

INFORMATION SESSION

*Graduate Entrepreneur
Student Board '22 – '23*



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Team | 2021-2022 Student Board



Tess Kruyt (Chair – Pre-seed Fund Team)
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✓ 50/50 Rotterdam & Delft

✓ 50/50 Women & Men

Rijke alumni Delft en Rotterdam leggen miljoenen in voor nieuwe start-ups

Jan Fred van Wijnen 9 apr 06:00



Studenten aan het werk op de TU Delft. Foto: Guus Schoonewille/ANP

In het kort

- Vermogende oud-studenten stellen miljoenen beschikbaar voor jonge tech-ondernemers.
- Met een fonds van €3 mln financieren ze jaarlijks twintig nieuwe start-ups in Delft en Rotterdam.
- Komend najaar volgt een groter vehikel, een zogeheten 'seed fund', waarvoor ook commerciële durfinvesteerdere worden benaderd.

Philips-ceo Frans van Houten, Picnic-oprichter Michiel Muller en andere vermogende oud-studenten stellen miljoenen beschikbaar voor jonge tech-ondernemers. Met een fonds van €3 mln financieren ze jaarlijks twintig nieuwe start-ups in Delft en Rotterdam. Na de zomer volgt een tweede fonds voor het 'opschalen' van deze bedrijfjes. Hun initiatief moet het succespercentage van start-ups verhogen.

Achter het plan zitten zo'n vijftig 'alumni' (afgestudeerden) van de TU Delft en de Erasmus Universiteit Rotterdam (EUR). Ze willen een sterk netwerk van nieuwe techbedrijven creëren. Daar zijn niet alleen meer starters voor nodig, maar ook een veel hoger percentage dat doorgroeit tot een volwassen bedrijf, een zogeheten 'scale-up'.

'In de VS breekt ruim de helft van de start-ups door', zegt Gert Jan van der Hoeven, een van de initiatiefnemers. 'In Nederland maar 16%. Dat is natuurlijk veel te laag. Het komt onder meer door een gebrek aan risicokapitaal in de eerste fase, maar ook doordat de starters niet genoeg hulp en advies krijgen.' Van der Hoeven is managing partner van

LAUNCH 8TH OF APRIL



The Challenge | Dutch Entrepreneurship is underperforming on a global scale

Dutch universities are all part of the top 250 universities worldwide¹

However, when it comes to entrepreneurship we are severely underperforming.

17%

Dutch startups have a **conversation rate to scaleups (>10M funding)** of only 17% – this is 51% in the USA²

22%

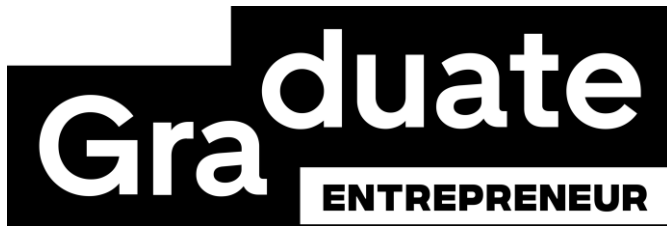
Only 22% of academic Intellectual Property produces financial yields³

Why we underperform

- 1. Scattered Ecosystem*
- 2. Lack of Early-Stage Risk Capital*
- 3. Few giving back initiatives*
- 4. The Dutch Entrepreneurship Paradox*

Goals | We want to develop entrepreneurs in the Delft-Rotterdam start-up Ecosystem, serving three objectives

Background:



Objectives:



Stimulate entrepreneurship & increase volume of start-ups

Goal: >100 per year in Rotterdam-Delft ecosystem

Goal: Funding for 20+



Provide supportive network (coaches, mentors, collabs with other actors in ecosystem) to develop quality and growth of start-ups

