

Family Offices als Teil eines innovativen Ökosystems

Thomas Andrae

Managing Partner
Linden Capital GmbH

Berenberg Single FO Konferenz, Hamburg, May 12, 2022

LINDEN

Me

Born in Cologne, raised in Berlin, living in Berlin & London

Built my first computer when I was 12, started my first own software company at age 14

Computer Science and Economics

10 years management consulting in North America & Asia

Built a supply chain software optimization company, exit to Fortune 500

Built the 3M Corporate Venture Capital fund, 100+ companies, invested USD 1,5bn+

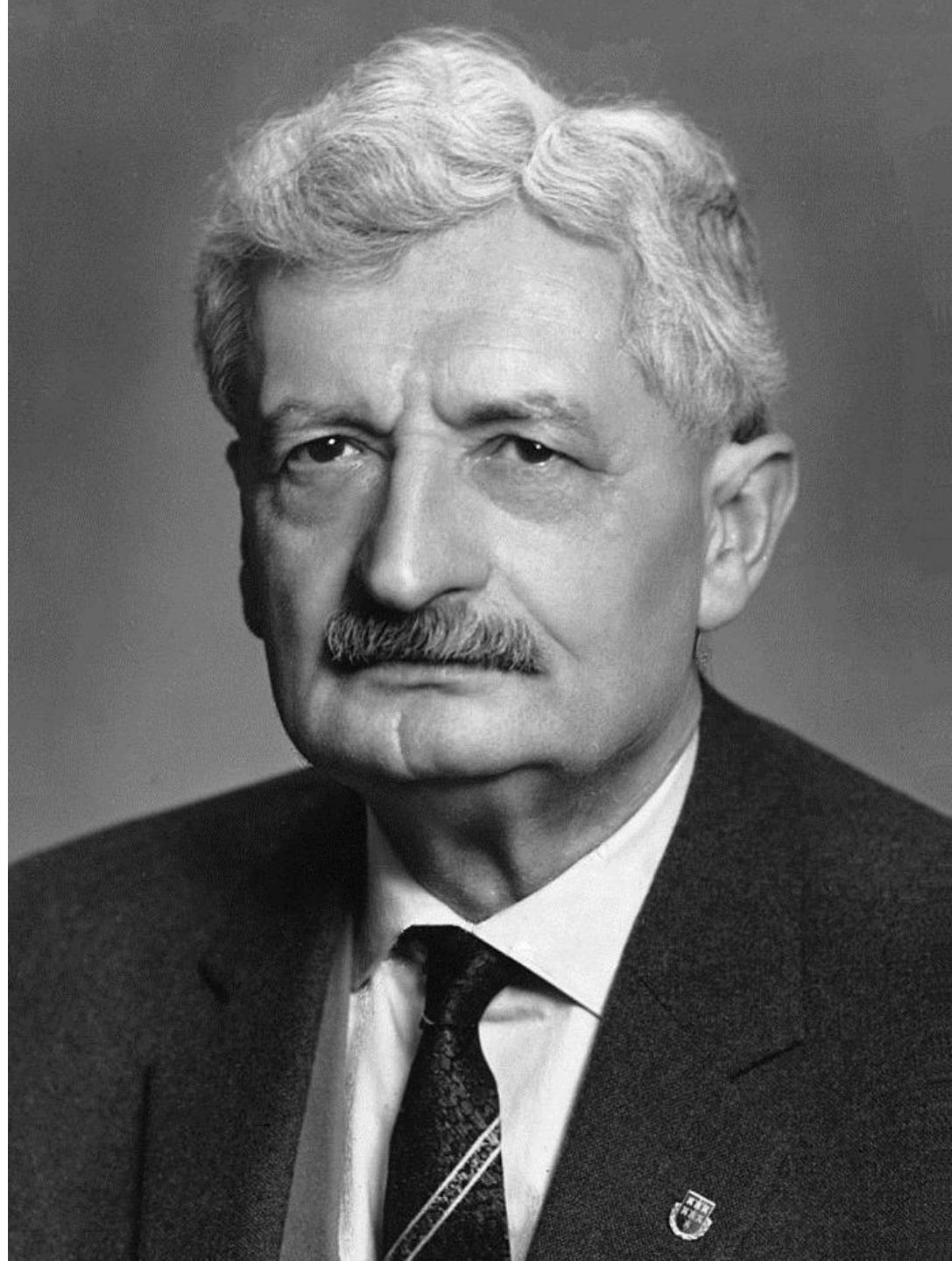
Founding Partner of Linden Capital, early-stage investments in artificial intelligence, advanced mobility, and deep tech

