

For the next generation of tech leaders





What do all these firms have in common?



AGENDA

1. **Introductions**
2. Startups and Venture Capital
3. Funding for Innovators
4. Success Stories

The Funding for Innovator team introduces itself



Dr. Inga von Holtz

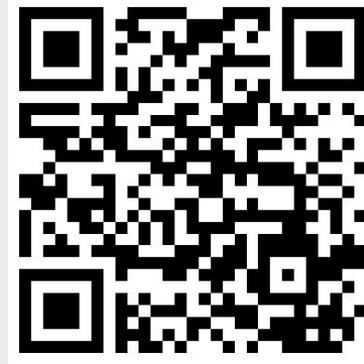
Director Investments

Freddie-Mercury-Straße 5

80797 München

inga.holtz@unternehmertum.de

Inga's LinkedIn



Phillip Weinmann

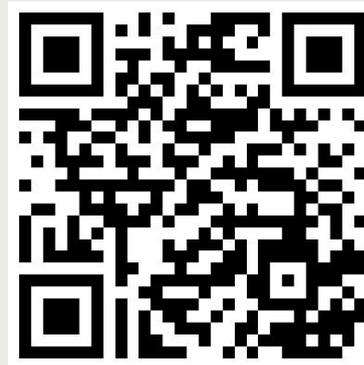
Junior Investment Manager

Freddie-Mercury-Straße 5

80797 München

phillip.weinmann@unternehmertum.de

Phillip's LinkedIn



Our Website



The Funding for Innovator team introduces itself

Investment Team



Dr. Inga vom Holtz
Director Investments



Mauricio Fleischer Acuña
Senior Investment Manager



Paolo Oppelt
Investment Manager



Phillip Weinmann
Junior Investment Manager



Tobias Riss
Investment Management



Philipp Hauschild
Investment Management



