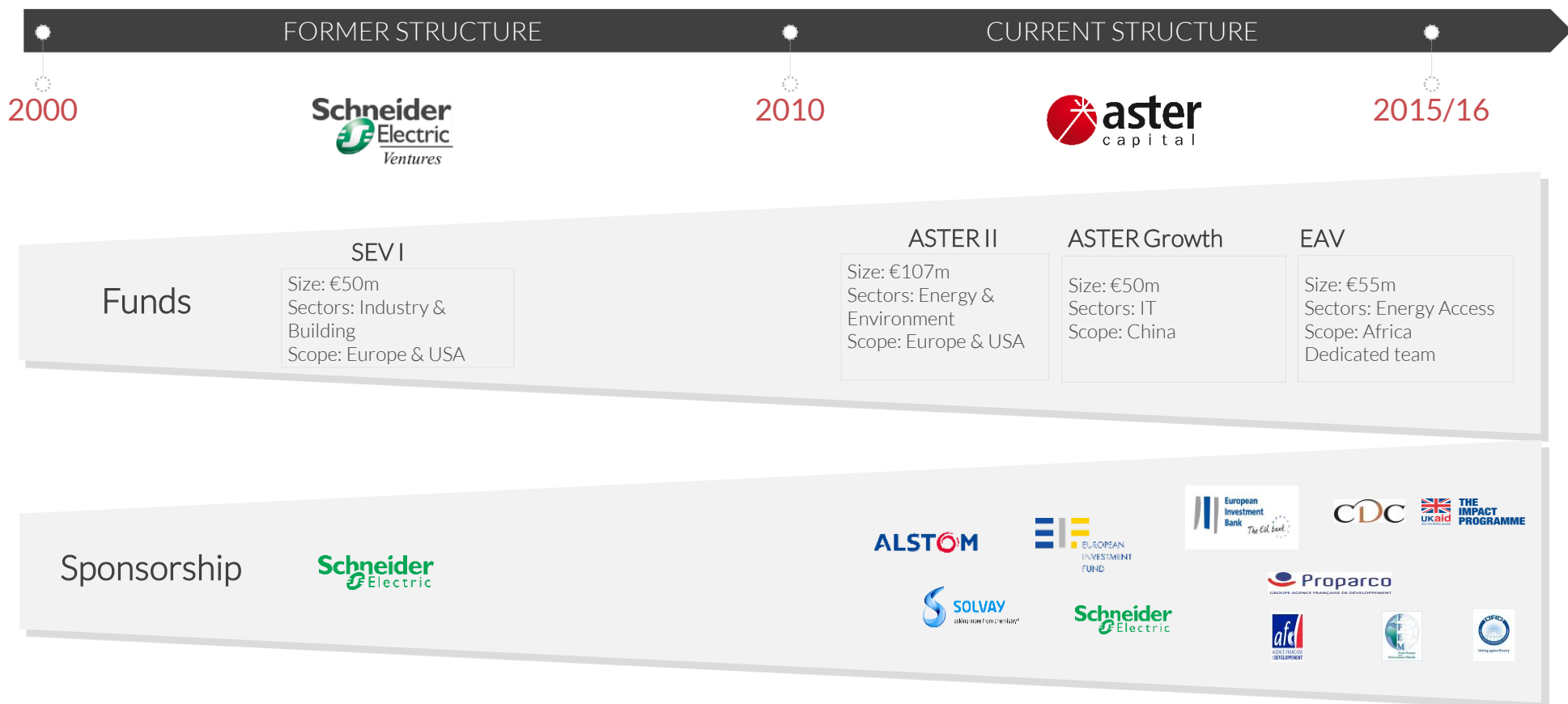


Disruptive innovation and lean startups

Fabio Lancellotti, April 2016

