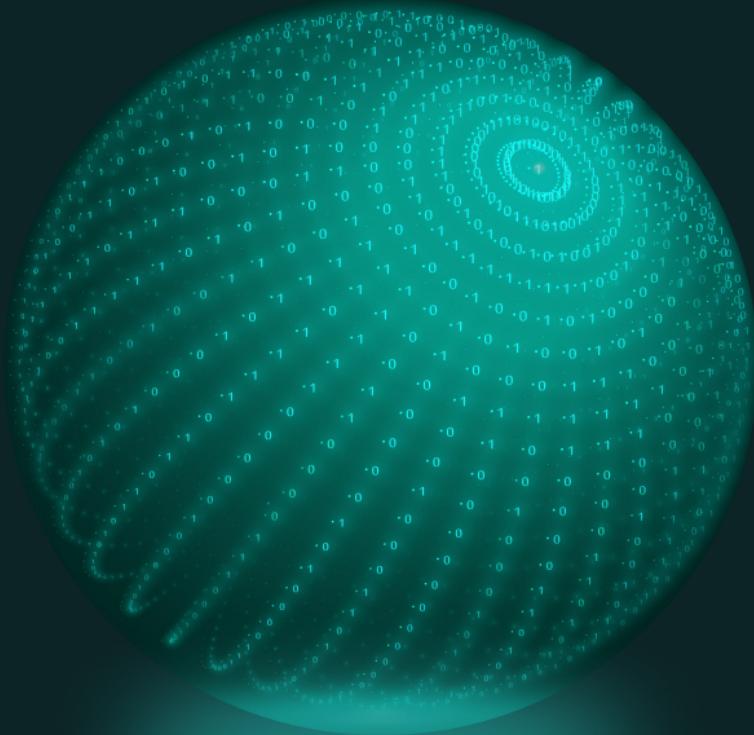


[2] TwoTensor

Venture Deal Signals



Brochure **TwoTensor**

MONTHS
BEFORE
PITCHBOOK

History is repeating itself

Two decades ago, quants transformed public markets by harnessing big data and statistics. Today, private markets present a parallel chance for substantial value creation, moving beyond traditional methods.

Our Specialists

Our team blends physics, data science, and engineering expertise from leading institutes, with achievements in research, tech innovation, and data privacy. Their combined skills drive our success in Venture Deal Signals.

Pitfalls of Database Deal Sourcing

The current frontier in deal sourcing is database searches. This is where firms upsell LinkedIn Sales Navigator and CrunchBase to unsuspecting clients.

The Proximity Advantage in Investment Deal Flow

Proximity matters in deal-making. Investors closer to their markets enjoy significantly more deal flow, up to 144% as highlighted by [Hochberg and colleagues in the Journal of Finance](#).

Direct Channels are The Mainstay of Private Market Deals

Private market deals often arise from direct channels such as introductions or events, accounting for 58% of deals according to [Paul Gompers' research in the Journal of Financial Economics](#).

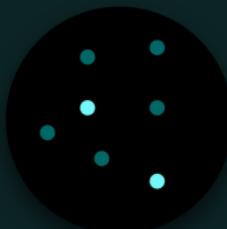
Our Purpose



Raw Database



Filtered Database



Active Deals

How a British quant team signal 300+ deals in one year

We signal active deals by mining investor behaviour on a global scale both online and offline.

Key Considerations

Not a LinkedIn Wrapper: No vast startup/professional profile database.

Not Bloomberg: Not trying to do it all. Specific deal signals no market trends or analysis.

Social Media Analysis

Our strategy includes meticulous scrutiny of social media. By monitoring follows and connections, we uncover emerging events, allowing TwoTensor to offer strategic insights into potential deals.

Event Intelligence

TwoTensor employs event intelligence by analysing event participation and correlating attendee profiles with event themes and each other. This approach helps us anticipate new relationships that lead to deal making events.

Data Partners

Our success at TwoTensor is deeply rooted in our partnerships with numerous first-party data providers. These vital collaborations supply us with essential, real-time data.

Ethical Data Practices

TwoTensor is committed to ethical data use. We prioritize cost-efficiency, minimize risk, and adhere strictly to legal, accuracy, and privacy standards in our AI-driven deal signalling processes.

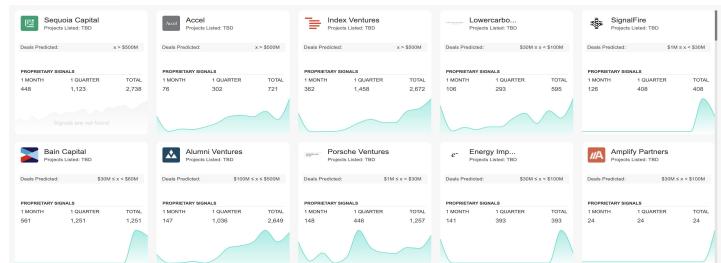
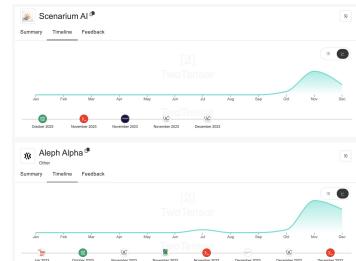
Our Method

Activity Signatures

Track market exposure and timing for each deal. Our Signal Signatures help you identify who has seen the deal and when, providing crucial market intelligence for strategic decisions.