Investment Committee



Prof. Dr. Helmut Schönenberger



Dr. Konstantin Reetz



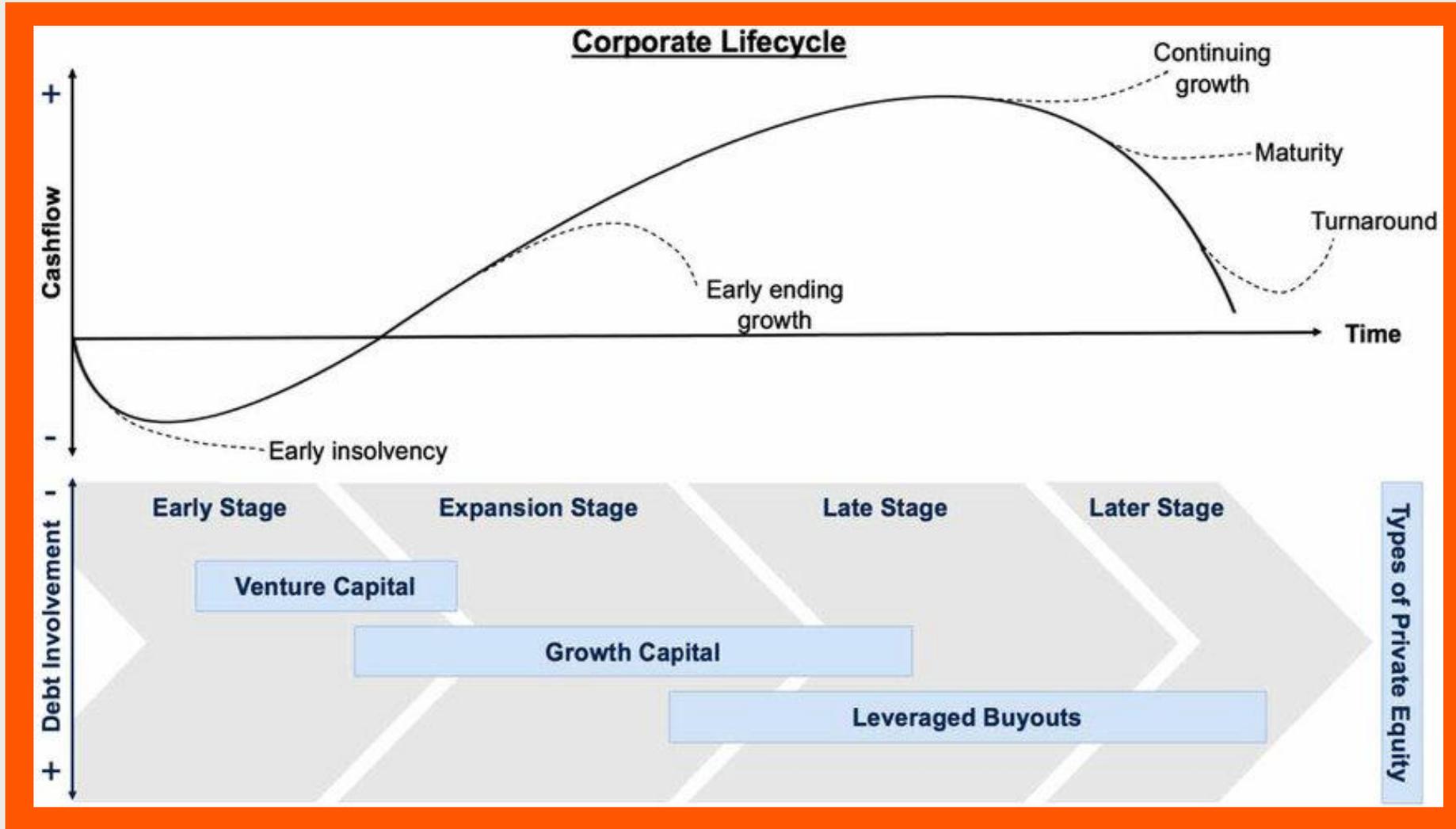
Stefan Drüssler



AGENDA

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Entrepreneurial financing phases



The rise of importance of VC in the overall economy

Growth

VC scales firms quickly by funding expansion, hiring, and market entry. This accelerates GDP growth because fast-scaling companies contribute disproportionately to output.

Innovation

Risk capital finances R&D and commercialization of deep tech that incumbents often won't fund. Boosts innovation per euro by targeting scalable deep-tech and turning lab results into products and IP.

Employment

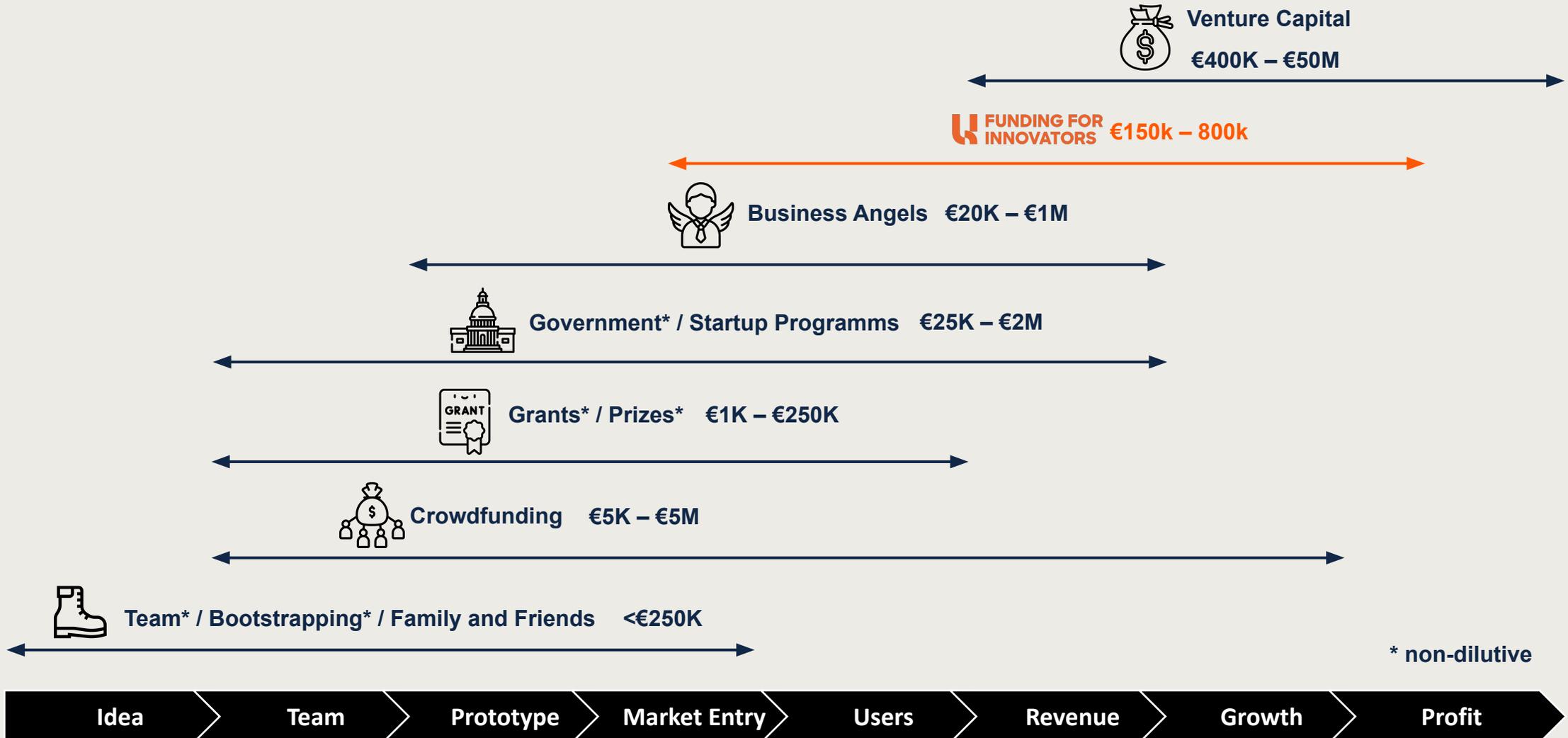
High-growth portfolios create net new jobs at above-average rates. Beyond direct roles, they generate indirect employment in suppliers, services, and regional clusters, improving wage prospects and talent retention.

