



Draper Cygnus

VC FUND

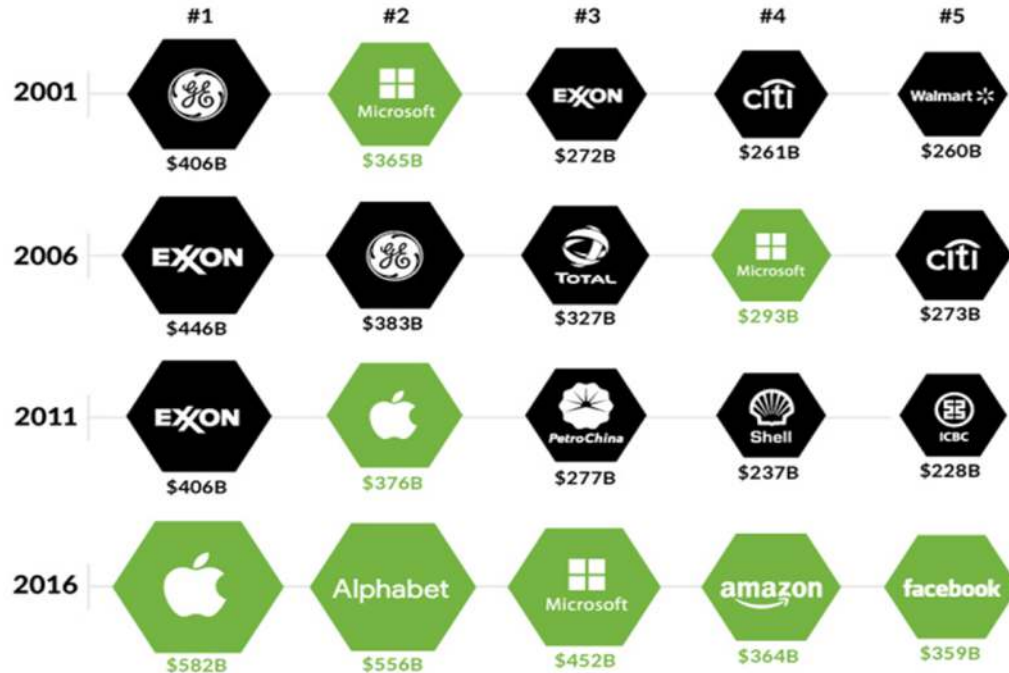
The largest companies by market cap

The oil barons have been replaced by the whiz kids of Silicon Valley



Top 5 Publicly Traded Companies (by Market Cap)

● Tech ● Other



VC –Backed Companies as percentage of public U.S. Companies founded since 1979

43%

Total Number

57%

Total Market
Capitalization

38%

Total Employees

82%

Research &
Development

Capital Creates Industries

Technology

- Consumer and Industrial Products
- Agricultural Products
- Regenerative Medicine
- Human Therapeutics/Biologicals

Medical Devices

- Minimally Invasive
- Drug Delivery
- Neuro-stimulation
- Prosthetics
- Surgical Devices
- Patient Monitoring

Care

Healthcare

- Prescription Management
- Hospital Management
- Medical Payment

Information Technology
17,000+ Companies Funded

- Computer Hardware**
 - Scanners
 - Terminals
 - PDA's
 - Personal Computers
- Internet**
 - Social Media
 - Information Portals
 - Online Gaming
 - Email
 - E-Commerce
 - Search Engines
- Computer Software**
 - Database Management
 - Groupware
 - Cloud Computing
 - Business/
 - Encryption/Security
 - WANS/LANS
- Communications**
 - Wireless Devices
 - Instant Messaging
 - Networking
 - Satellites
- Semiconductors/Electronics**
 - Fabrics
 - Wafers
 - Lasers
 - Fiber Optics
 - Controllers/Sensors

Clean Technology
900+ Companies Funded

- Energy Efficiency**
 - Smart Grid
 - Lighting Systems
 - Advanced Building Materials
- Energy Storage**
 - Battery Technology
 - Pump Storage
 - Flywheels
- Pollution Control**
 - Air Filtration
 - Recycling
 - Water Purification
- Alternative Energy**
 - Nuclear
 - Solar
 - Wind
 - Biomass
 - Electric Automobiles
 - Geothermal
- Rare Earth Mineral Mining**
- Natural Gas**

