized consultancy services
- Smart money investment dynamic

USA



Latam



AGENT PIGGY
FINANCIAL EDUCATION FOR KIDS



SOLID NETWORK



ST>RT-UPCHILE



PROJECT SELECTION & INVESTMENT PROCESS



1

PROJECT SEARCH

- Incubators
- Accelerators
- Angel Networks
- Other funds
- Governmental programmes
- National & international Partners



2

PRE-FILTER

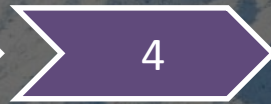
- Evaluation questionnaire
- Investor Deck
- One Pager



3

MEETING WITH ENTREPRENEUR

- Only projects that match investment focus
- Evaluator fills a Balanced Scorecard
- System compares startup info with 50k+ projects in DB



4

PLATFORM REGISTRATION

- Overview
- Pitch deck
- Executive Summary
- Financials
- Video



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PRE DUE-DILLIGENCE

- Background check
- Fatal flaws
- Operational



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TERMS NEGOTIATION

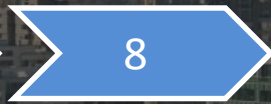
- 1 board seat
- Company valuation
- Term sheet negotiation



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DUE DILLIGENCE

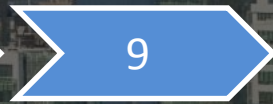
- Financial
- Legal (Outsourced)
- Operational



8

INVESTMENT COMMITTEE

- 2 rep. of LP's
- 2 rep of GP's
- 1 invited expert



9

BOARD APROVAL

- Board approves terms
- Capital call for LP's proportional to the 3:1 leverage



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FUNDING

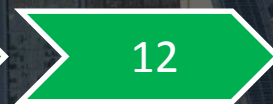
- Sign contract
- Formalization
- Deposit of funds according to signed terms



11

DADNEO BUILDER SERVICES

- Provides access to in-house highly qualified professionals
- Offers a wide range of "pre-validated" key services



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FOLLOW-UP & MONITORING

- Automated project KPI + KFI periodic monitoring
- Quarterly performance reports to LP's and stakeholders



