



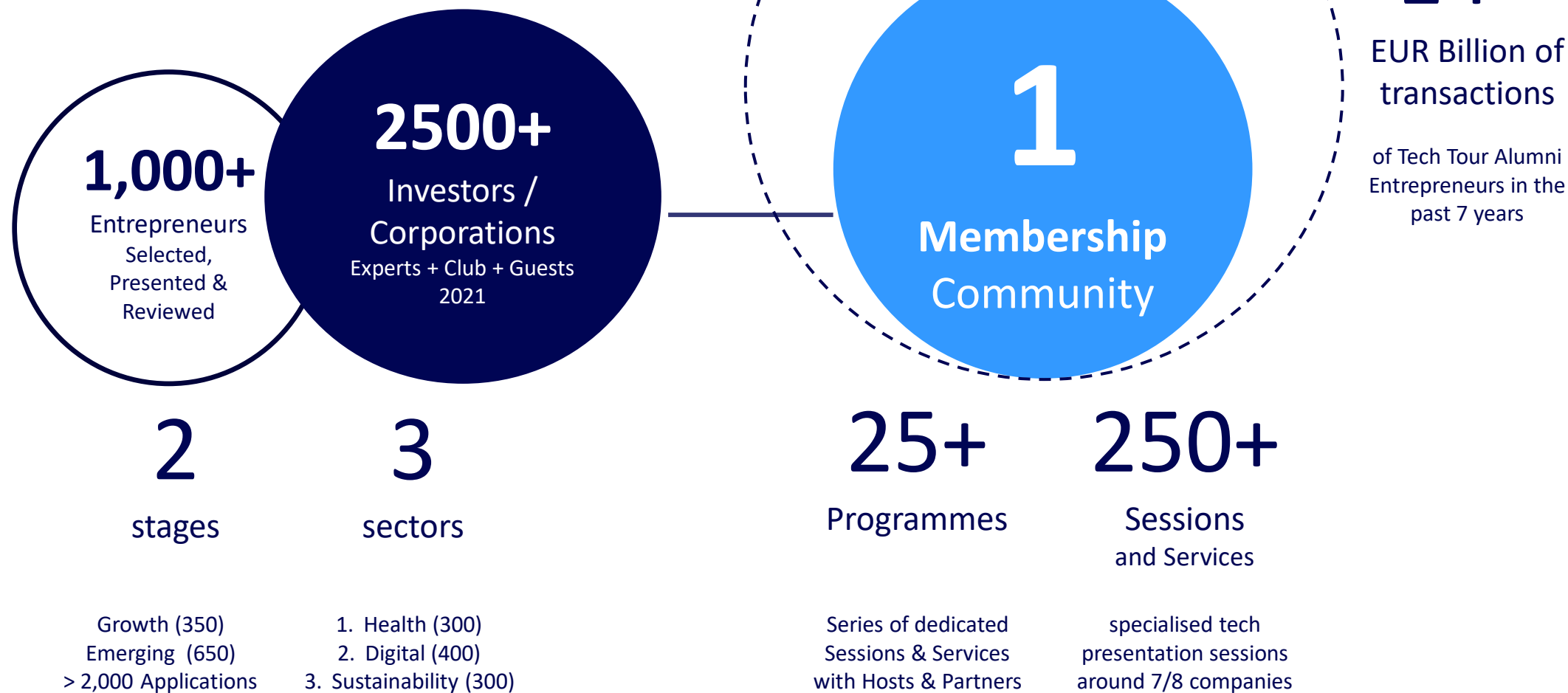
# TechTour

the collaborative network of  
**entrepreneurs  
& investors**

## Overview

Version 12 April 2021

adding value to  
**your tech enterprise(s)/portfolio/cluster**  
raising investments & partnerships  
to build world-class impact



Programmes 2021	stage	sectors	selected	Sectors
starting April 2021			# entrepreneurs	# selected
Growth 75	Future Unicorn	All Late Stages	75	75
Deeptech	Growth (Series A+ Series B, C)	Digital	60	215
South East Europe			30	
Maritime Trade &Logistics			30	
Health Growth		Health	60	
Energy		Sustainability	35	
Photonics & Electronics	Emerging (Seed, Series A)	Digital Health	60	135
Space			45	
Sports			30	
Healthcare		Heath	30	75
Healthtech Finland			45	
Bioeconomy & Food		Sustainability	45	135
Hydrogen			30	
Oceans			30	
Materials			30	
Alpine		Regional	45	365
Nordic			45	
Nordic Innovation			30	
France Tech Transfer			45	
Germany			30	
InvestHorizon		Europe	170	
Total			1,000	1,000