Percent of VC-Backed Jobs in Major Industry Sectors

90% Software

734,064 VC-BACKED JOBS

74% Biotechnology

427,353 VC-BACKED JOBS

72% Semiconductors/Electronics

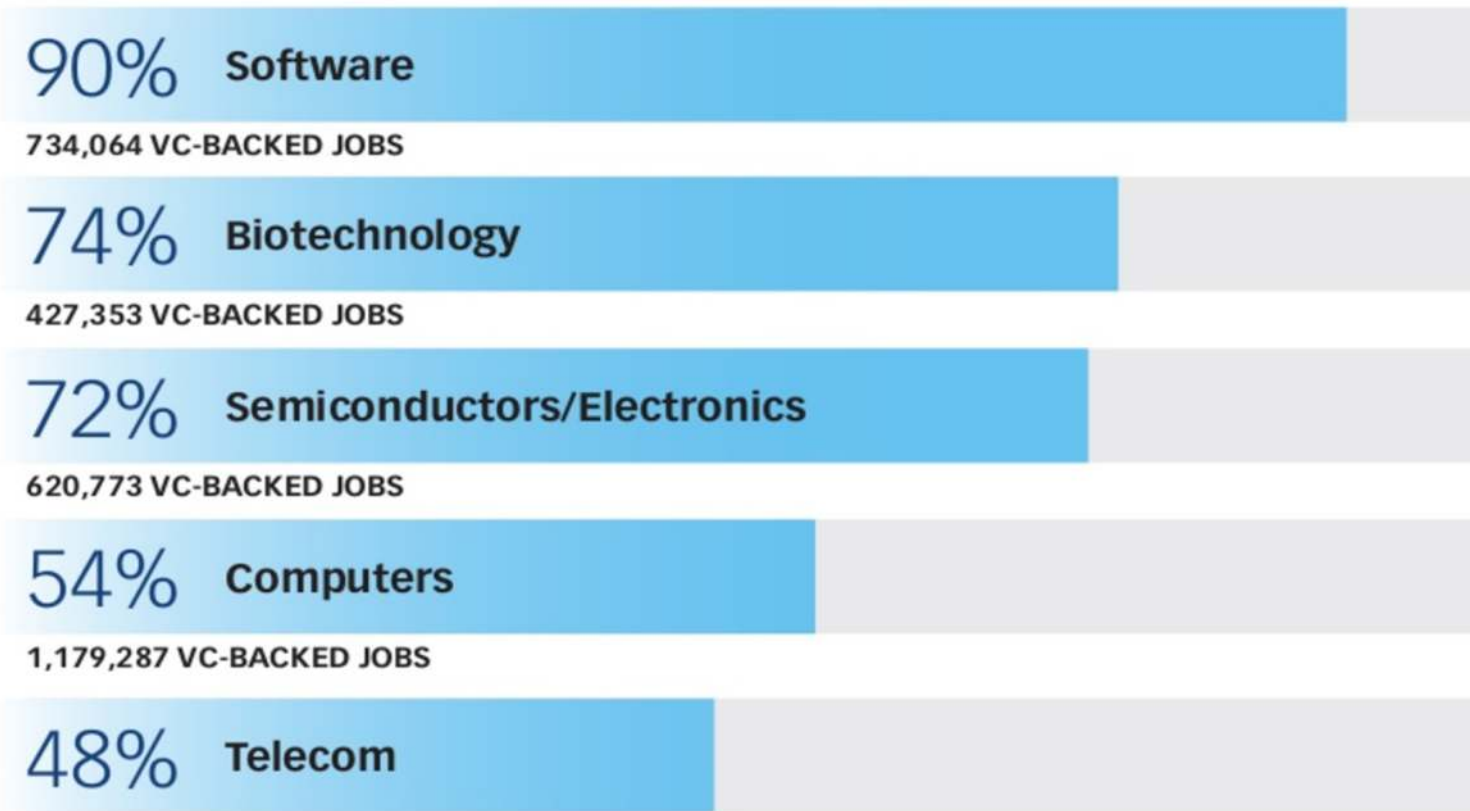
620,773 VC-BACKED JOBS

54% Computers

1,179,287 VC-BACKED JOBS

48% Telecom

445,596 VC-BACKED JOBS

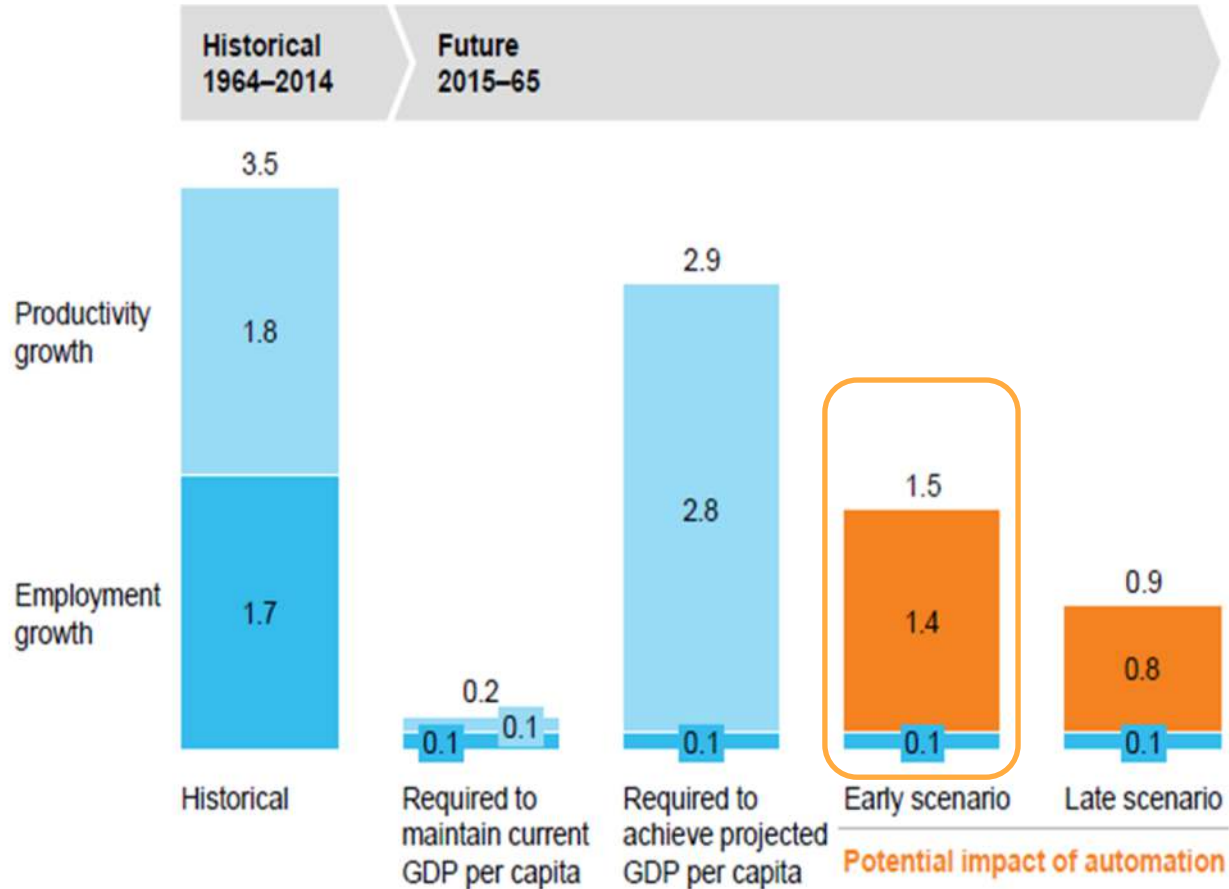


**in coming years
impact will be 10X LARGER**

**automation is
required to
generate +50% of global
growth**

GDP growth for G19 and Nigeria

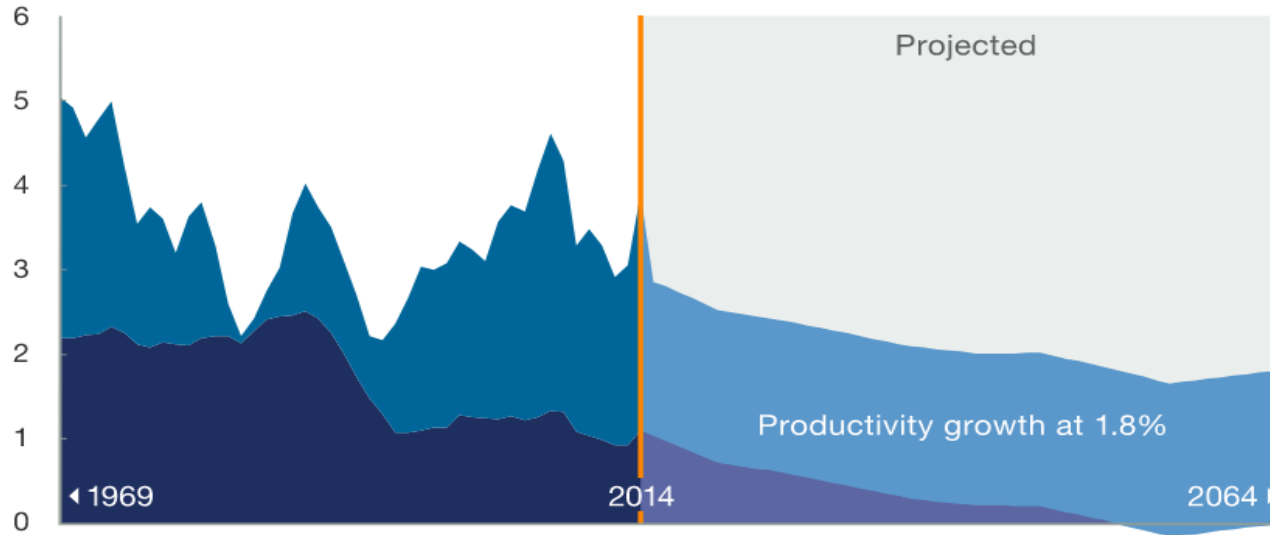
CAGR %



Productivity must pick up the slack

GDP growth, rolling 5-year periods, CAGR,¹ %

■ Employment ■ Productivity



¹Compound annual growth rate.

