



# Startup

# Scaleup



Voima Ventures

from start...

Venture Partner / Angel, 2018 →

100% deep tech

(pre) seed to A-rounds

300k – 1.5Meur

3x exits as angel



HEPTAGON™

... to finish

SVP sales & marketing, 2007 - 2018

Optical sensing

A-round to exit

15 FTE to 7000+ FTE

Several M&A

## What I am looking for:

- Science based / strong IP position / high entry barrier
- Truly deep-tech
- Europe and Nordics focus
- Initial tickets from 300kEUR onwards
- Green transformation, Health-X & game changers
  
- Personally: Semicon, Photonics, Enabling technologies and materials, hardware

What I am **NOT** looking for :

- 3 PhD's that flipped a coin who will be CEO  
*We can help building teams but you need to want to*
- Complicated cap tables  
universities / research institutes – *we'd love to help*  
unbalanced amongst operators – *this is on you*
- A technology-first mindset – *Get out there!*
- IP licensing is easier, faster and cheaper

# How did we ready ourselves for exit

**We didn't:** execute and win, good things will follow

- Relentless customer focus: all else is WOT
- Extremely fast response times (take no prisoners)
- DFM: “Manufacturing is 10,000% harder than prototypes”
- DRI: Direct Responsible Individual. Compensate accordingly
- Re-invent, continuously. Don't stick to your heritage
  
- Also: close to chapter11 filing, lost major projects late stage

# How did we ready ourselves for exit

**We did:** 12 yrs since A round - How do we provide shareholder return

- Extensive IP strategy & valuable contracts
- Eat someone else's lunch
  - Early adapters (drivers?) of 80/20 → 20/80 (optics/semicon value)
  - cents → 10's of cents → dollars vs. dollars → tens of cents

One more thing ...

My

Most

Fun

Investment

besides photonics (maybe)







**Salama Brewing**  
- Best rated brewery in  
Finland (Untappd)

**Salama Nation**  
- Craft Beer Bar

**Unique beers from  
anywhere on tap**

**Eerikinkatu 5, Helsinki**

20%  


Discount

when showing your badge