



ZAZ VENTURES
DEEP TECH INNOVATION. FUNDED

SUCCEEDING WITH EIC ACCELERATOR

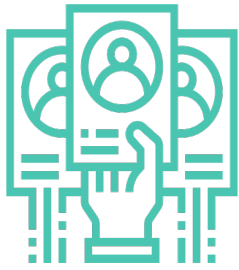
Lessons learned from the EIC Accelerator

Want to reach out?

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Deep Tech Atelier 2024

GETTING YOU FUNDED IN THE MOST COMPETITIVE PROGRAMMES



Fundraising strategy

We match you with the private and public funding sources most relevant to your stage of development



More than grant writing

We support your funding application all the way through interviews and term sheet negotiation



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No win/no pay

Our compensation is strictly linked to your success in the funding instruments

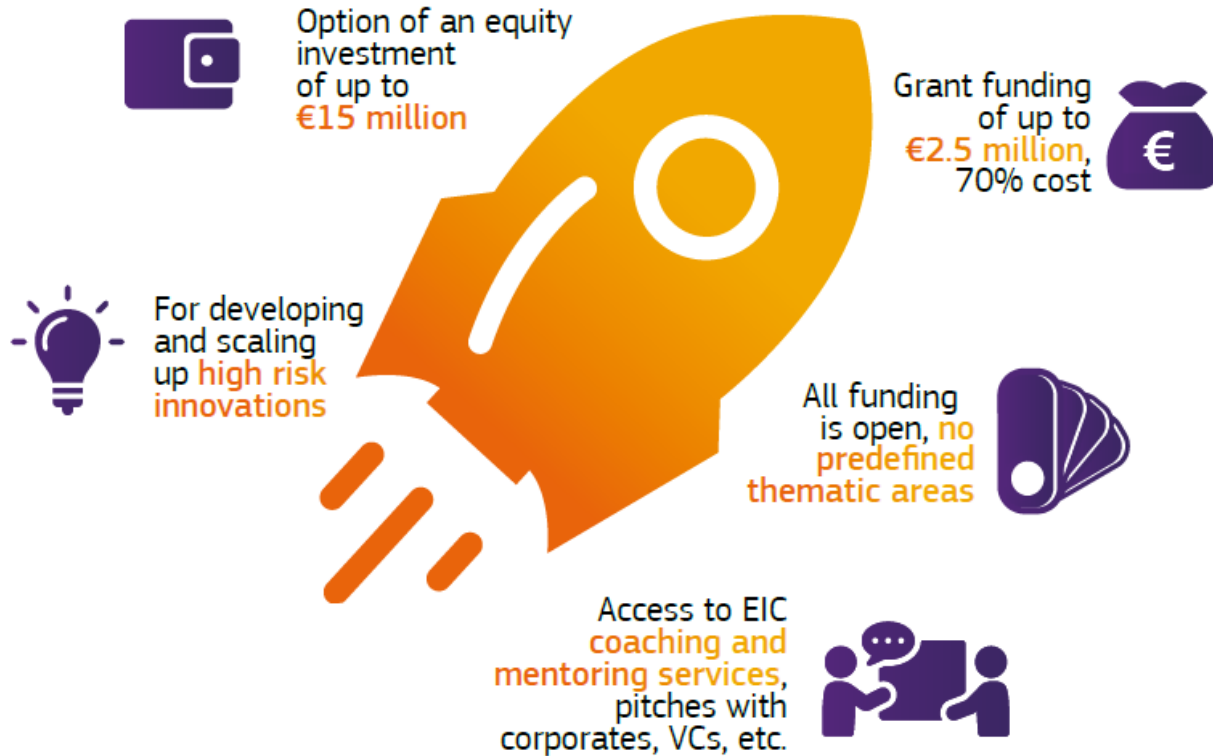


Track record

We have raised over €1 billion from European deeptech programmes since 2014



Funding Terms



All funding options

- Grant-only
- Equity-only
- Blended—Grant + Equity

The equity component

- Up to €15-17M
- 1:1 co-funding by private investors required
- New external lead investor required