Source: The Conference Board Total Economy Database; International Labour Organization; United Nations Population Division; McKinsey Global Institute analysis

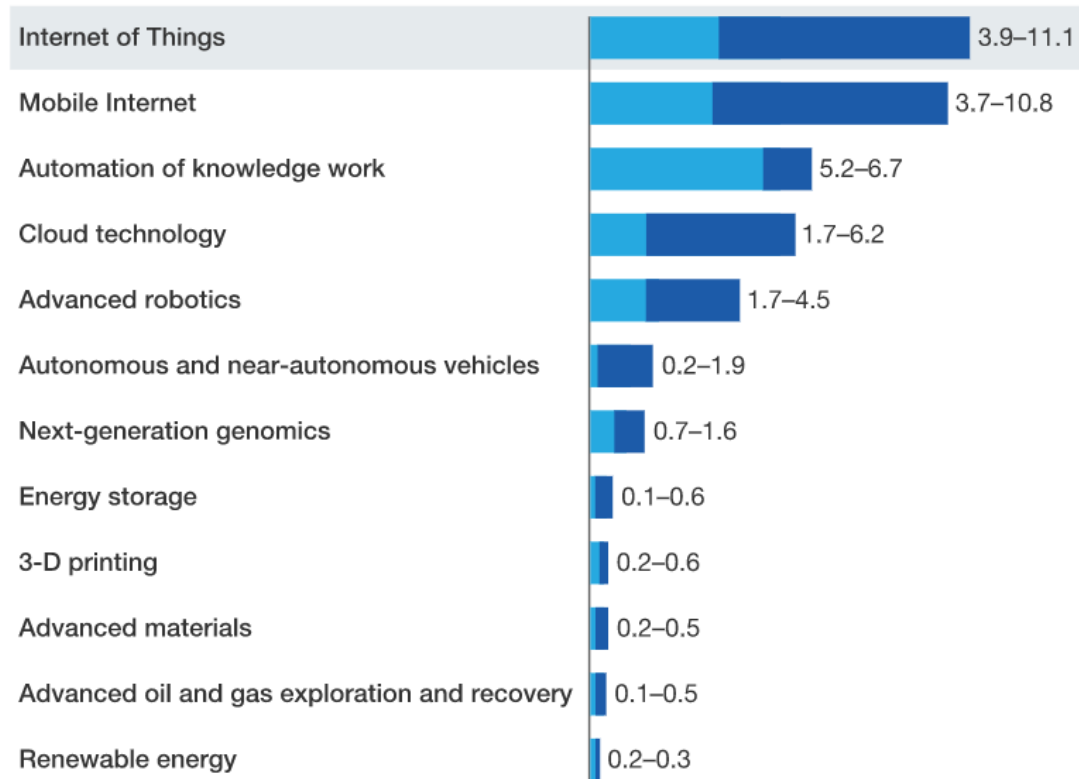
**Productivity growth from
automation**

0.8 to 1.4%



The Internet of Things will have substantial economic impact by 2025 among a list of disruptive technologies.

Range of sized potential economic impact  X–Y



DISRUPTIVE TECHNOLOGIES

19 to **45** trillion
global economic impact by 2025

by 2025

\$**31.7**

TRILLION
MARKET CAP

4.5x

current
NASDAQ100
MARKET CAP



Draper Cygnus

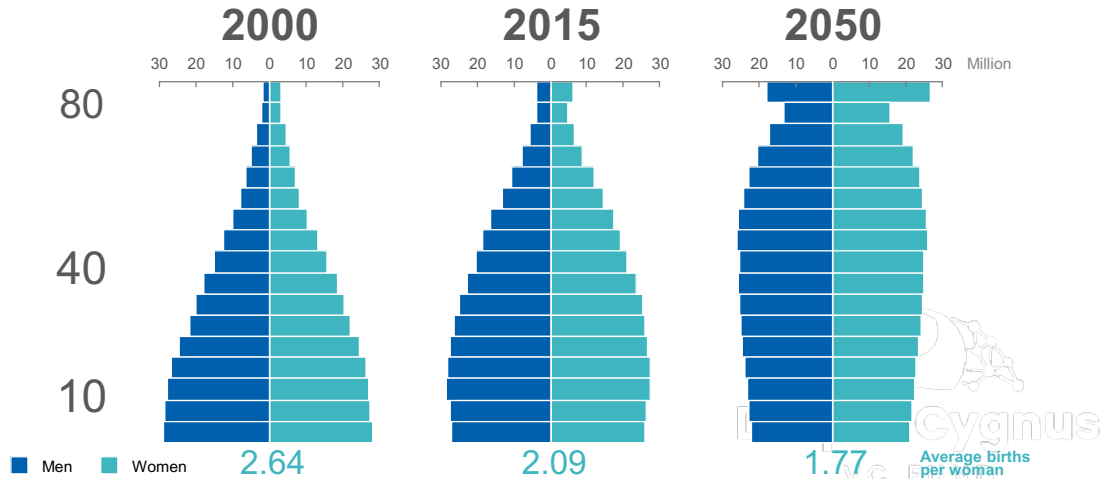
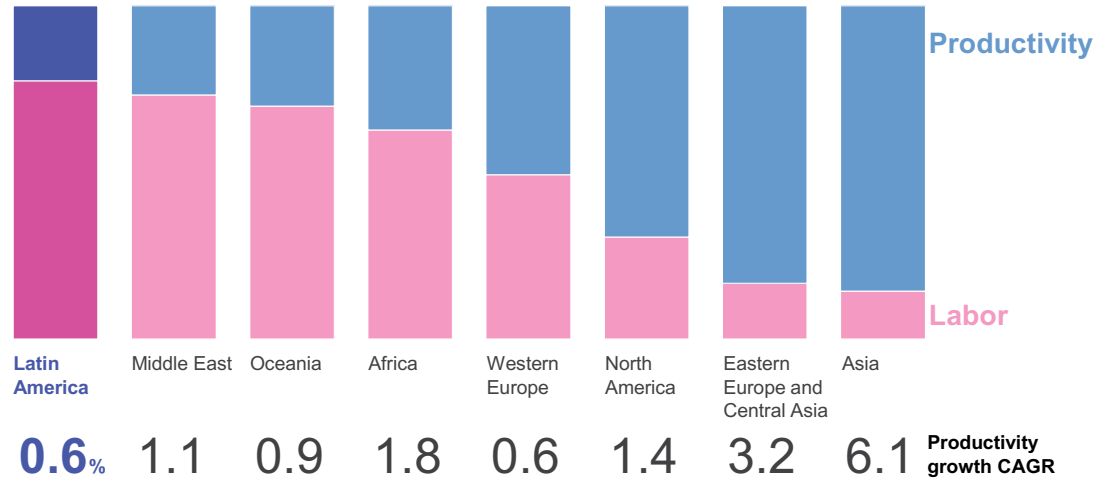
VC FUND