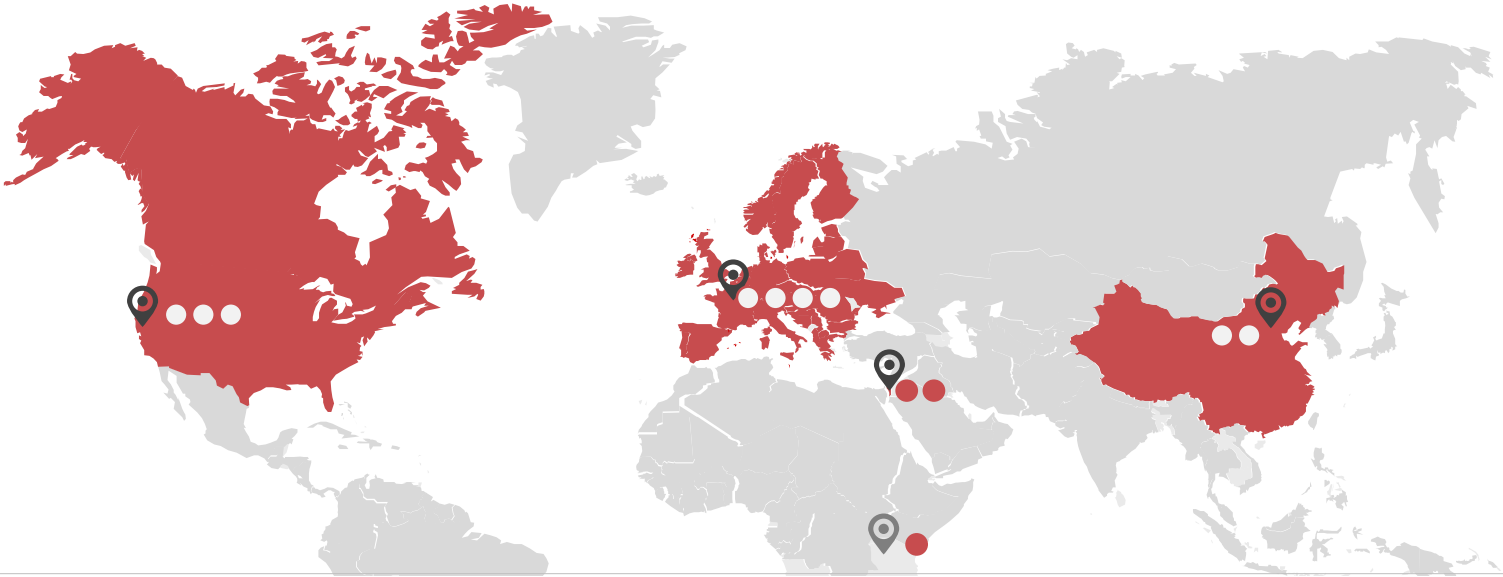
Aster Capital is an independent venture capital firm with a diverse sponsorship