Zaz Ventures portfolio

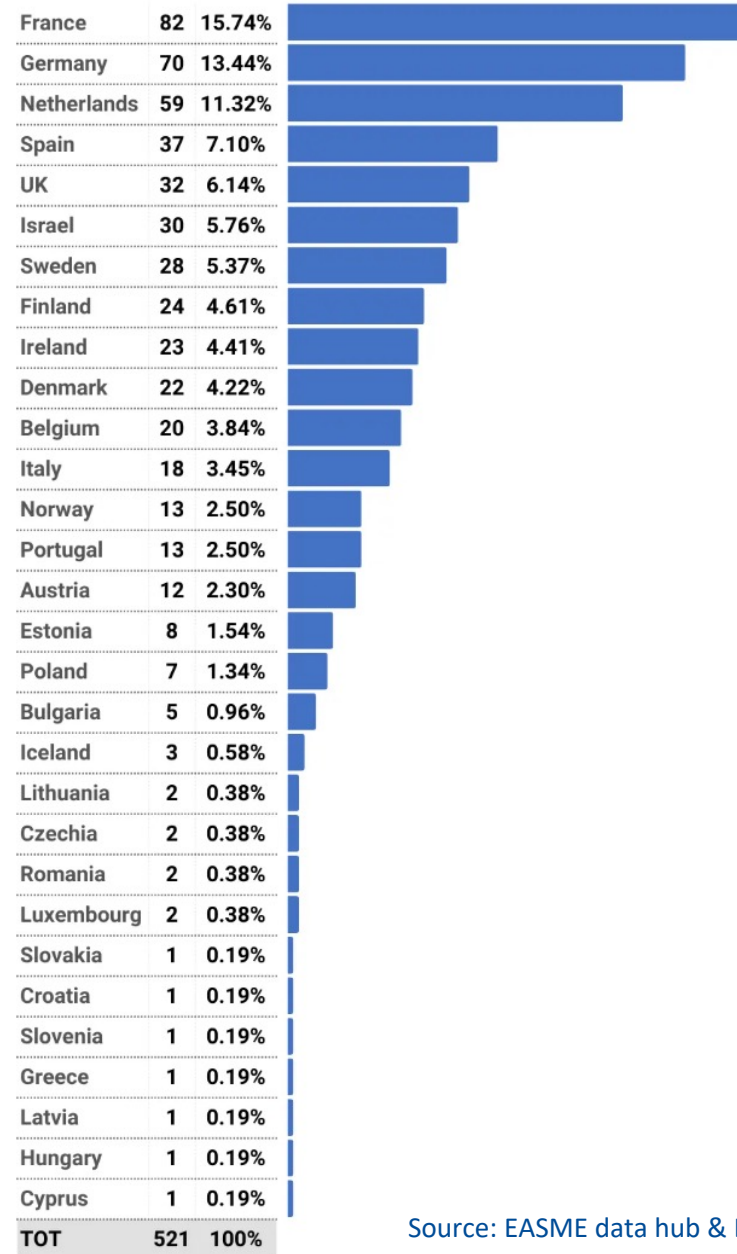
- 138 cases funded in 2019-2023
- 83 cases with term sheets from the EIC Fund

EIC ACCELERATOR IDEAL CANDIDATE



Deeptech startup at the Seed or A round stage

- Minimum team size
 - 5-10 employees (some can be part-time)
 - Gender-balance
- Initial funding secured with limited dilution
 - Pre-seed/seed round of ~€1M+
 - Planning to raise at least €5M in the next round, with an interest in including the EIC Fund
- TRL reached = 5+
 - MVP in place
 - First client PoCs/Lols signed or in progress
- Strong IP & IPR strategy in place
 - Positive FTO analysis
 - Patent applications (with at least positive SRs)
 - Competitive moat
- Massive societal, environmental or other impact



Source: EASME data hub & Lira

CASE STUDY

Pasqal (FR)

Quantum computing based on neutral atoms

- Foundation
 - Spin-off from Institut d'Optique (2019)
 - 13 employees when applying (now 125+)
- Funding raised
 - €1M seed round led by Quantonation (2019)
 - €2.5M grant from EIC Accelerator (2020)
 - €20M A round led by BPI (2021)
 - €100M B round led by Temasek (2023) including €19.5M from the EIC Fund
- Key achievements
 - Alain Aspect awarded the Nobel Prize in Physics
 - Scaling to 300 qubits, now targeting 1,000+ qubits