Scouting



Selection & Evaluation



Funding & Beyond



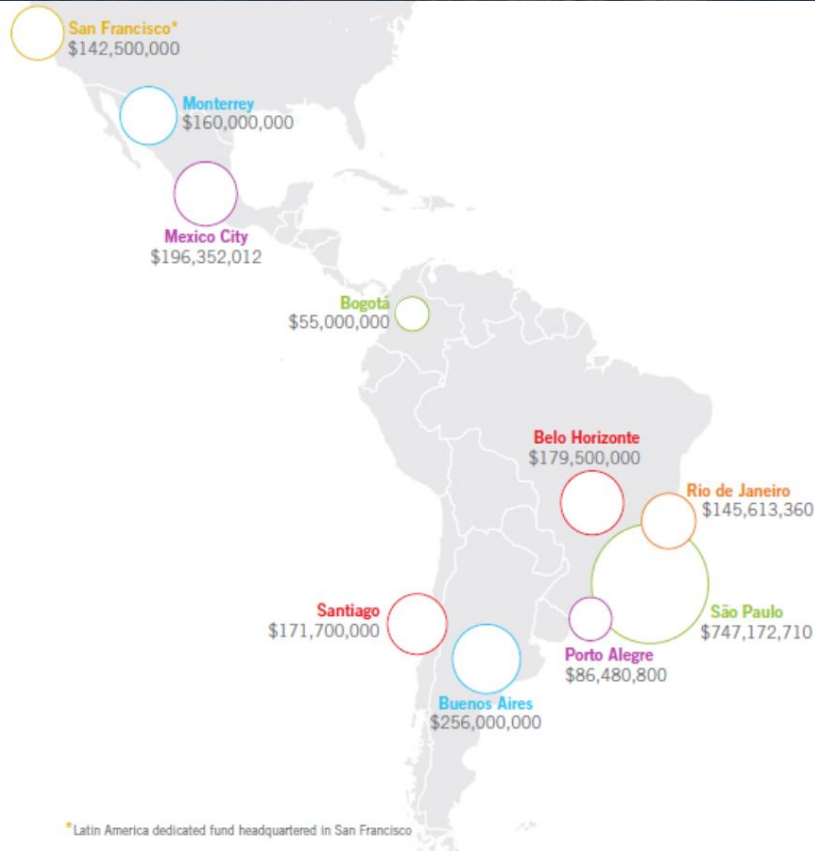
CHILE & LATAM

LATAM VC MARKET



VC Investment

Implemented Policies per Country



Category	Tool	Argentina	Brazil	Chile	Colombia	Mexico	Peru
Financing	Seed capital	●	●	●	▨	○	▨
	Angel investors	○	●	●	▨	○	○
	Venture capital	○	●	●	▨	●	○
Business services and entrepreneurial training	Incubators	●	●	●	●	●	▨
	Accelerators	●	●	●	○	●	○
	Corporate spin-offs	○	○	○	○	○	○
	Tecnology transfer and university spin-offs	●	●	●	○	●	○
	Business training	●	●	●	●	●	●
Regulatory framework	Ease of creating or closing down businesses	○	○	●	●	●	●
	Taxation and special legislation	○	●	●	○	●	○

● Implemented
 ● In development
 ▨ Recently created
 ○ Need to be created or reformed



TALENT HAS NO FRONTIERS: WHY CHILE?