## FUTURE22

End Jan.2022

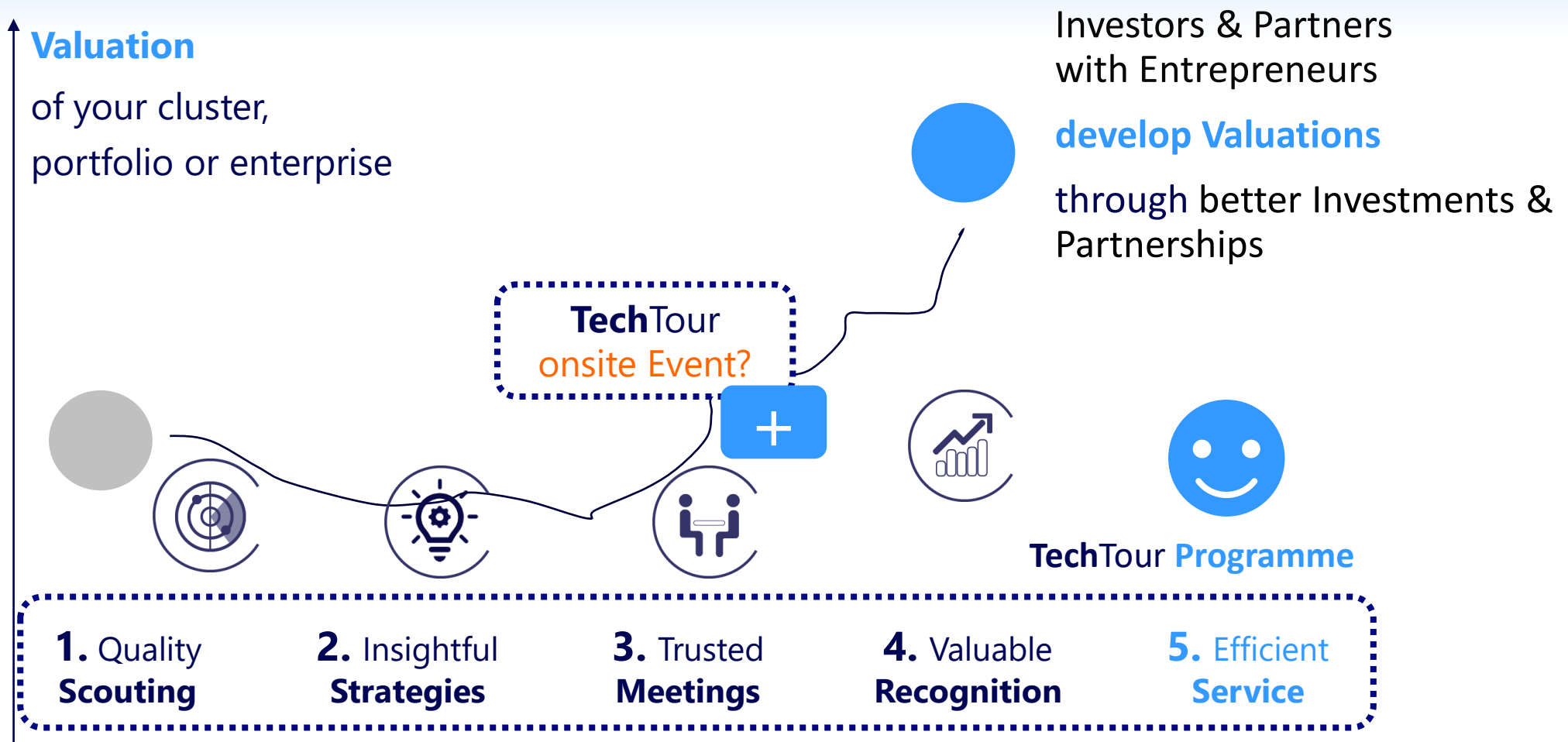
(invitation-only)

### 250 Enterprises

(only growth & scale-ups)  
The 250 best of the Tech Tour  
Programmes 2020

+ 1,250  
Corporate, Investor,  
Clusters & Advisory

=  
1,500 +  
participants



**30-45+** Expert or Club  
**Investor** Members

**30-45** Hosted selected  
**Entrepreneur** Members

**60-90+** Investor or  
Corporate **Guests**

**12** online **Sessions/Services**  
**[+1 live Event]**

## Selection

### Selection Panels

*Engagement of specialised investors to nominate and assess entrepreneur applications*

