



FUTUREA

CAPITAL

# ABOUT US

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Futurea Capital is born from the union of different skills in the financial sector. A meeting place between the world of investment funds and the innovation ecosystem.

From the intersection of the innovative and financial landscapes comes Futurea Capital: the first investment vehicle that invests in **startup factory mode**.

Futurea Capital **creates and holds** 100% of the startups in which it invests, adopting a pioneering model unique in the investment market. The startups are all created by Futurea Capital.

# FEATURES

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FUTUREA CAPITAL IS AN EQUITY HOLDING COMPANY

01

Holds 100% of the startups it creates

02

Manager of the holding company: Futurea srl (A shares)

03

The investor enters at the nominal value (B shares)

04

Futurea remuneration: Performance fee (zero management fee)

05

Diversification: investment in 20 new startups in 5 years

06

30% tax incentives for italian citizens, as provided for investments in innovative startups

07

Liquidation preference for investors

08

Visibility and transparency

# WHY FUTUREA CAPITAL?

The innovation ecosystem in Italy is composed of several actors.

In this landscape, analysing the dynamics between investors and startups, there is a mismatch between the interests of investors and those of startups.



## High valuation

Early-stage startups propose high valuations, making investors doubtful.



## Track record/skills

Investors wonder if the people they invest in have the right skills.



## Ethical/moral topics

Investors wonder if their money will be invested correctly.



## Governance

Typically, investors would like to have a direct line with the management of the company.



## Exit

Investors wonder when and how they will recoup their investment, along with the anticipated rate of return.

# A NEW INNOVATION ECOSYSTEM

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Futurea Capital wants to become an innovation hub by achieving these goals:

- Generate innovation
- Invest in the real economy
- Limit investment risk to business risk only



**OPERATIONAL  
OBJECTIVE:  
20 PROJECTS  
IMPLEMENTED**



**SOCIAL OBJECTIVE:  
100 NEW HIRES  
IN THE TERRITORY**

# REQUIREMENTS FOR EACH PROJECT

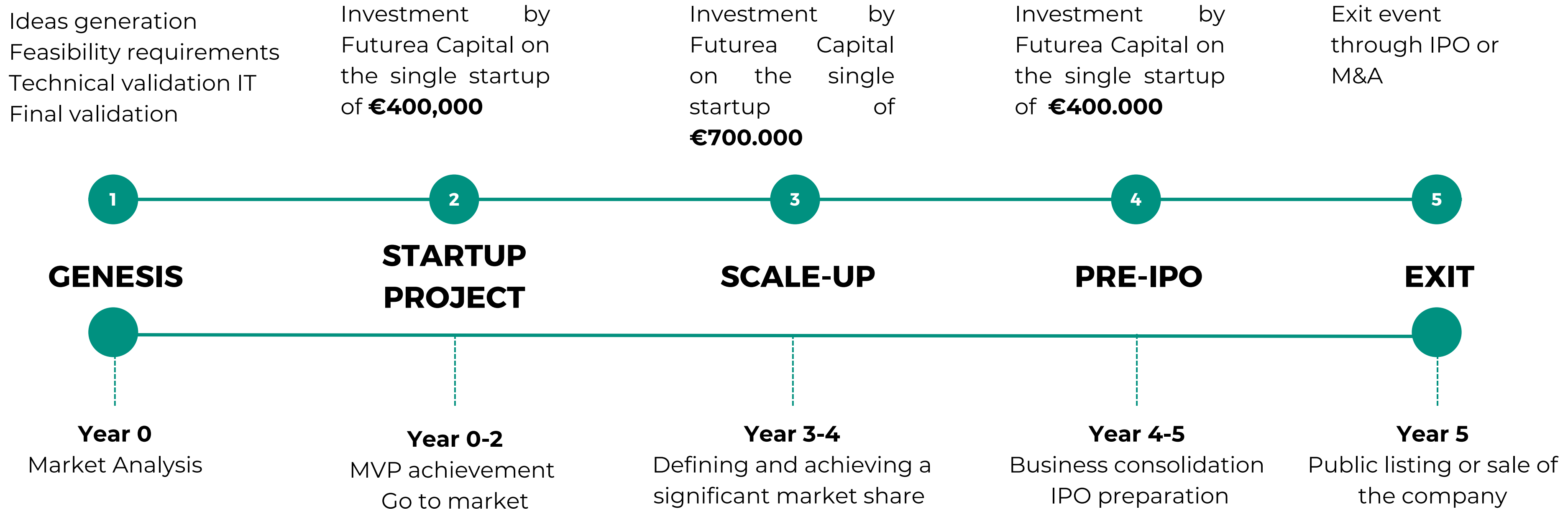
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Futurea Capital startups are generated internally through a well-defined investment process.

All new ventures must meet the following criteria:

- B2B market;
- International vocation;
- 100% digital;
- Simple structures with agile teams;
- Ability to generate revenue with a limited number of clients;
- Early identification of the first 5 clients;
- Technical feasibility in a short time (fast go to market);
- Each individual initiative must be able to pay back the entire investment.

