



START-UPS



The place to go for innovators in Deep Tech

PoliHub is not an accelerator standing alone but is linked with Politecnico di Milano. Especially because it operates around deep tech, it needs to be tied up with researchers and universities.

Politecnico di Milano in some figures:

+43 500 students

+1000 Phd students

+1000 professors and researchers

TECHNOLOGY TRANSFER PROCESS

The utility of working together with universitarian network:

Universities have TTO, Technology transfer process, that helps them in their day to day work to bring the tech from knowledge to the market. For that matter, a VC fund has been built, Poli360 in partnership with 360 capital partners, in order to invest in Deep tech projects from the University.

WHAT IS DEEP TECH ?

Deep tech is a particular business model: While classic startups have a seed phase where the market / product fit is tested, and some become early stage A before an exit, the process in deep tech startups is different.

The projects mostly come from universities, where technologies have been discovered and studied for 3, 5, or 7 years, and there is a will to push it to the market. Therefore, there is a very long R&D phase, then exploitation, and the exit comes quite quickly during the go to market phase.

Common elements in Deep Tech:

- Scientists, Engineers
- Significant R&D investments
- Extended R&D phase
- Physical Products
- Focus on big problems
- Based on proprietary technology

POLIHUB'S COMMUNITY & MEMBERSHIP

An important question to know whether or not to follow a project: if the technology can be developed, how interesting and relevant is it? What impact? The question is not so much about feasibility, that is in the fields of ingeniors. The real role of PoliHub is to question and establish a true impact of the technology.

PoliHub's goal is mainly to enable people and have an impact thanks to technology -it's not technology just to develop knowledge and technology itself, but to make it possible that in our daily life we are enabled by technology.

How does PoliHub operates with these start up?

A three-part program with different ways to work with startups:

- 1 Pre-acceleration : they help teams to work on the entrepreneurial aspect, the mindset, they make them want to change the world. They teach them to focus on the impact they can have, further than the strictly technological aspects.
- 2 Incubation
- 3 Acceleration

PoliHub is also a part of the Deepetech Alliance in Europe: a network of incubators and start-ups around the same subjects. Created in Israel by an incubator with military spin off.

The poliHub community is a very important part, as networking and events are opportunities to make ideas meet to bring technologies to the market. The community is made of startups, mentors, innovation managers from firms.

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POLIHUB AND OPEN INNOVATION IN BIG COMPANIES

ENI	WURTH	GRUPPO CAP
<p>ENI is focusing on Open Innovation in order to connect with startups and learn new ways of interacting with the market. To create connexion with startups the incubator Joule has been created with a Human Knowledge Lab and a Human Knowledge Open (Online). The objective of this incubator is to help startups to grow and create links with ENI's BUs : win-win outcomes.</p>	<ul style="list-style-type: none"> ▪ The Wurth Hub in Italy has taken place in the NOI technology park in order to develop an open innovation program. ▪ It is the 1st year experiment of this program, initiated in Italy, but they plan to develop in the group. They applied for PoliHub to help them extend this program. In other branches, especially in Wurth global, they have significant R&D projects, but they are not oriented open innovation and startups as this program 	<p>For now, they invest mostly in research, and decide to give voice to other actors and startups by launching an open innovation program. This program involves universities, startups, companies.</p> <p>They have need in innovation in the fields of Digitalization and circular economy</p>

PARTNERSHIP BETWEEN POLIHUB AND 360 CAPITAL PARTNERS

360 capital partners is a leading european VC fund with focus on deeptech and digital innovation. As a VC fund, 360 capital partners also provides startups strategic advisory, network and partnerships and international dimension

3 funds are actually investing:

- Fund V: 100M€ for investments from 2M€ to 10M€ in serie A and B
- Poli360: 60M€ for investments from 100k€ to 4M€
- A+360: 100M€ for investments from 100k€ to 4M€ in seed and pre-seed

Venture capital is clearly a risky business for 3 main reasons:

- Technological risk
- Execution risk
- Market risk



STARTUPS FROM THE POLIHUB'S ECOSYSTEM

MG SHELL	LITHIUM LASERS	AGADE
<p>Intraocular biodegradable drugs and delivery device. The device is clinically injected in the eye without any surgery to cure AMD</p> <p>Business Model :</p> <ul style="list-style-type: none"> - Partnerships with pharma companies - Enter the market with minimum resistance 	<p>Deeptech startup using photonic technology to provide high precision machining laser</p> <p>This technology is 10 times faster, helps to optimize the process and to avoid post processing. Lithium lasers has already raised 700k€ and wants to dive into market in 2022.</p>	<p>New generation of exoskeletons in order to reduce injury and downtime costs in logistics. The product has a 20h battery autonomy and weights 4,5kg</p>



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