Capital

Capital attraction compounds follow-on rounds and co-investors, deepens local markets, and reduces financing gaps for SMEs and spin-outs. Strong capital formation raises productivity and resilience.

Spillover effect to the whole economy through know-how, tools/efficiency and talent

Funding opportunities for startups



AGENDA

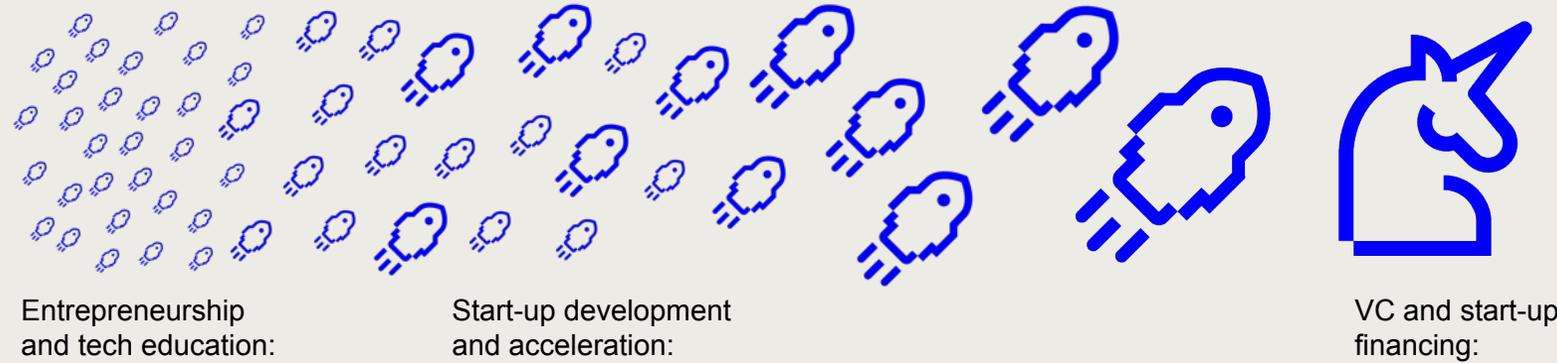
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UNTERNEHMER TUM

Review 2024

- Founded in 2002, owned by entrepreneur Susanne Klatten
- Largest European entrepreneurship center: From first idea to IPO
- Part of TUM - Technical University of Munich, Germany's number one technical university
- Biggest open B2B start-up platform with corporate partners like BMW, DATEV, E.ON SE, FESTO, Infineon, Linde, SAP, Siemens
- High performance VC fund with more than € 600 million in assets under management – cooperations with leading global VCs like atomico, Burda Principal Investments, Lakestar and MIG

ENTREPRENEURSHIP



Entrepreneurship and tech education:

Start-up development and acceleration:

VC and start-up financing:

participants in 2024

> 1.100

supported start-up teams in 2024

> 120

new scalable start-ups in 2024

2

billion EUR in 2024

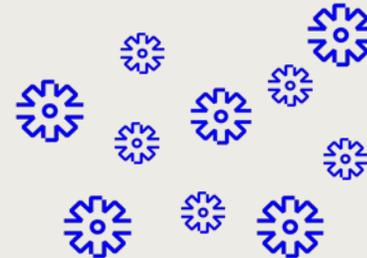
INNOVATION



Access talents and co-create bold solutions:

> 450

Start-up matchings with corporate partners



Recognize opportunities and develop business models:

> 320

corporate innovation partners in 2024



Facilitate innovation and scale businesses:

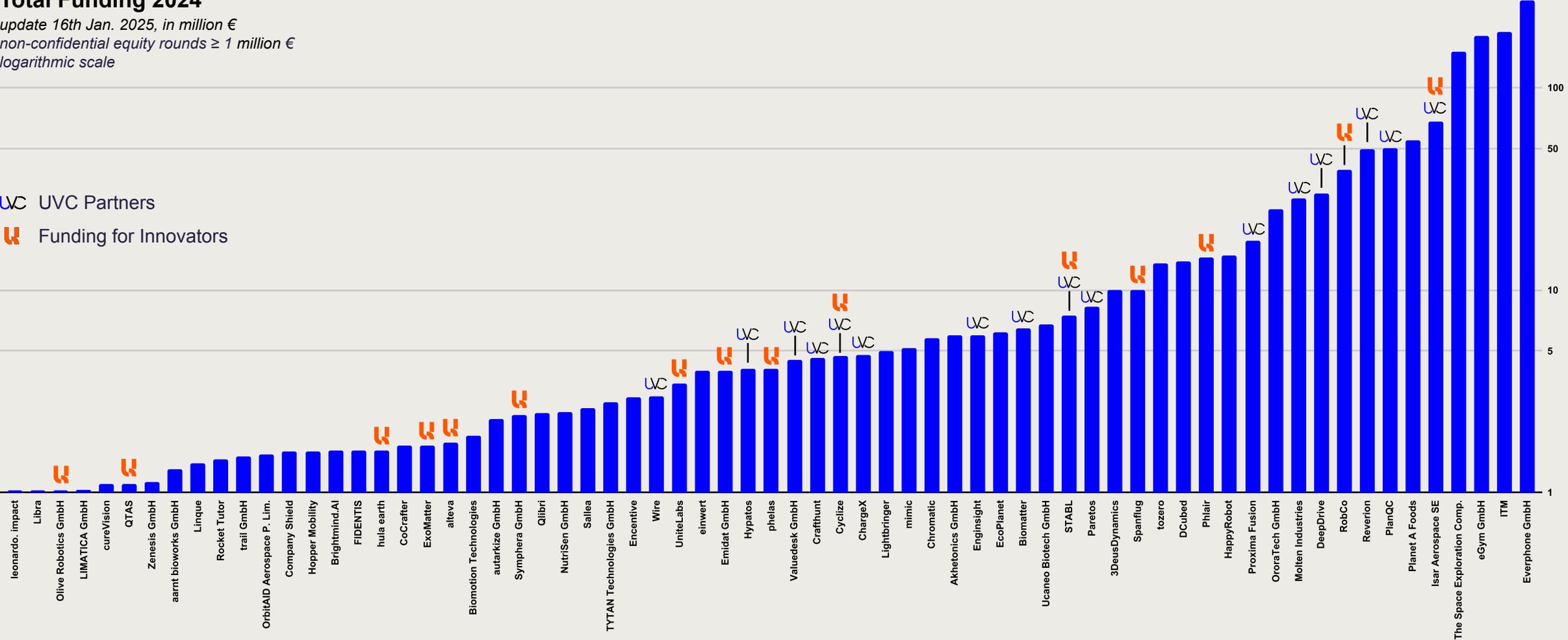
> 553

business creation projects and active company partners in 2024

In 2024, UnternehmerTUM and TUM supported Start-ups Raised around 2 Billion EUR in over 100 funding rounds

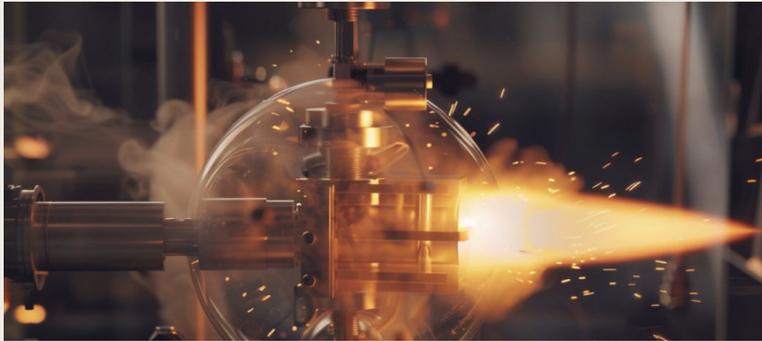
Total Funding 2024

update 16th Jan. 2025, in million €
 non-confidential equity rounds ≥ 1 million €
 logarithmic scale



