



WNT Ventures
FROM GARAGE TO GREATNESS



Maria Jose Alvarez (MJ) Managing Partner

Founder of Biotech-Agritech start-up
VC & Deeptech start-ups from lab to market

Independent Advisor Chilean Ministry of Science
Independent EC and Investment Committee Member
Woman of Influence 2021 – Diversity
Top Diverse Board Director 2021



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New Zealand's longest-standing
deep technology incubator and
investor in companies
backed by science



Deep Tech Business Stages

Research

PoC

MVP

Early Customers

Early Expansion

Expansion

Investment Stages

R&D

Pre-Seed

Seed

Series A

Series B

Series C

WNT Ventures

Angel Networks

GRANTS

Venture Capital / CVC

KIWINET

Banks

Return on Science

Tax Credits

Science Challenges

Private Equity

Accelerator / Incubator

Crowd Funding

High Net Worth / Family Offices

Competition Prizes

Friends and Family

Government Agencies

CallaghanInnovation
New Zealand's Innovation Agency

Return On Science
Powered by  UniServices

 **KiwiNet**
Kiwi Innovation Network

Incubators & Accelerators

BRANDON CAPITAL
PARTNERS

 **WNT Ventures**
FROM GARAGE TO GREATNESS

BRIDGEWEST
VENTURES

SPROUT
BREAK NEW GROUND

FOUNDER
CATALYST
POWERED BY MINISTRY OF AWESOME

Startmate

 **GovTech**
ACCELERATOR

KŌKIRI
Accelerating Māori Entrepreneurs

Investment Groups

uniservices+
IDEAS TO LIFE

FKA
FLYING
KIWI
ANGELS



Outset

 **PacificChannel**

 **Nuance**

 **AngelHQ**
Giving business wings

KIWI
K One W One Ltd.