Co-Founder of delphai, a leading global provider of AI enabled business intelligence services

Co-Founder of Cobrainer, a machine learning enabled talent and skill management platform

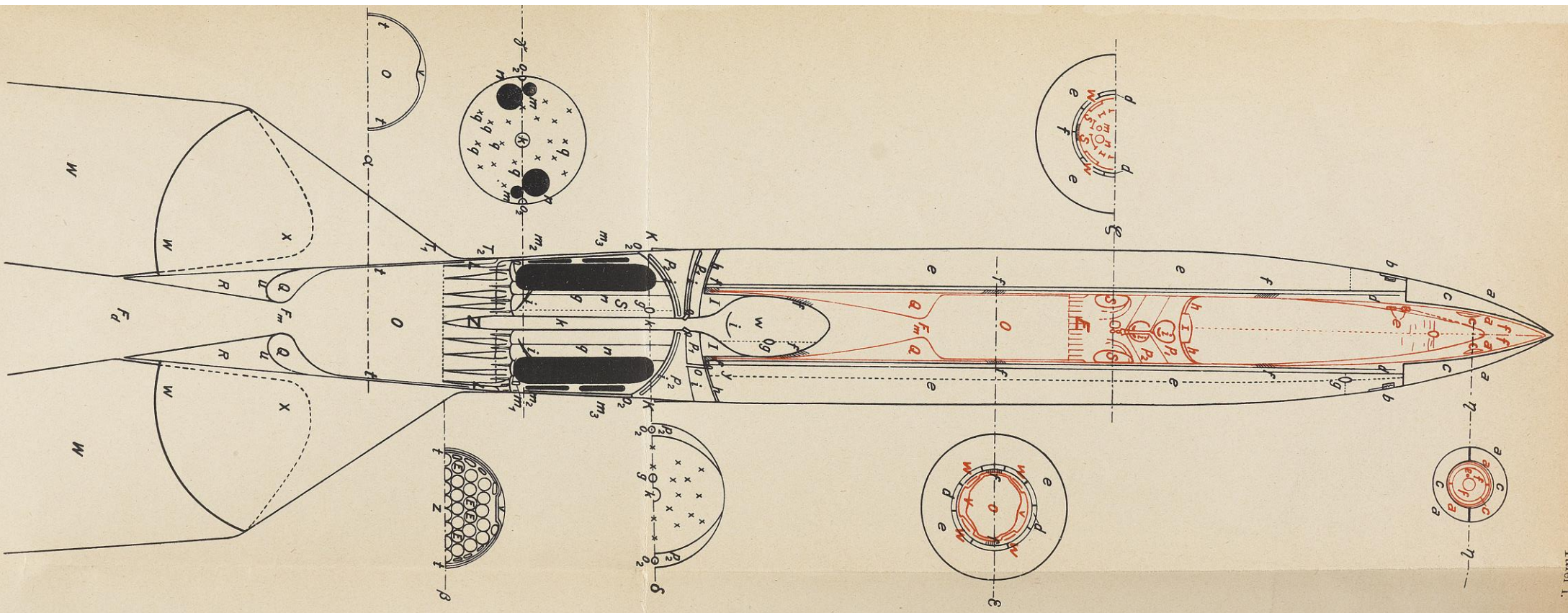
Member of various advisory/ supervisory boards, such as Continental's digital division, Signal Iduna Ventures, umlaut, Merantix AI, Poppe + Potthoff, Stellar Telecommunications, Dromos Technologies

Board member of the Venture Capital Fund of the private German Health Insurance Companies



HERMANN OBERTH

WEGE ZUR
RAUMSCHIFFAHRT



Modell B.

Maßstab 2 : 30.

