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# UM6P Ventures' Deep Tech Offer

## Support and Investment

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### Venture Builder

#### Characterization

- *Business analysis* - market opportunity, business model, go-to-market strategy, and legal and financial structure.
- *Intellectual property assessment* - adoption of the most appropriate IP strategy
- *Technology support* - top-tier technology experts

#### Growth and Maturation

- *Subject matter experts* - a broad ecosystem of best-in-class domain and vertical subject matter expertise.
- *Facilities* - state-of-the-art laboratories, platforms of excellence and production equipment
- *Business structuring support* - assists startups in reaching important milestones

### Venture Capital

- *Cash and in-kind investments* - series A funding, operating company or the formation of a joint venture, mergers and acquisitions

Also known as hard tech, deep tech projects present high barriers to entry due to their scientific nature and related costs. Investing in these projects is perceived by financial stakeholders as complex, not knowing how to approach them, despite their high potential.

Deep tech requires a fully integrated support system of infrastructure, platforms, talent, and programs to enable the transition of these projects from demonstrators to industrially mature projects.

UM6P Ventures' investment in deep tech supports the national commitment to accelerate scientific and technological innovation and is in line with Morocco's new economic development model.

This offer, which combines support 'Venture Builder' and investment 'Venture Capital', gives UM6P Ventures the ability to fund, build and accelerate assets from projects.

### Venture Builder

#### Characterization

Characterization of startups and projects is facilitated during the due diligence process pre-investment stage. The advanced due diligence performed by UM6P Ventures ensures that startups receive a high quality of business, technology, intellectual property, and scientific support relevant to their applicative field before moving to further rounds of non-dilutive grant subsidies and investments. Recommendations for improvement and access to critical platforms and infrastructure help accelerate time to market and provide startups with an optimal chance of success.

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## ***Business analysis***

In-depth business analysis provides guidance and validation of the startups' market opportunity, business model, go-to-market strategy, and legal and financial structure. Business advisory support and access to industry leading corporations helps startups design and scale up their projects.

## ***Intellectual property assessment***

Intellectual property (IP) is a critical component of deep tech that needs to be addressed early on to protect a startup's assets as they develop and produce their products and services. UM6P Ventures assists startups with the adoption of the most appropriate IP strategy which includes an assessment of the patentability of the product, a maturity assessment of the technology and an understanding of the necessary milestones to bring the patented solution to market.

## ***Technology support***

UM6P Ventures provides access to top-tier experts who master both the upstream (technology) and downstream (market). UM6P Ventures provides access to a world-wide network of experts and executives with the best scientific minds on the African continent. They enable early-stage companies to perfect their technologies and take their innovations from the lab to market. In addition, they provide entrepreneurs with the necessary skills to progress to industrial scale production.

## **Growth and Maturation**

In response to the unique requirements of science and technology-based startups, UM6P Ventures continues its support by offering access to:

***Subject matter experts:*** a broad ecosystem of best-in-class domain and vertical subject matter expertise.

***Facilities:*** state-of-the-art laboratories, platforms of excellence and equipment for the testing, prototyping, validation, and production phases of product development.

***Business structuring support:*** assists startups in reaching important milestones and monitoring their execution to meet expected specifications.

## **Venture Capital**

Through seed funding, UM6P Ventures provides deep tech ventures with investment tickets (cash and in-kind investment) in exchange for a minority equity stake to minimize founder dilution. It diversifies the sources of funding through other investors, helps early-stage startups grow into large scale enterprises, prepares them for future investment rounds, and connects startups with a large network of investors and corporations. UM6P ventures funds startups using several different strategies that can include series A funding, the creation of an operating company, the formation of a joint venture, or through mergers and acquisitions.



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## About UM6P Ventures

UM6P Ventures is the investment arm of UM6P, founded as a vehicle for the university to advance entrepreneurship and accelerate scientific innovation in Morocco and Africa, backed by the OCP Group. It is a seed-stage ventures firm that caters to innovators and entrepreneurs in the fields of science and technology and invests in startups from their creation to Series A funding. UM6P Ventures provides early-stage ventures with advanced infrastructure, platforms, talent, and programs native to UM6P. It builds explicit pathways to transition incubated or demonstrator projects to investable assets and brokers subsequent funding in capital markets. In partnership with its ecosystem network of programs including incubators and accelerators and investors such as business angels and venture capital, UM6P Ventures provides an unmatched ability to fund, build and accelerate assets out of projects. UM6P Ventures has a robust ecosystem and an investment portfolio actively invested in Agrobioscience, Healthtech, Energy, Artificial Intelligence (AI), and Industry 4.0.