



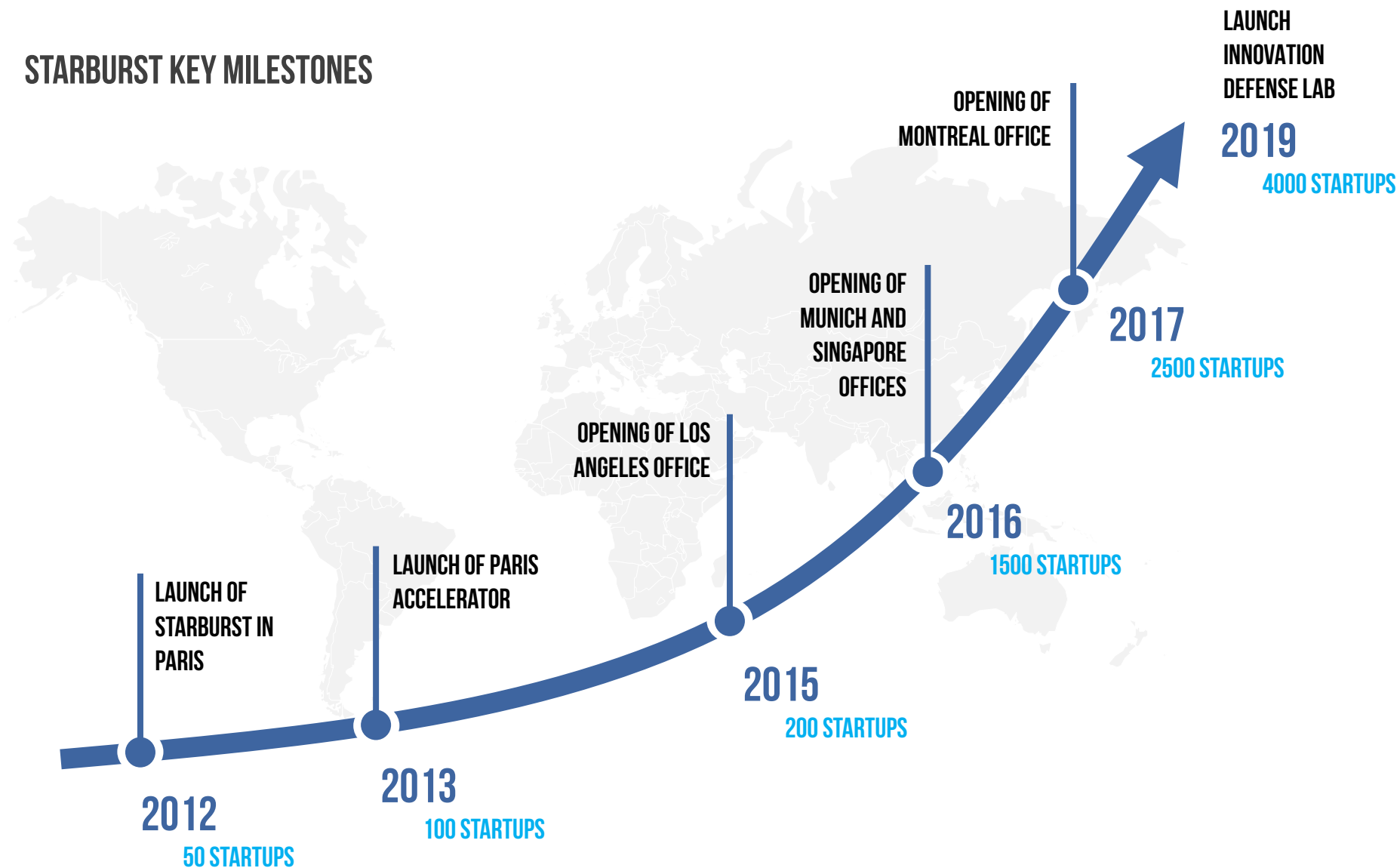
STARBURST

STARBURST COMPANY OVERVIEW

MARCH 2019

STARBURST HAS RAPIDLY GROWN TO REACH A GLOBAL PRESENCE

STARBURST KEY MILESTONES



WE ADDRESS THE ENTIRE AEROSPACE VALUE CHAIN

STARBURST STARTUP SCOPE

SPACE MOBILITY

- Satellites
- Launchers
- Data communication
- Earth observation



REGIONAL MOBILITY

- New concepts (supersonic, hybrid)
- Connectivity
- Energy management



URBAN MOBILITY

- UAS
- Autonomous flight
- eVTOL
- Energy Management



INFRASTRUCTURE

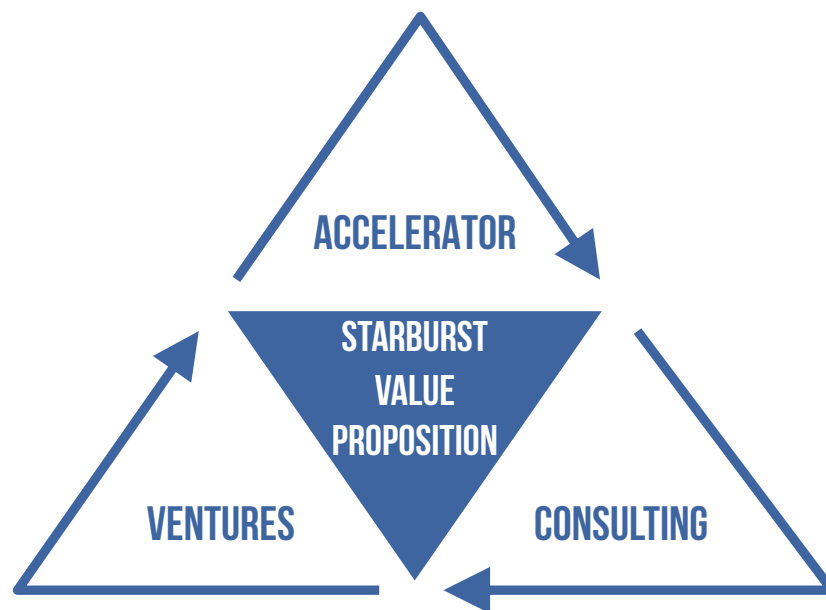
- Passenger Experience
- Airport security
- Automation
- Airport retail

ENABLING TECHNOLOGIES

- Cybersecurity
- Connectivity/Sensors/Antennas/IoT
- Big data, AI, Machine Learning
- Industry 4.0, Robotics