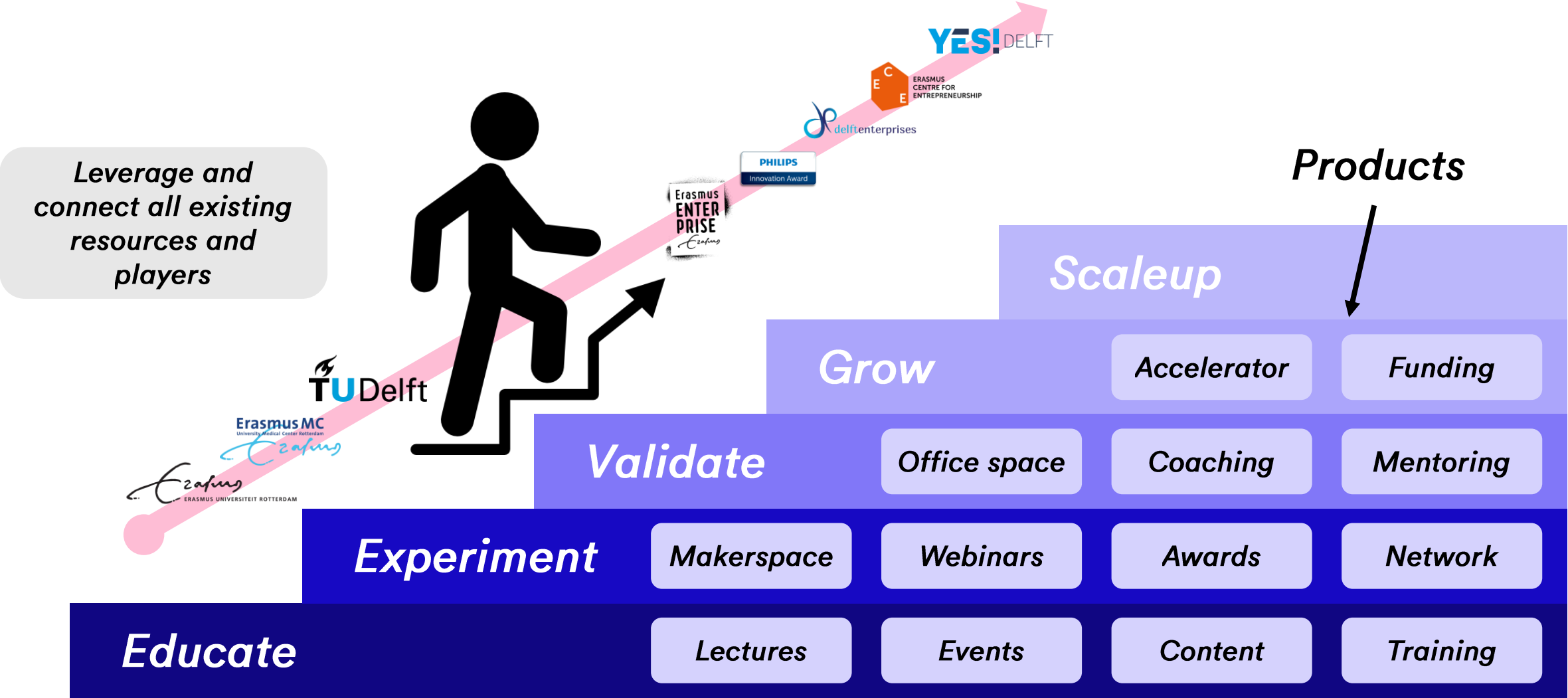
Goal: Vibrant, full-service ecosystem in place by 2022