LATAM and Argentina

Demographics based growth

no longer available

SOURCE: McKinsey

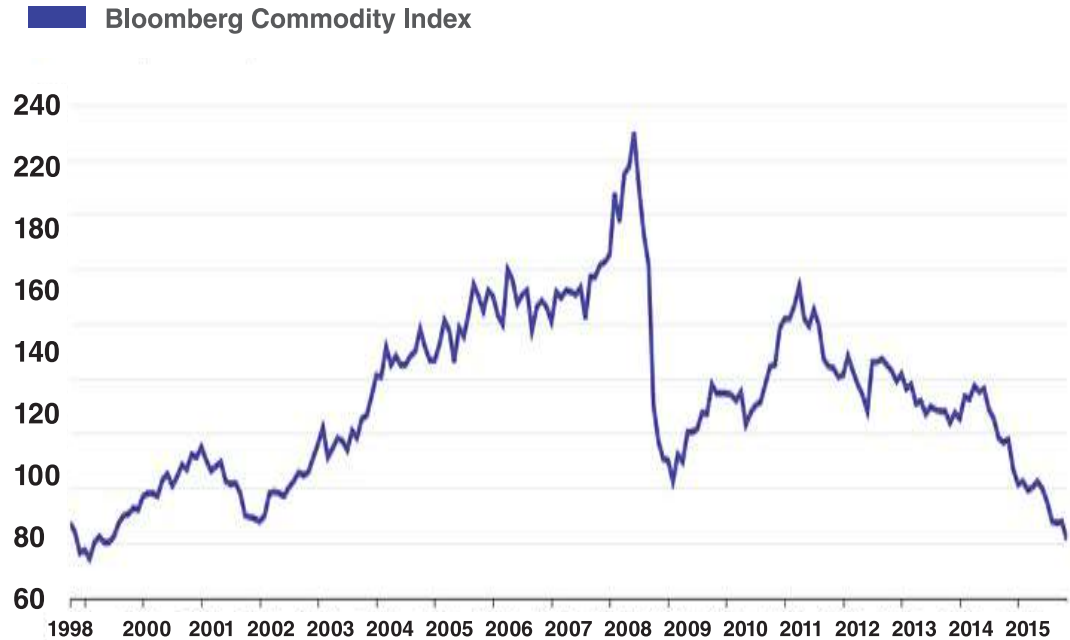


LATAM and Argentina

**Key growth
driver:
Commodity
supercycle**

Gone!

SOURCE: McKinsey

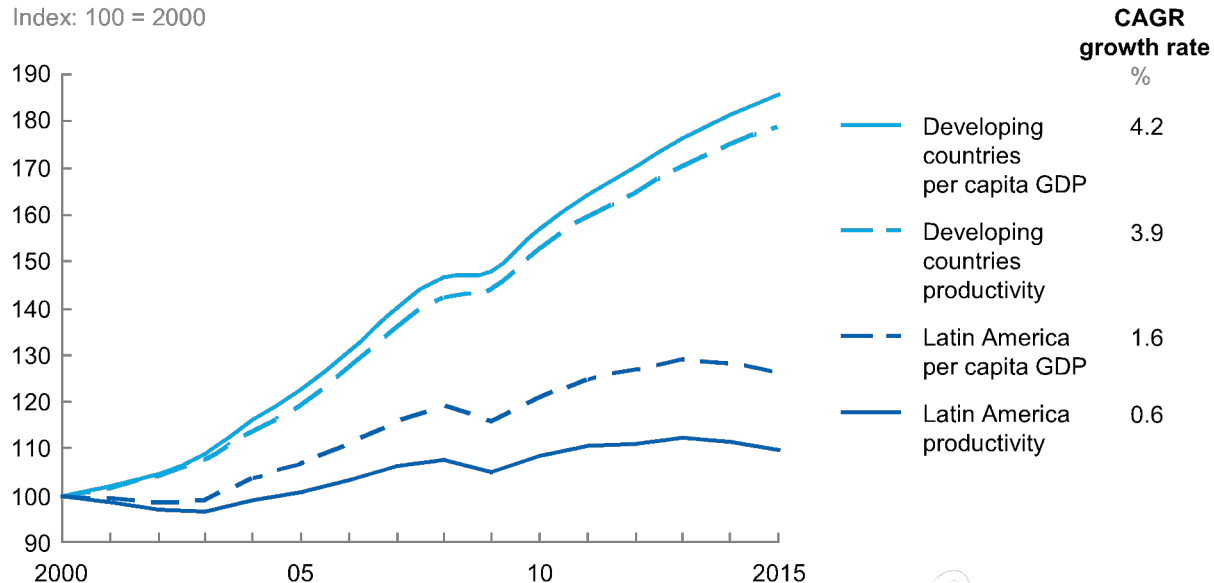


LATAM and Argentina Productivity Low and stalled

SOURCE: McKinsey

Per capita GDP and productivity growth in Latin America vs. developing countries, 2000–15

Constant \$
Index: 100 = 2000

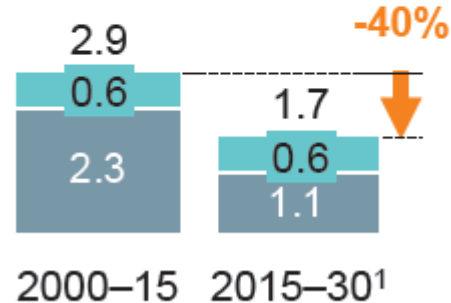


SOURCE: IMF; World Bank; ILO; McKinsey Global Institute analysis

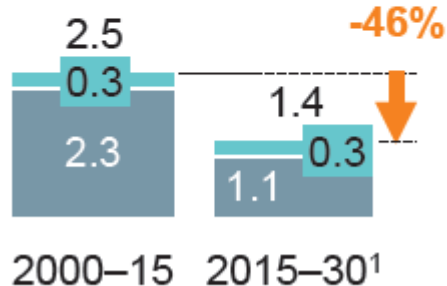
LATAM and Argentina GDP growth could FALL 40% without productivity growth

SOURCE: McKinsey

LATIN AMERICA AVERAGE



ARGENTINA



■ Productivity growth
■ Employment growth

the model that works is

Great entrepreneurs

+

Venture Capital

+

Govt support



Draper Cygnus

VC FUND

Argentina

1/20

VC investments in
the region (2016)

vs.

