

TUM Venture Labs

A springboard for deep tech entrepreneurship.

Munich 2023



A joint initiative by

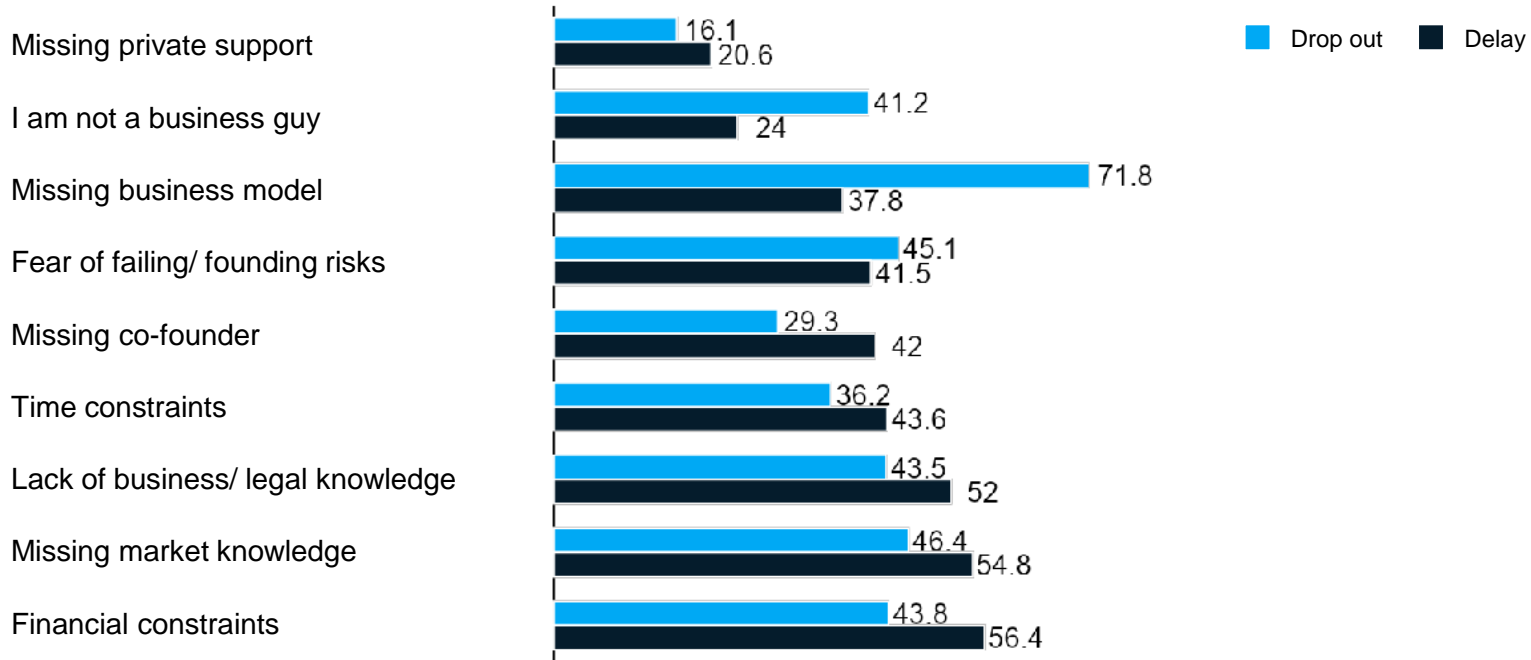


01

Dispelling Myths: The Entrepreneurial Scientist

What keeps scientists from founding?