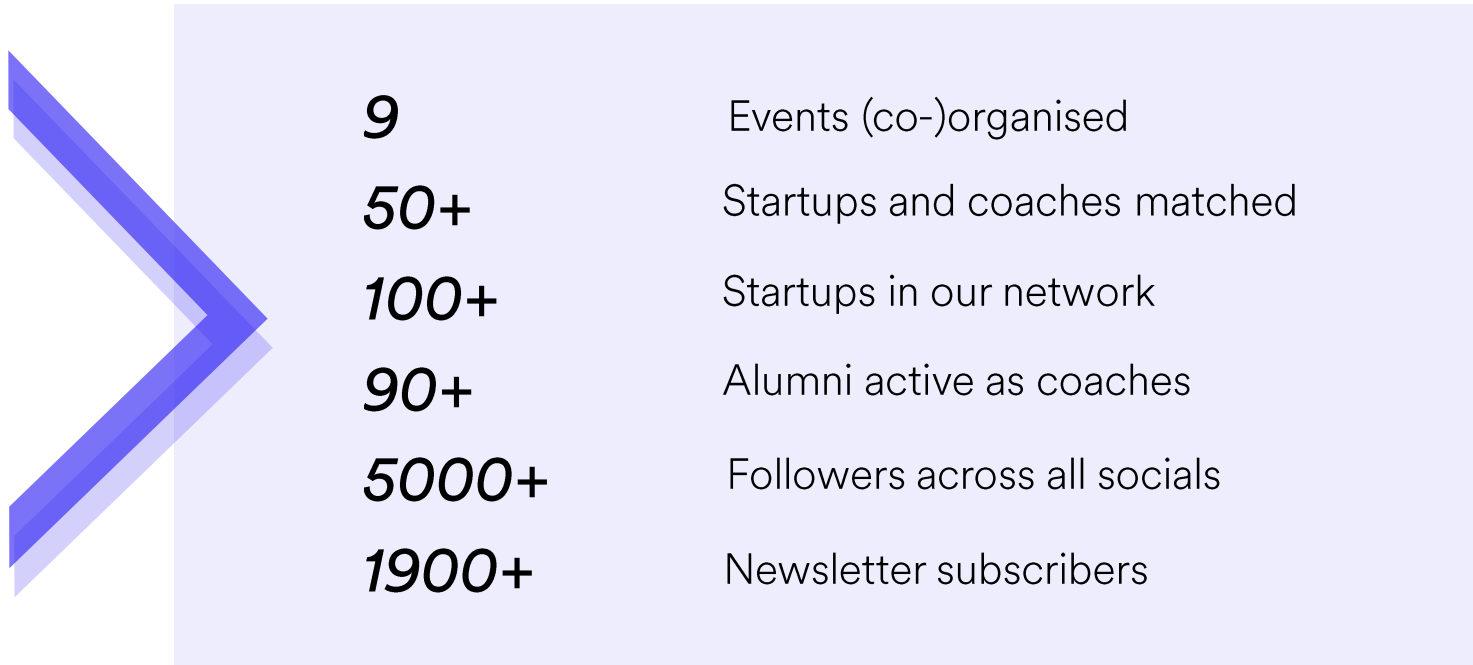
Provide funding and acceleration support to grow start ups to scale ups

Goal: Raise conversion to >40%

Platform | We do this together with partners in the ecosystem. Together we aim to offer all products needed to develop startups to scaleups



Hub Team | Where we stand – April until today



Hub Team | Events 2021



Funds | Graduate Entrepreneur has two fund: Pre-Seed and Seed

Pre-seed Fund

- **Aim:** boost the number of start-ups
- **Fund size:** €6M+
- **Tickets:** up to €75K
- **Capital:** provided through donations from alumni through University trust funds (ANBI status)
- **Run by** student board

Seed Fund

- **Aim:** develop selected start-ups to scale-ups
- **Fund size:** €35M – €40M
- **Tickets:** €100K to €2M
- **Capital:** provided by alumni and universities
- **Run by** professional fund management team

Pre-Seed Fund | The student-led fund has clear goals



Help founders launch their start-ups



Stimulate Delft – Rotterdam collaboration



Support female founded start-ups



Encourage impact-related start-ups










Be the 'broedkamer' for Seed

The Funds



Portfolio | Start-ups we have invested in up to now

<div>Pre-Seed Seed</div> <div></div> <div>An all-in-one platform that makes providing, maintaining and offboarding remote offices easier and more manageable.</div> <div>Delft</div>	<div>Pre-Seed</div> <div></div> <div>Focus gives you a predictive insight into the technological landscape of the future. Our predictive analytics platform helps you gather crucial intelligence for strategic decision-making.</div> <div>Rotterdam</div>	<div>Pre-Seed</div> <div></div> <div>A data driven platform to match driving instructors with people who want driving lessons.</div> <div>Rotterdam</div>	<div>Pre-Seed</div> <div></div> <div>A modular, rapidly adaptable test able to accurately diagnose individuals with infectious diseases.</div> <div>Delft</div>
<div>Pre-Seed</div> <div></div> <div>Loop brings human nutrients back into the cycle-of-life in the most natural way with a living mycelium-based coffin that enables people to enrich the soil and allows new seedlings to thrive.</div> <div>Delft</div>	<div>Pre-Seed</div> <div></div> <div>Orderli is the platform for restaurants. They help you sell more and efficiently through our QR based ordering solution.</div> <div>Delft</div>	<div>Seed</div> <div></div> <div>QuantWare develops, designs and fabricates superconducting quantum processors. Their mission is accelerating the advent of the Quantum Computer by making quantum hardware accessible to all.</div> <div>Delft</div>	