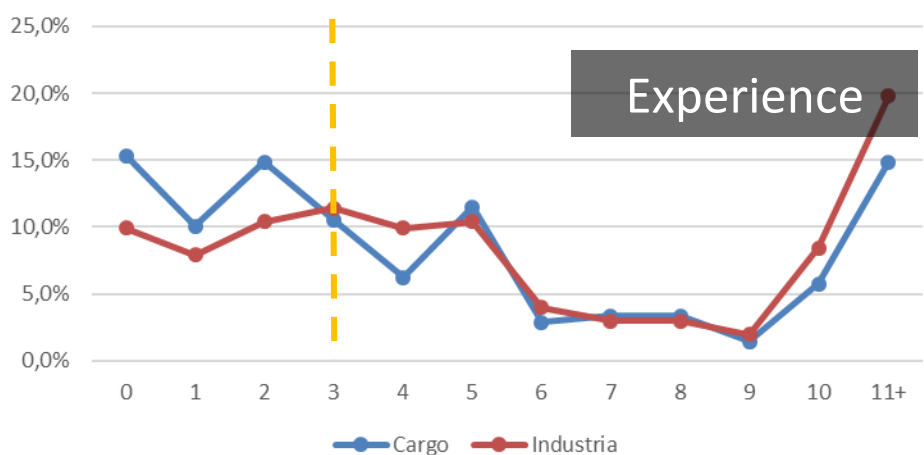
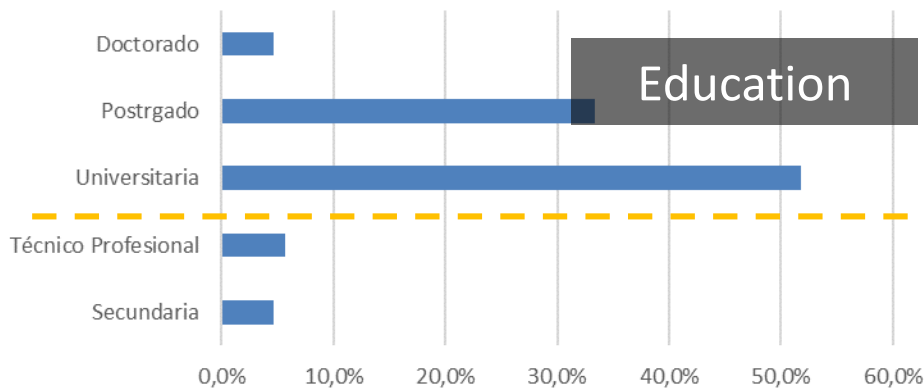
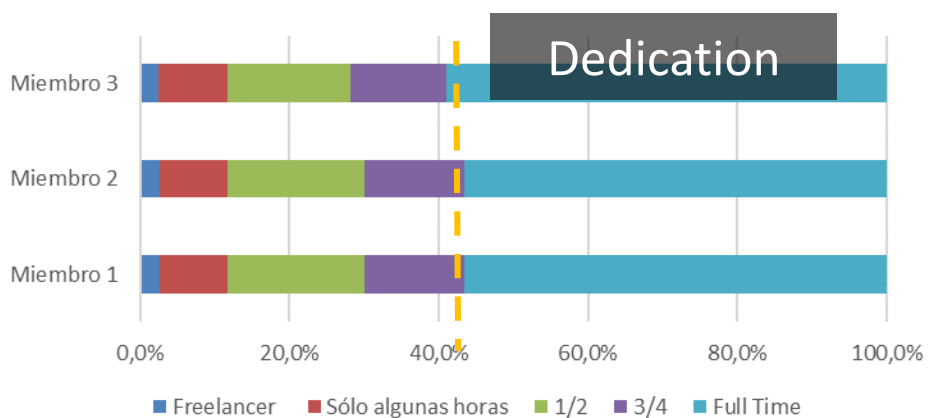
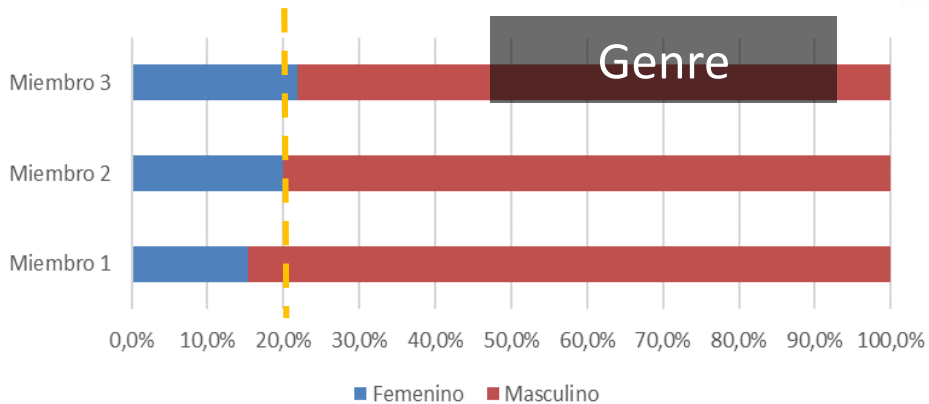
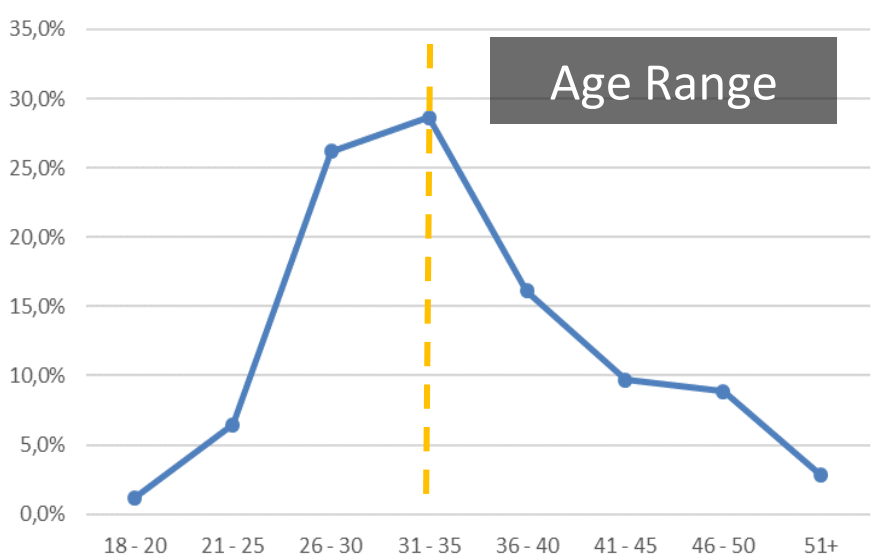
- **Low Overhead Costs** -> Optimized use of money compared to US & EU
- **3x Lower Early Stage Valuations** -> Better deals
- **National Development Agency Aids** -> Financial leverage
- **Solid, reliable and competitive economy** -> Risk decrease
- **Direct Access to 600 million people market** -> Opportunity
- **Consolidated as Hub** -> Better access to opportunities & deal flow



