

X O N Δ P A R T N E R S

Why Startups?

Innovation and Economic Impact

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Algiers, June 27, 2018

No Shortage of Cash



The infographic consists of two large olive-green circles. The left circle contains the text '\$140 Billion (2017)' and is labeled 'VC Investments' below it. The right circle contains the text '\$2.3 Trillion (2015-2017)' and is labeled 'Value Creation*' below it, with a note '+25% over 2014-2016' underneath. A vertical line on the left side of the slide contains the text 'XON PARTNERS' with a triangle symbol.

\$140 Billion
(2017)

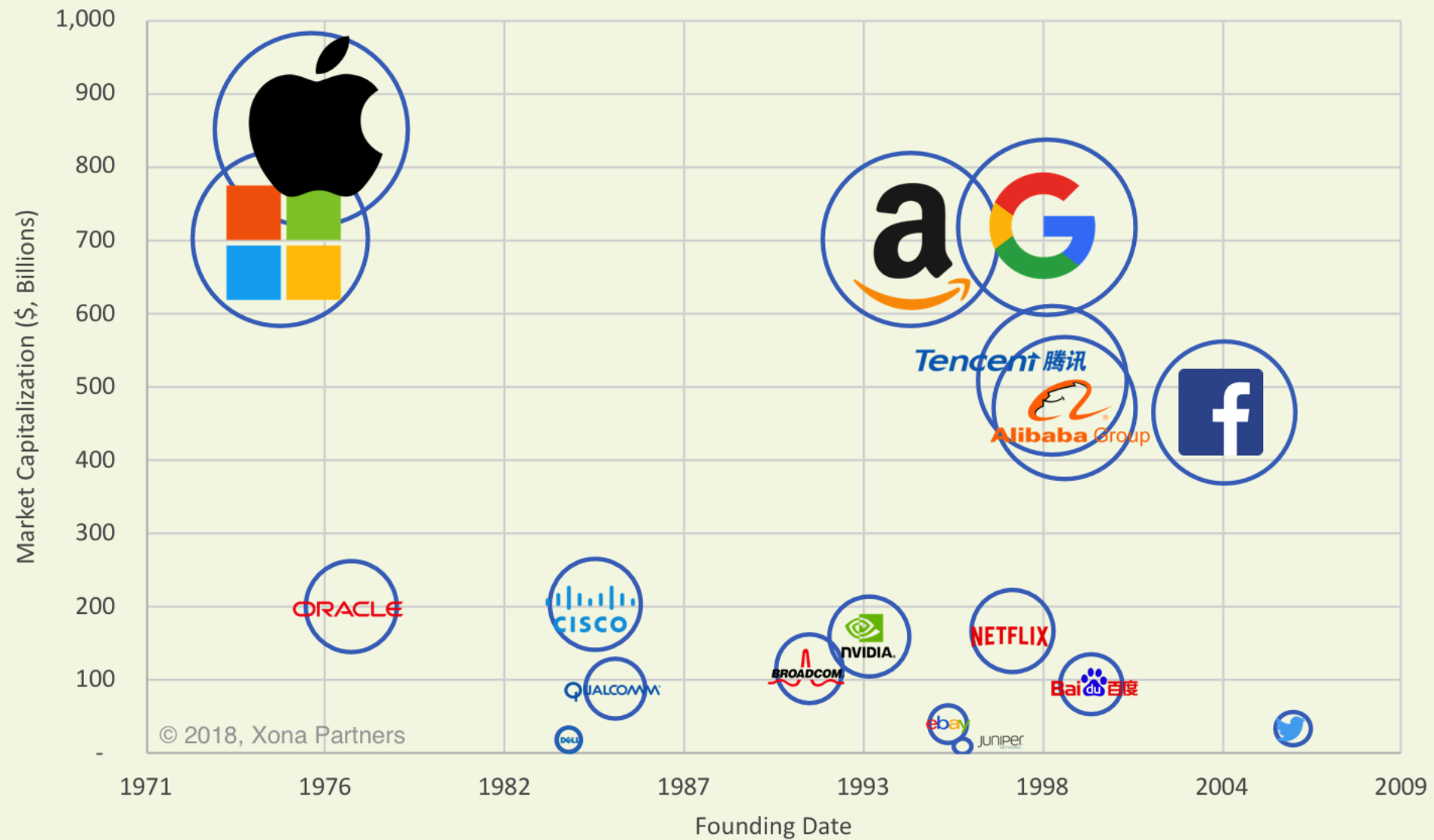
VC Investments

\$2.3 Trillion
(2015-2017)