STARBURST COMBINES 3 COMPLEMENTARY ACTIVITIES FOR A UNIQUE VALUE PROPOSITION

STARBURST SERVICE OFFERING



ACCELERATOR

- > INNOVATION SCOUTING
- > MATCHMAKING BETWEEN STARTUPS AND CORPORATES

CONSULTING

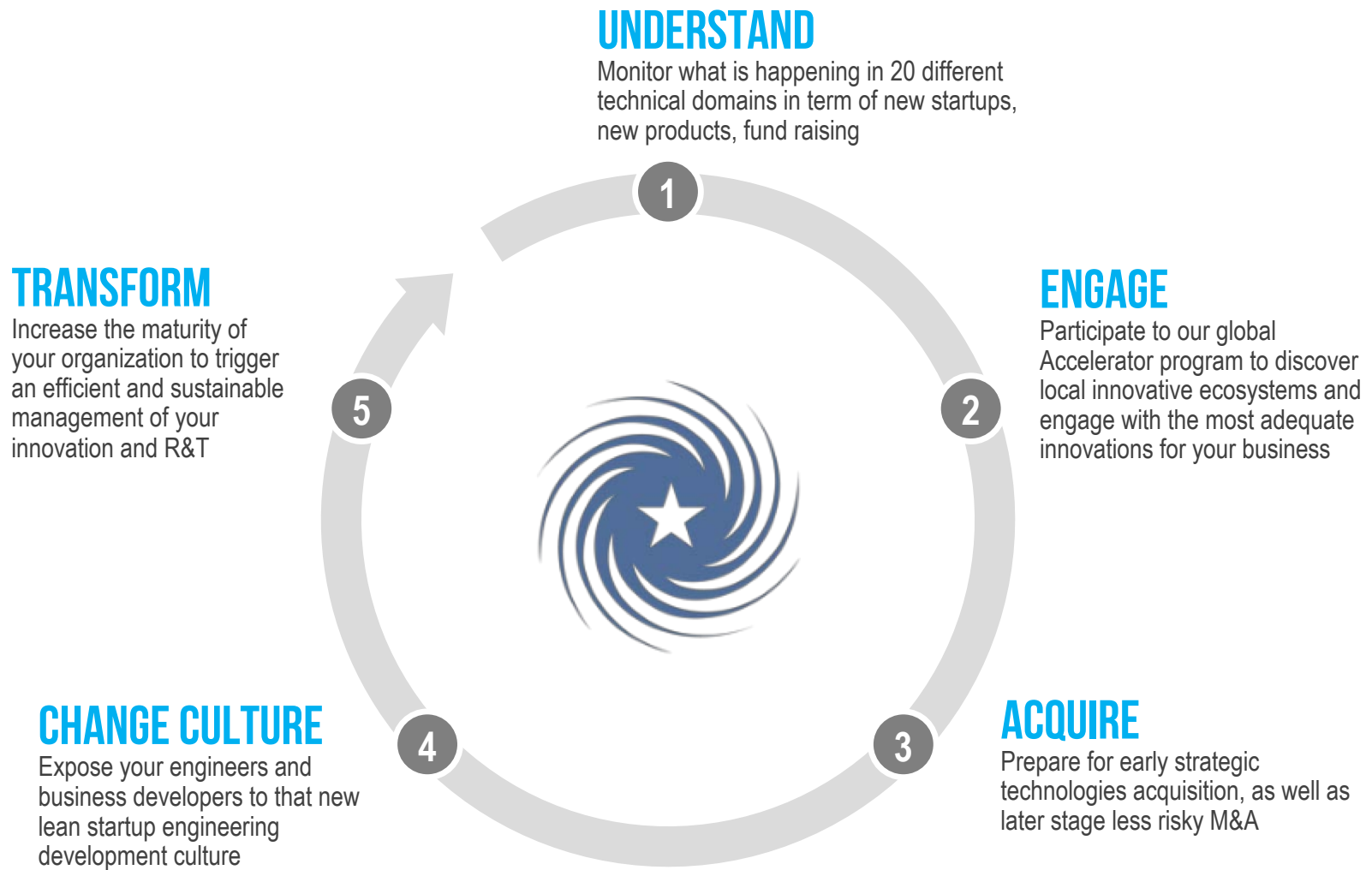
- > GROWTH (NEW PRODUCTS, NEW MARKETS)
- > DIGITIZATION BY INNOVATION
- > INNOVATION PERFORMANCE
- > AGILE TRANSFORMATION
- > CUSTOM SCOUTING

VENTURES

- > GLOBAL AEROSPACE FUND
- > LIMITED PARTNERS INVESTMENT OPPORTUNITIES

A RANGE OF SERVICES FULFILLING THE NEEDS OF ALL BUSINESSES INTERESTED IN AEROSPACE INNOVATION:
STARTUPS, CORPORATES, INVESTORS

PROPOSES A 5-STEP JOURNEY TOWARDS BEST-IN-CLASS INNOVATION MANAGEMENT



STARBURST HAS BUILT AN UNMATCHED GLOBAL AEROSPACE INNOVATION ECOSYSTEM

STARBURST KEY FACTS AND OFFICES

4000+ STARTUPS SCREENED

100+ YEARS OF AEROSPACE CONSULTING EXPERIENCE



40 AEROSPACE CORPORATE PARTNERS WORLDWIDE

450+ STARTUPS PITCHED

100 LABS & UNIVERSITIES IN EUROPE AND US

STARBURST IS A TRUSTED PARTNER TO SET UP AND OPERATE INDUSTRY SPECIFIC ACCELERATOR PROGRAMS FOR CLIENTS