### Selection Reviews

*Expert investor reviews deliver benchmarking and selection results*

### Kick-off

*An online meeting to map the specific goals for the Participants at the start of the Programme*

## Strategies

### Academy

*Entrepreneur peers and coaches review the plans of the selected Entrepreneurs leading to recommendations*

### Invitations

*Guest Invitations service for contributing Entrepreneurs and Experts, as well as Club/Hosts/Partner Members*

### Investor Insights

*Invitation-only Sessions where investors share and discuss updates, insights and selected portfolio companies*



*Entrepreneurs raising Series A can apply to gain support via Trust Groups – financed by the EC in assoc. with Eureka*

## Meetings

### Opening Tour

*Overview of Hosts, Partners, selected Entrepreneurs and engaged Investors & Partners*

### Pitching Sessions

*Invitation-only online Sessions with Presentations to Selection Panel Experts, Club Members and Guests*

### One2Ones

*Pre-scheduled & confirmed 15-minute-slots per meeting*

### Onsite Event

*Shorter event if and when safety and travel conditions permit*

## Recognition

### Future21

*Winners of Programme are invited to large online event with international investor guests*

### Websites

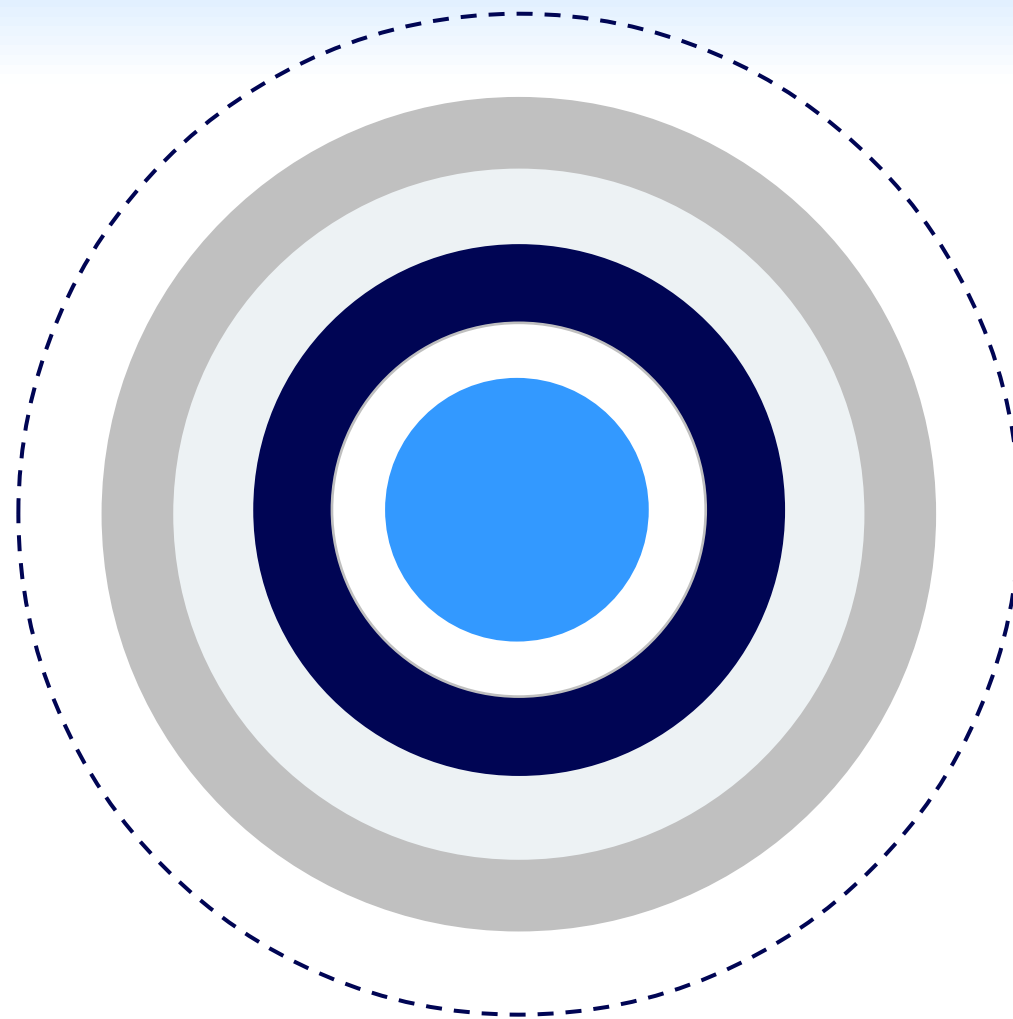
*Online visibility and recognition for Hosts, Partners and top rated Entrepreneurs*

