

## Innovation Window

### The Fund

**Ignite entrepreneurship and leverage the hidden potential that exists in the Greek Universities, R&D and Tech Space, by focusing on people and team development, implementation of successful go-to-market strategies and helping build the foundations of an entrepreneurial ecosystem**



### The Team



**Konstantinos Lafkas** (50) is a corporate professional, serving for more than 20 years in high and C level managerial positions (Selonda, Sunlight, Alfa Laval, Maillis, Epa, Shell). He led the aggressive expansion of a Greek packaging producer from scratch to EUR 40m turnover; he further transformed a local player in energy, to a global leader, 130m revenue. He has lived in many countries and led businesses in all continents. The last 8 years he supports Greek start-ups, cooperated with Coralia, EGG, EVEA (deal flow), Greece's first Angel Fund, and SEV (Go to Market-Ekinis Lab), supporting over 50 teams. In 2013, he founded MicroGlobals, promoting entrepreneurial mind set & has invested in 2 IT start ups.



**Katerina Pramataris** (44) is the Scientific Coordinator of the Athens Center for Entrepreneurship and Innovation (ACEin) of the Athens University of Economics and Business (AUEB), where she holds full tenure as Associate Professor. Within ACEin, she has been actively involved in over 15 bootcamps and 20 events, while supporting 72 teams. She has extensive industry-entrepreneurial experience, having started her career with Procter & Gamble and co-founding two companies, RetailLink and e-satisfaction. She has widely published in the field of e-business and has responsibilities for ten PhD students/researchers and four H2020 research projects.



**Sotiris Papantoponopoulos-Mantopoulos** (44) launched MoneyMarket SA, the operator of electronic marketplaces in Greece, in 2006. Insurancemarket.gr is currently the largest Greek insurance price comparison website and brokerage. Sotiris has transactional experience from the sale of a family owned company through the ASE and as an advisor to real estate institutional investors. He started his career as an investment banker with Gruntal & Co. LLC and is currently a Business Angel and Endeavour entrepreneur while being involved in university accelerator and industry association.



**Stelios Eliakis** (35) is the co-founder of slead.gr, an e-business and digital agency in Greece, among the 20 best performance agencies in EMEA region according to Google. He was also founder and investor in e-satisfaction, gatoskylo.gr and collegelink.gr. Stelios has consulted a large number of start-ups, helping more than 30 reach their first EUR 1m in turnover. He is the winner of the Young Entrepreneurship Award in 2016. He holds a BSc. Informatics and an MSc in Information Systems, both also from AUEB.

A new VC partner will be added to the team (condition precedent) so as to further strengthen the fund management expertise and network, and support in fundraising both in Greece and abroad. The team already includes a Senior Analyst and a Go to Market Analyst; an Executive Assistant is also envisaged to further complement the team.

### Investment Strategy

The Fund, a new legal entity to be established as a limited partnership in the form of AKES (Α.Κ.Ε.Σ.), will have an investment period of 5 years. The capital deployment is foreseen to address approximately 75 initial investments with initial tickets envisaged to be at the area of EUR 250k – EUR 1.5m. First closing is expected by the end of 2017.

### Targeted Sectors

Broad technology sector with focus on ICT, e-business, maritime, supply chain, tourism, creative industries, robotics, IOT, materials, energy informatics, fintech, insurance-tech, health-tech.

### Financing Terms

Target Fund Size	EUR 35m	Ticket size pre-seed	up to EUR 300.000	Investments in the form of equity and quasi equity (convertible debt or convertible preferred-stock equity)
EquiFund contribution	EUR 31.5m	Ticket size seed or follow-on	up to EUR 1.5m	
Key investors	Corporates			

### Key Strengths

- **First time team with a strong deal flow** through specialised acceleration programs: K. Pramataris is currently leading ACEin, AUEB's accelerator that supports newly established companies, operating in innovative fields.
- **Complementary team** combining various relevant competences from past activities, including supporting strategic decisions (product and Go-To-Market, "GTM") and support for talent development.
- **Strong established network in Greece and abroad**, both in the early stage segment and in established companies. The new VC partner to be added to the team is expected to further enhance its main competences, including its international network.

### Contact

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