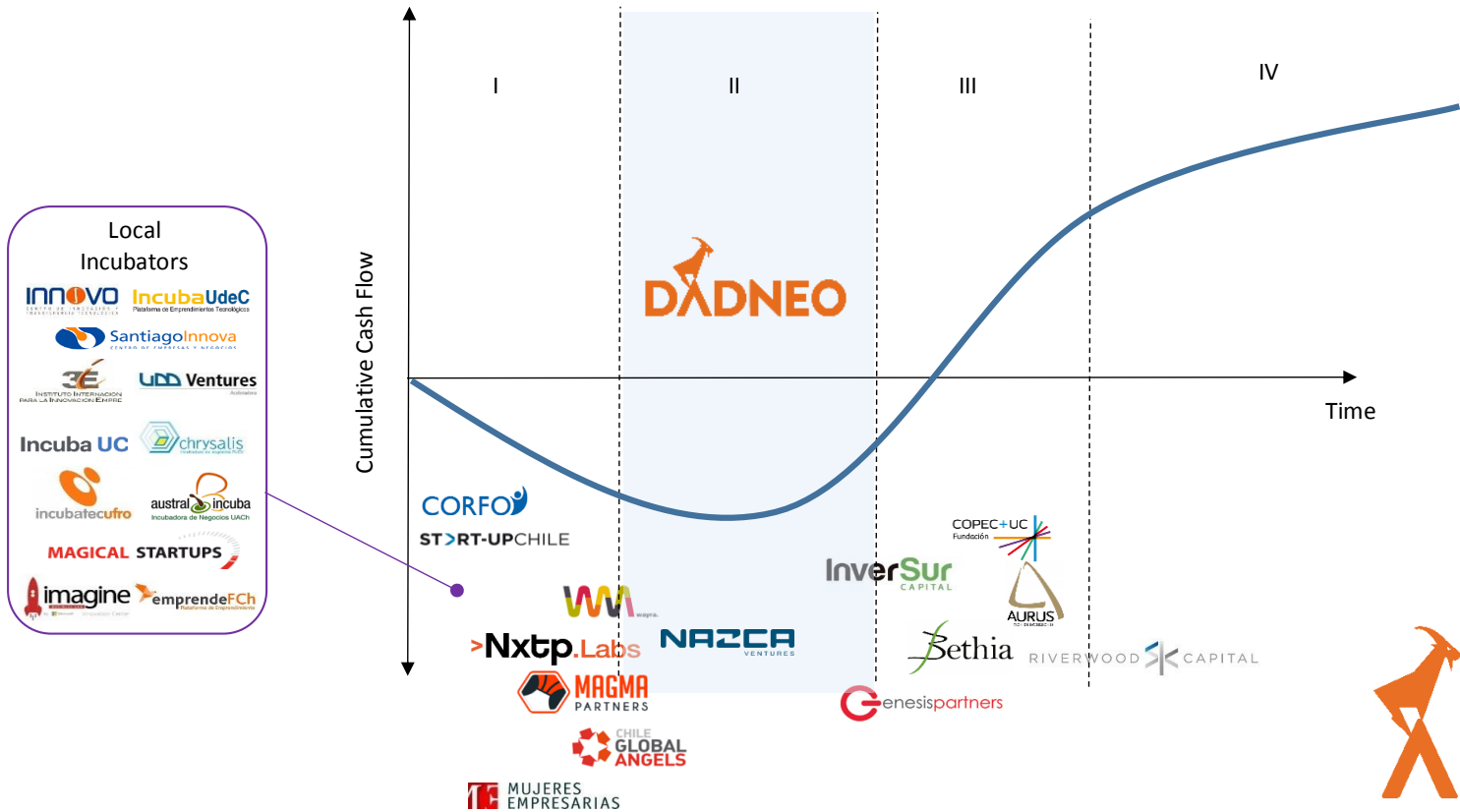
ENTREPRENEURS PROFILE



- 60%+ < 35 years old
- 80% male
- 55%+ full dedication
- 85%+ Education "above" University
- 50%+ <3 años Experience Position
- 45%+ <3 años Experience Industry



DADNEO IN THE CHILEAN VC ECOSYSTEM



Opportunity in the US\$100k- US500k market gap



FUTURE OF DADNEO



DADNEO'S IN THE NEXT 3 YEARS



- Total projected investments: **US\$4MM+**
- **1:1 matching fund** deployment
- Investment Focus: **Scaling stage** dynamic startups that solve **real problems** through the **innovative use** of **IT's**
- Average investment per company: **US\$150k**
- Consolidation of **US + EU** offices. Prospection of **Asia**

