



The European House

Ambrosetti



REGIONE LIGURIA

LIGURIA 2030

Genova, Palazzo Ducale - 12 luglio 2022

Sesta edizione

PRESENTATION BY

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Camera di Commercio
Genova

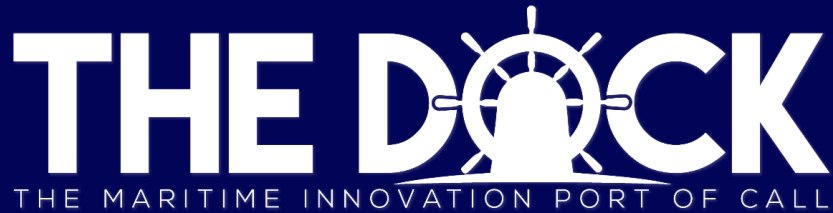
Camera di Commercio
Riviera di Liguria
Imperia La Spezia Savona



1921
2021



Ignazio Messina & C.



Invest in
Maritime, Supply Chain & Offshore
Digital Innovation

Think Tank - Liguria 2030

Disclaimer: This presentation does not contain all the information that a prospective investor may desire in considering an investment in the Fund and is qualified in its entirety by reference to the more detailed information that is or will be contained in the Limited Partnership Agreement (as supplemented from time to time) relating to the Fund and the amended and restated agreement of exempted limited partnership of the Fund and the related investment and advisory and subscription agreements. The content of this presentation is proprietary and confidential information of theDOCK Innovation Hub. It is not intended to be distributed to any third party without the written consent of theDOCK Innovation Hub.

Tech M&A's in the Maritime Sector



2016 (5)

2017 (8)

2018 (27)

2019 (50)

Q3-2020 (45)

