



Cristiano Panfili
Partner & Founder - Investor Manager
Day One

Cultivating *Creativity*, Fueling *Impact*

*The economic framework for Nature Based
solutions | 26 September 2023*

About

We are an **Innovation Studio**.

We transform research into products.

We team up with researchers to turn **disruptive technologies into game changing solutions** and start-ups, through product development, venture building and fundraising.



Research, business and everything in between.

Our team



In **Day One** different academic and professional backgrounds coexist to generate the **teamwork skills** that are essential for the project **success**.

38y. Average age of our Team

40% Gender diversity

3 International profiles

20+ people
MIXED SKILLS

ENTREPRENEURS

PHD

ORGANIZATIONAL,
HR & LEGAL SKILLS

PRODUCT DESIGNERS

ENGINEERS

FINANCIAL & MARKET
EXPERTS

MBA



100M+

Fundraising

Since 2013, we got more than €100M for technology transfer initiatives through private and public funds.

10 yrs

Experience

Turning disruptive techs into great market successes.

This is our DNA, *since day one*.



200+

Ideas backed per year

We only invest in projects we strongly believe in and we make those ideas work.

n°1

In Europe

For PoC and Tech Transfer funded projects *in 2021-2023*.

14

Startups

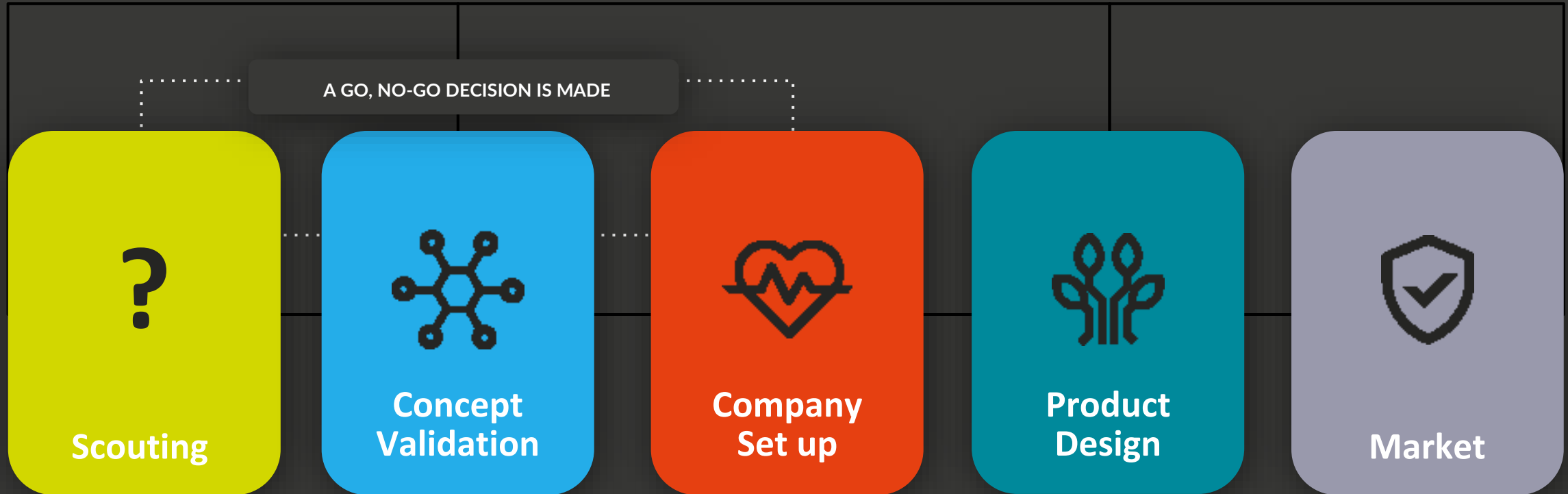
We inspired scientists and researchers to bring their ideas and innovations into the real world.

Again and again.

From 2021

results beyond numbers

Our venture building approach



We continuously evaluate **hundreds of technologies** to select the best to be taken out of the lab to start the route to the market

We dive deep into the technology, engaging key stakeholders to **define and then validate** the application scenario until the actual potential of the technology is assessed

We **launch the NewCo** and take care of its construction in terms of company organisation and team building

Our team assembles to create a solution that can best solve a real need, building **a strong value proposition** that will make the idea make a stand

We drive them in business strategy and planning, pitch presentation, long-term financing model.