Value Creation*

+25% over 2014-2016

Startups Are About Value Creation

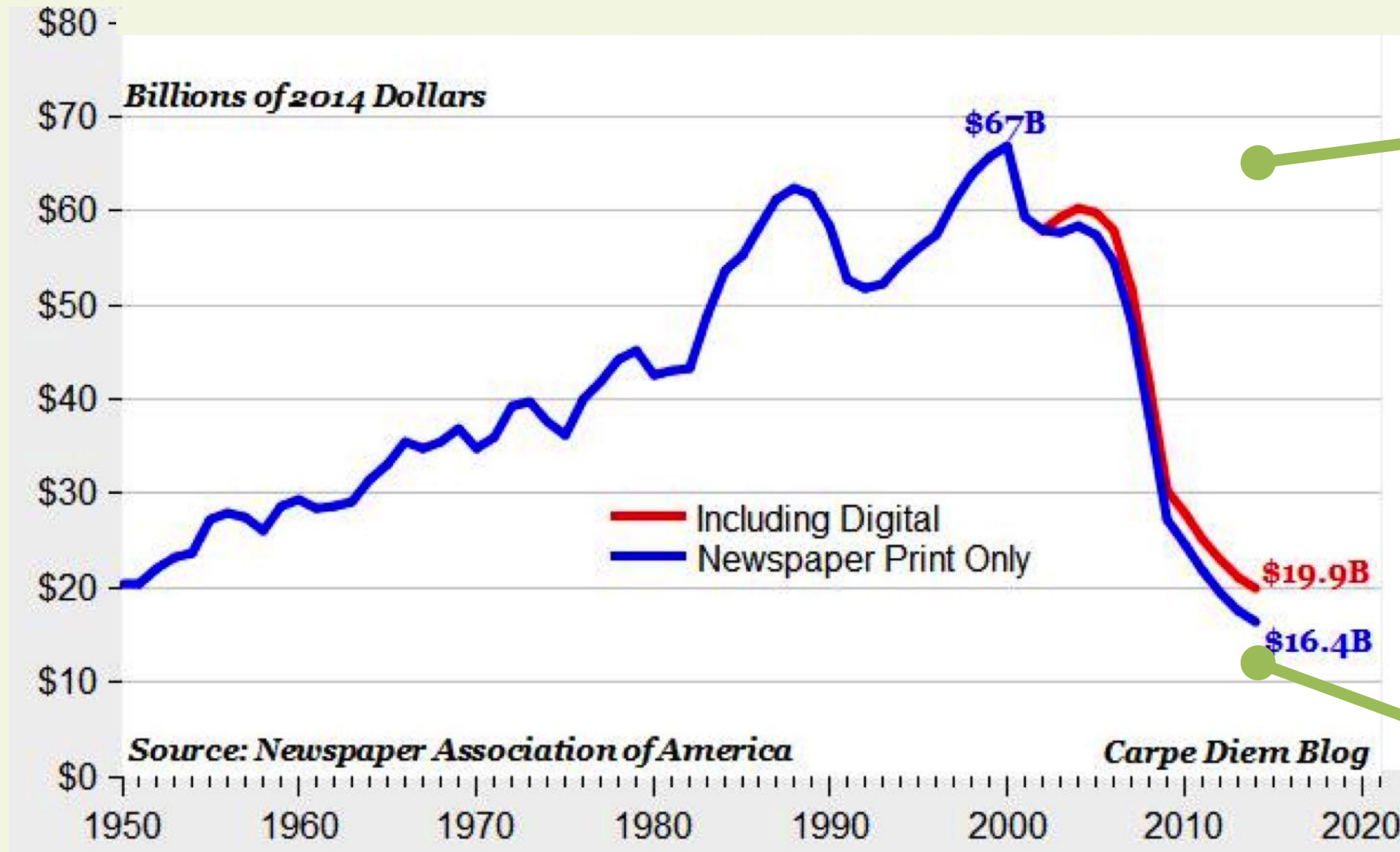



Startups Are About Changing the Status Quo



Startups Are About New Business Models

Newspaper advertising revenue in the United States