The genesis of Aster Capital



We have a global footprint within the most attractive innovation places

Global Coverage



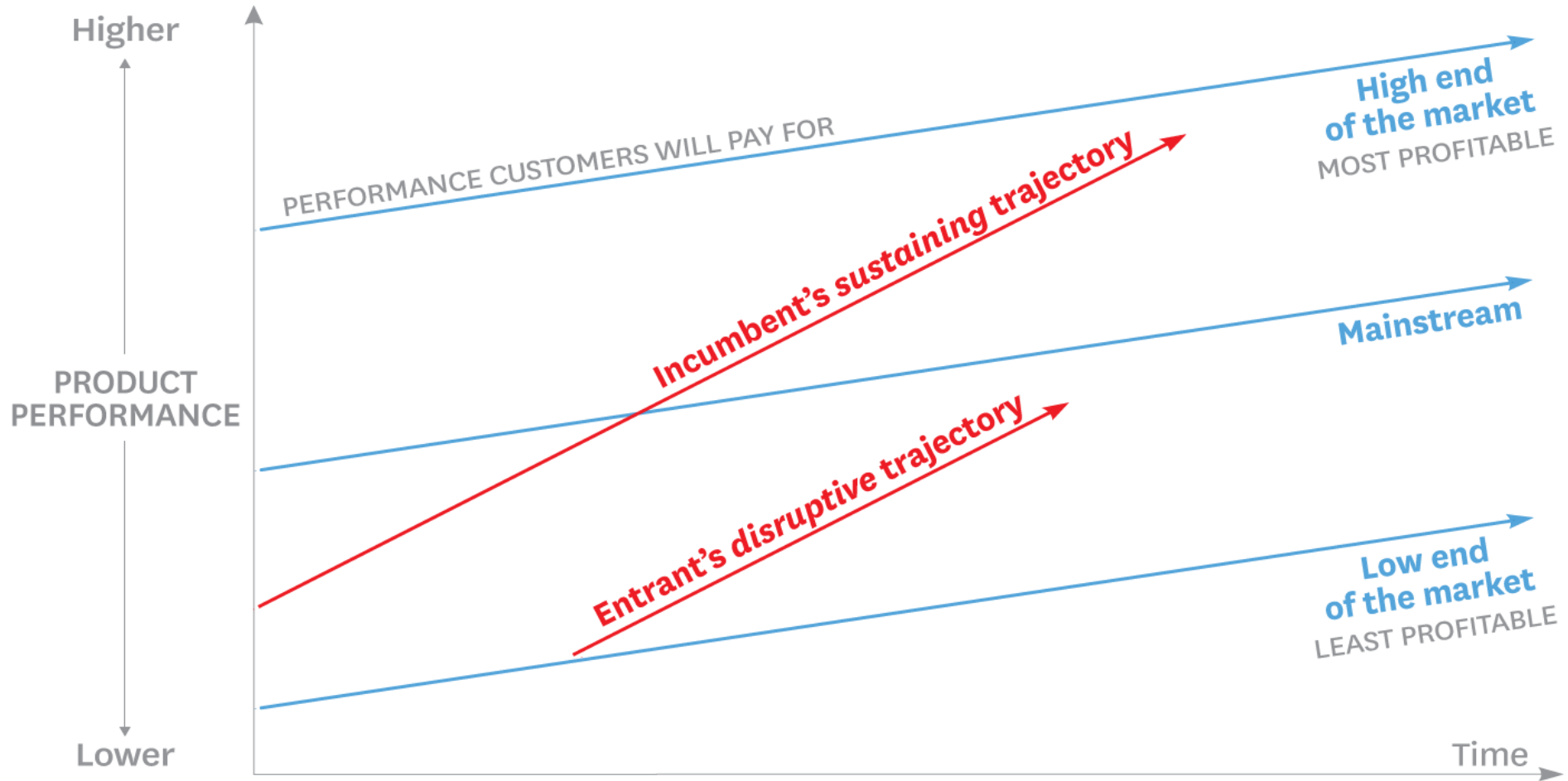
5 offices locations

15 international team members
(Including 3 dedicated persons in Nairobi for EAV)