Portfolio

7

2019

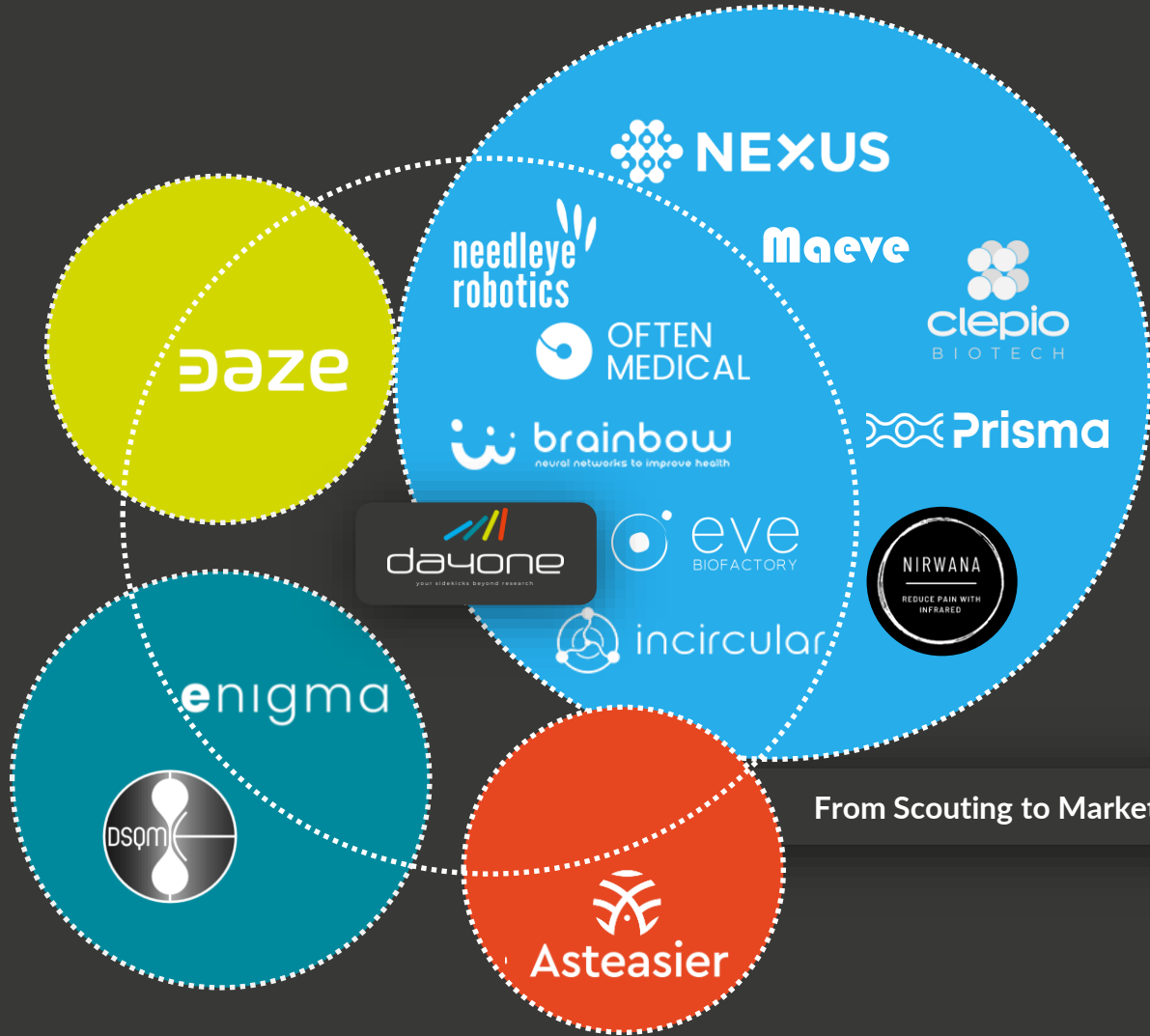
STARTUP

5

2023

PIPELINE

2024



Our main focus is on Deep Tech

For game-changing players



Innovations to improve the **diagnosis and care**, medical devices and tools. Focus on biotech and medical devices.