EXTERNAL SEED ACCELERATOR PROGRAMS RUN BY STARBURST

	<u>Innovation Defense Lab</u>	<u>Techstars-Starburst Space Accelerator</u>	<u>Aviation Accelerator</u>	<u>Aerospace & Defense Accelerator</u>
Customer/ Partner	French Ministry of Defense	Techstars	Centech	Mubadala
Location	Paris	Los Angeles	Montréal	Abu Dhabi
Industry focus	Defense	Space	Aviation	Aerospace & Defense
Program details	<ul style="list-style-type: none"> ▪ 3-year contract ▪ General contractor ▪ Dedicated to exchange between all innovation stakeholders related to French forces 	<ul style="list-style-type: none"> ▪ 2019-2021 ▪ Backed by NASA JPL, US Air Force, Maxar, SAIC, Lockheed Martin ▪ 13-week acceleration bootcamp per cohort, with intense hands-on mentoring ▪ Investing 120k equity per startup 	<ul style="list-style-type: none"> ▪ Cohort of startups dedicated to Aerospace ▪ 12-week program ▪ Mentoring and fundraising support services 	<ul style="list-style-type: none"> ▪ 3 year contract ▪ 12-week acceleration bootcamp per cohort, with intense hands-on mentoring ▪ Starburst invests 150k for equity