Reasons for scientists to drop out or delay company foundation, in % (multiple selection possible)



Overlap researcher & entrepreneur

Researcher/ Scientist



Entrepreneur

Motivations driving career choice

- Intrinsic motivation
- Passion about work
- Opportunity to fulfill themselves/ to realize own idea
- Autonomy/ creative work
- Meaningful work useful to others

Tasks and Responsibilities

- Project management incl. team management & supervision
- Raising money or funding
- Managing time and finances

Perceived Risks

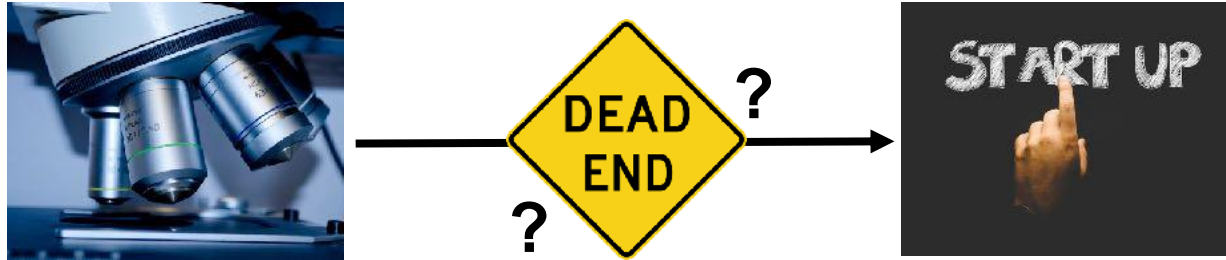
- Limited opportunity for long-term career development planning

Work environments

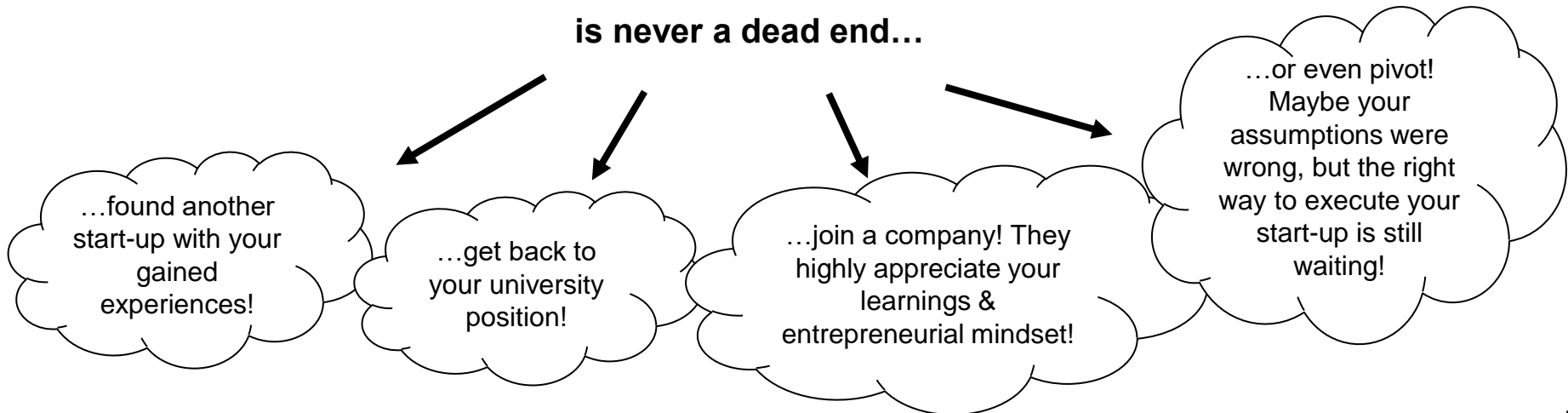
- Close relations to the teams and co-workers
- Flat hierarchies

Founding & failing - not a dead end...

Founding as a Scientist/ Postdoc...



is never a dead end...



Overview
TUMentreprenurship
Services &
UnternehmerTUM

The Start Up Ecosystem



TUMentreprneurship

- Start-up Consulting
- IP Consulting
- Competitions & Events
- International Programs
- Incubator
- Mentoring

TUM Entrepreneurship Research Institute

- Entrepreneurship research and education, combined with practice IDPs.



domain-specific support by 11 TUM Venture Labs

- Focus on technological trends
- Domain-focused entrepreneurial network
- Scientific & Expert Coaching
- Office Space, Labs, Infrastructure
- Connection to domain specific leading companies/experts



Programs for founders, prototype labs, VC

- Education/ Training
- Pre-Incubation & Incubation Programs
- High-tech workshop Makerspace
- Venture Capital Fonds