4/9

LATAM unicorns

OPORTUNIDAD LOCAL

2018 SERÁ EL AÑO DEL VENTURE CAPITAL EN ARGENTINA



1
**Ecosistema
Emprendedor**



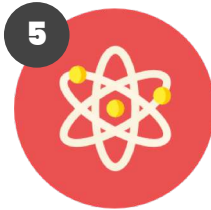
2
**Escasos
fondos de
inversión**



3
**Beneficios
fiscales y ley de
emprendedores**



4
**Fuente de
dealflow de
startups**



5
**Alto desarrollo
en ciencia y
tecnología**



DRAPER CYGNUS VC FUND



Draper Cygnus

VC FUND

EQUIPO

MANAGING PARTNERS



**Tim
Draper**



**Diego
Gonzalez Bravo**



**Ignacio
Plaza**



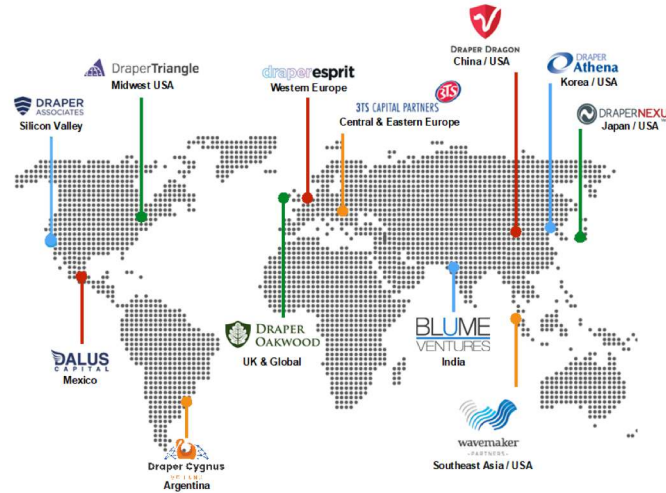
**Diego
Steverlynck**

EQUIPO

SOCIO ESTRATÉGICO



Tim Draper

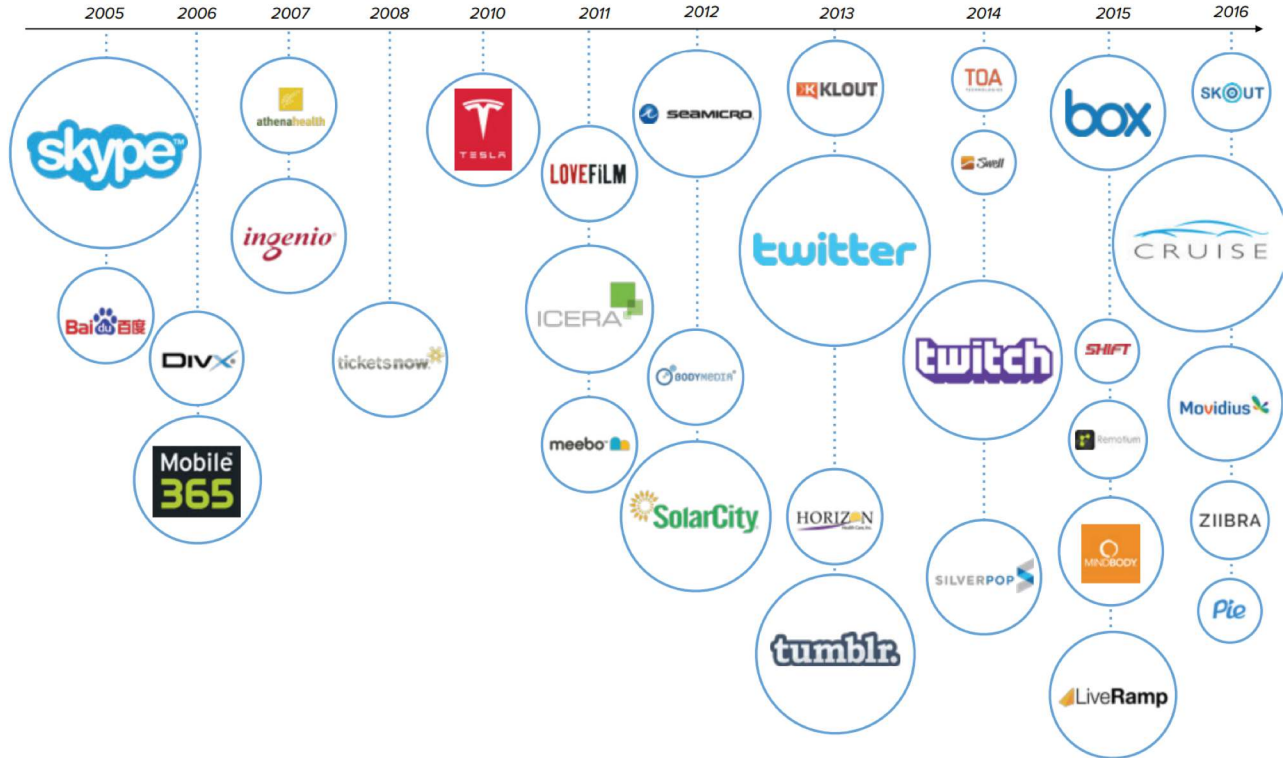


EQUIPO

SOCIO ESTRATÉGICO EXITS



Tim Draper



Exec Team



Ignacio Plaza



Draper Cygnus

VC FUND

STRICTLY PRIVATE AND CONFIDENTIAL

Exec Team



Diego Gonzalez Bravo



Draper Cygnus

VC FUND

STRICTLY PRIVATE AND CONFIDENTIAL

Exec Team



Diego Steverlynck

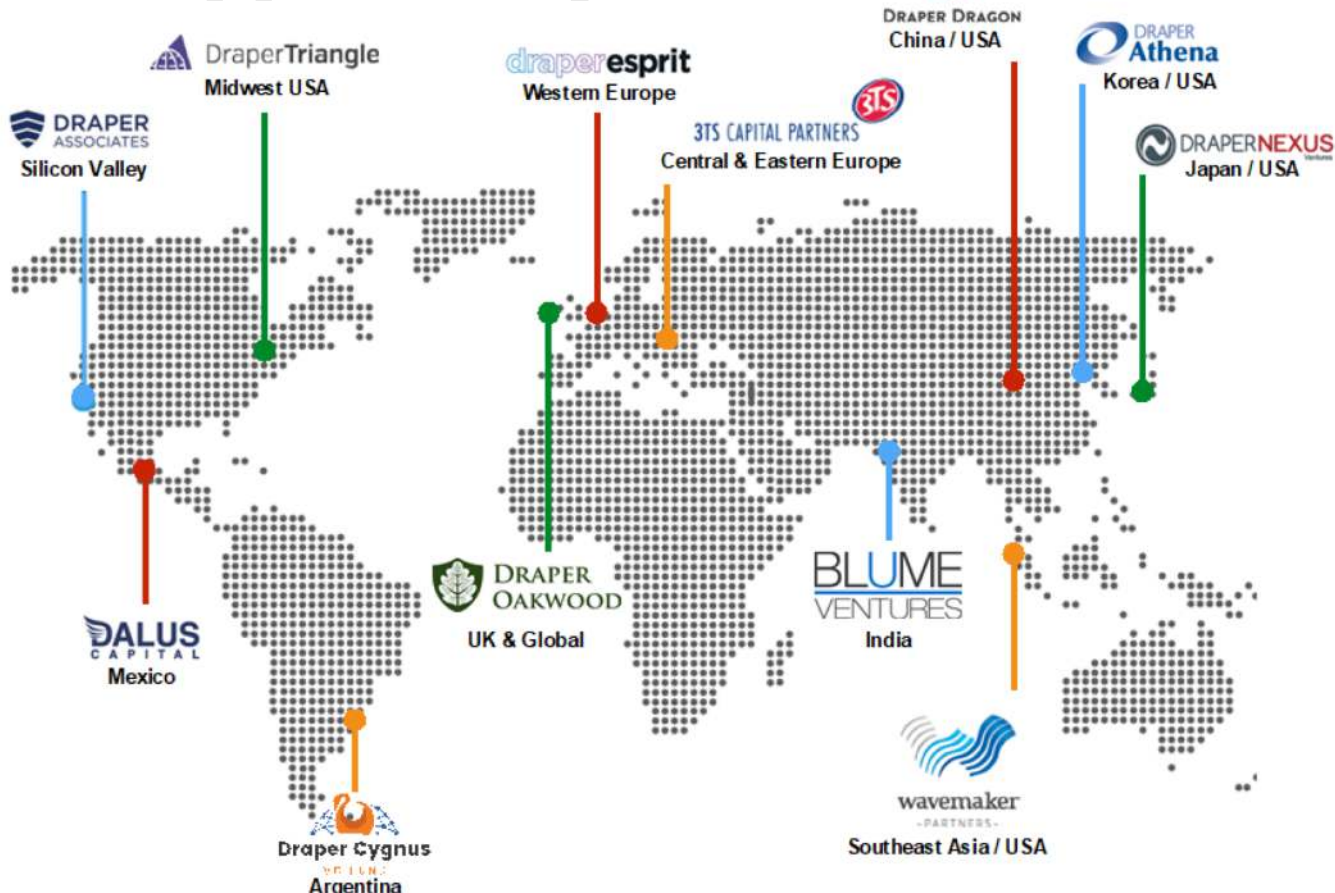


Draper Cygnus

VC FUND

STRICTLY PRIVATE AND CONFIDENTIAL

“Talent is equally distributed but opportunity is not”