Solutions for **decarbonization, services and systems** for smart communities, vehicles and cities. Technologies for electric and sustainable mobility.



AI, QUANTUM, BIG DATA, Security



Bio-economy & Agrifood



Aerospace



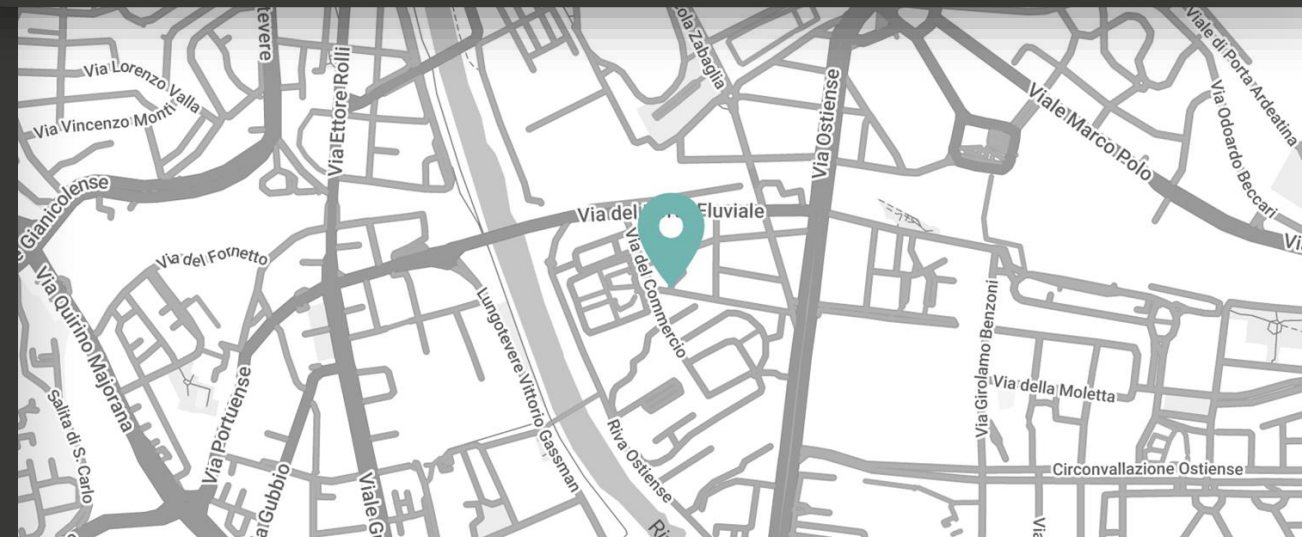
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**Thank you for
your time!**




Any question?



The process

Patient capital initiative for the next Industrial leaders.

An Hub always ready to provide guidance on product development, venture building and fundraising.

| Phase |  PHASE 1 Deal Flow |  PHASE 2 PoC set up |  PHASE 3 PoC execution |  PHASE 4 Biz Development |  PHASE 5 Exit |
|---------|---|---|---|--|--|
| Details | <p>Carry out marketing research for the most interesting technologies</p> <p>Communication Strategy, including social media campaigns</p> <p>Channels: direct contacts, MoU with Uni/RTOs, Events, Challenges, Call4Ideas, etc.</p> | <p>Meet researchers</p> <p>Characterise their competencies, technology, needs</p> <p>Setup 30 PoC</p> <p>Define business targets</p> <p>Define technical targets</p> <p>Define partners</p> | <p>Licensing/IP Agreements</p> <p>Execute the activities</p> <p>Plan the follow up</p> <p>Launch the enterprise</p> <p>Co-development & Open Innovation with corporates</p> | <p>Extensive market research</p> <p>Minimum Viable Product available</p> <p>All missing resources acquired: team completed</p> <p>Early stage & Growth</p> | <p>Strong product adoption</p> <p>Healthy business model</p> <p>Meteoric Growth</p> <p>Exit strategies defined</p> |

 2022

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*Meeting Day One was key in believing that **scientists can also drive a company**, exploiting the **market potential of our scientific results**.*

Antonella Bongiovanni, CEO

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**Tailor-made
biotechnology
evolved by nature.**

EVE patented a novel method to produce and purify EVs starting from microalgae. This new production process is scalable, sustainable and more cost-effective with respect to the competitors.

Partners:

