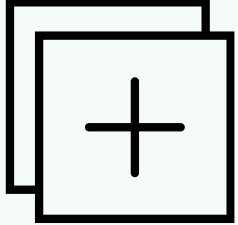
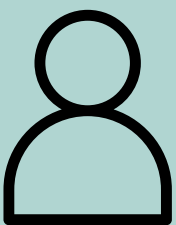
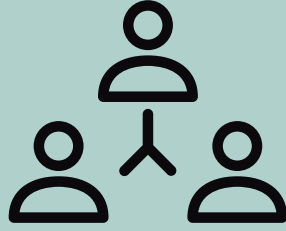


CAPITAL STRATEGY MAP

WHERE IS THE CAPITAL COMING FROM? WHERE SHOULD WE BE WORKING TO ATTRACT AND SECURE CAPITAL INTO OUR CLUSTER?

	YOUR COUNTRY	YOUR REGION	EUROPE	ASIA	MIDDLE EAST	AMERICAS
 OTHER MECHANISMS What other mechanisms might be a good fit for your cluster strategy?						
 YOUR OWN IN-HOUSE FUND Setting up and running your own in-house fund. Follow typical setup of 7+2 years, 2 & 20% fees						
 BIGGER INVESTMENT FUNDS The world's largest funds, incl. sovereign wealth funds, pension funds, and large VC funds. Top examples: Softbank, A16Z, Sequoia, Temasek and Norway's pension fund.						
 SMALL VC FUNDS Small, agile VC funds. Investing from seed to A-round. Bring professional structure and strong follow-on capacity.						
 CORPORATE VENTURE CAPITAL Corporates looking for strategic and financial fit. Will invest based on their own strategic logic. Potential exit candidates. Longer decision processes. Tech, fintech, energy, software, biotech are big areas. Google Ventures, Intel Capital top examples.						
 FAMILY OFFICES Family offices and High-Net Worth Individuals can be strong investors in early stage growth companies. Often longer investment horizons than angels and VCs.						
 SEED, VCs & ACCELERATORS Early-stage, risk capital. Might be small investment groups, individual professional investors, or accelerator programs. 500 Startups, Y Combinator top examples.						
 BUSINESS ANGELS Early stage investors, investing their own money, bring valuable network and skills. Will invest small sums.						
 NETWORK Angel clubs, entry-level programs, repeat activities to build network, trust and basic knowledge. Higher investment activities.						
 EVENTS Meetups, conferences, investor breakfasts, and one-off events. Builds little deep expertise and limited cash in-flow. Good for networking.						

