



# Spirit Ventures

Turning Research into Successful Companies

**EuroNanoForum – Malta - June 22 2017**

# KETs\* are Everywhere: No KETs → No IOTs, No EVs, No new mobiles

\* Key Enabling Technologies – photonics, photovoltaics, nanotechnology, advanced materials, industrial biotech, & semiconductors

**Information** Societal Challenges: Digital Society



Och, osynliga för det mesta:  
Mikro-nano-elektronik, Nanoteknologier  
Avancerade material, Mikro-mekanik (Silex)

Optiska nätverk

Lätta delar =  
Laser-  
Tillverkade

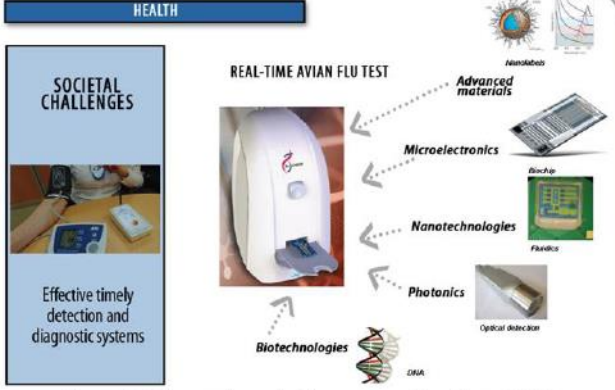



**HEALTH**

**SOCIETAL CHALLENGES**  
Effective timely detection and diagnostic systems

**REAL-TIME AVIAN FLU TEST**

Advanced materials  
Microelectronics  
Nanotechnologies  
Photonics  
Biotechnologies



*Figure 3: Advanced products are a combination of KETs: the case of real-time avian flu monitoring*

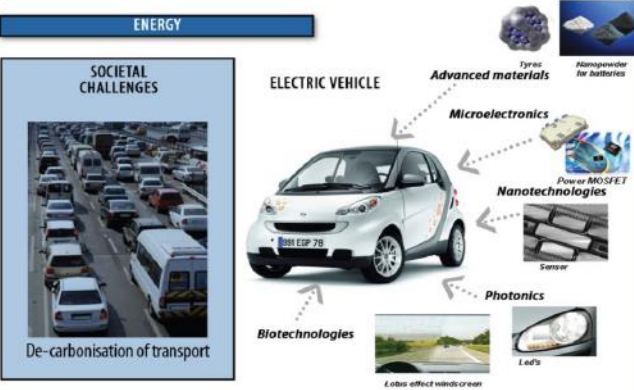
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**ENERGY**

**SOCIETAL CHALLENGES**  
De-carbonisation of transport

**ELECTRIC VEHICLE**

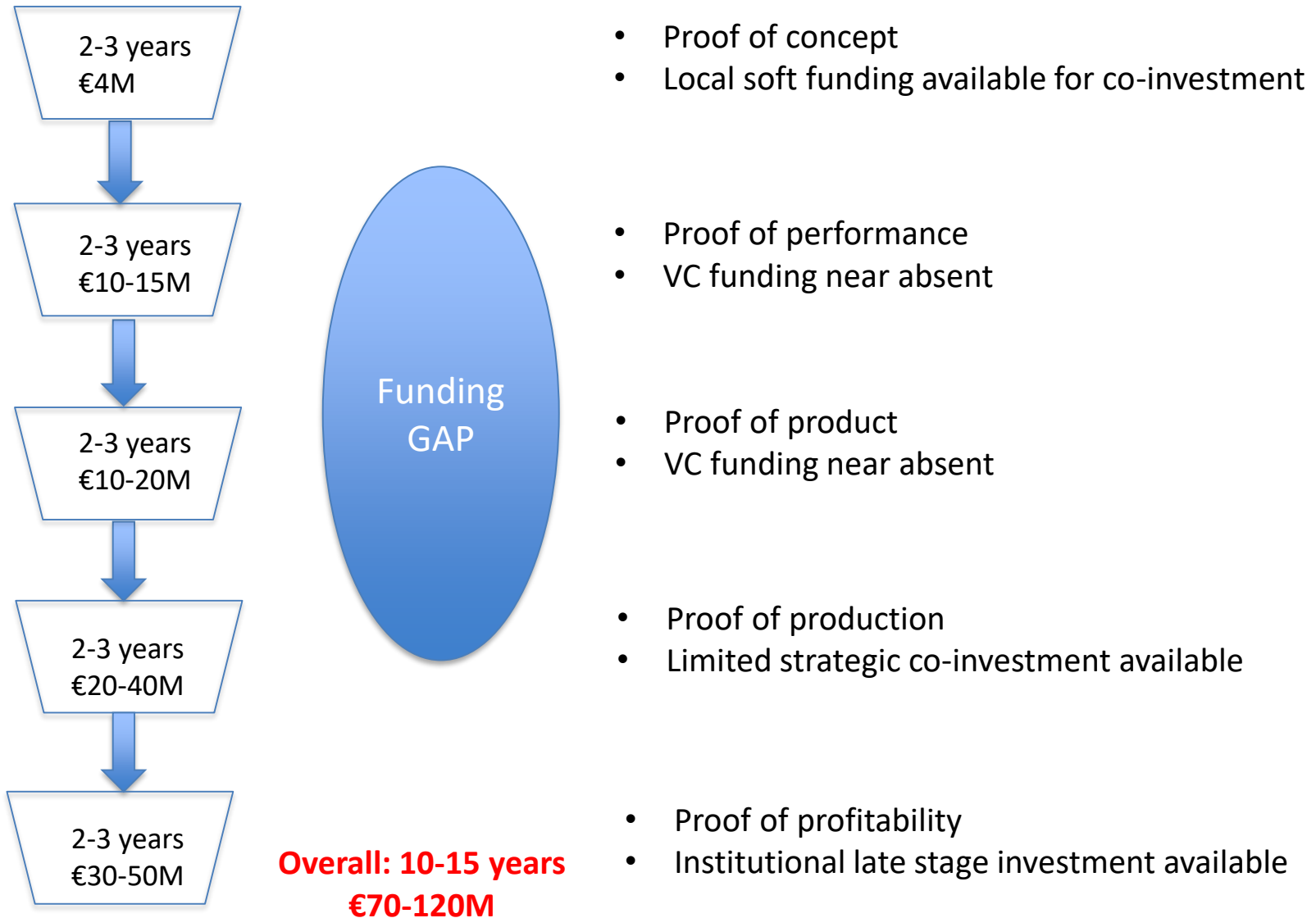
Advanced materials  
Microelectronics  
Nanotechnologies  
Photonics  
Biotechnologies