Film-Kurier

FRAU *im* MOND

EIN FILM VON
FRITZ LANG



MANUSKRIFT: THEA v HARBOU







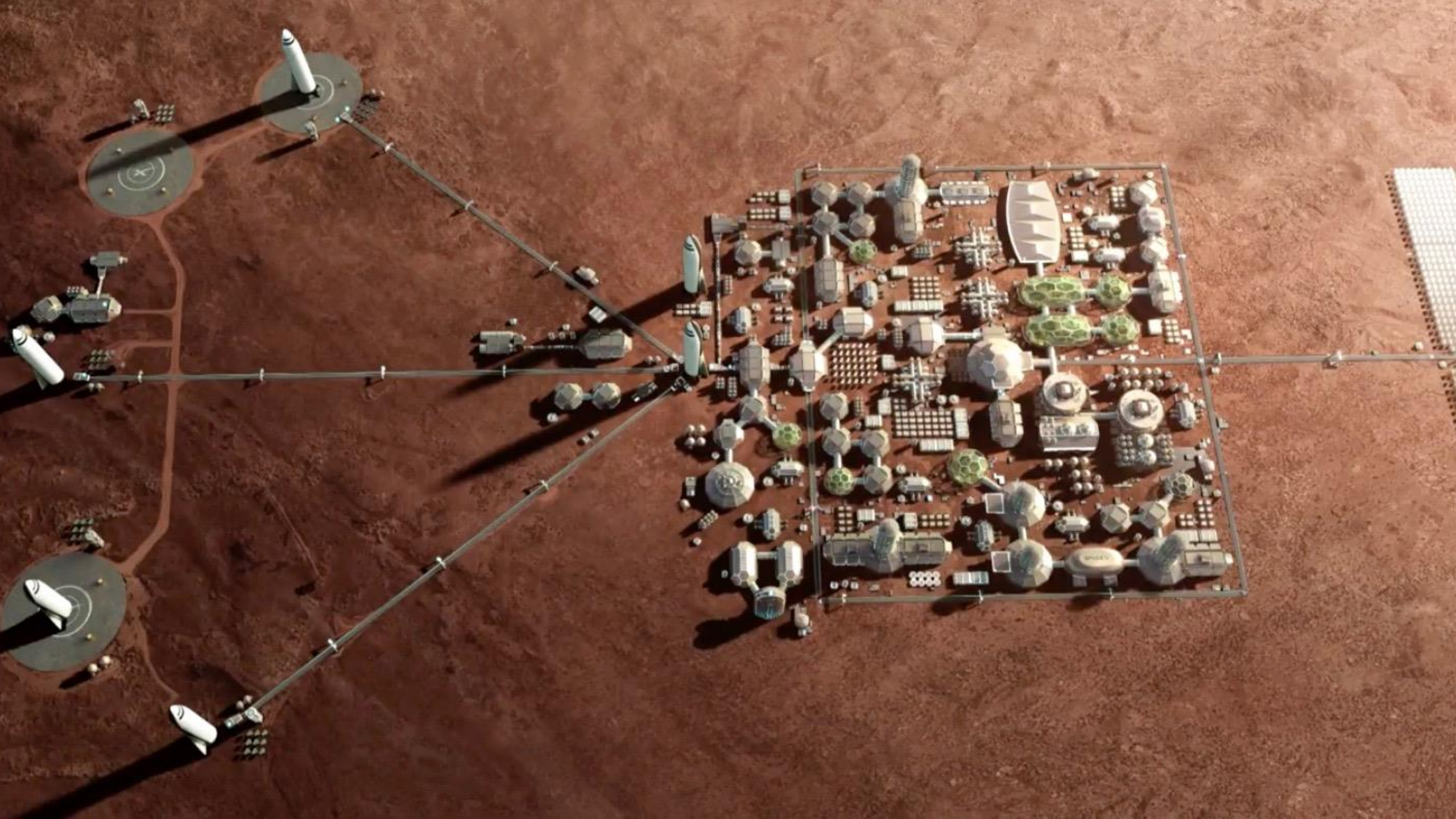


the mars project

WERNHER VON BRAUN

*The total time of flight from the perigee
to the landing slipper to sonic speed
is 1 hr 6 min 41 sec.
The math involved*