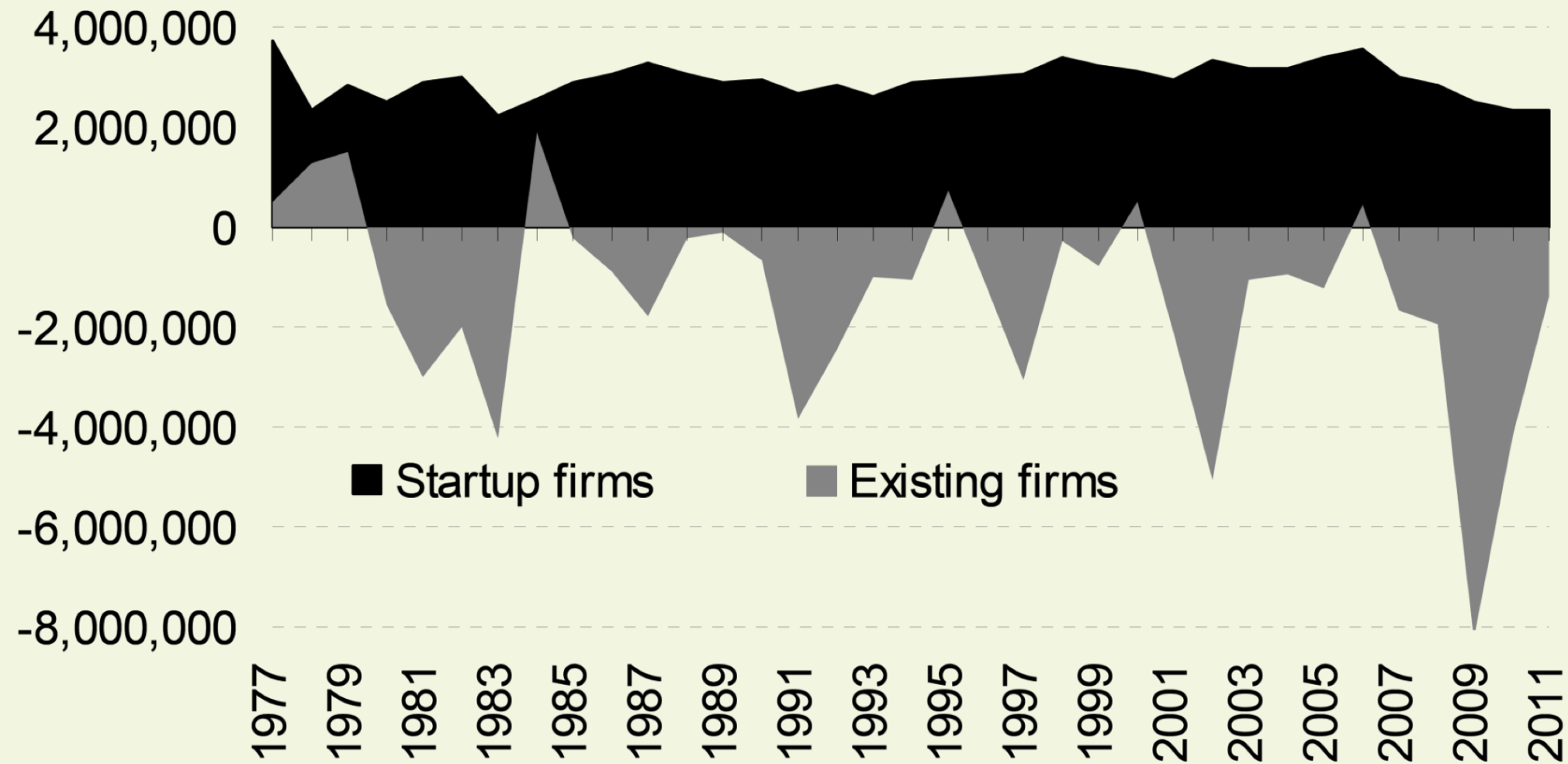



\$66 B


\$12.4 B

Startups Are About Jobs

Job Creation by Startups vs Existing Firms



Source: Tim Kane, based on Business Dynamics Statistics, U.S. Census Dept.