STARBURST CONSULTING HELPS CORPORATES TO SUCCESSFULLY LEVERAGE INNOVATION

STARBURST CONSULTING

CONSULTING OFFER

Growth

- Market size, trends & drivers
- Competitive landscape
- Go-to-market strategy
- Product-market fit
- Business planning
- Country assessment
- Commercial due diligence
- Startup valuation

Innovation Management

- Innovation performance
- Innovation strategy
- Incubator / accelerator / CVC concept & implementation

Business Transformation

- Production digitization through innovative technology: IoT, AR/VR, AI, big data, cobots, ...
Opportunity assessment, biz case, process analysis & re-design, technology selection & roll-out
- Agile transformation for productivity increase for large projects
- Business digitization
 - Supply chain
 - Customer Experience
 - Support processes (HR, Finance, etc.)

SELECTED REFERENCES

Corporates



Startups



Investors



STARBURST ACCELERATOR CONNECTS AEROSPACE CORPORATES WITH INNOVATIVE STARTUPS

STARBURST ACCELERATOR

CORPORATES PARTNERS

European partners



American partners



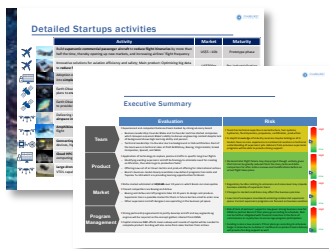
ACCELERATOR PARTNERSHIP

- Access to an **ecosystem of 4000+ startups**, sorted along **18 technology verticals**
- Access via:
 - **Global selection committees** (10-12 per annum) to assess 10 promising startups - next one in Munich in December at MTU
 - **Private pitches sessions**, organized twice a year at a corporate partner's premises and during which 5-8 startups present in detail their value proposition through 30'-45' pitches
 - **Mentoring opportunities** (mutual learning opportunity) in the context of the **Starburst Accelerator program** (1-year program bringing startups from Seed to Series A)

STARBURST VENTURES OFFERS LIMITED PARTNERSHIPS TO BENEFIT FROM THE NEXT DISRUPTIVE INNOVATION IN AEROSPACE

STARBURST VENTURES

STRATEGIC SERVICES



- > DEAL FLOW REPORT
- > PRIVATE BRIEFINGS ON STARTUPS OF YOUR INTEREST
- > WHITE PAPERS ON OUR DOMAINS OF MAIN INTEREST
- > FUND FORUM WITH OUR LPS ONCE A YEAR
- > TECHNICAL ADVISORY BOARD EVERY QUARTER