theDOCK's Playground



Sustainability



Cybersecurity /
Safety / HLS

Vessel Operation /
Autonomous
Shipping

Port Optimization
& Automation

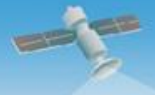
Supply Chain
& Logistics

Offshore /
Energy

Underwater
Operations



theDOCK's Playground



Data Analysis,
IoT



Cybersecurity,
Drones, AR, VR,
Robotics

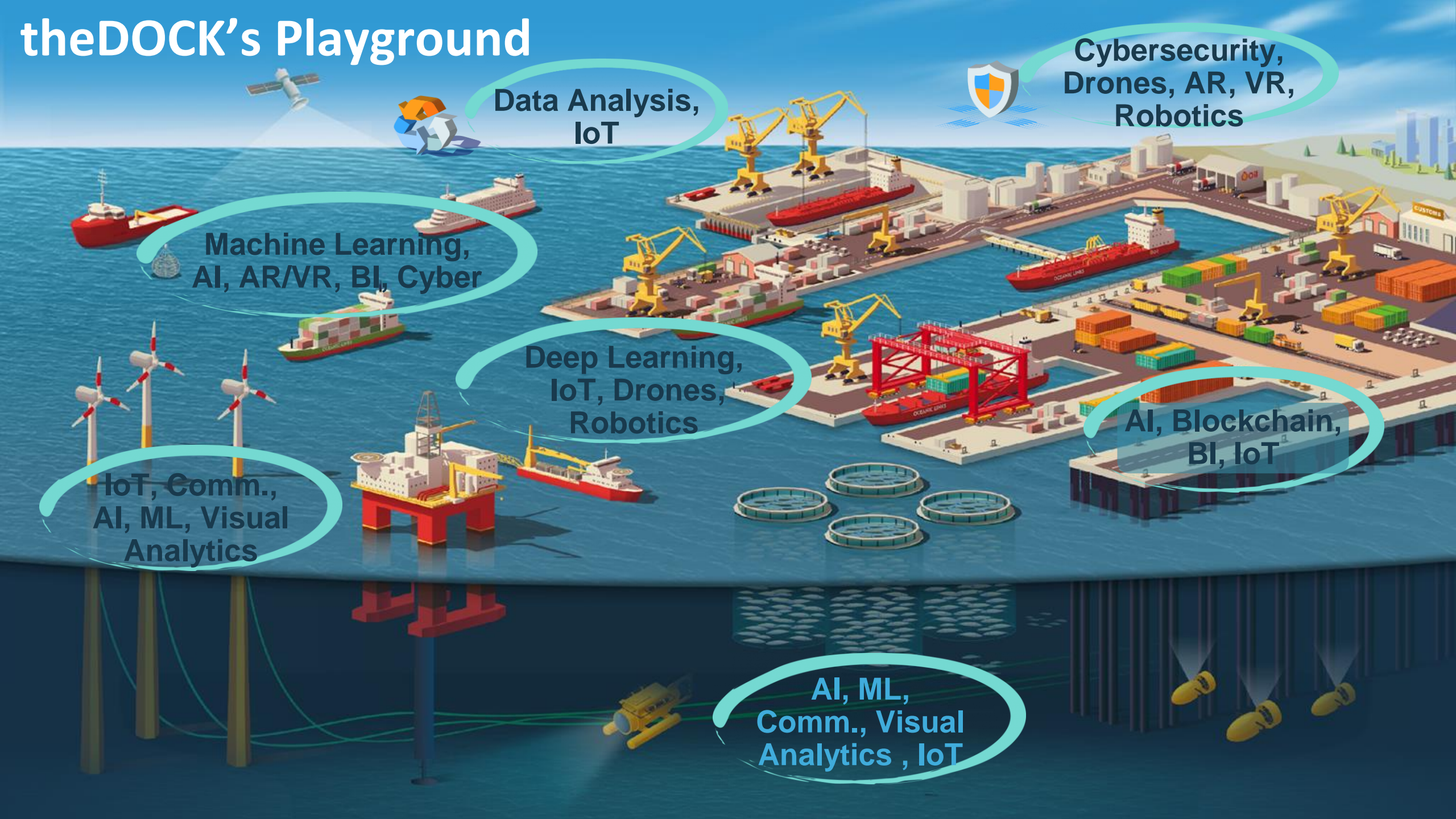
Machine Learning,
AI, AR/VR, BI, Cyber

Deep Learning,
IoT, Drones,
Robotics

IoT, Comm.,
AI, ML, Visual
Analytics

AI, Blockchain,
BI, IoT

AI, ML,
Comm., Visual
Analytics, IoT





THE DOCK

THE MARITIME INNOVATION PORT OF CALL

We Tie the Knot

theDOCK's Business Model



ENTREPRENEURS

- ↗ *early stage startups*
- ↗ *Israeli and global-based*

CORPORATE PARTNERS

- ↗ *Leading industry organizations*



INVESTORS

- ↗ *theDOCK Navigator I (Micro-fund) LP's*
- ↗ *Network of VCs*



GOVERNMENT

ACADEMY

Visits to Israel (theDOCK) 2018-2020

Joint Scouting Campaigns



Network



Sample Success Stories

Follow-on Investments in Portfolio Companies (2021)



Zim and Marius Nacht invests in Wave BL blockchain tech network

Published 1 month ago on March 16, 2021
By ZIM Integrated Shipping Services



Zim and Marius Nacht invests in Wave BL blockchain tech network for paperless trade. Image: WaveBL

Listen to the story (FreightComms AudioPost)

▶ 0:00 / 0:00

ZIM and Marius Nacht, one of Israel's leading serial entrepreneurs and investors, announced that they have jointly invested in a Series B Financing round of WAVE BL, a developer of groundbreaking blockchain network supporting paperless trade in the shipping industry.

The two investors co-lead a round of approximately \$8 million that will accelerate global implementation of WAVE BL's proven technology.

March 16, 2021



Wilson Sons takes stake in tech startup Docktech

PORTS & LOGISTICS

March 18, 2021, by Sanja Pekic

Brazil's port and maritime logistics operator Wilson Sons revealed investment in an Israeli startup to measure navigational depth in ports.



March 18, 2021



Orca AI, which puts computer vision onto cargo ships, raises \$13M Series A funding

Mike Butcher @mikebutcher / 12:00 PM GMT+3 • April 21, 2021

Comment



Image Credits: Orca AI

Tel Aviv's Orca AI, a computer vision startup that can be retrofitted to cargo ships and improve navigation and collision avoidance, has raised \$13 million in a Series A funding, taking its total raised to over \$15.5 million. While most cargo ships carry security cameras, computer vision cameras are rare. Orca AI hopes its solution could introduce autonomous guidance to vessels already at sea.

April 21, 2021



Navigator II
**Blue Ocean
of Opportunities**

Navigator II at a Glance

Vertical Focus:

Ports, Shipping, Supply Chain, & Offshore

Geographical Sourcing Focus:

Israel and global Innovation/Maritime Clusters

Target Stage:

Early Stage, Seed, Round A

Target Initial Investment:

\$0.5M - \$1.5M (along with co-investors)

Target Fund Size:

\$30M

Typical Pre-Money Valuation:

\$5-20M

Target Number of Investments:

10-12 (plus 15-20 Venture Building)

Target Holding Period:

7 Years

Exit Strategy:

M&A, IPO, Secondary market

Return:

3X

Fund Allocation (high level approximation)



Follow-on Investments

5

\$3M
(\$15M)




Portfolio Base Investments

10

\$1-\$1.5M
(\$13M)



Incubation (accelerator) Investments 

20

\$100k
(\$2M)

Number of investments

Ticket Size \$
(Total Allocation \$)

Deal Flow Dynamics (forecasted 3 years horizon)



Global Deal Flow – Cherry Pick Best Opportunities

Access to a growing deal flow of global maritime hubs

40+ maritime hubs WW, each graduating ~10-15 startups annually

~500 annual graduating startups

5-6 shortlisted opportunities annually

theDOCK Navigator II Fund Investment Advisory Committee



Jesper Praestensgaard
Shipping Executive

- NYSHEX
- Nordic Transportation Group
- Hapag Lloyd
- Maersk



Tetsuji Madarame
Maritime Logistics Expert

- NYK
- Global Advisory Board member at: Intel, AT&T, & SAP



Yigal Jacoby
Angel Investor

- Allot Communications
- LiveU
- GM Network Management
- Armon



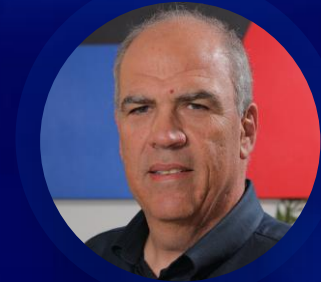
Orit Alperovitz
Co-Founder, NEOME (women investment club)

- NEOME
- Edmond de Rothschild
- UBS
- IBI Investment House



George Cambanis
Finance & Shipping Expert

- YieldStreet
- Deloitte Greece
- Deloitte Shipping & Ports



Hannan Carmeli
Managing Partner

- theDOCK
- Francisco Partners PE
- Israel Innovation Authority
- ClickSoftware
- Navy officer, Israeli Navy



Nir Gartzman
Managing Partner

- theDOCK
- Johnson & Johnson
- Better Place
- Mano Maritime
- Chief Engineer, Israeli Navy

The START-UP NATION *Finder*



Officers on Deck

theDOCK was founded in 2017 by two high-tech professionals and naval academy graduates with a dream to combine their two passions together – innovation & maritime

Hannan Carmeli
Co-Founder &
Managing Partner

Noa Schuman
CMO & IR

**Michal Hendel-
Sufa**
Head of Value
Creation

**Maayan
Rosenboim**
Associate

Nir Gartzman
Co-Founder &
Managing Partner

Join us

in sailing towards a better
Maritime, Supply Chain & Offshore world

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