Umsatzrendite

Volkswagen AG – ca. 7%

Porsche – ca. 15%

Skoda – ca. 10%

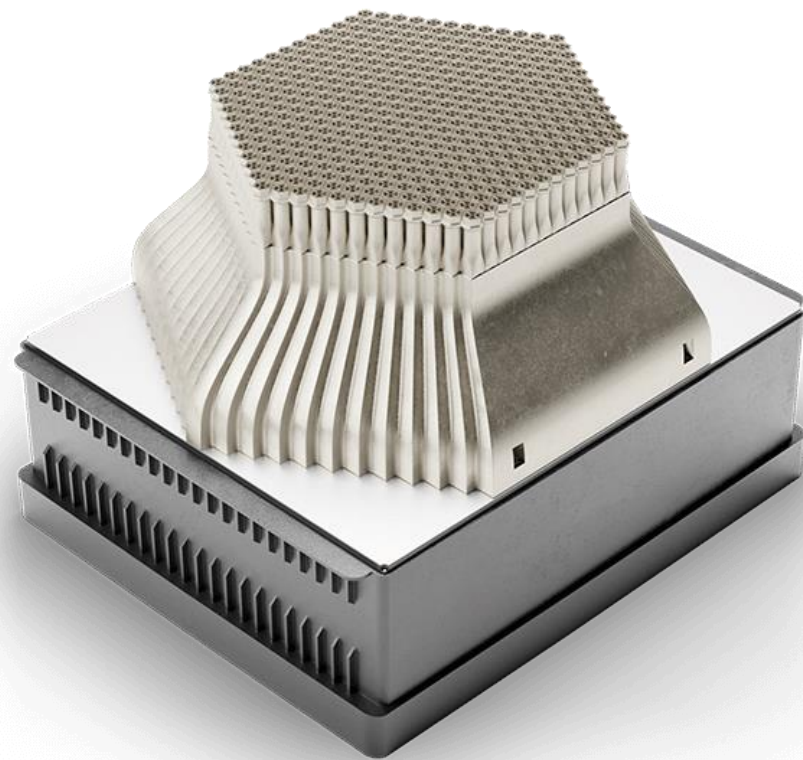
Tesla Model 3 (Grünheide) – ca. 30%





STARLINK





Link to SpinLaunch Video

<https://www.youtube.com/watch?v=TGO4LtCctTk>





„Day 2 is stasis. Followed by
irrelevance. Followed by
excruciating, painful
decline. Followed by death.
And that is why it is always
Day 1.“

Jeff Bezos
Founder and CEO, Amazon

Der Deutsche Mittelstand

“Many of these firms have all the ingredients for breakout success: amazing products and strong brands, loyal customers, and dedicated employees. But I think many have been held back by a conservative, risk-averse mindset that has shunned outside investment, and with it, the ability to recruit more seasoned executives, embrace new technologies, and move into new markets.”