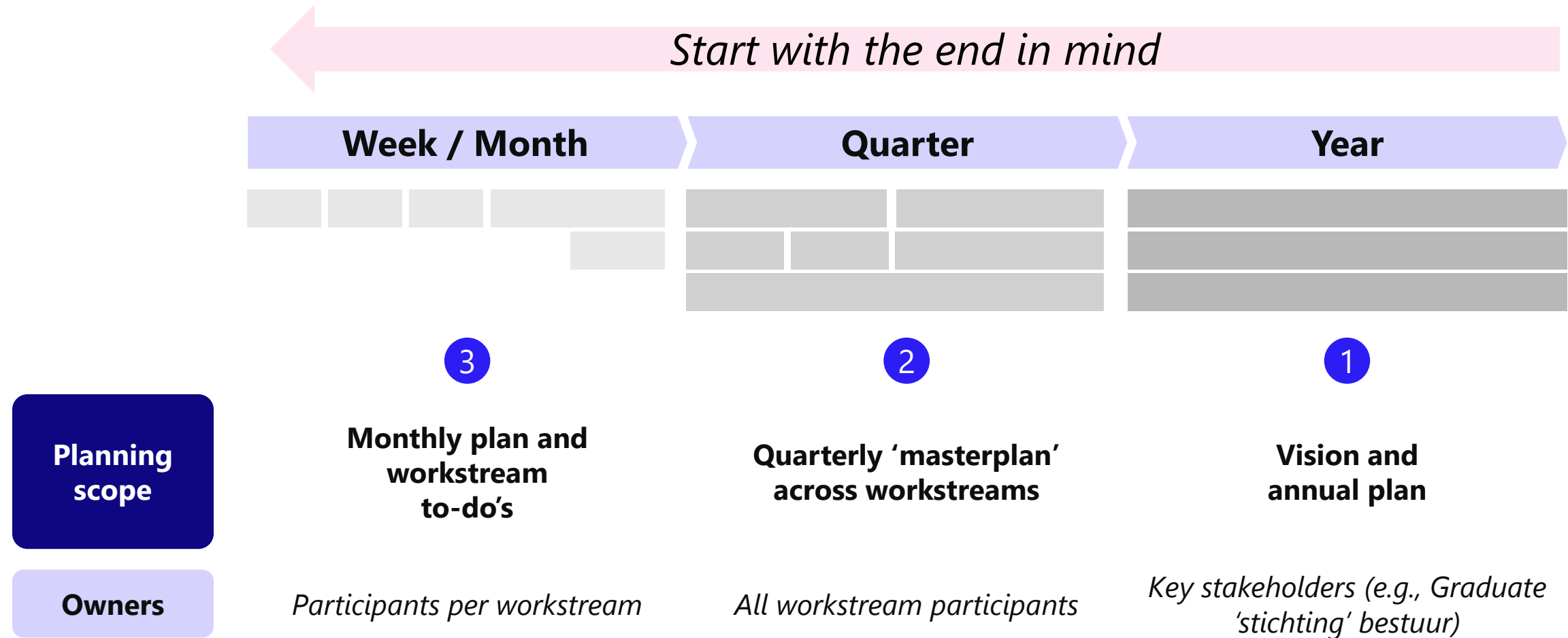
Meet the team | Student board



What we have been up to...

- All aspects of the investment process (dealflow, due diligence, writing investment proposals, etc.)
- Connecting the ecosystem and setting up our website, organizing events, matching coaches to start-ups, etc.
- Assisting in further fundraising for the Pre-Seed and Seed Fund
- All while working together with:
 - Alumni
 - Our partners (PHIA, YES!Delft, ECE)
 - Universities
 - VC's

We have an agile plan to maintain agility but build towards a shared vision...



3 The quarterly plan is managed through weekly workstream check-ins

Workstreams come together on a weekly basis...

08:00					
09:00	Weekstart; Tamo Meijer	Hub mornir	Voorbesprekin	Hub morning meeting: Anna I.	Hub morning meeting: Anna I.
10:00			Owner level meeting: Microso		
11:00	Weekly Events Meeting; Joosj				Weekly Community Manager
12:00					
13:00					
14:00		Weekly Workstream Partners			
15:00					
16:00			Weekly Finance Meeting; Micr		
17:00	Weekly Strategy Meeting; Mic			Bi-Weekly Update Meeting; h	
18:00	WEEKLY Core Team Meeting;	Event Erasmus Tech Community: How to Start Your Own Tech Startup Erasmus Enterprise Anna Paardekooper			
19:00					
20:00					
21:00					

Each workstream has a weekly meeting to discuss:

- What has been achieved
- TO DOs for next week (incl. dividing of tasks)
- dependencies

Meet the team | Seed Fund Management



What we have been up to...