TUM Start-up Consulting at a Glance



Requirements for the consultation

- At least one of the founders has a **connection to TUM** (students, alumni, employees, scientists)
- The start-up project is **not yet incorporated**
- **Technology-based** start-up project



Service offerings of TUM Start-up Consulting

- **Individual and needs-based support** for start-up teams from the validation of the business idea to the preparation of the market entry
- **Networking** within the ecosystem
- Support and assistance in **securing financing**



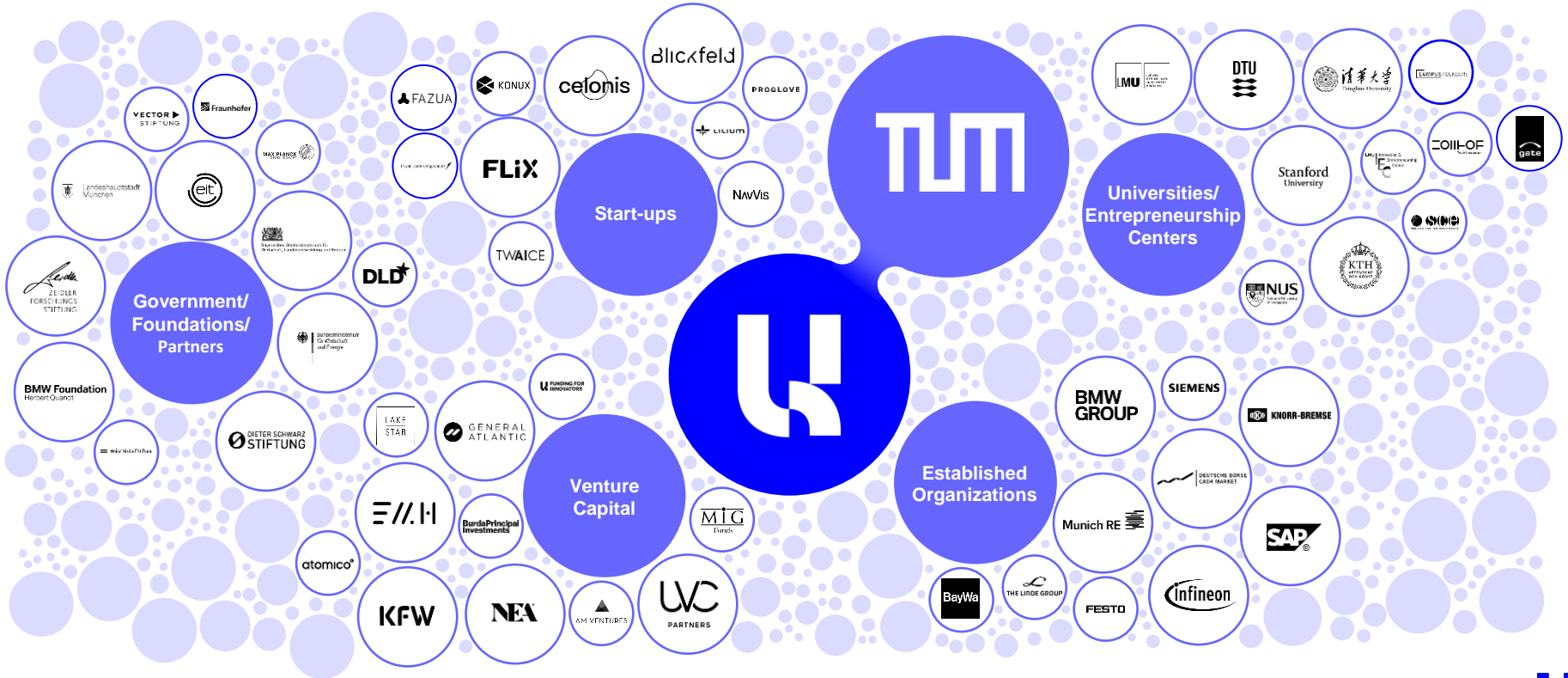
Business activities of network partners

- **TUM Incubator** as a founder-friendly workspace
- **UnternehmerTUM** qualification formats in pre-seed, seed and start-up phase
- **Venture Labs** Domain specific support