 **Soul Capital**

 **Movac**

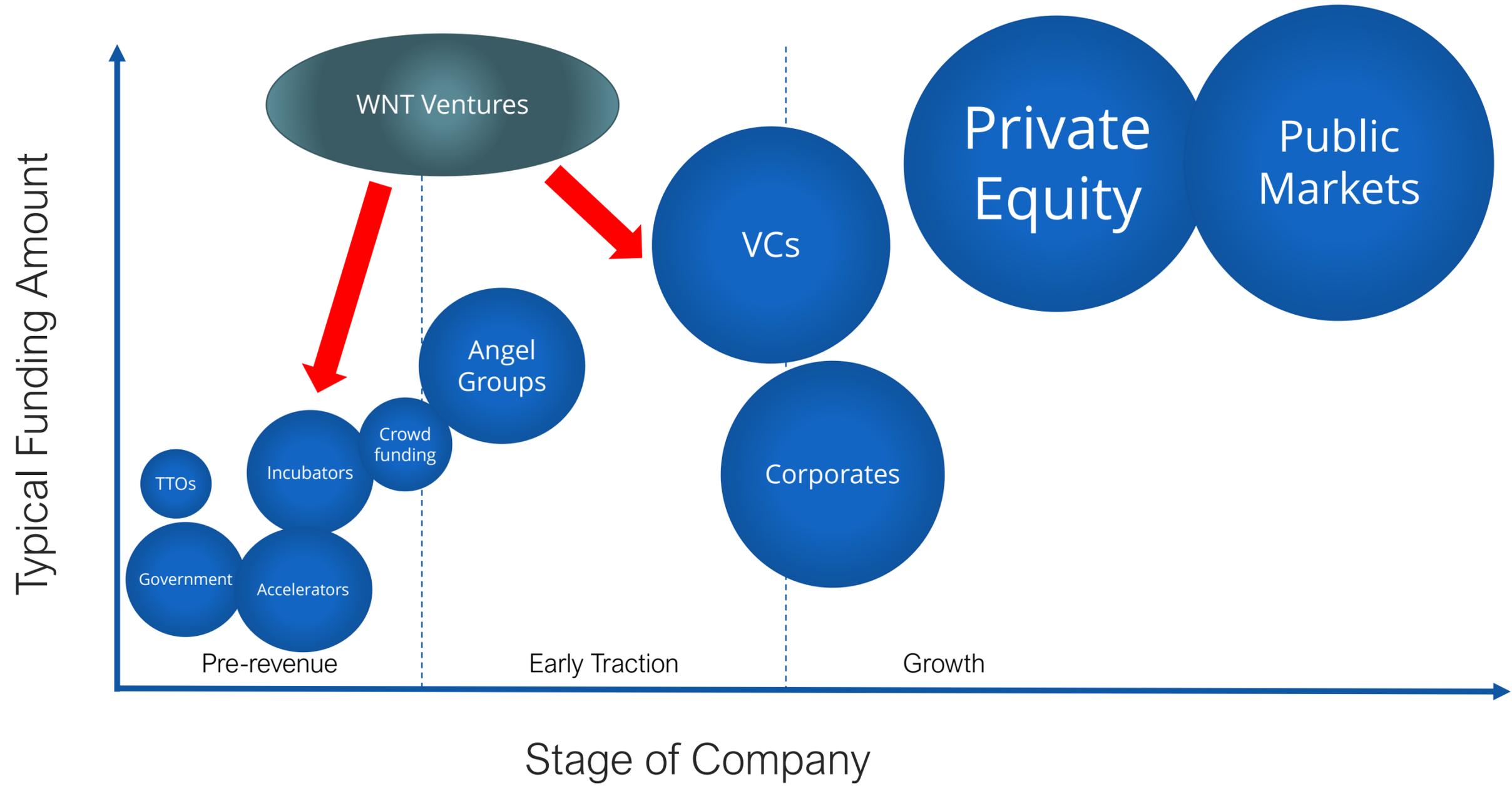
ICEHOUSE
VENTURES

 **Enterprise Angels**
Investment for Growth

 **ASPIRE**
NZ SEED FUND



Where WNT operates



Investment Stages Explained

Stage	Pre-Seed	Seed	Series A
Strategy / Plan	Proof-of-concept Get to working MVP Early commercialisation	Initial market launch Early sales Finding product-market fit	Product-market fit achieved Scale-up customer base Build out production capability
Team	Founder(s) & 1-2 key employees Largely technical team	Up to ~10 employees Technical & commercial leads	Up to ~25 employees Technical & commercial teams Production team Sales and marketing teams
Technology / Product	Proof-of-concept data Early prototypes Not yet launched	Initial MVP product launched Early (paid) customer engagement	First generation product complete Customers engaged and providing feedback Product offerings in development
Customers	None, or very few Maybe pilot trials	Early (beta) customers Mostly early adopters Mainly secured by founding team	Full commercial (arm's length) customers Sales team operating and performing First customers renewing
Sales	Pre-revenue	\$100k-\$1m	\$1m-\$10m
Profitability	No	Clear path to profitability outlined	Break-even or early signs
Capital Raise	<\$1m	\$1m-\$5m	\$10m-\$25m
Runway	~12 months	12-24 months	18-24 months