- Incorporating Graduate Entrepreneur and its funds
- Fundraising
- Building the long-term strategy
- All aspects of the investment process
(dealflow, due diligence, writing investment proposals, etc.)
- Investments in Quantware and Workwize

Some of the Involved Alumni | Laying the foundation

Graduate Entrepreneur was founded by alumni from Erasmus University Rotterdam, Erasmus MC and Delft University of Technology who recognised the potential of the Rotterdam-Delft academic innovation cluster. They now support the activities of Graduate Entrepreneur in various ways.



Frans van Houten
Erasmus Alumnus, Initiator



Machtelt Groothuis
Erasmus Alumna



Sandro van Hellenberg Hubar
Erasmus Alumnus, Initiator



Menno Antal
TU Delft Alumnus, Initiator



Frans Haafkens
TU Delft Alumnus



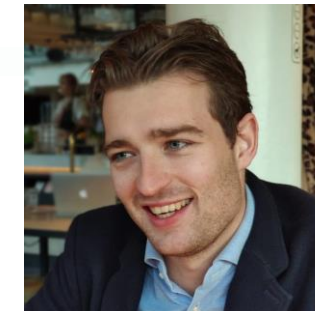
Sophie Heijenbergh
Erasmus Alumna



Michiel Muller
Erasmus Alumnus, Initiator



Michiel Westermann
TU Delft Alumnus



Wouter van Haften
Erasmus Alumnus

Application deadline
28 February 23:59

Graduate Entrepreneur Student Board

- **14 people**
- **Onboarding**
part-time April '22 – Aug '22
- **Board year**
full-time Sep '22 – June '23
part time July '23 – Aug '23

Fund Team

- 8 people
- Full-time
- Mostly (but not only) focused on Investment Side
 - Dealflow
 - Screening
 - Due Diligence
 - Investment Process
 - Portfolio Management

Hub Team

- 6 people
- Full-time
- Mostly (but not only) focused on Entrepreneurship Side:
 - Being a liaison for Universities & Incubators
 - Matchmaking Alumni & Startups
 - Initiating new Accelerator Program
 - Being an ambassador for the Startup Ecosystem

Looking for the following workstream leads:

- Chair
- Online platform
- Marketing
- Community (startups, coaches, students, alumni)
- Events
- Finance

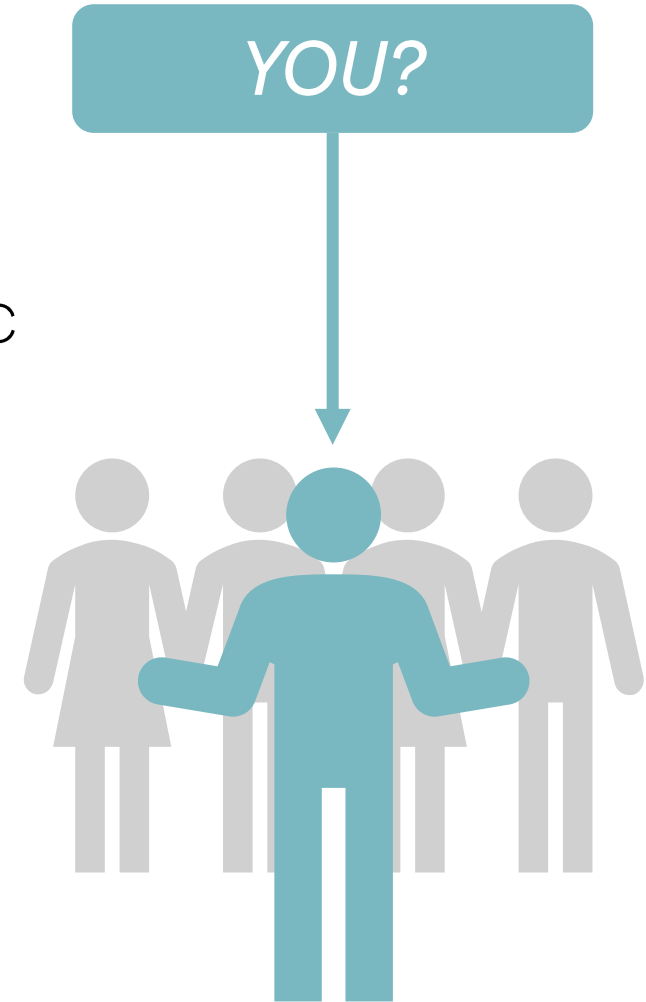
Apply via hello@graduate.nl with your CV and a motivation letter (max 1 page in English)!