**UNTER
NEHMERTUM**

**WE TURN VISIONS
INTO VALUE**

We Bring Together a Community that Creates Value for Good



Bringing Innovation Forward

Our programs and initiatives

Entrepreneurship Education



Start-up Programs



Innovation for Companies



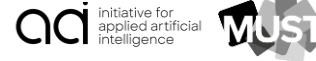
High-Tech Ecosystem



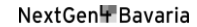
Smart Capital



Our joint ventures



Our collaborations



Overview

TUM Venture Labs & Dedicated Scientist Programs

The **TUM Venture Labs** are a springboard for aspiring **entrepreneurs in deep tech and life sciences**.

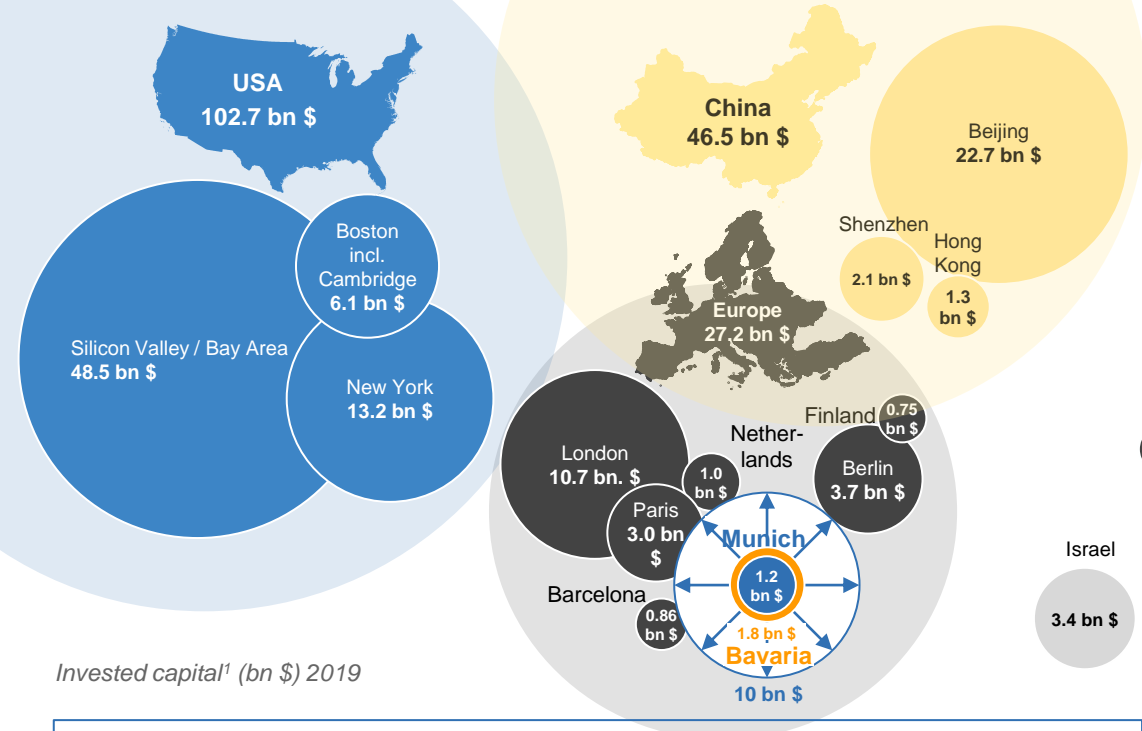
They are a joint initiative by **TUM**, the top-ranked university in the EU, and **UnternehmerTUM**, Europe's leading entrepreneurship center.

Leveraging the **unique ecosystem**, the goal is to increase the quality and quantity of **scalable technology spin-offs** and ventures **by a factor of ten**.

The resulting **leading technology hub in Europe** aims to become a driving force for the **future technological sovereignty of the continent**.