Founder-first smart capital for the early stages

Prototyping Grants



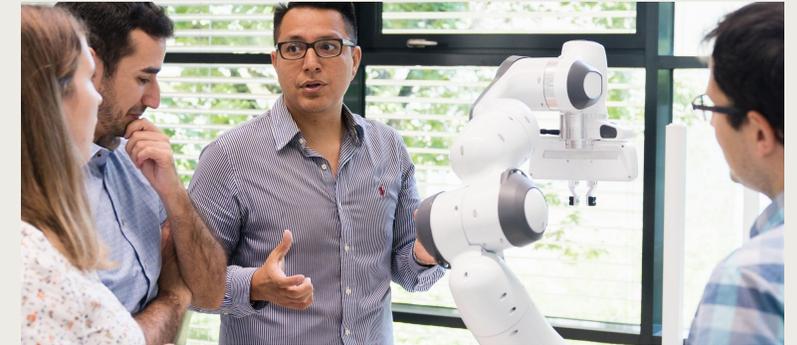
We support early-stage teams with deep tech solutions wanting to build their **prototype** for needed hardware and software components.

Pre-Seed Capital



Deep tech start-ups wanting to **close** their **first funding gap** can apply for Funding for Innovators' Pre-Seed Capital program.

Follow-on Funding



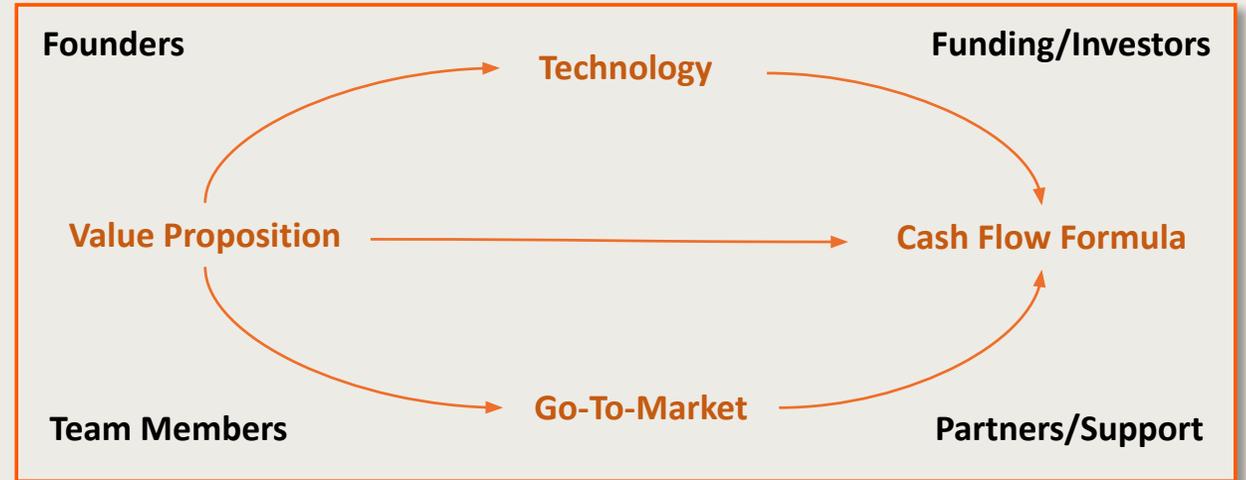
We continue to invest in **follow-on financing rounds** of funded teams with a lead investor on an individual basis.