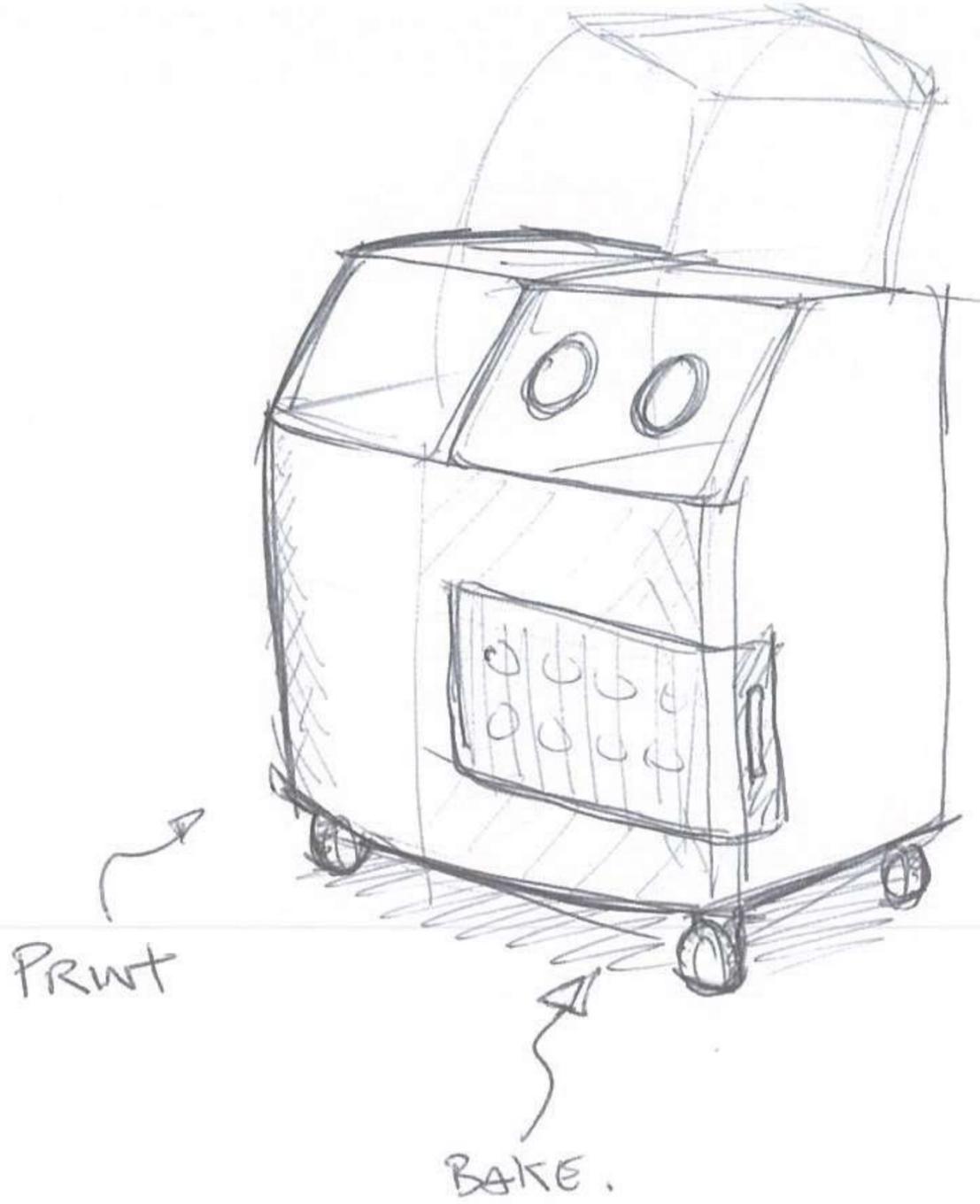
Prove the concept