DRAPER
VENTURE
NETWORK

1990-2017

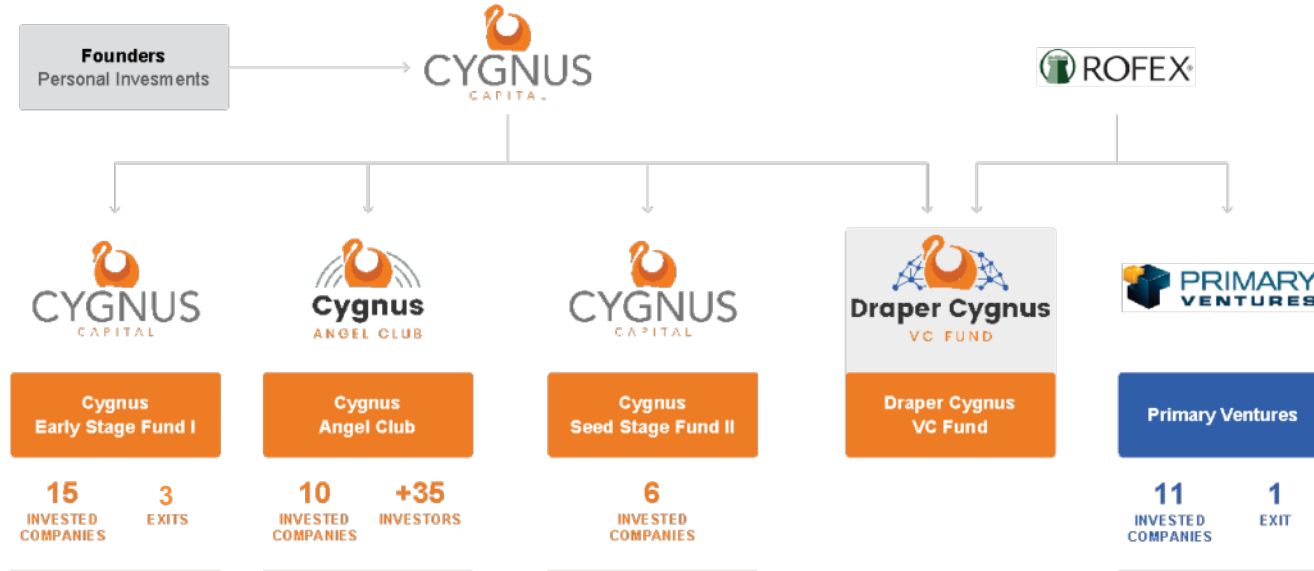
EQUIPO

TIM DRAPER EN ARGENTINA



EXPERIENCIA

TRACK RECORD



3
FUNDS



\$ +3 MM
INVESTED

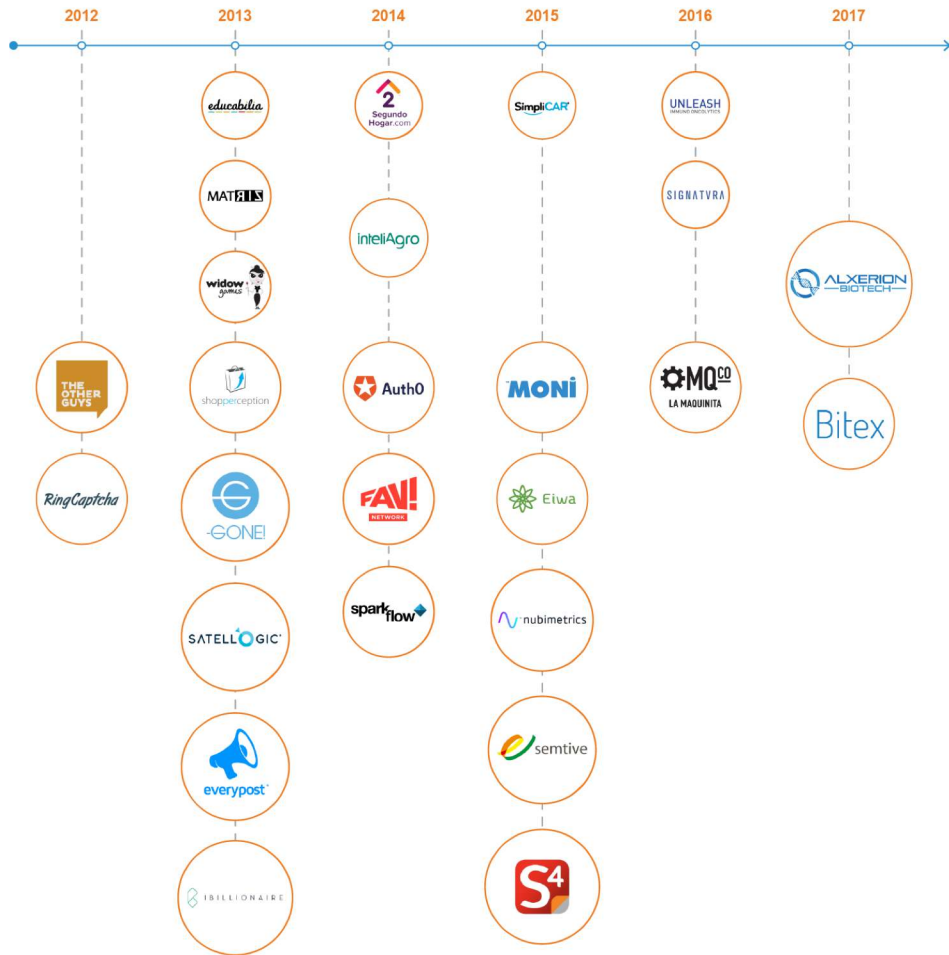


28
PORTFOLIO COMPANIES

PORTFOLIO CYGNUS


















STARTUPS Y EXITS

CYGNUS EXITS



INVERSIONES DESTACADAS CYGNUS

VERTICALES Y STARTUPS

Verticales	Nanotech / Biotech	Blockchain	Cloud - XaaS	IoT/Robotica/ Espacio/ Impresoras 3D	IA/ Agente	VR/AR/ MR
 Sustentabilidad Energía Logística Smart Cities			 LA MAQUINITA SYNERGIC WORKSPACE			
 Fintech Finanzas Seguros Regtech		SIGNATVRA Bitex	 Auth0  IBILLIONAIRE  MONI  nubimetrics		 MATIAS	
 Agtech / Food Producción Diseño Distribución			 inteliAgro	 S4	 SATELLOGIC	 Eiwa
 Ciencias de la vida Healthcare Monitorio Diagnostico	 ALXERION BIOTECH  UNLEASH MAKING ONCOLYTICS					