Our assessment criteria at Funding for Innovators

Requirements

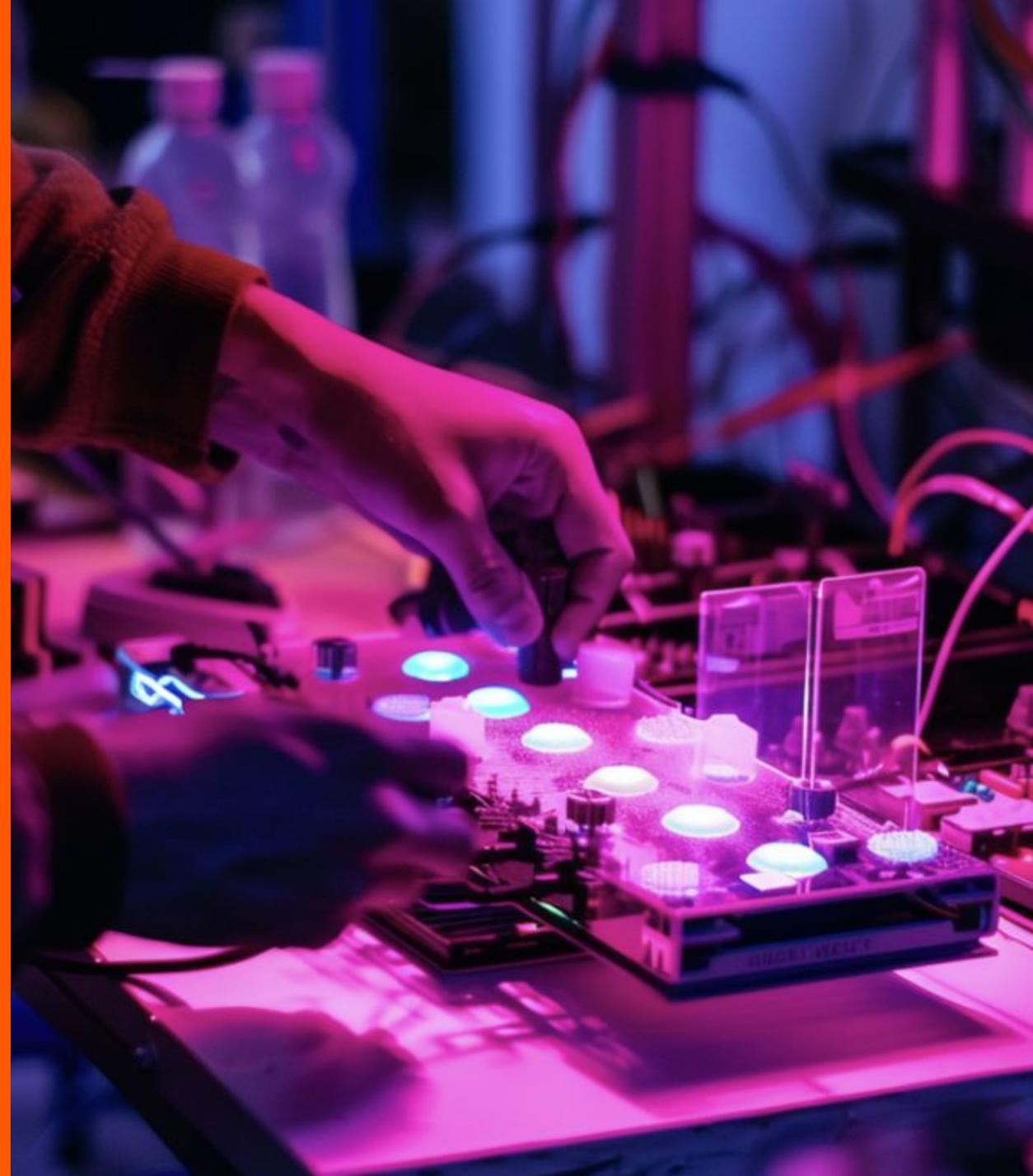
- ✓ UTUM Connection
- ✓ B2B & Deep Tech
- ✓ Team member completed MA / PhD
- ✓ Intellectual property within established company
- ✓ VC Case
- ✓ Valuation reasonable
- ✓ ESG compliant

