



# BG7 Ventures

An Israeli, early-stage VC  
in partnership with Ben-Gurion University



Ben-Gurion University  
of the Negev

## UNIQUE OPPORTUNITY

**BG7 Ventures**, a venture capital fund, was created by several leading players in the Israeli entrepreneurship landscape joining forces. The fund offers investors access to:

- » A strong deal-flow and a network of top VCs
- » A team that has formed more than 100 start-ups with 30+ years of investment experience
- » Unmatched seed-stage capabilities
- » BGU intellectual property
- » A region bursting with talent underserved by traditional players

The Negev, Be'er Sheva as its capital, and the University at its apex are attracting talent that is under-served.

### Founders include:

- » **Experienced team** of entrepreneurs with unusual success in idea-stage projects who over the last twenty years have demonstrated repeatedly an unusual ability to build teams, productize technologies, raise funds, and create dozens of companies resulting in numerous exits and abnormal financial returns for investors
- » **Ben Gurion University**, which has excelled in fostering entrepreneurship amongst researchers, students and alumni
- » **BGN Technologies**, the university technology transfer company, which has collaborated with world leading players such as Deutsche Telekom, Dell-EMC, IBM, Lockheed-Martin and JVP VC to create accelerators, seed funds and research programs bringing technological innovation from lab to market repeatedly and successfully

## THE NEGEV

Israel's best and youngest are aggregating now around BGU, forming an unprecedented opportunity to harvest the density of talent and velocity of innovation at the source:

- » **3,000** jobs have been created at the University Advanced Technology Park. **10,000** more are expected in the coming years
- » **\$70M** raised this year by BGU related startups
- » The famed **cyber, information and communication** units of the IDF are relocating adjacent to BGU
- » **Dozens** of startups are started yearly at Be'er-Sheva and by BGU alumni
- » **33%** of Israeli engineering researchers and students are at BGU
- » BGU is the **fastest growing** university in Israel
- » **100's** of startups started by BGN and other Negev accelerators, incubators and colleges

## EXPERIENCED TEAM

Adi Pundak-Mintz



Netta Cohen



## OUR NETWORK

Sample of world leading VCs who have co-invested with us



## CORPORATE PARTNERS

The following companies have established centers in the Negev and believe in the region and its talent



## INVESTMENT AREAS OF FOCUS



Cyber, IoT and Big Data



Healthcare IT and Aging



Urbanism, Robotics  
and Autonomous Vehicles

### START-UP NATION

Israel

<b>#1</b> R&D spend as % of GDP	<b>330</b> R&D multinational centers
<b>#1</b> startups per capita	<b>7500</b> start-ups, +1000 yearly
<b>#1</b> VC investment as % of GDP	<b>\$5.3B</b> investment in startups in 2017
<b>#2</b> Startup ecosystem globally	<b>\$23B</b> exits in 2017

### TEAM - RECENT HIGHLIGHTS

Projects started by BGN Technologies or in which the team was instrumental:

Morphisec raised \$20M From JVP, GE (NYSE:GE) and Deutsche Telekom (XETRA: DTE)

JFrog raised \$165M at \$1B valuation

Contguard raised \$7M  
From CITI, AXA and Canaan Partners

BlazeMeter acquired by CA technologies for \$100M

EIMindA raised \$44M

### INVESTMENT TERMS

- ▶ **Target fund size** \$50-70 million  
10% from BGU  
\$20M first closing
- ▶ **Minimum investment** \$500K
- ▶ **Investment period** 5 years
- ▶ **Total fund term** 10 years
- ▶ **Carried Interest** 20%
- ▶ **Management fees** per budget, estimated at 2%
- ▶ **Target portfolio** 15 companies + 10-15 Seed
- ▶ **Co-invest** on a best-effort basis

### TEAM - NOTABLE EXITS

Companies in which we invested and were meaningful

dbMotion acquired by Allscripts for \$235M  
Healthcare IT

Traiana acquired by ICAP for \$251M  
Financial Technologies

Diligent acquired by IBM for \$170M  
Data Storage

ItemField acquired by Informatica for \$65M  
Enterprise software

Teads acquired by Altice for \$310M  
Video Technologies

### ADVISORY BOARD



**Rivka Carmi**  
President, BGU  
Scientist, Leader



**Gil Weiser**  
Chairman, BGN  
Visionary executive



**Chemi Peres**  
Founder, Pitango  
Legendary VC



**Daniel Cohen**  
Partner, Viola  
Leading Israeli VC



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