Get to the market

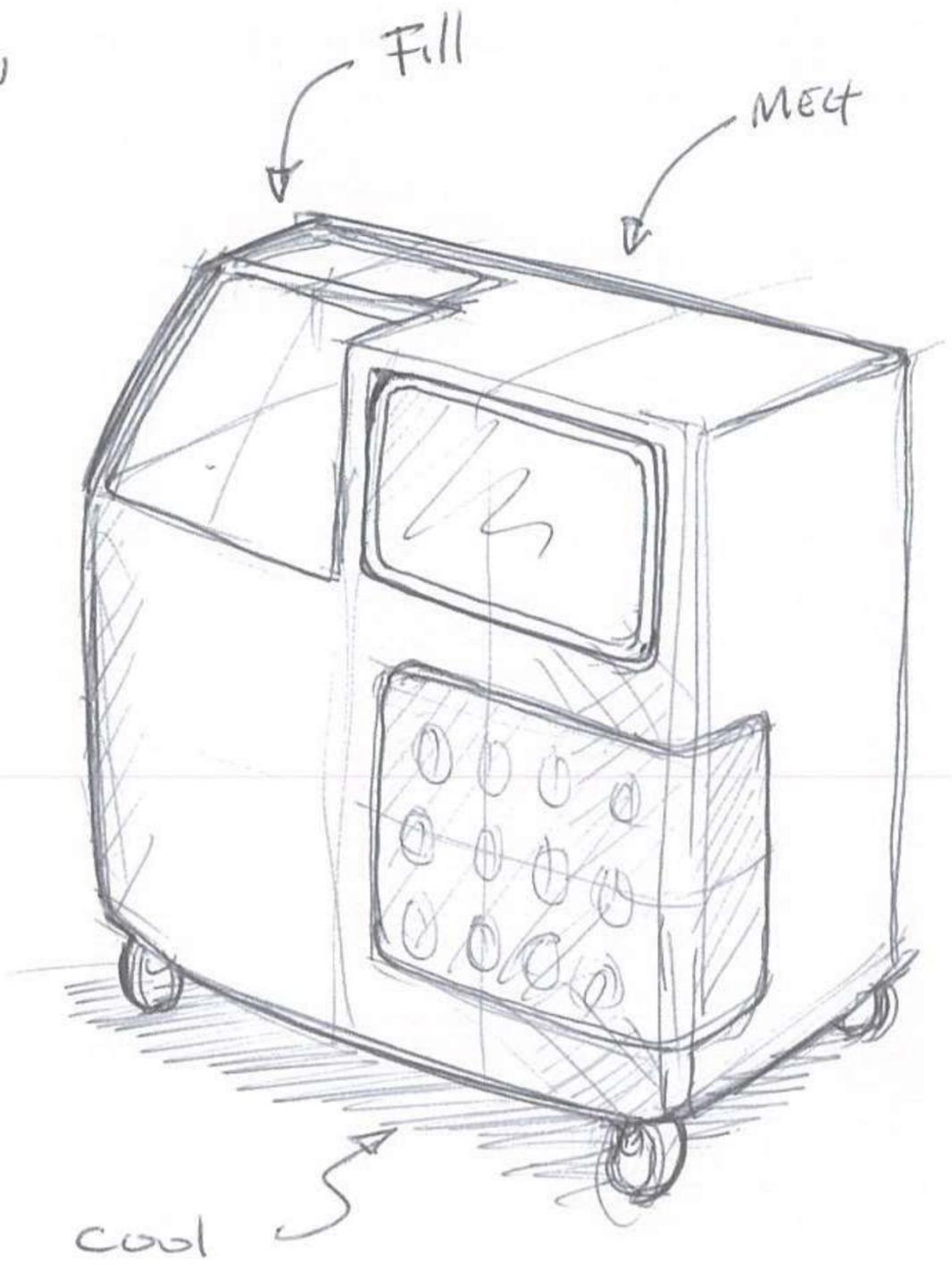
Scale up