### News

*Online visibility and recognition for Hosts, Partners and top rated Entrepreneurs in the Tech Tour News Channels*

## Circles of Members

-  **Entrepreneurs** - Selected for Programmes
-  **Experts** – Conditional Access to Programme
-  **Club** – Premium Access to Programmes
-  **Partners** – Premium Rights to Programmes
-  **Hosts** - of Programmes with Tracks & Sessions
-  **Guests** – Invited by Members to Meetings or sessions



## Cities, Regions & Clusters



## Partners





An investor-only Community of Venture Capital, Corporate and Government investors facilitating co-investment and funding relationships, run by Tech Tour.

## Independent VC Fund Managers



## Corporate Investors



## Institutional & Government





# TechTour

## Membership

the collaborative network of  
**entrepreneurs  
& investors**



## Media & Networks

1. Develop attractive New Clients
2. Support Existing Clients
3. Develop Insights

## Clusters (regional and tech/sector)

1. Support Own Tech Companies
2. Attract Tech Companies
3. Develop and Animate Own Eco-system

## HNW Individuals (Initial, Serial & Angel)

1. Support Portfolio
2. Evaluate New Opportunities
3. Develop Personal Insights

## Emerging

1. Raise (the best) Funding
2. Perfect Strategy (& Team)
3. Scale through Partnerships

## Advisory specialists

1. Develop attractive New Clients
2. Support Existing Clients
3. Develop Recognition

## Corporate Partners

1. Engage with selected Tech Entrepreneurs
2. Develop Internal & External network
3. Develop Insights

## Investors (VC, CV, NPB, FO, PE)

1. Grow & Harvest Portfolio
2. (Co-)Invest in New Opportunities
3. Develop External Network

## Growth

1. Scale through Partnerships
2. Raise (the best) Funding
3. Develop Personal Insights (Content)

Selected Tech  
Entrepreneurs



**Q1.**  
Quality  
**Scouting**



**Q2.**  
Insightful  
**Strategies**



**Q3.**  
Trusted  
**Meetings**



**Q4.**  
Valuable  
**Recognition**



**5.**  
Efficient  
**Service**

*Across **Regions, Sectors, Tracks & Stages***

**Intelligence**

on tech companies,  
investors & partners  
*enhances investments,  
valuations and returns*

**Insights**

and benchmarks with/ of  
peer strategies  
*reduce risks and save  
losses and time*

**Meetings**

with, and intros active  
(Co-)Investors & Partners  
*builds trust and leads to  
solid deals and  
partnerships*