Morad Elhafed, General Partner at Battery Ventures



Poppe & Polthoff
Stahlrohrwerk

CORE SENSING

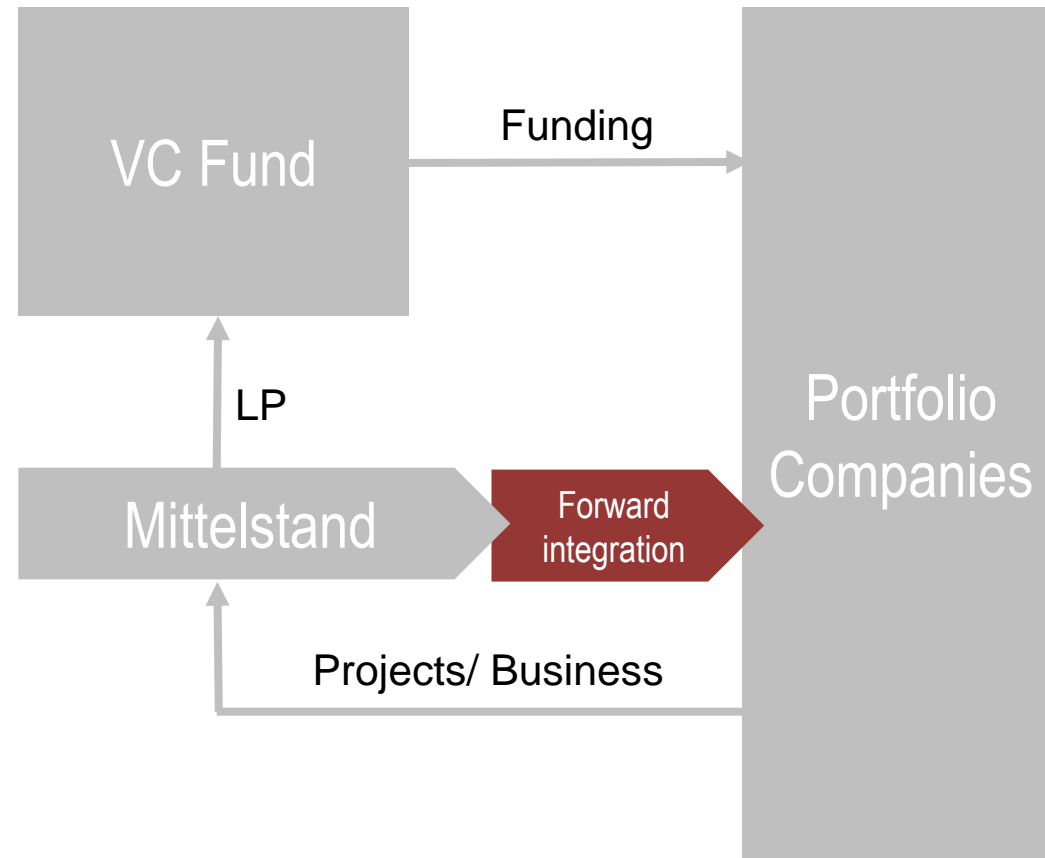


 SHEEVA

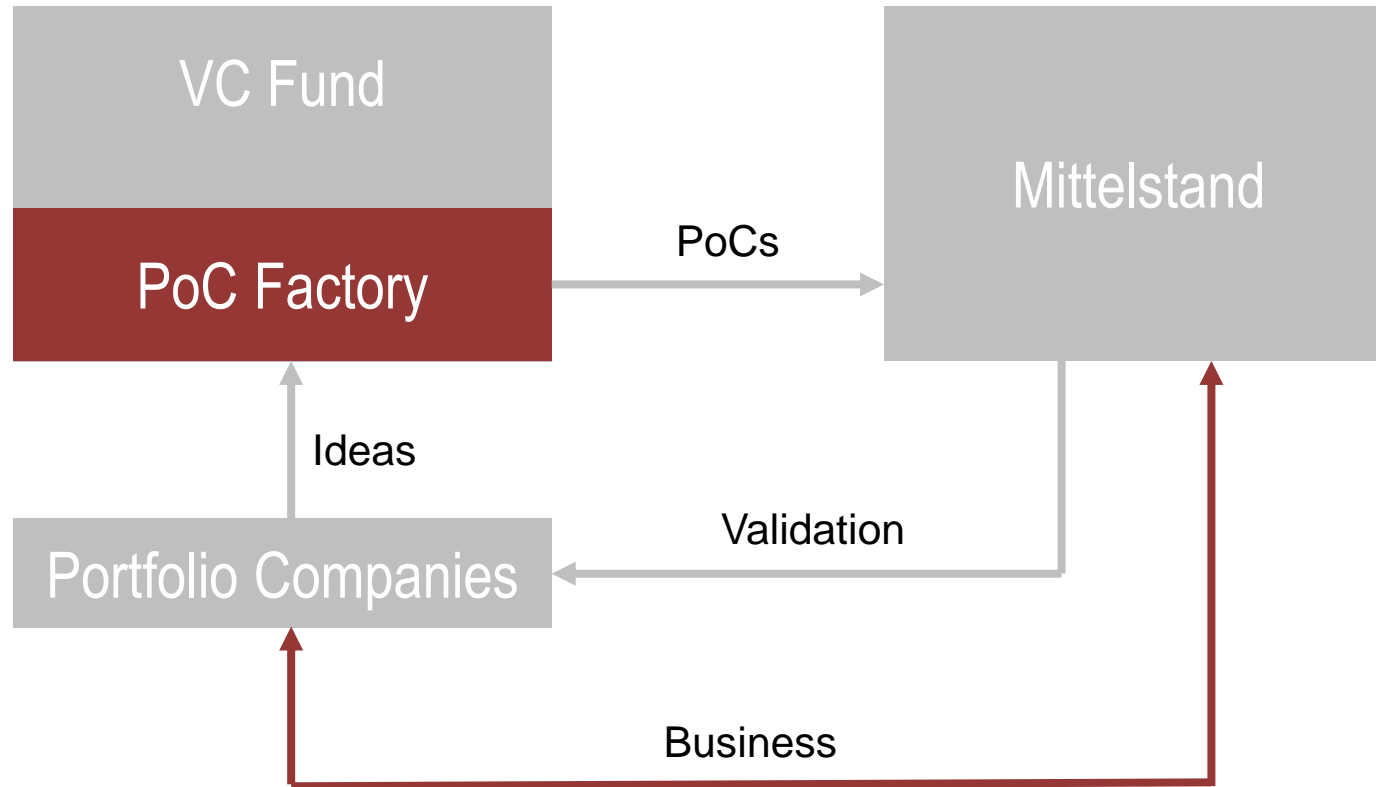
Programmatic Venturing (1)

- ✦ Contextualize the capabilities of the individual VC Fund investors (Mittelstand companies) with the ambitions of the VC Fund's portfolio companies
- ✦ The Mittelstand provides for a vast range of capabilities that are largely not known to emerging tech companies
- ✦ If applied right, those capabilities can make a significant difference with regards to the development of the product offering of an emerging tech company – plus an accelerated go-to-market
- ✦ In a world of well financed, fast emerging tech players, the VC Fund – based on a fundamental understanding of the innovation marketplace – enables forward integration of the Mittelstand into the solution sets of the leading tech companies of the future
- ✦ The VC Fund acts as a forward-looking catalyst that combines existing capabilities with new ideas

Programmatic Venturing (2)



A PoC factory that acts as an ideation funnel for the Mittelstand – and creates new business



The Porsche ecosystem **for founders**

Porsche Digital

Porsche's technology and digital unit is an international innovation scout for digital business models and a strategic partner for portfolio start-ups.

forward³¹

The Porsche **Digital** Company Builder

The business unit of Porsche Digital is the company builder of the ecosystem. The focus is the independent development of promising start-ups.



PORSCHE

PORSCHE **VENTURES**

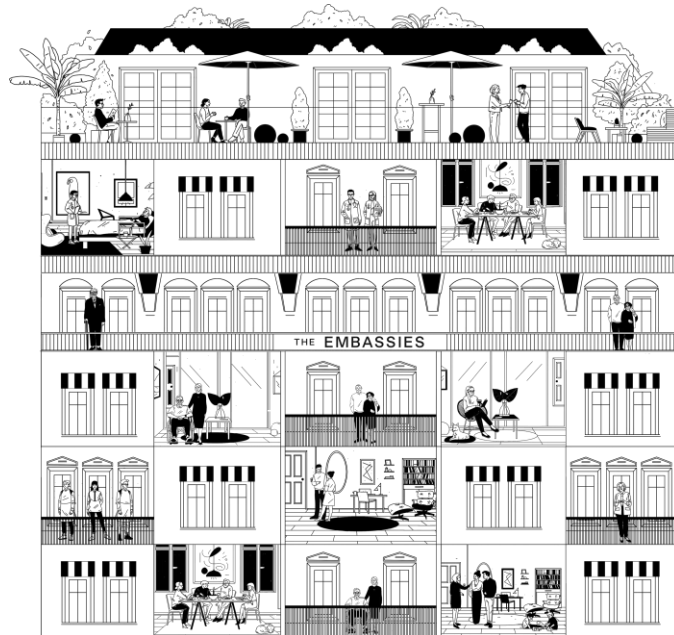
As an agile unit, the venture capitalist of Porsche AG invests in innovative technologies and business models worldwide.

APX

The early-stage investor and long-term partner for young founders is a joint venture between Axel Springer and Porsche.



PORSCHE



aware_



Timeless

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