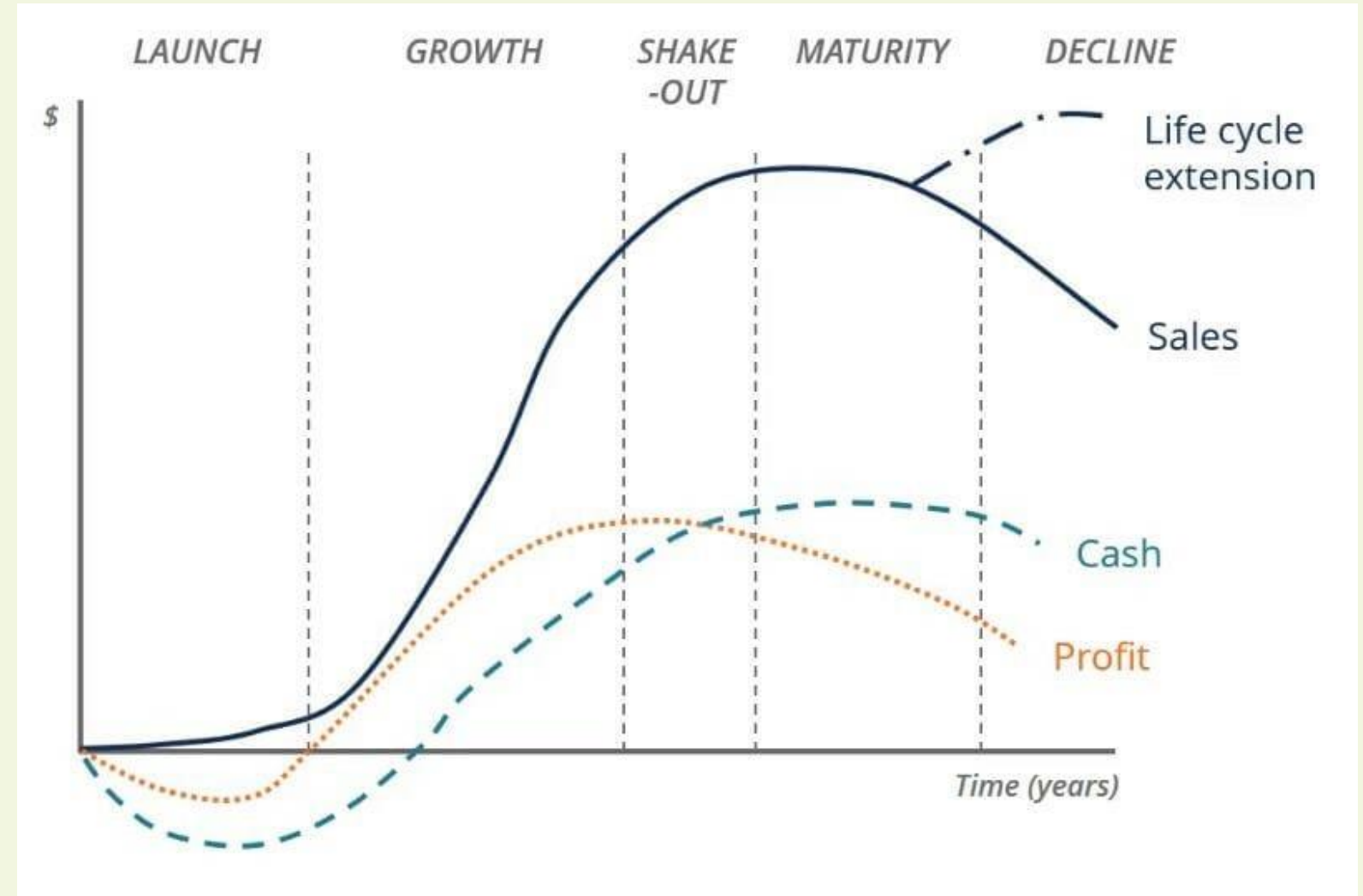
The Startup Challenge: Scale-up

Scale-ups have a disproportionate impact on:

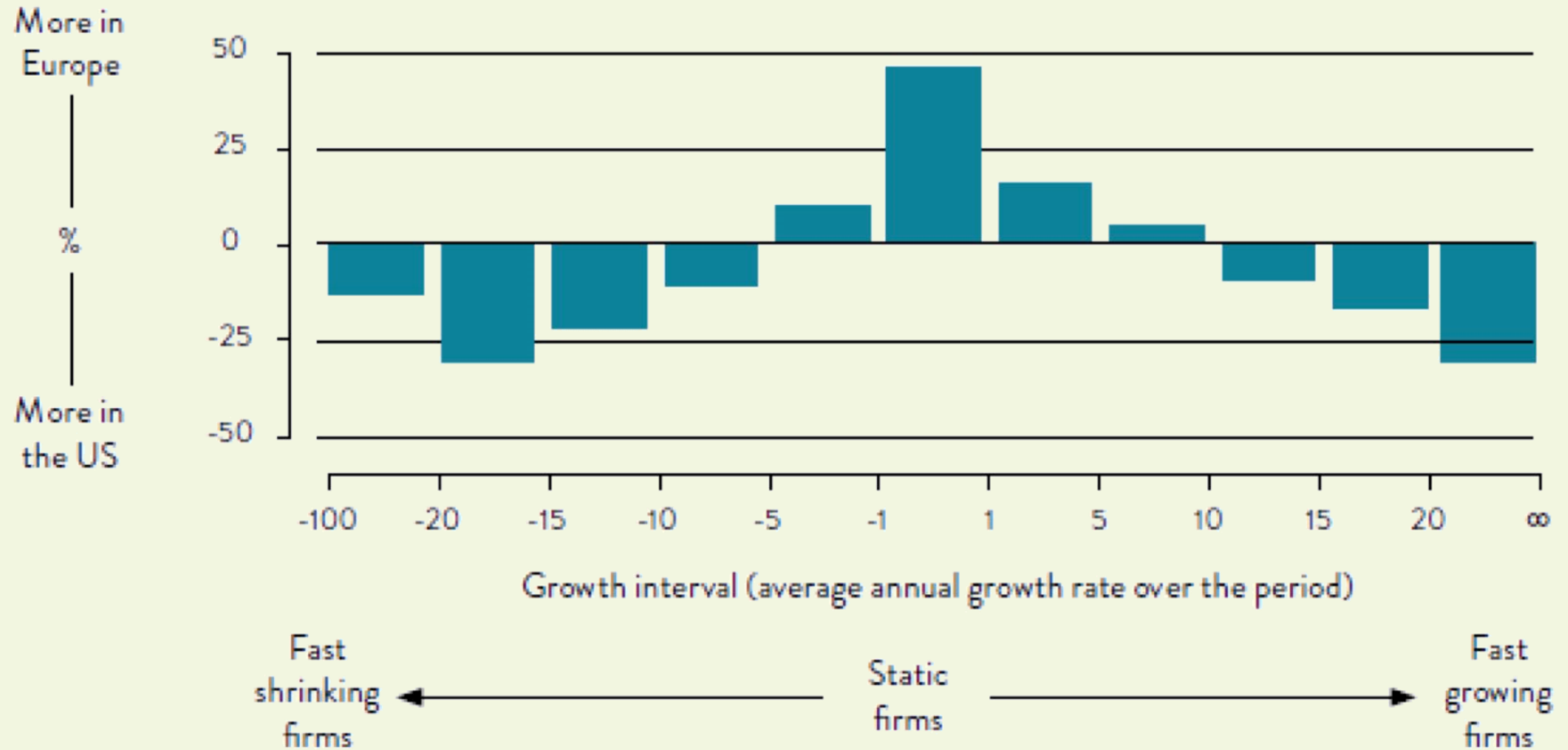
- › Job creation
- › Quality of jobs
- › Economic growth
- › Productivity gains

70% of tech startups fail 20 months after first raising financing

Source: CBInsights



Scale-Up or Fail Fast

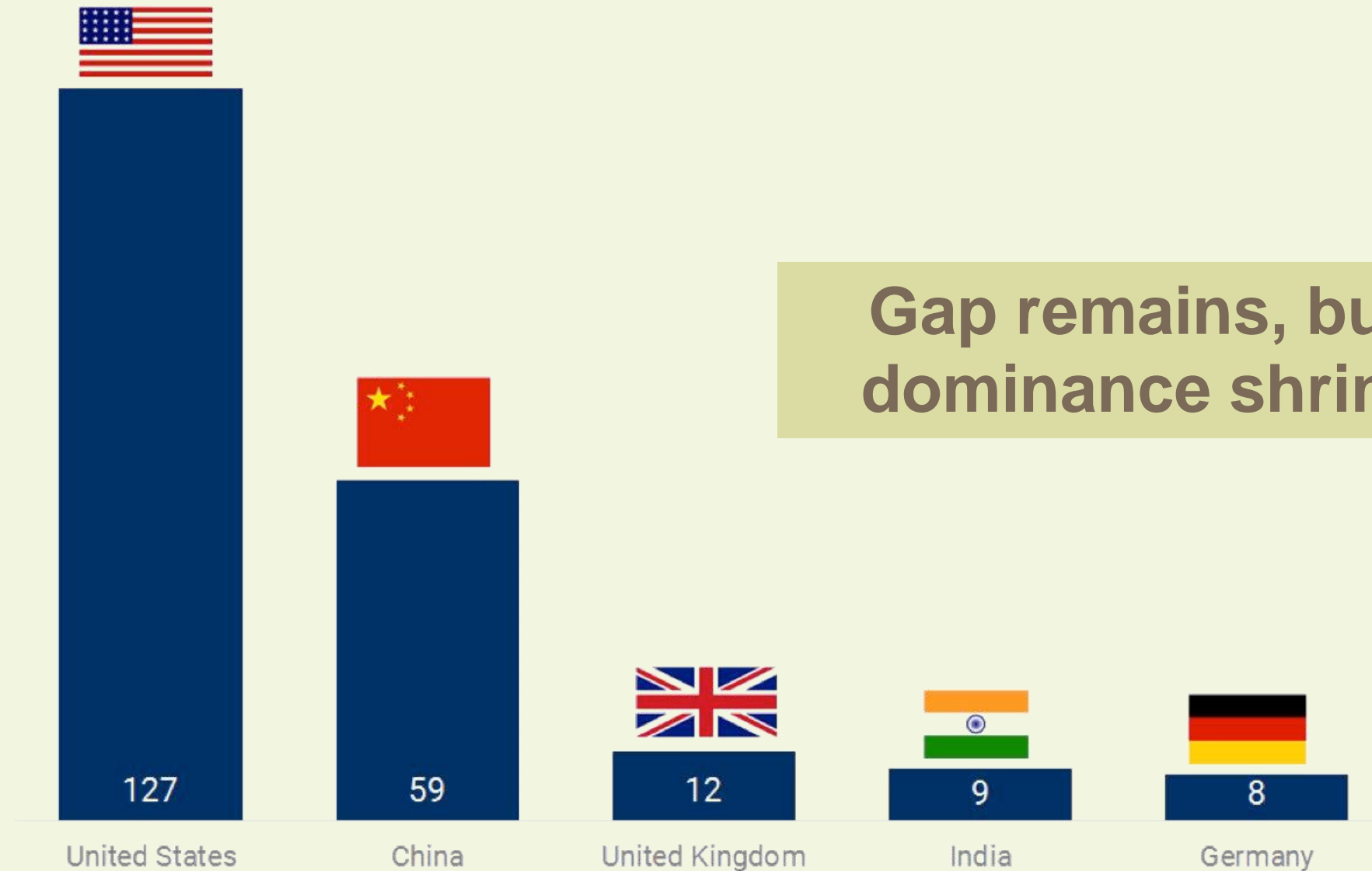


Startup Success: Ecosystems



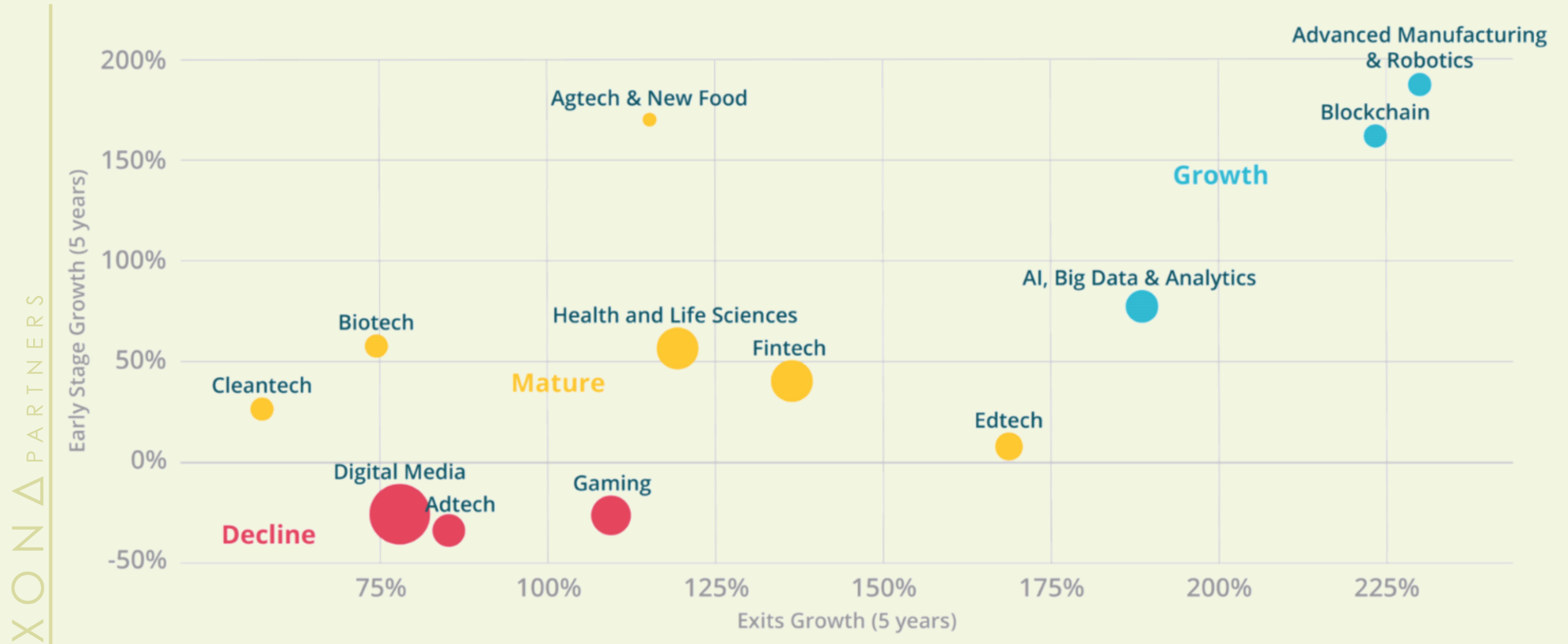
Startup Trends: The Rise of China

Unicorns by Country 2013 - 2017



Source: CBInsights

Startup Trends: Deep Tech



Xona Partners

Boutique Advisory Firm Specialized in Developing New Growth Strategies