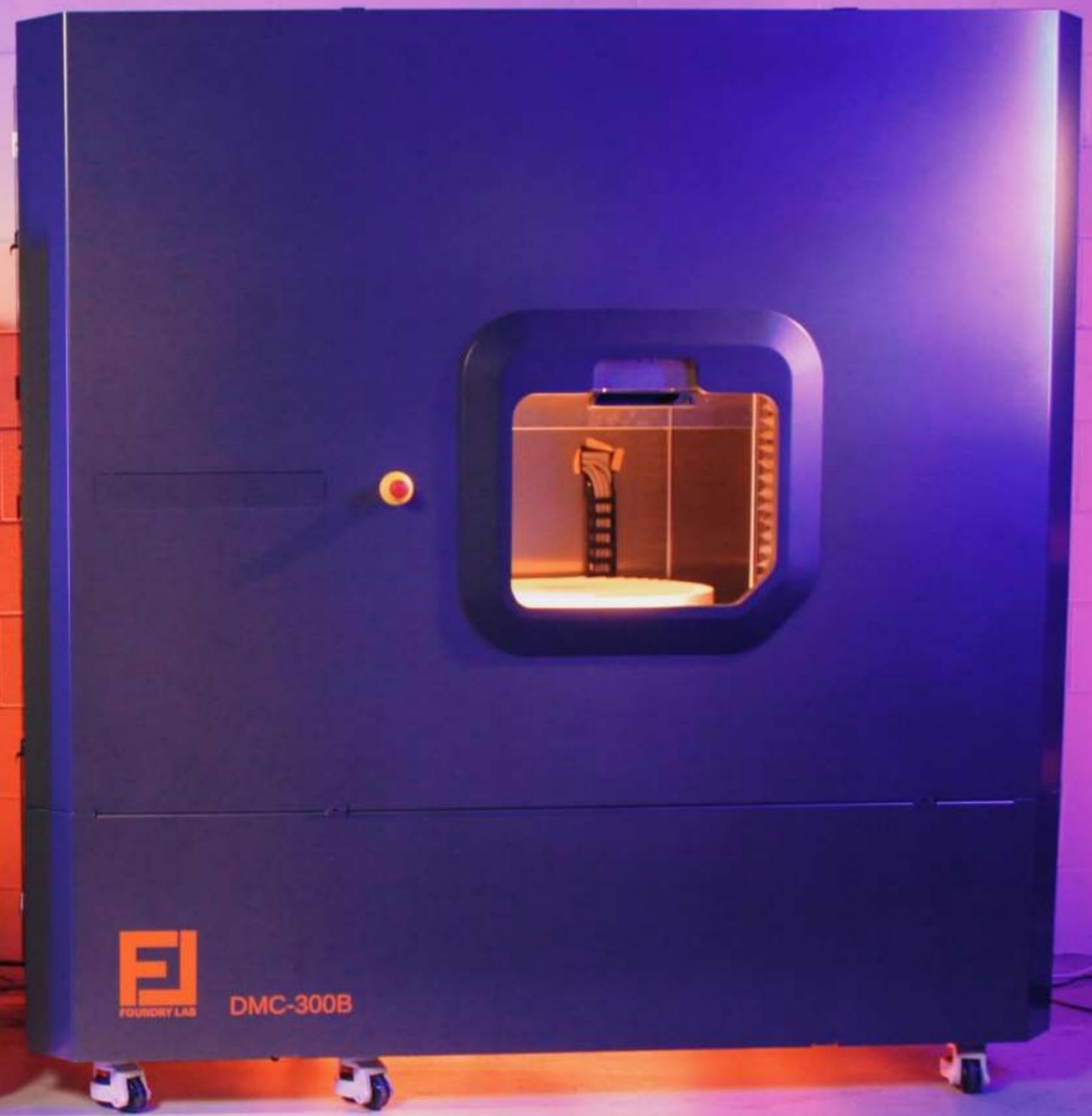
Series B, C, D,...