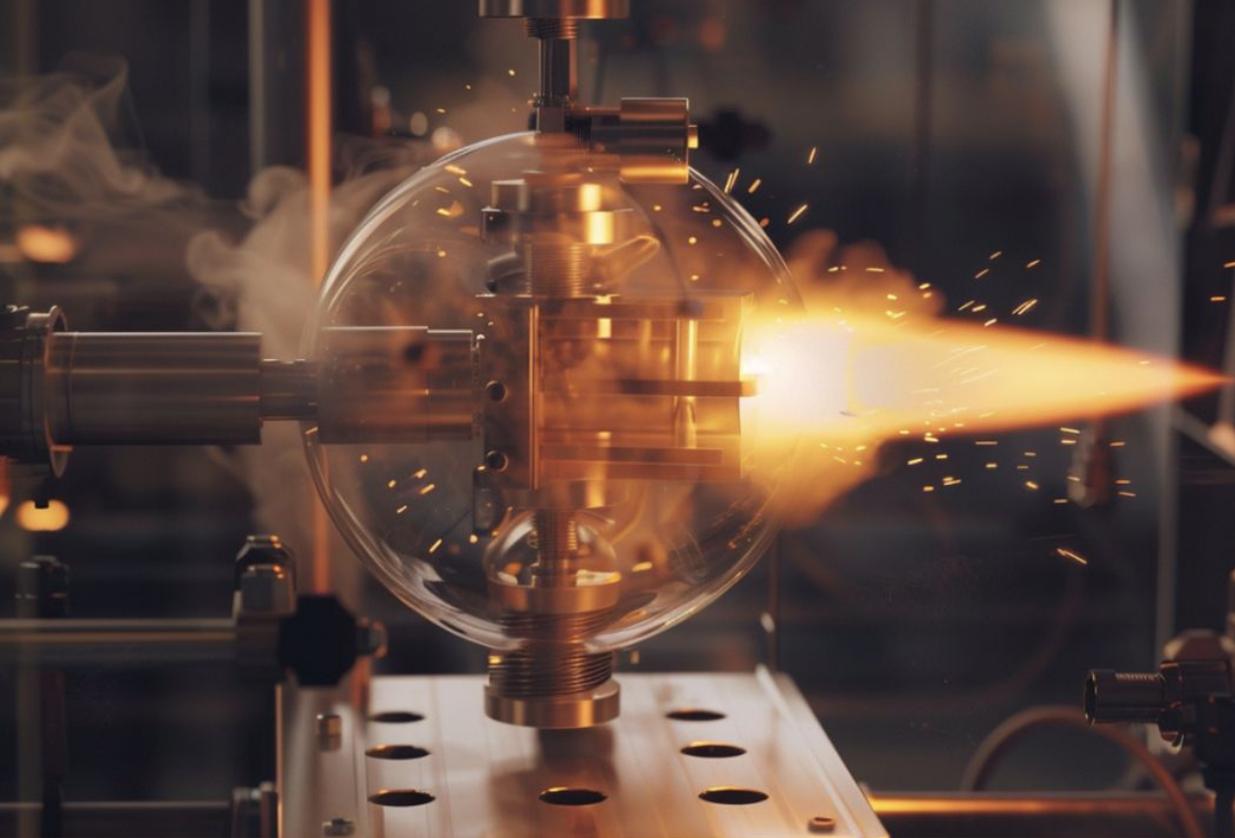
Assessment



Venture capital is high-risk; most bets underperform and a few outliers drive most returns.

**Myth #1:
You need to raise
money before
starting a start-up**





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We make prototyping
easy and affordable.

Prototyping Grants

GOAL

Enabling early-stage startups and student teams to further **prototype** and **pilot projects** prior to closing a first financing round with investors.

FUNDING FOCUS

- **B2B Deep Tech** products and services
- Hardware, software or combined solutions
- Connection to UnternehmerTUM