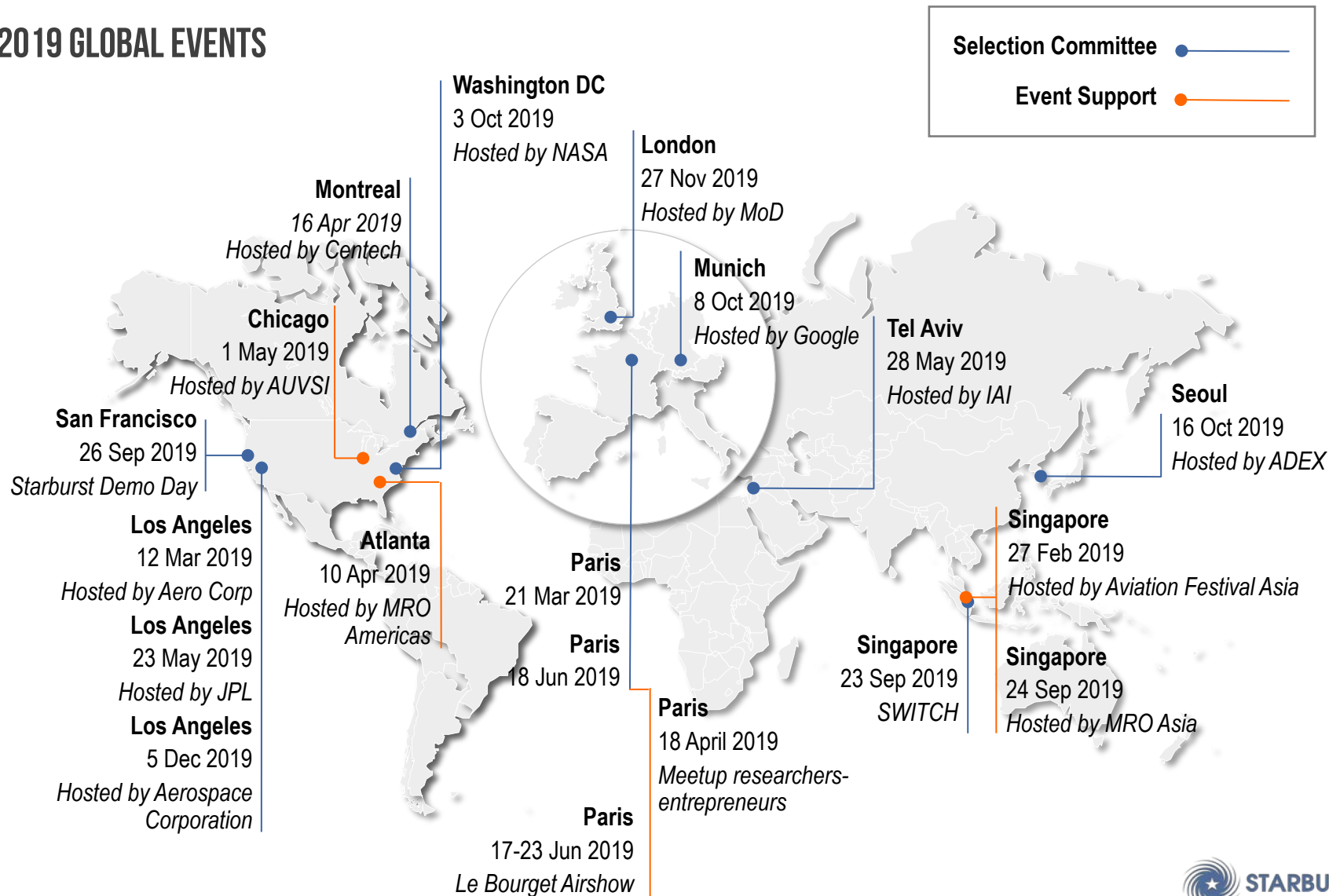
LIMITED PARTNER TERM



- ✓ STANDARD US VC TERMS
- ✓ \$10 M MINIMUM COMMITMENT
- ✓ 80 / 20 CARRIED INTEREST SPLIT
- ✓ 2.5 % MANAGEMENT FEES
- ✓ 10 YEAR FUND WITH 6 YEAR INVESTMENT PERIOD
- ✓ OFFER DOCUMENT ON REQUEST





EVENTS PLANNED FOR SHOWCASING AND NETWORKING

2019 GLOBAL EVENTS



40% OF OUR STARTUPS HAVE RAISED SERIES A FUNDING

STARBURST STARTUPS 2013 – 2017

	<u># startups accelerated</u>	<u># startups raised Series A - VC funds</u>	<u>Amount raised</u>	<u>Average round size per startup</u>
	128	48 (38%)	219 M\$	4.6 M\$
	97	42 (43%)	438 M\$	10.4 M\$
	9	4 (44%)	17 M\$	4.2 M\$
	234	94 (40%)	674 M\$	7.2 M\$

STARBURST LEVERAGES EMERGING TECHNOLOGIES TO DRIVE LEADERSHIP IN NEW MARKETS AND OPERATIONAL EXCELLENCE

STARBURST UNIQUE SELLING PROPOSITION



EXCLUSIVE FOCUS ON AVIATION AND AEROSPACE

- In-depth aerospace economics & technology understanding
- Unique global industry experts network



KNOWLEDGE OF ALL AEROSPACE INNOVATIONS GLOBALLY

- Unique global innovation ecosystem bringing all stakeholders together
- Leading edge innovations for business growth and productivity increase
- Superior future market models based on bottom-up new markets insights (UAM, drones, etc.)



INNOVATION IMPLEMENTATION

- Best practice innovation management with RoI focus
- Innovation deployment based on use case analysis, business case and process re-design
- Business model innovation and business digitization with manufacturing focus



STRATEGY WITH DELIVERY

- Pragmatic and tailored-made recommendations with implementation in mind
- Implementation support to make strategy happen