**Honours**

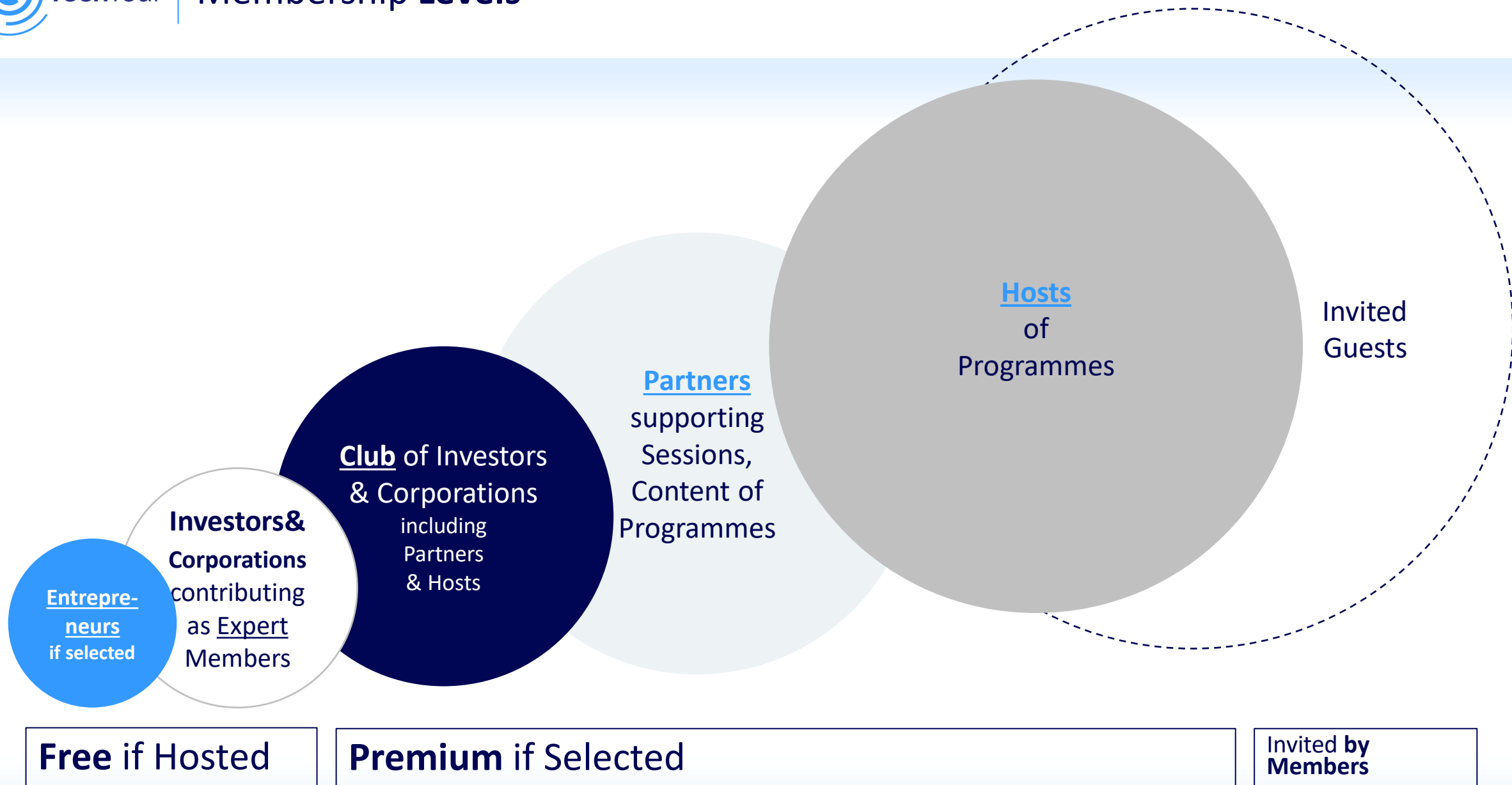
Earned with peers across  
the Community across  
regions  
*builds brand visibility and  
partnership leads*

**Service & Network**

Across the eco-system  
with personalised service,  
*saves time, costs, travel  
and frustrations and  
allows fun. 😊*

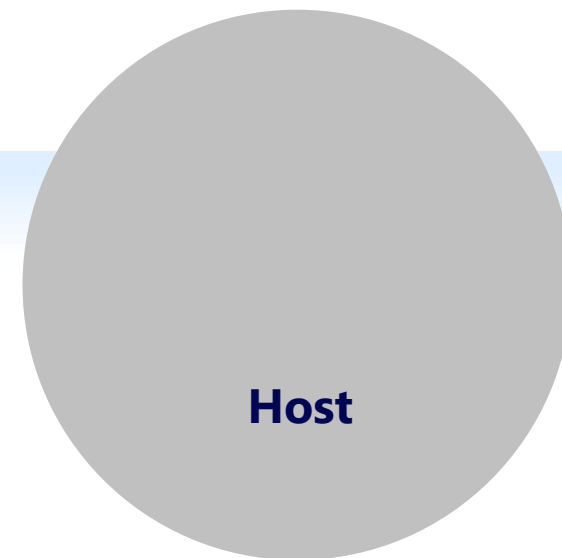
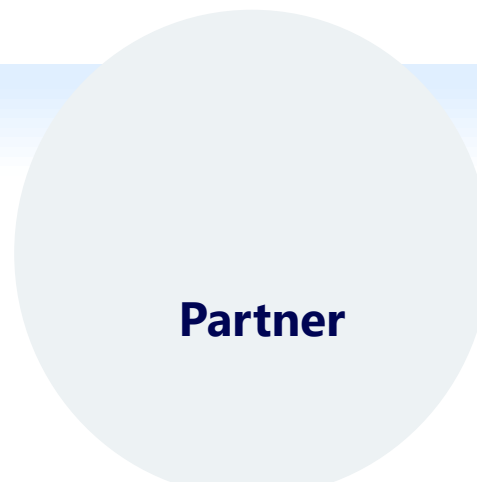
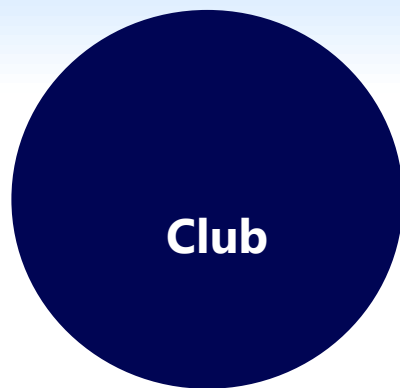
**+ Onsite Events** [when safe]