Ambition: Establish a European deep tech hub



Invested capital¹ (bn \$) 2019

Key problem for Germany/EU identified: Venturing is the bottleneck when leveraging outstanding research for economic growth

Source: Crunchbase/EY, BCG Analysis

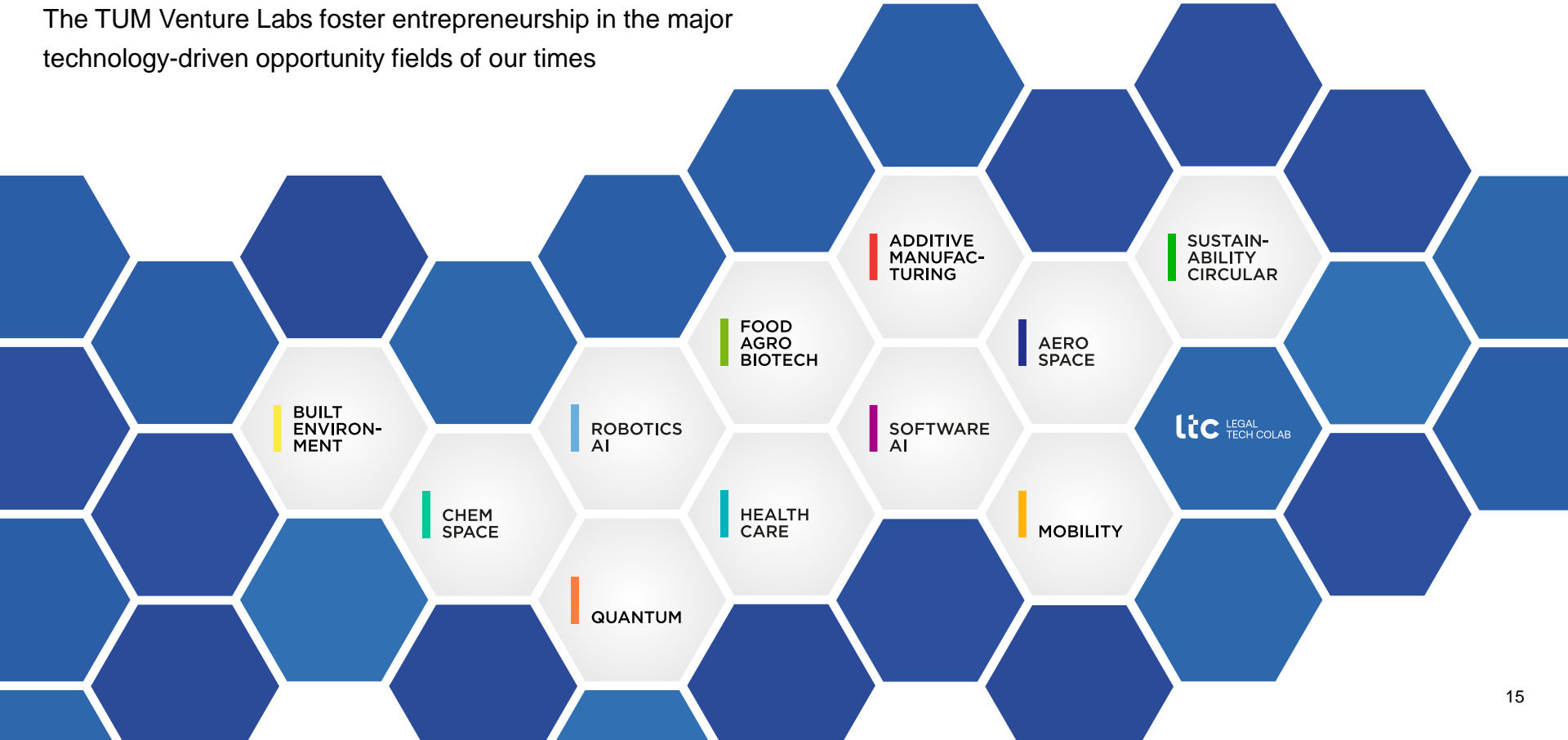
1. Invested capital includes seed, series and angel investment, no IPO or post-IPO Funding

Reaching full potential to make Munich **the entrepreneurial tech center in Europe** and a critical hub for European technological sovereignty.