Growth & Expansion



CLEAN
↙







Artificial Intelligence



Agritech & Food



MedTech



Automation



Engineering



Sustainability

Pre-Revenue | IP Rich | Global

Who We Are Seeking

- Ambitious founders
- With a vision
- Who we can help to execute



Dr. Andrew McDaid
OPUM Technologies

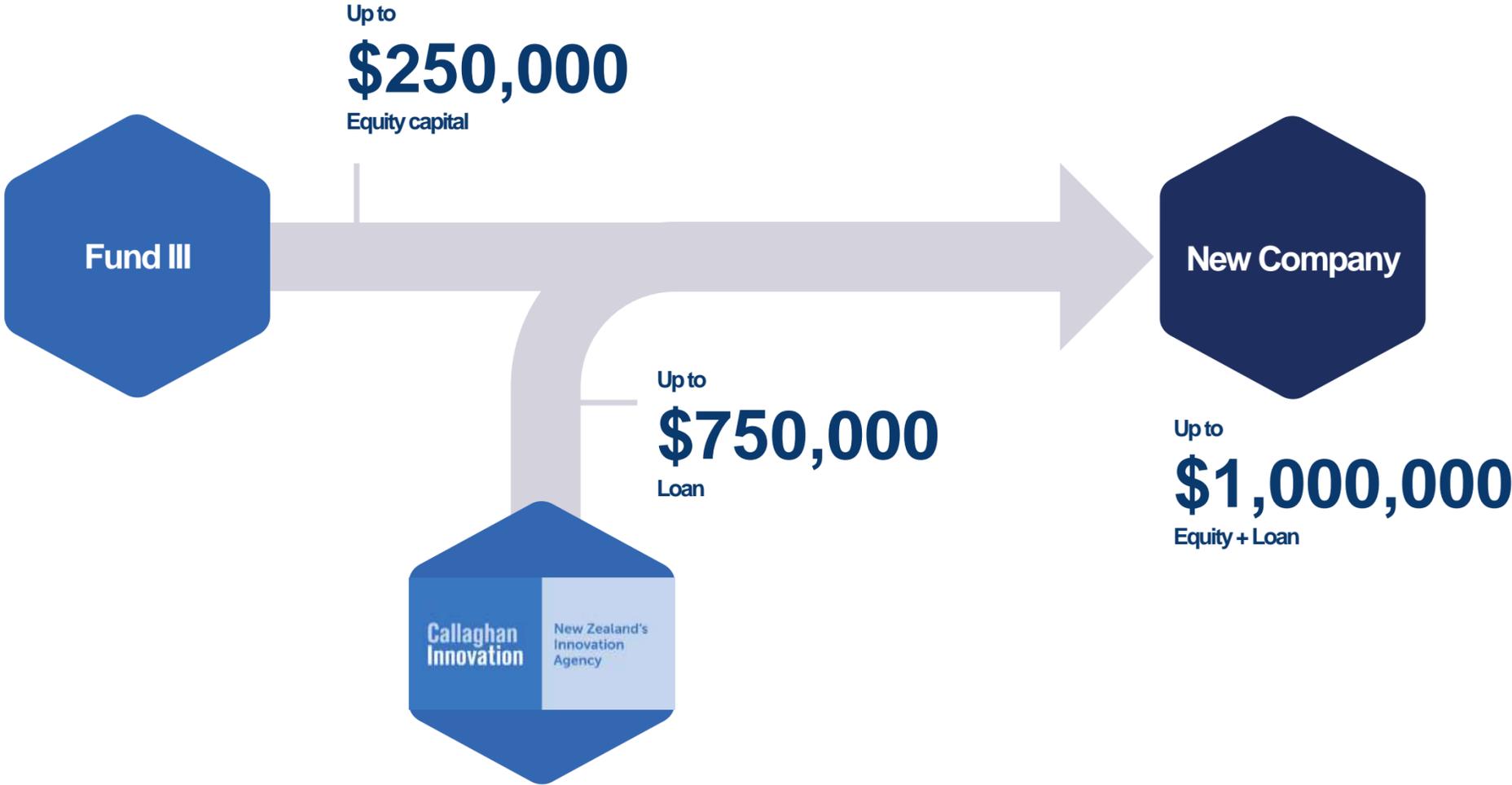


Dr. Avinash Rao
Argo Navis Aerospace



Claire Foggo
Sortify.tm

Investment Model



Active Investor with a Partnership Approach

- High conviction investor
- Active support for founding teams
 - ‘hands-on’
 - Templates, tools, and advice
 - Tailored expertise
- See the challenges coming
 - Leverage hard-earned wisdom and collective knowledge base



1. Tell us your story
2. Due diligence
3. Do the deal
4. Long term partnership
5. Success





 **Mastaplex**



 **AVERTANA**
ADVANTAGE BY INNOVATION

NYRIAD[™]
we make every bit count

 **Mint**
innovation

 Sortify.tm


FOUNDRY LAB

 **TDRI**

 MARAMALABS

insiteai


OPUM


ARCANUM

 **PiP**


ARGO NAVIS
AEROSPACE

CarbonCrop

 **HairSense**

 **Periomedic**



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