Key player in Latam's Inbound/Outbound tech commercialization

AREAS OF INTEREST



1. Consumer IoT + Smart home
2. Digital Health + Medical Devices
3. Applied Big Data
4. Micro-grid
5. Smart Residential Security Solutions
6. Real Estate 2.0
7. Fintech + Blockchain
8. EdTech



KAIST GCC SURVEY

DART by teledx



Web platform based software that aims to automatically detect the signs of retina diseases in digital images using artificial intelligence to prevent it in early stages.

Category: AI – Image/Video processing

Request: Technology Transfer

www.teledx.org



DART+

by TELEDX.org

SmartFES



Neural stimulator to correct the drop foot produced by stroke or multiple sclerosis

Category: Convergence ICT – Medical ICT

Request: Product Localization / Partner

www.smartfes.cl

SMARTFES

PleIQ

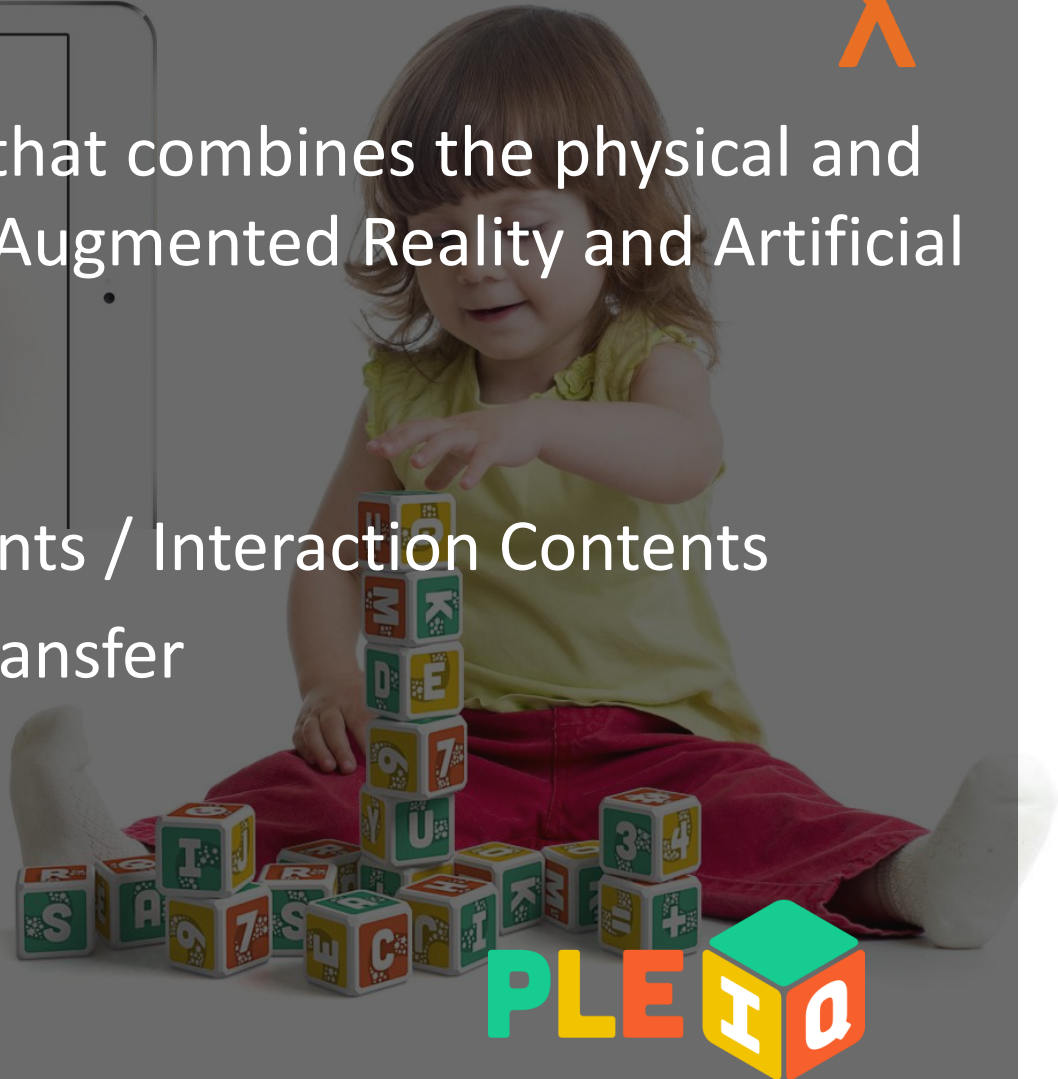


Smart educational toy that combines the physical and digital worlds by using Augmented Reality and Artificial Intelligence