*Figure 1: Advanced products are a combination of KETs: the case of the electric vehicle*

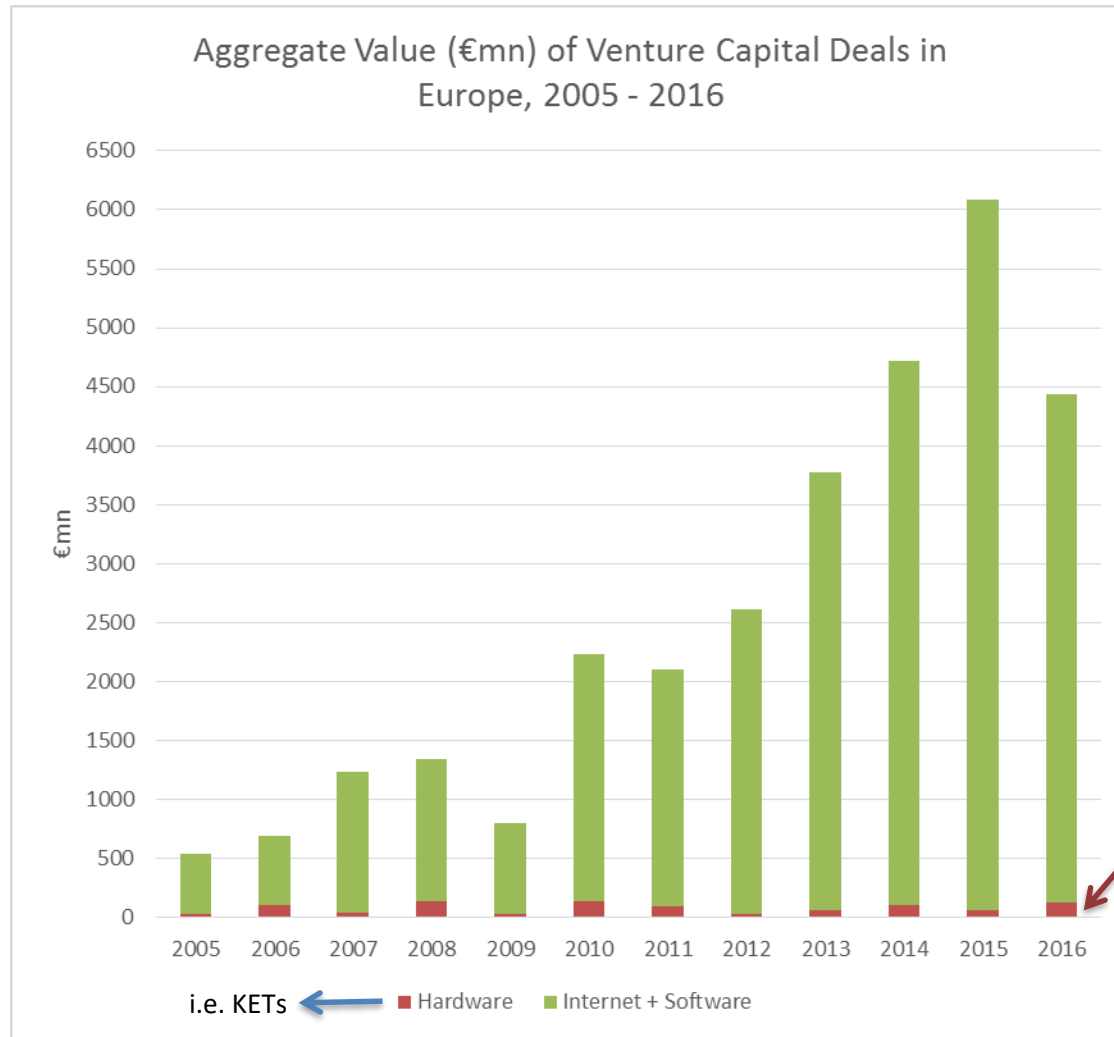
Source: Pierr-Yves Fonjallaz, Photonics Sweden

# Developing KET companies takes time and money



# But there is a big funding gap for KET companies

Without better VC support for KET's; we risk losing a strong technological base!