CONTENT

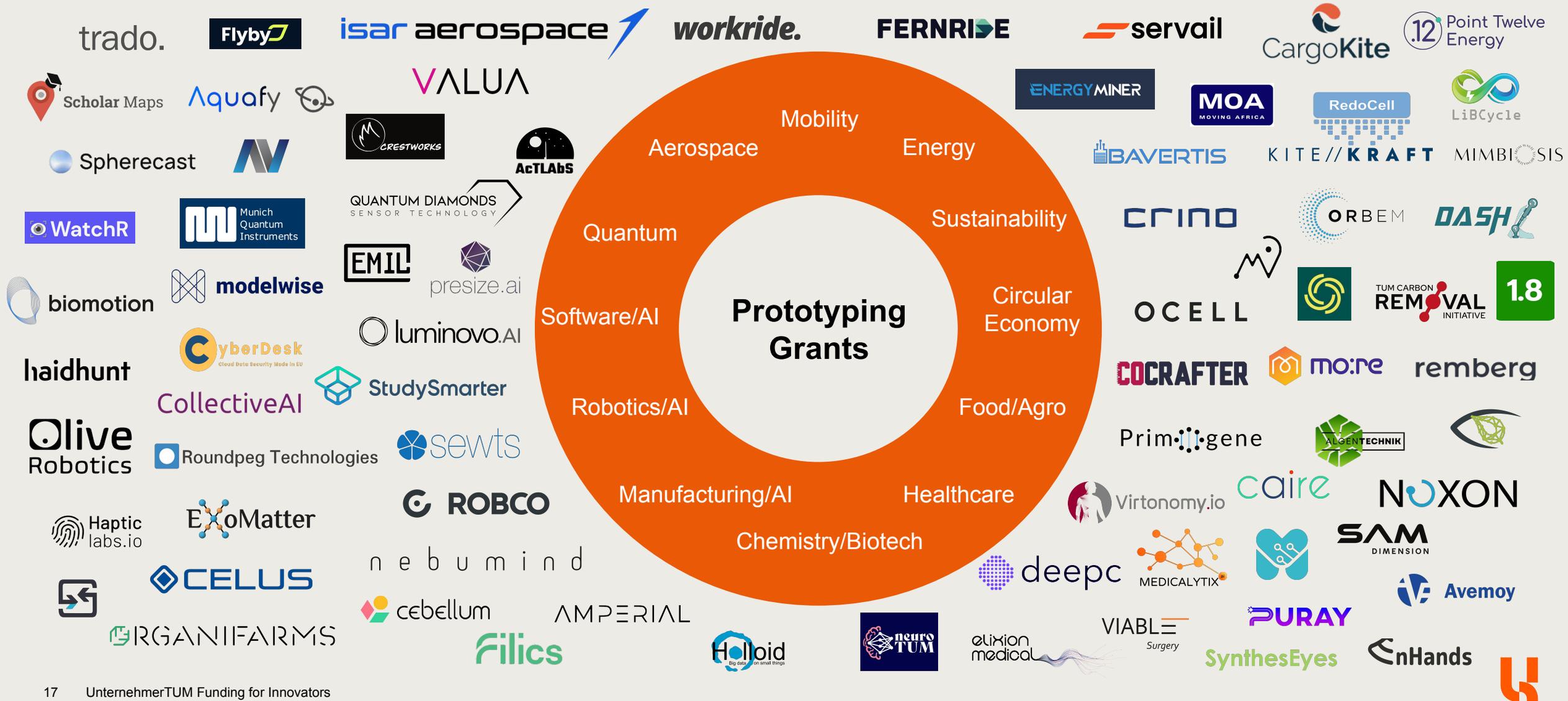
Up to €5K equity-free grant money for needed hardware/software components

APPLICATIONS

Two times per year via the UnternehmerTUM Funding for Innovators website



We supported >300 grant teams during the last years



allunderground



Integrated drilling system for tomorrow's infrastructure

- Successful spin-out from the student initiative TUM Boring
- Prototyping Grant received in June 2024
- Funding for Innovators became the first and only investor in September 2024
- Pre-seed financing round completed in December 2024 with Lower Carbon (USA)

**Myth #2:
Raising money is
slow,
complicated and
expensive**





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We support innovative
tech start-ups early-on.

Pre-Seed Capital

GOAL

Enabling early-stage startups to

- secure additional **pilots** and **customer projects**
- **grow business** and **scale operations**
- **increase** its **valuation** prior to the next equity round

FUNDING FOCUS

- **B2B** products and services
- **Deep technology**
- Hardware, software or combined solutions

CONTENT

- **Convertible loans** with **best-in-class terms**
(NO valuation cap, NO discount, NO interest)
- **Straight equity** investments

APPLICATIONS

On a rolling basis via the UnternehmerTUM
Funding for Innovators website



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“Developed the world’s first commercial quantum sensing tool for the semiconductor industry”

KEY FACTS

Industry:	Quantum
Year of Foundation:	2021
Location:	Munich
Founders:	Kevin Berghoff, Dr. Fleming Bruckmaier, Dr. Dominik Bucher, Dr. Robin Allert
Funding Stage:	Seed

SOLUTION

Quantum Diamonds developed atom-sized quantum sensors in diamonds with unprecedented sensitivities for magnetic fields, temperature and pressure, functioning under the hardest conditions. This advanced system utilizes diamond-based quantum microscopy to deliver unprecedented precision in detecting and localizing faults in integrated circuits.





“Pioneering AI-driven MRI tech for rapid scanning of biological samples.”

KEY FACTS

Industry:	AI
Year of Foundation:	2019
Location:	Munich
Founders:	Dr. Pedro Gómez, Dr. Maria Laparidou, Dr. Miguel Molina
Funding Stage:	Series A

SOLUTION

Orbem combines accelerated magnetic resonance imaging with advanced deep learning. They enable fast, accurate, and contactless object classification and analytics preventing the unnecessary killing of billions of 1-day-old male chicken, reducing food waste and energy consumption.





**FUNDING FOR
INNOVATORS**

Questions?

**BY
UNTER
NEHMER
TUM**