# INVESTMENT PROCESS



• Capital invested 1.5 million for each individual initiative

# PROSPECTS FOR EACH PROJECT



## DURATION

**5 years**

## CAPITAL INVESTED

**1.5 million**

## TURNOVER

**Target turnover 1 million euros by the fifth year**

## GOALS

- **Breakeven**
- **EBITDA +**
- **Listing**
- **Valuation > 10M**



# AREAS OF REFERENCE

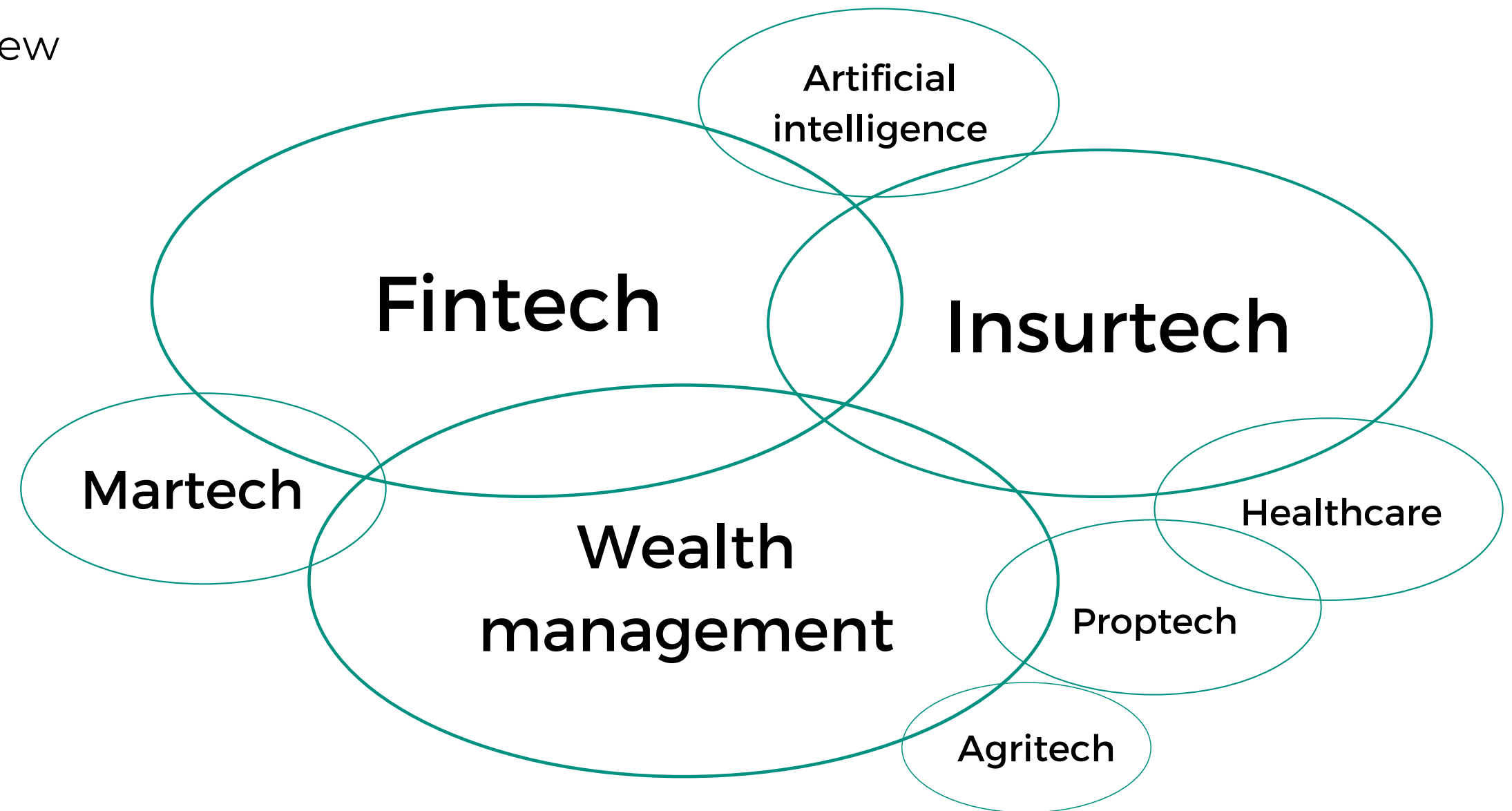
In four years we will be able to realise 20 new projects in the main areas of innovation.

**53%**

IRR double the average.  
53% versus 21.3% of traditional startups.

**40%**

40% success rate compared to 5% of startups founded without startup studio.



# A NEW INNOVATION ECOSYSTEM

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**30M**

Futurea Capital Total Investment

**100M**

Target total funding in IPO

**300M**

Total post-IPO market capitalization

**10X**

Target minimum return 10x in 8 years



# TEAM

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**Elisa Bancalà**

Managing Director

Biomedical engineering graduate with decades of experience in multinational companies and startups. Extensive knowledge of the innovation world and expertise in raising capital, managing and evaluating startups.



**Giorgio Ventura**

Managing Partner

Graduate in Economics, Master in Digital Business and more than 25 years of experience in the financial sector. Ex Global Head of Sales at Carmignac, Eurizon and Executive Director at Lehman Brothers.



**Fabio Bancalà**

Managing Partner

Graduate in Economics and Strategic Science with over two decades of experience as an executive in public administration. Business strategy expert with expertise in Fintech and Digital.



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