\$1M
CYGNUS INVESTMENT

\$1.2M
ANGEL CLUB

\$110M
VC FOLLOW ON

\$500M
AGGREGATED VALUATION

Anchor Investor



Partners since 1997
Built by entrepreneurs
& for entrepreneurs

Valor agregado operativo



**Ag Risk
Management**

Bitex

**Crypto
Fintech**



**Renewable
Energy**



ROFEX

**+ Cygnus
Team
+ other
investors**



Draper Cygnus

VC FUND

STRICTLY PRIVATE AND CONFIDENTIAL

Ecosystem Development



ARCAP



svb
Silicon Valley Bank



ASEA
Emprender se puede



VENTURE
CAPITAL
FORUM
ARGENTINA



LAICA
Latin American Private Equity &
Venture Capital Association



SEPYME
Secretaría PyME y Desarrollo Regional

Ecosystem Development



INFLUENCIA INSTITUCIONAL

ECOSISTEMA EMPRENDEDOR Y POLÍTICO



Referentes frecuentes

de consulta en
desarrollo de
políticas públicas



Fundadores

ASEA y Cámara
Argentina de
Fintech



Ley PYME y Ley de Emprendedores

Participación en
Redacción



Presidente ARCAP

Período 2018/2020



Vínculo directo con Secretarios y Ministros

Reunión con Francisco Cabrera
26 Marzo 2018
Prevista reunión MM Abril 2018

Track Record



3
FUNDS



\$ +3 M
INVESTED

\$ 1.5 M
ANGEL CLUB



+28
PORTFOLIO COMPANIES



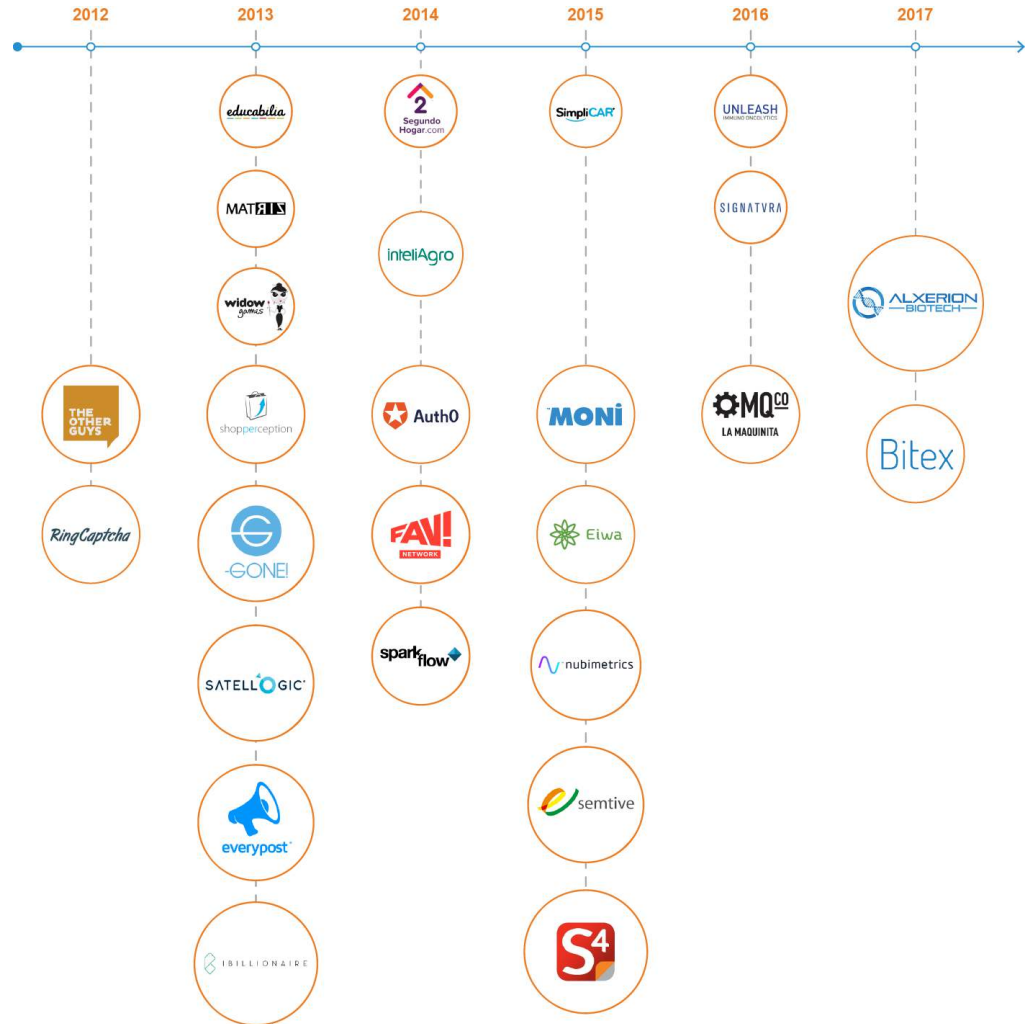
3.0

investment lifetime
average 30 months



2.8_x

investment lifetime
average 34 months



ROADMAP

2017/2018



PERFIL DEL FONDO

DETALLES

U\$S 60M

TAMAÑO MÁXIMO
DEL FONDO

FIRST CLOSING
MARZO/ABRIL
2018
U\$S 30M

U\$S 1M
COMPROMISO
MÍNIMO

U\$S 2M
GENERAL PARTNER
& TIM DRAPER

VERTICALES

LOS SECTORES MÁS ATRACTIVOS PARA INVERTIR

Ciencias de la vida



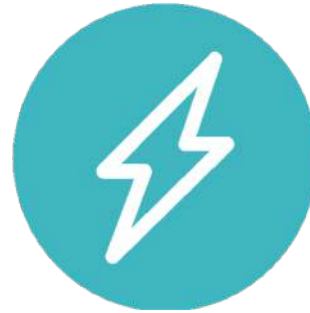
2T+2T
AM100B

FinTech



600B
50%

Sustentabilidad



500B
2M

AgTech/Alimentación



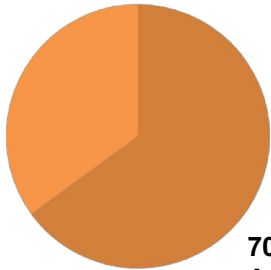
11.5%G
65%X

FOCO DEL PORTFOLIO

GEOGRAFÍA, INDUSTRIAS, SEGMENTOS Y ESTADÍOS

Ubicación geográfica

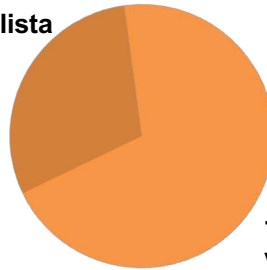
30%
Latam



70%
Argentina

Industrias

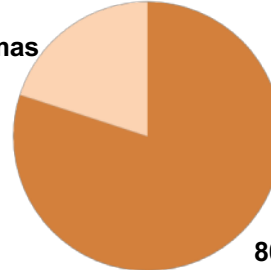
30%
Generalista



70%
Verticales

Segmentos

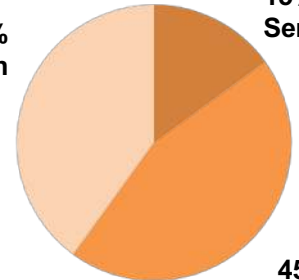
20%
Otras
Plataformas



80%
B2B,
B2B2C

Estadío de la startup

40%
Follow on

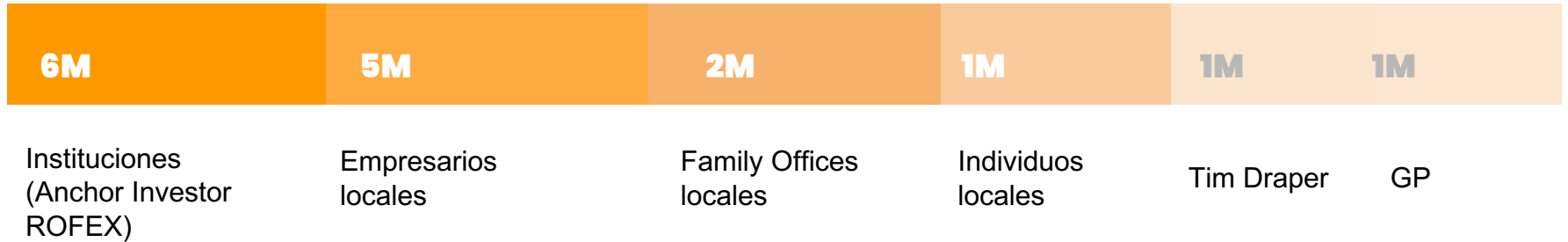


45%
Series A

ESTADO ACTUAL

FUNDRAISING

16M COMPROMETIDOS



CYGNUS CAPITAL

PLATAFORMA DE INNOVACIÓN E INVERSIÓN



**Innovación Abierta
Company Building**



EARLY STAGE



**Red de
Inversores**



SEED



**Fondo de
Inversión**



SCALE



Draper Cygnus
VC FUND

NETWORK Y FUENTES DE DEALFLOW

ALIANZAS