	2020	2030
€ Invested capital/year	1 bn \$	10 bn \$
New employment/year	1,000	10,000
Scalable spin-offs/year	75	250
Priority patent applications	50	500
Corporate partners	100	500
VL talent/year	5,000	25,000

Welcome to TUM Venture Labs

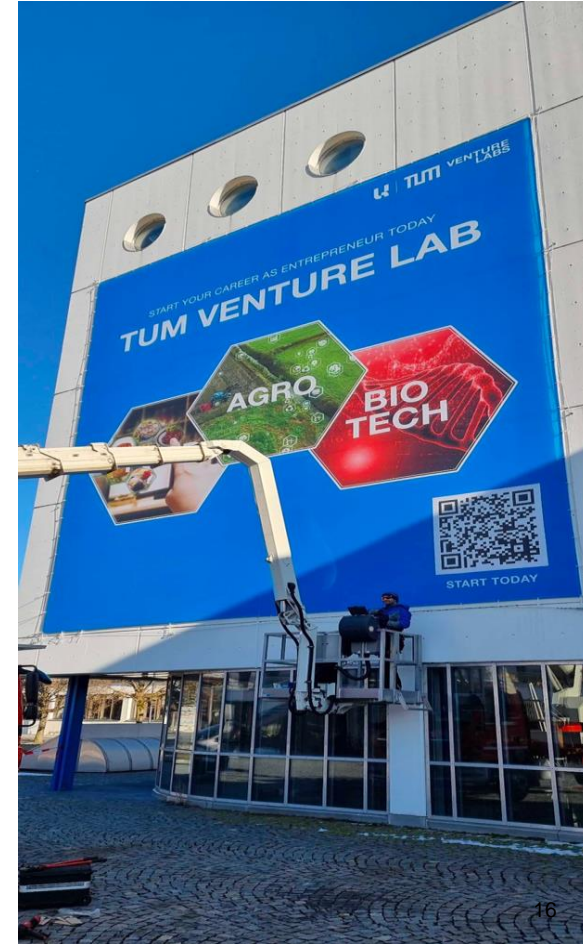
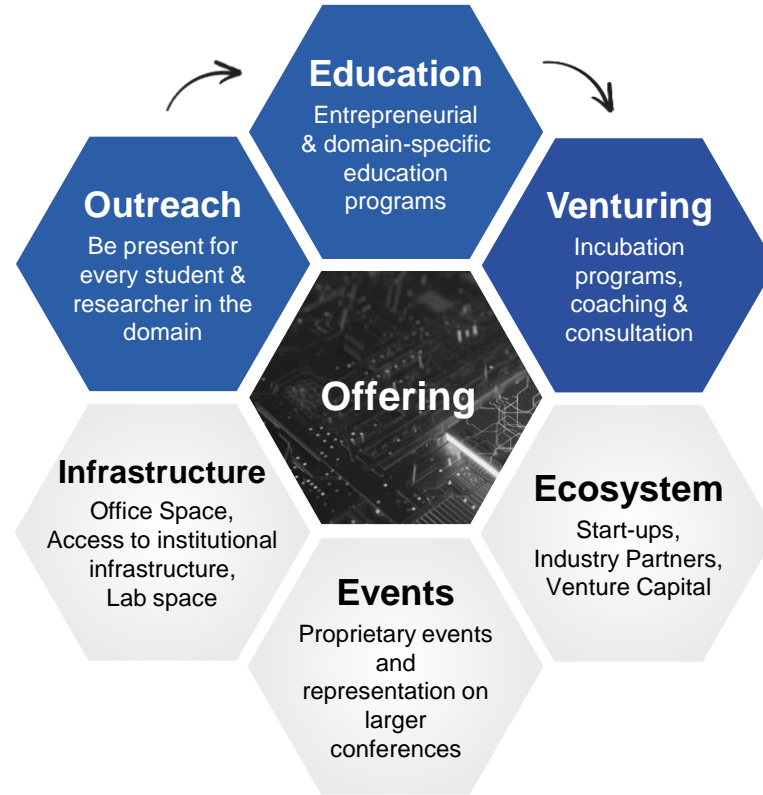
The TUM Venture Labs foster entrepreneurship in the major technology-driven opportunity fields of our times