Private Equity & Venture Funds

- M&A due diligence; competitive analysis & positioning



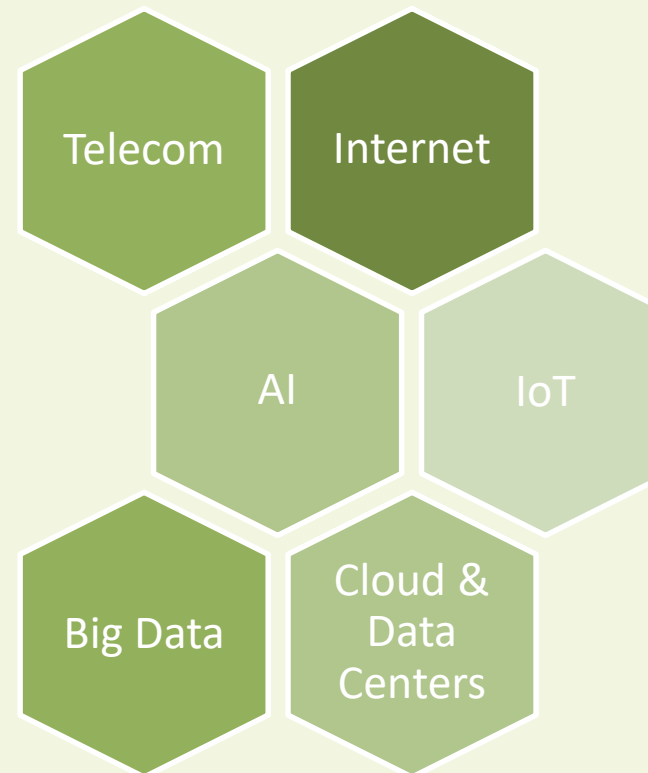
Technology Corporations

- Develop new business ventures from concept validation to implementation



Governments, Regulatory & Policy Makers

- Market & technology assessment for policy decisions



XONA Partners

Innovate. Enable.

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