Una estrecha relación con las principales Aceleradoras y Company Builders Argentinas aseguran acceso temprano a proyectos



Alianzas con fondos de Latam para co-Invertir



Involucramiento personal en instituciones locales



Colaboración con otros fondos locales



Acceso a inversores en etapa temprana y micro VC



SOCIO TIM DRAPER

FOCO EN INNOVACIÓN DISRUPTIVA

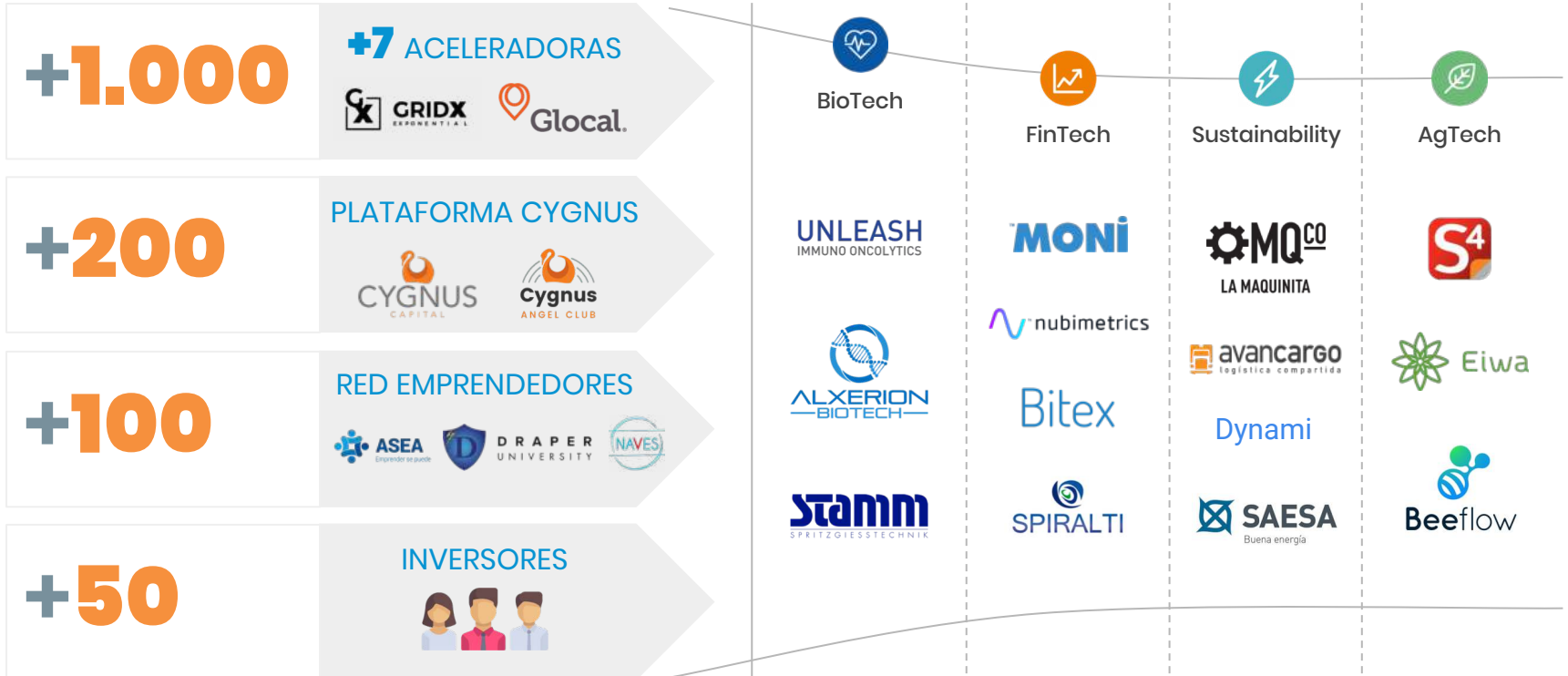


Tim Draper



CYGNUS CAPITAL

DEALFLOW CURADO 2018



ALXERION

Discovery y delivery de terapias exosómicas y genéticas

BOSTON, USA

30M

Fundadores
Edelman (MIT)
Grants
No licua equity

**Opción
15%
x 1M**

**DRAPER
CYGNUS**



Expedición y trabajo de campo en Argentina



BITEX

Servicios financieros globales usando la blockchain de bitcoin

BUENOS AIRES, ARG

40.000
Cuentas
+400% en 12M

EXPANSIÓN
2018

- URUGUAY
- PARAGUAY
- CHILE
- MÉXICO

OPCIÓN DE
INVERSIÓN

DRAPER
CYGNUS



UNLEASH

Desencadenando la respuesta inmune para tratar el cáncer

Tech de Inst Leloir

3.33M

BIG PHARMA
TOP 5 EN ASIA

Negociando
Ronda
Secundaria

DRAPER
CYGNUS



UNLEASH
IMMUNO ONCOLYTICS

St. Louis-based Unleash
Investment from
BioGenerator-supplier

ST. LOUIS — St. Louis-based start-up Unleash Immuno Oncolytics, a US firm focusing on the development of viral biologics in the treatment of cancer, has attracted the attention of publicly-traded Japanese firm Oncolys BioPharma, which has decided to invest \$3 million in the St. Louis-based start-up.

Both Unleash and Oncolys are in the development of oncolytic adenoviruses, which are specifically designed to spur the body's immune system to attack cancer by invading the disease's cells and enabling the body to recognise it, resulting in the death of the cancer and the virus.

The Japanese firm's investment is meant to help progress Unleash's lead programmes UIO-512 and UIO-702 to the clinical trial stage, with both having already produced promising results in pre-clinical models and human explants.

Unleash is an immunotherapy company that develops and manufactures oncolytic viruses to harness the immune system to fight cancer. While malignant tumours can evade the immune system, Unleash's oncolytic viruses are designed to target and kill cancer cells, while also stimulating the immune system to attack and destroy the remaining cancer cells.





Draper Cygnus

VC FUND

www.drapercygnus.vc

[@drapercygnus](https://twitter.com/drapercygnus)

dgbravo@cygnusvc.com - iplaza@cygnusvc.com - stever@cygnusvc.com