Online



# Premium Membership Options & Value

## Membership



## Value

- Access Multiple Programmes with Multiple User Seats without Expert Duties

- Recognition in Community or selected Programmes
- Invite a Circle of Members Guests
- Includes Club Value

- Support your own eco-system in the Community
- + Club + Partner Value

## Benefits

- Access all Programmes and their data, insights, sessions and base visibility & service

- Recognition on Programme(s) & sessions with premium visibility & service
- + Club Benefits

- Host a Programme or Challenge with own Circle (Entrepreneurs, Investors, ...) with full service
- + Club + Partner Benefits

## Level (annual)

- EUR 8 K (1 sector)
- EUR 12.8 K (2 sectors)
- EUR 16 K (all 3 sectors)
- [-50% for Investors Club]

- EUR 16 K (Bronze)
- EUR 24 K (Silver)
- EUR 30 K (Gold)

- EUR 40 K (1 Challenge)
- EUR 60 K (Programme)
- EUR 100K (Growth Programme)

# (Investors) Club Benefits



## Intelligence

- Use Radar Search
- View ALL Member Profiles
- View all Selection Results
- Nominate Entrepreneurs



## Insights

- Support Entrepreneurs
- Invite Session Guests



## (e)Meetings

- Take part in all Programmes
- Meet One2One with choice
- Session Facilitation opportunities



## Recognition

- Take part in the Future21
- Be visible on Programme and Tech Tour web pages
- Contribute to News



## Service

- Have user seats for a # of team representatives with web access
- Have a dedicated account manager and annual call

### Club Value

### Investors Club Extra

## Extra Recognition

- Join Selection Panels of Choice

## Investment Insights

- Join investor-only Insights Sessions:

## Investor Meetings

- Access to Investor-only Break-outs

## Extra recognition

- Premium Visibility as a Tech Tour Investors Club

## Discount

- 50% reduction of fees if approved by the Investor Club Council



*develop your portfolio clients effectively and efficiently*

The **Tech Tour Club** is premium subscription to the Tech Tour Membership.

The **Tech Tour Investors Club is only for active investors** (as approved by the Investor Club Council). They receive a 50% deduction of the Annual Membership fee due in advance.

	All 3 Sectors	2 Sectors	1 Sector
<b>Sector (digital, health, sustainability)</b>	All 3	2	1
<b># Personal Seats</b>	8	5	3
<b># Seats Selection Panels of Programmes</b>	As desired	Max. 5	Max. 3
<b>Club – Annual Membership fee, paid quarterly</b> Payable and cancellable, both quarterly in advance (invoiced 25% per quarter)	<b>EUR 20 000</b>	<b>EUR 16 000</b>	<b>EUR 10 000</b>
<b>Club – Annual Membership fee, paid annually</b> Payable upfront & cancellable one quarter in advance (invoiced 100%)	EUR 16 000	EUR 12 800	EUR 8 000
<b>Investors Club - Annual Membership fee</b> – approved by Club Council Payable annually upfront & cancellable one quarter in advance (invoiced 100%)	<b>EUR 8 000</b>	<b>EUR 6 400</b>	<b>EUR 4 000</b>



## (Programme) Partner Options

	Bronze	Silver	Gold
<b>Seats (transferable)</b>	#7 seats	#14 seats	#21 seats
<b>Guests (to Sessions)</b>	#7 guests	#14 guests	#21 guests
<b>Selection Panel members</b>	1	2+	3
<b>Opening Tour Speech</b>	Short speech	Speech	Keynote speech
<b>Pitching Session Moderation</b>	-	1	2
<b>Insights Session</b>	-	Short speech	Dedicated
<b>Additional benefits</b>	To be discussed	To be discussed	To be discussed
<b>Cost</b> (20% reduction if paid upfront)	EUR 16 000	EUR 24 000	EUR 30 000

## Entrepreneurs

take part in a (1 year) Programme (free if selected & hosted)

## Investors

take part in 1 expert panel or 1 level up in the Investors Club

## Partners

contribute or host content and/or contacts

## Programmes

25 Programmes to select 1,000 Entrepreneurs



Join