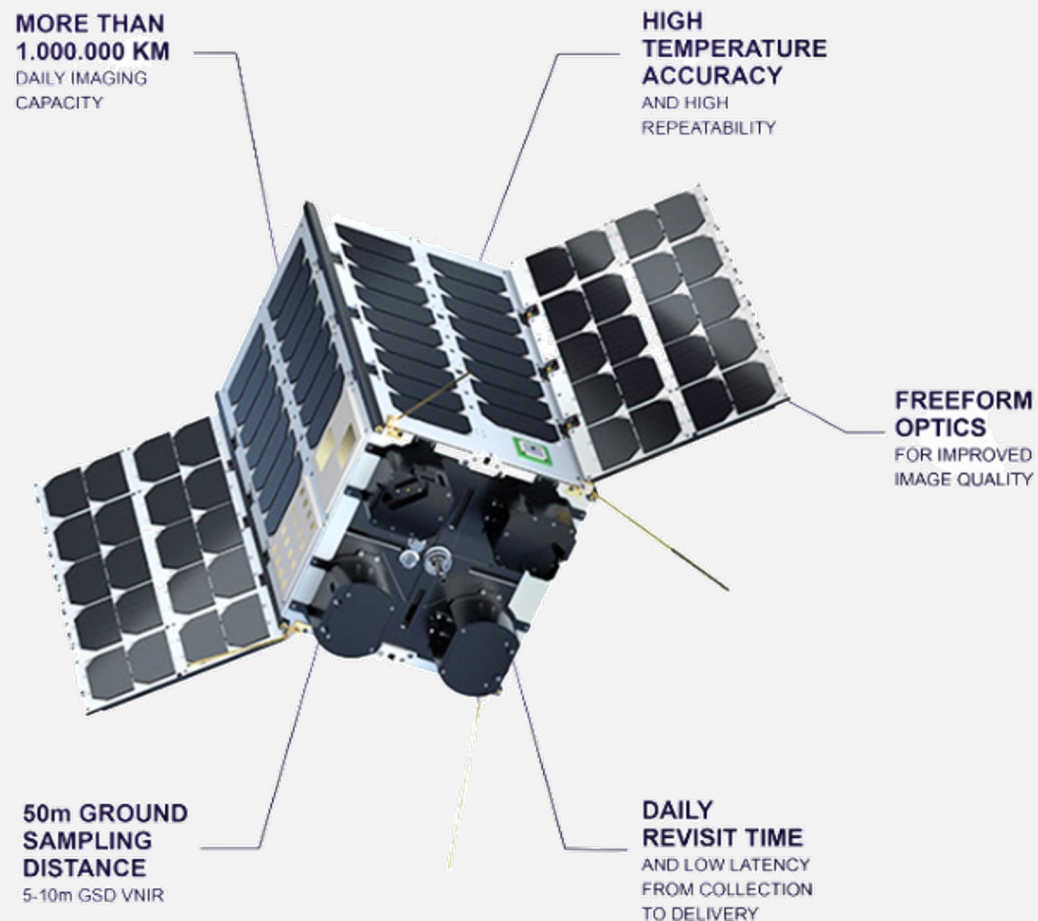


CASE STUDY

ConstellR (DE)

Satellite-based thermal infrared imaging

- Foundation
 - Fraunhofer spin-off
 - 30 employees when applying (now 60+)
- Funding raised
 - €5M seed round (2020)
 - €2.5M grant from EIC Accelerator (2021)
 - €10M seed round led by Lakestar and Vsquared (2022)
 - Additional €11M EIC Fund commitment
- Achievements
 - First system in space



CASE STUDY

Maeve Aerospace (NL)

Hybrid-electric regional aircraft

- Foundation
 - Incubated at YES!Delft
 - 19 employees when applying (now 30+)
- Funding raised
 - €3.4M pre-seed round (Jun 2022)
 - €2.5M grant from EIC Accelerator (Dec 2022)
 - Now raising €40M round with €15M EIC Fund commitment
- Achievements
 - Design completed for world's first all-electric commuter aircraft (44 seats, 550 km)





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