Category: Digital Contents / Interaction Contents

Request: Technology Transfer

www.pleiq.com



Tarco



Tech solutions for mining industry. Remote monitoring and optimization of fuel levels in heavy machinery and trucks.

Category: Convergence ICT

Request: Product Localization / Partner

www.tarco.cl



TARCO
SOLUCIONES TECNOLÓGICAS

Take a Hand



Affordable and high quality prosthetic & orthopedic technology for the functional independence of amputees, based in digital fabrication and biomechanics innovation

Category: Convergence ICT – Medical ICT

Request: Product Localization / Partner

Takeahand.co

takeaHand

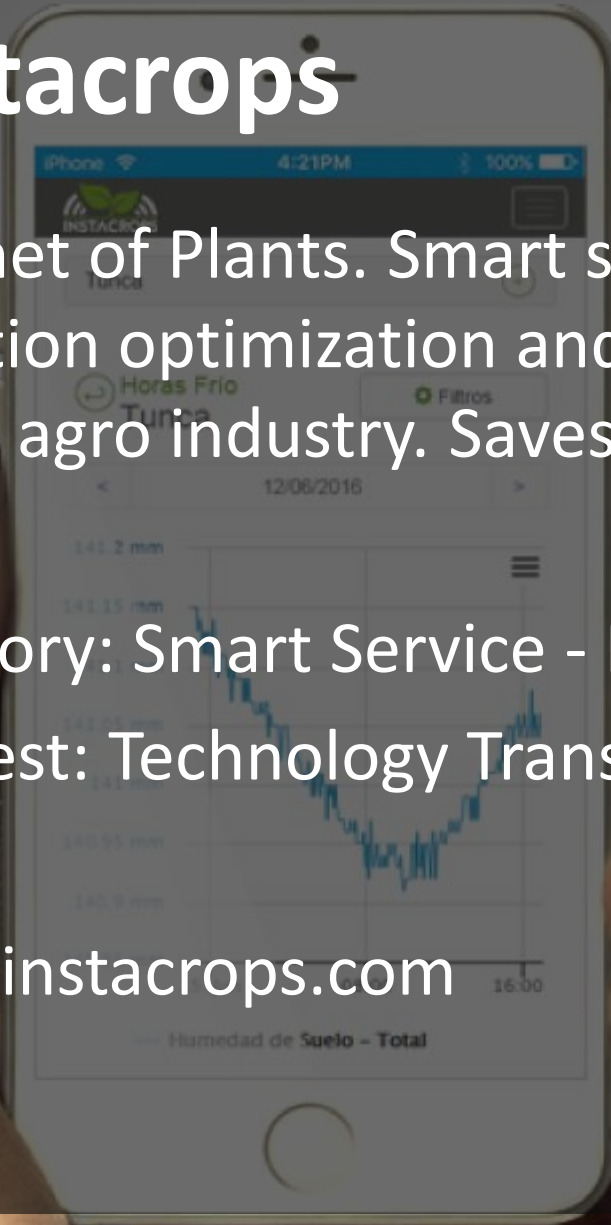


Instacrops

Internet of Plants. Smart solutions for risk control, irrigation optimization and productivity improvement in the agro industry. Saves up to 50% of water.

Category: Smart Service - IoT
Request: Technology Transfer

www.instacrops.com



CaptaHydro



Renewable energy generation device for artificial canals without the need of falls or civil work modification.

Category: Convergence ICT – Energy ICT

Request: Product Localization / Partner

www.captahydro.com



BambiNotes

Bambinotes.com is a communication platform developed for Preschool and Day Care Centers, operating in Latin América, United States and Middle East region

Category: Convergence S/W – Internet S/W

Request: Technology Transfer

www.bambinotes.com





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