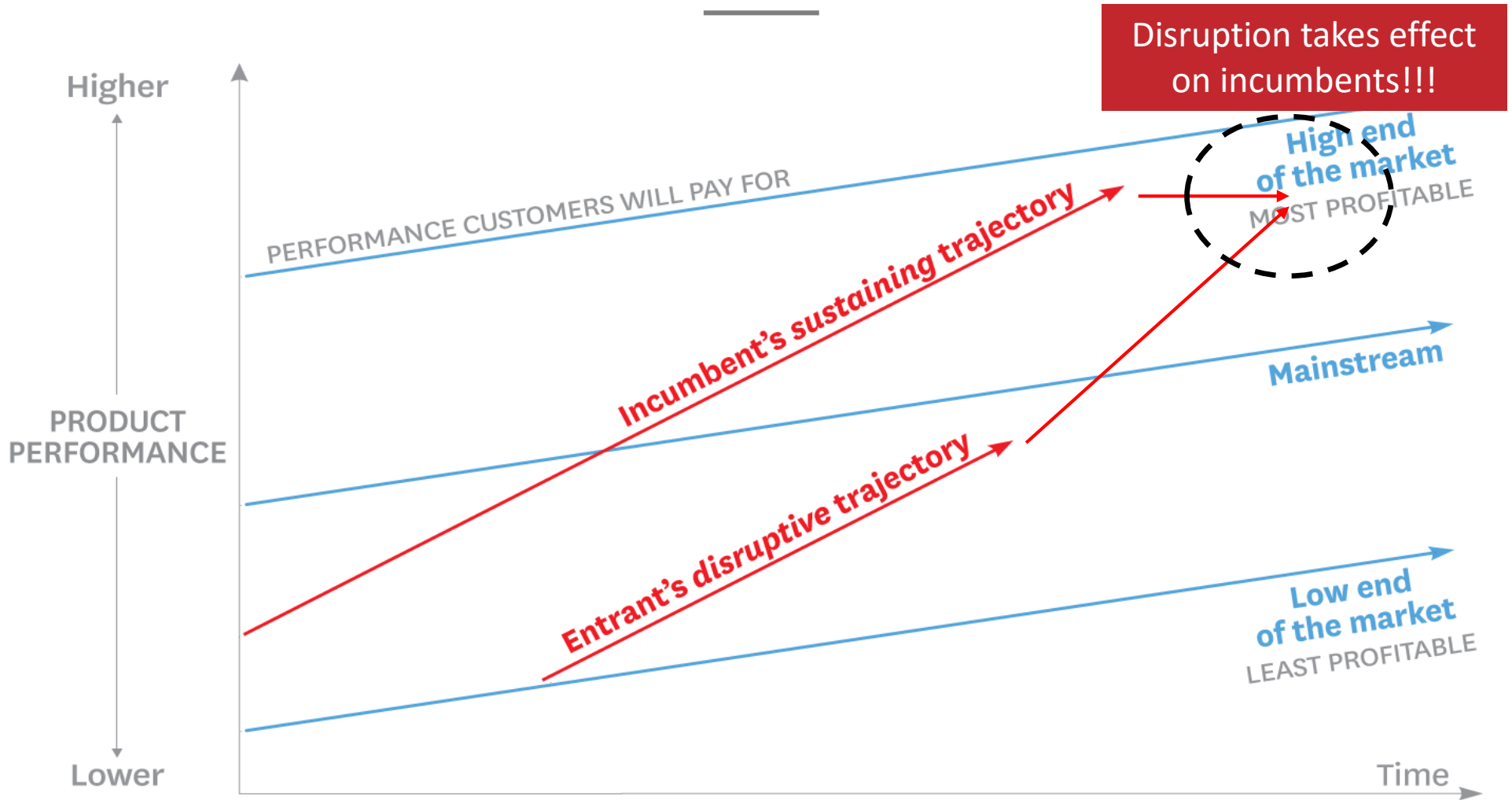
●●●● Maturity level

What is disruptive innovation ?

What is disruptive innovation



What is disruptive innovation



Examples

A white search input field with a thin grey border. On the right side of the field, there is a small, colorful microphone icon representing voice search.

Google Search

I'm Feeling Lucky

Examples

A white search input field with a thin grey border and a small microphone icon on the right side.

Google Search

I'm Feeling Lucky



Examples



Google Search

I'm Feeling Lucky



Examples

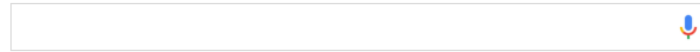
A white search input field with a small microphone icon on the right side.

Google Search

I'm Feeling Lucky



Examples



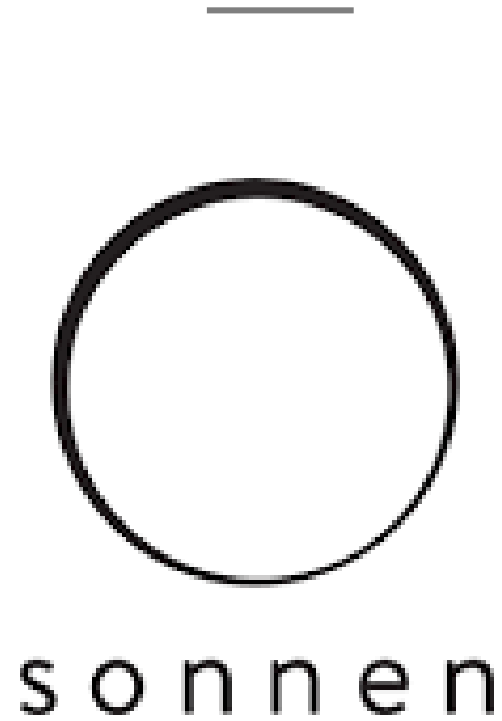
Google Search

I'm Feeling Lucky



Examples – in the energy and sustainability space?