We enable entrepreneurship in deep tech & life sciences, from mobilization to funded, scalable businesses

Mission

- Driving the **entrepreneurial mindset**
- Creating a **tailored and optimized support structure** for founders
- From **early idea** to **business launch** and **impact**
- **Within and across** all the deep tech and life sciences **domains**





Philipp Gerbert
CEO



Daniel Straimer
COO

Managing & Operational Directors



Sascha Schwarz
Managing Director

Additive Manufacturing



Florian Dötzer
Managing Director

Aerospace



Christos Chantzaras*
Co-Managing Director

Built Environment



Tobias Förtsch
Managing Director

Built Environment



Sarah Jessl
Managing Director

ChemSPACE



Roman Werner
Managing Director

Food/Agro/BioTech



Sabine Klein
Managing Director

Healthcare
(from 01.06.23)



Marina Moskvina
Operations Director
Digital Health

Healthcare



Jan Mittendorf
Operations Director

Heilbronn



N.N.
Managing Director

Mobility



Christopher Trummer
Managing Director

Quantum



Arne Rost
Managing Director

Robotics/AI



Antoine Leboyer
Managing Director

Software/AI



Bastian Burger
Operations Director

VL Software/AI



Lars Eiermann
Managing Director

Sustainability & Circular Economy



Florian Lintl
Operations Director

Sustainability & Circular Economy



Stefan Blenk
Managing Director

Legal Tech Colab



Tobias Ruzok
Strategic Projects



Elena Clever
Operations Manager



Jens Blankenburg
Pipeline Manager



Valentina Zaburunova
Marketing Manager
(from 01.08.23)

Central Team

Dedicated Scientist Programs; Example 1: Entrepreneurial Science Talents (EST) Batch 1: July 23

Program Duration: 30.06.23 - 07.07.23

Appication Start: 01.04.23

Application Deadline: 31.05.23

Venue: FACIT, Maximus-von-Imhof-Forum 2,
85354 Freising

Joint Program of TUM & TUM Venture Labs

Concept EST hosted for founding interested doctoral candidates/ postdocs **with scientists as challenge provider based on their research or existing IP (of chair, of scientist)**

Partici-pants About 30 participants **+ 4-5 scientists/ doctoral candidates/ postdocs from relevant chairs as challenge provider**

Target group Doctoral candidates/ postdocs from all disciplines

Duration 1 week

Credits „(über)fachliche Grundlagenveranstaltung“ for doctoral candidates

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Dedicated Scientist Programs; Example 2: XLab (Start of Batch 1: March 07)



Benefits of the track

Flexible integration of program with other obligations

Demand-based support for the gradual transition from science to business (e.g for IP & strategy, customers & funding)

Exchange with other entrepreneurial scientists across research organizations

Focus on **matchmaking**: mentors, investors, co-founders & talent pools



Our entry requirements for entrepreneurial scientists

- A clear problem - solution fit addressing a relatively well sized market (*Example: our epigenetic analysis software can identify nutritional deficiencies related to aging, thus helping young adult population change diets to lower their aging rate*)
- Team of min. 2 people with complementary skills
- Ideally close to a minimum viable product that has received feedback from first potential customers (depending on the technology field, un-tested prototypes will not fit, for example)

New XLAB Track: What's different?

1. 5 months part-time instead of 3 months full-time
2. Customized program content & experts
3. No full time office space (occasional use still possible)
4. Adapted eligibility criteria:

Open to part-time founders & incomplete teams

Application Deadline	Selection Pitches	Offsite & Kickoff	XHIBITON Demo Day	End of XLAB
Jan 22	Feb 13-15	March 6-7	May 25	Jul 12

Incubator program: Mar 6 - Jul 12

Next application phase:

-> Jul 23

Fast Track application via the Venture Labs!



Dr. Sarah Jessl,

Managing Director TUM Venture Lab ChemSPACE

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**TUM Venture Labs
Scientist Community**

(<http://eepurl.com/iiZxEv>)



Tobias Ruzok,

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**TUM Venture Labs
Newsletter**

General Contact

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🌐 visit us on <https://www.tum-venture-labs.de/>