Please state your team preference!

Student Board | What are we looking for?

What are we looking for:

- Strong affinity with startups, entrepreneurship and/or VC
- Team player with entrepreneurial mindset
- Good at handling and giving constructive feedback
- Strong (English) communication skills
- Comfortable with changing circumstances
- Eager to learn!



Student Board | Application & Onboarding Process

Graduate Entrepreneur Student Board

Apply via hello@graduate.nl with your CV and a motivation letter (max 1 page in English)! Deadline is 28 February 23:59.

- *Specify your preference: Fund/Hub team.*

Round 1 with current student board: 7 - 11 March

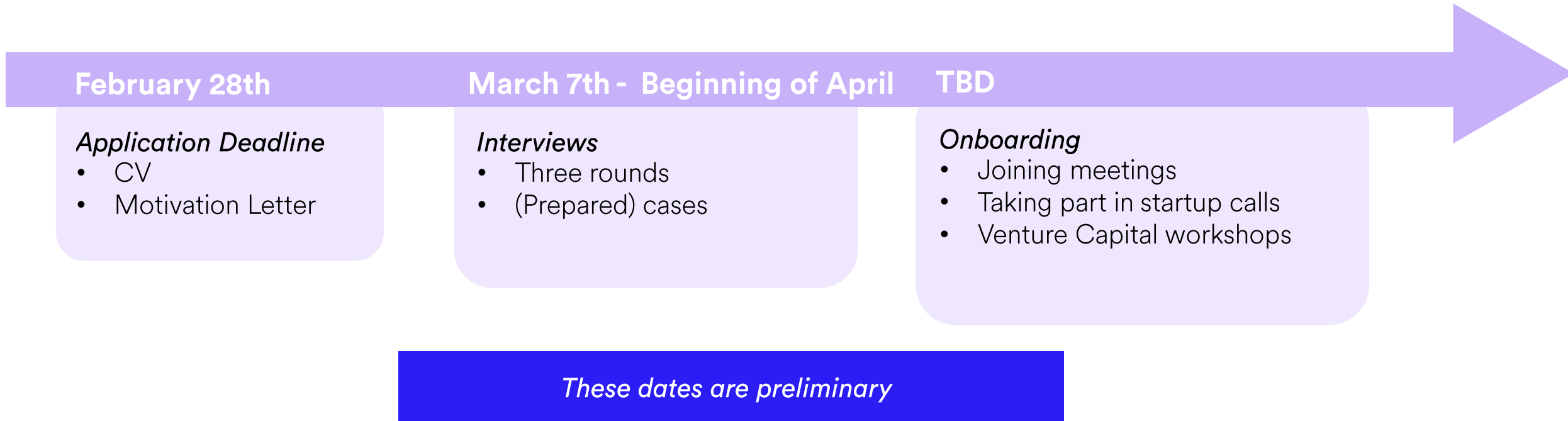
Round 2 with Seed Fund Management: 17 - 24 March

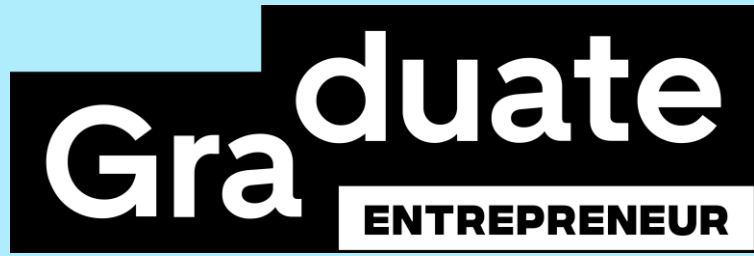
Please keep in mind that onboarding will already start before summer (not full-time).

Student Board | Application & Onboarding Process Timeline

Interest Drinks:

- Rotterdam: *10 February*
- Delft: *16 February*





THANK YOU!

Feel free to reach out to all of us!
Our contact information can be found on www.graduate.nl.