Examples – in the energy and sustainability space



Examples – in the energy and sustainability space



Examples – in the energy and sustainability space

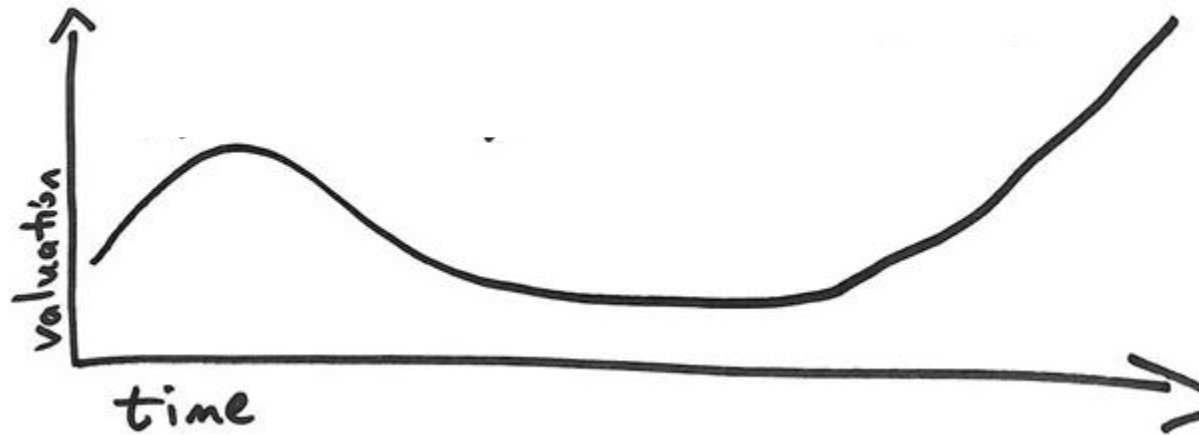


Examples – in the energy and sustainability space

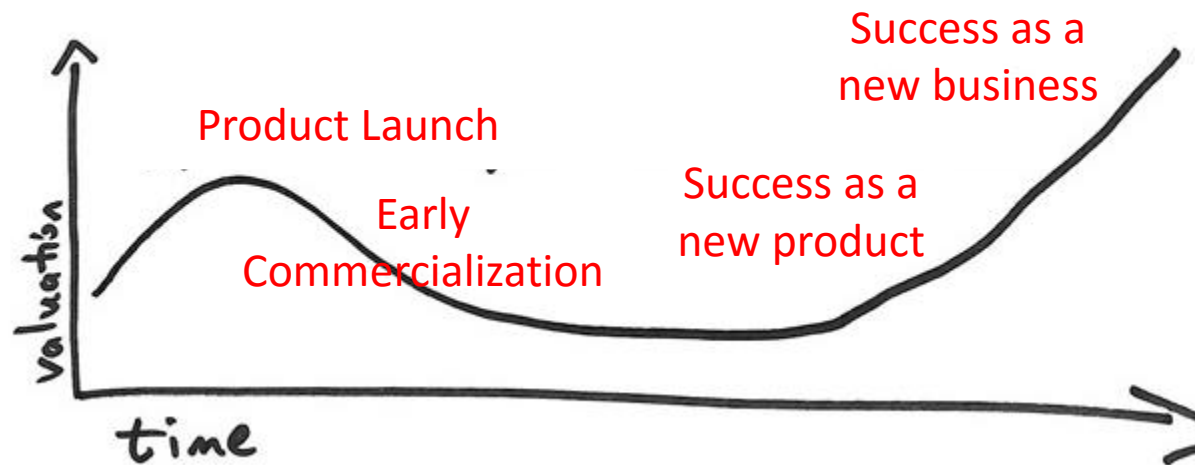


Why is important to be lean to navigate through this process?

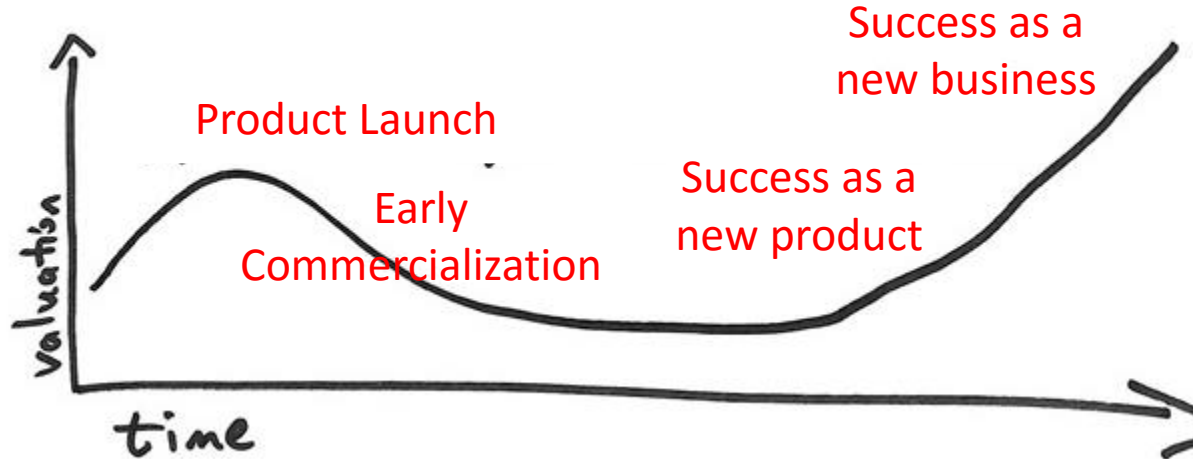
The importance of being lean



The importance of being lean – the death valley



The importance of being lean – the death valley



But as this could take time -> your primary concern should be

The importance of being lean – the death valley



But as this could tal

ary concern should be



So how to navigate through the journey of a successful venture



- Raise what you need, ok a bit more



- Look for investors that can add true value and complementarity to your Board



- Smart investors have patience and know how to incentivize the team to deliver