Source: Preqin

# ... has received overwhelming local support



Oulu, October 17, 2016

To: European Fund for Strategic Investment (EFSI) Investment Committee

Re: Northern European Venture Capital Fund for Key Enabling Technologies

Dear Sir/Madam,

We support a new fund initiative to invest in key enabling technologies (KETs) in Northern Europe (KETs cover sectors such as nanotechnology, semiconductor, photonics, photovoltaics, advanced materials, bioengineering, and related areas). This new fund concept, called Spirit Ventures, is addressing a growing problem in our technology infrastructure; namely the funding gap between very early-stage seed financing and late-stage expansion needs of promising KETs companies.

Spirit Ventures is targeting this neglected KETs sector with a longer investment time horizon than today's traditional venture capital funds, and is also structured to invest sufficient capital, in syndication with other funds, to see the project through to commercial success.

Northern Europe (the Nordic and Baltic countries) has many universities, research institutes, and an expanding engineering and business cadre, which coupled with a fertile entrepreneurial environment, generates many interesting investment opportunities.

PrintoCent community, located in Oulu, Finland with its over 25 start-ups are developing thin, flexible, organic and large are electronics based new products and related value chains utilizing design and manufacturing processes of Printed Electronics and Printed Intelligence developed in the last 15 years mainly by support from EU FP -projects. At the moment first start-ups have got first and second round investments mainly from Finland, but long term VC funding is needed to build the critical mass in the companies to reach out for global business and keep the manufacturing processes in Finland.

We support this effort and believe that the formation of a fund like Spirit Ventures would bring great societal and economic benefits to the Northern European region.

We are happy to provide any further information about PrintoCent [www.printocent.net](http://www.printocent.net) related to the initiative described above.

Best regards,

Prof. Harri Kopola  
Chair of PrintoCent Board

Ilkka Kaisto  
Director, PrintoCent

2 samples of 19 letters  
of support from local  
industry & research  
groups

Held 12 RoundTable  
meetings:  
- Malmö, Lund (2x),  
Linköping, Gothenburg,  
Stockholm (2x),  
Köpenhamn, Uleå,  
Helsinki, Hamburg,  
Brussels

Region Skåne

September 29, 2016



1 (1)

To: European Fund for Strategic Investment (EFSI) Investment Committee

## Letter of support

Region Skåne is positive to the new fund initiative to invest in key enabling technologies (KETs) in Northern Europe. This new fund concept, called Spirit Ventures, is addressing a growing problem in our technology infrastructure; namely the funding gap between very early-stage seed financing and late-stage expansion needs of promising KETs companies.

Spirit Ventures is targeting this neglected KETs sector with a longer investment time horizon than today's traditional venture capital funds, and is also structured to invest sufficient capital, in syndication with other funds, to see the project through to commercial success.

Northern Europe has many universities, research institutes, and an expanding engineering and business cadre, which coupled with a fertile entrepreneurial environment, generates many interesting investment opportunities.

Region Skåne works intensively in supporting the development of an international ecosystem for innovation in connection to the coming large-scale research infrastructures of European Spallation Source (ESS) and MAX IV. If Northern Europe are to harvest on the huge potential these facilities bring along, we need to establish initiatives such as Spirit Ventures.

We support this effort and believe that the formation of a fund like Spirit Ventures would bring great societal and economic benefits to Northern Europe.

Mikael Ståmming  
Director of regional development

# Spirit Update

- EFSI funding application have been submitted.
- China trip yielded strong interest from several funds. All Chinese investors would like to first see EFSI support for Spirit.
- Received EuVECA regulatory approval from the Sweden Financial Authority (valid for all of Europe).
- Portfolio company pipeline is growing nicely. Many exciting investment opportunities.
- We remain active in the Northern Europe and KET spheres: a) panel speaker at Latitude 59 (Estonian technology conference) in late May in Tallinn, b) speaker and judge at InnoFest in Oulu (Finland) in early June, and c) and speaking at the NanoForum conference (Malta).

# Fund Terms

- Fund size: €300M
  - EU strategic investment fund (EFSI) among other LPs
  - Second tranche if demand is > €300M
- Partnership life: 15 years
- Management fee: 2% annually
- Carried interest: 20% of performance, earned only after LPs recoup their original investment
- Fund Domicile: Luxembourg
- Legal Counsel: Ramberg Advokater AB, Luther SA (Luxembourg)