Fund Signatures

Tip: If a deal is over exposed Tier 1 funds won't invest, enabling immediate validation of a deal's likelihood of success.



Deal Sources Dashboard

Consolidate deals from selected sources tailored to your strategy, such as receiving AI deals from Index, mobility deals from Maniv and infrastructure deals from Accel.

Project Name	Website	Description
here not there labs	https://hndlabs.com/	A team of world creators dropping projects as they see fit.
ACCURE Battery Intelligence	https://www.accure.net/	Accure is a battery analytics company that provides real-time battery health monitoring.
Affect Therapeutics	https://www.affecttherapeutics.com	Affect Therapeutics is a nation-wide substance abuse treatment center.
Agave API	https://www.agaveapi.com	Agave is revolutionizing the construction software industry.
A21 labs	https://www.a21lab.com	A21 is revolutionizing the way humans interact with their environment.
Aleph Alpha	https://alephalpha.ai	Aleph Alpha is an AI research and application development company.
Alix	https://alix.ai	Alix is a company that handles estate settlement services.
Alyso	https://alyso.ai	Alyso improves individual through AI by providing personalized solutions.
Amify	https://amify.ai/	Amify is a full-service strategy, management, and technology consulting firm.
Amoov	https://amoov.co	Amoov is a company that aims to revolutionize the way we live.

List Exports

Leverage our Excel Export option for detailed, actionable data in a convenient CSV format. Ideal for those requiring data accessibility without full enterprise access.

**Anton Matsekevich***Product Engineer*

Anton holds dual degrees from the University of Glasgow, and Universidad Carlos III de Madrid blending legal and software expertise. He excels in acquiring and visualizing novel data sets with rigorous methods. His work on privacy portals for Pfizer and Bayer has sharpened his proficiency in data privacy within sensitive corporate settings.

**Stanislav Karchenkov***Machine Learning Engineer*

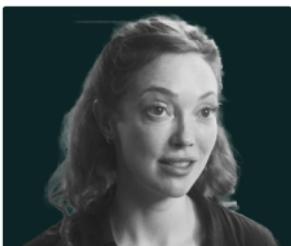
Stanislav specialized in operational data science at New York University's graduating top of his class. He has since applied his expertise to early COVID-19 detection, utilizing Deep Learning and Convolutional Neural Networks.

**Mark Rebotunov***Infrastructure Engineer*

An expert in Software Engineering from the University of Glasgow, Mark moved from Barclays to infrastructure roles at TwoTensor. A passionate skier and wild camper, he skillfully combines his love for adventure and technical innovation in his work.

**Casper Schwahn***Research Engineer*

Casper, a competitive sailor, holds an MSc in Theoretical Physics from the University of St Andrews and an MPhil in Data-Intensive Science from the University of Cambridge. His research encompasses Neural Networks for Photonic Crystal Waveguides and Generative Adversarial Networks.

**Maria Eugenia***Science Communication Consultant*

Maria Eugenia spearheads our initiatives to effectively communicate our research and scientific endeavors to a broader audience. Her expertise plays a crucial role in making complex scientific concepts accessible and engaging to diverse audiences.

**Samuel Baker***Head of Venture Strategy*

Sam, the Managing Partner at Mobility Fund and a pivotal figure in Wunder Mobility's expansion across over 100 cities, guides our venture capital strategic partnerships.

**Timi Fufeyin***Associate*

Timi holds an MSc in Management from Bayes Business School. He transitioned from capital markets consultancy to Venture Capital through the GoingVC program and now uses his expertise to support operations at TwoTensor.

**Simon Labahn***Associate*

Simon started in venture capital at The FSE Group, overseeing a £340 million portfolio with 23 strategic investments and four exits. Co-founded Spotlight, now heading venture capital at TwoTensor, a top quant VC data firm, and serving as Head of Private Capital Advisory at Avalanche Capital.

**Daniel Malikzade-Afshar***Co-Founder & CEO*

Daniel is a partner at TwoTensor, working closely with leading institutions, corporates and LPs. He formerly served at Deutsche Bank and holds a Bachelor of Science degree in Physics from The University of St Andrews.

Special Mentions

Our Data Partners

We extend our deepest gratitude to our data partners. Your collaboration and sharing of valuable insights have been fundamental to our achievements. The richness and accuracy of the data provided have been pivotal in refining our models and systems.

The Wider Venture Community

We thank the venture capital community for being an excellent proving ground for our technology. Your early support has been essential to our growth and success, fostering our progress in this vibrant industry.

COMFORTDELGRO

Thanks to Rohit Gupta from Comfort Del Gro, an LP of Shift4Good, for confirming the 100% deal-flow accuracy of our Shift4Goods pipeline against their CRM.



We're grateful to Samuel Baker for his crucial early support, introductions, and guidance. As a managing partner at Mobility Fund, his backing from day one and validation of our capabilities in surfacing fund LPs and venture deal-flow have been fundamental to our progress.



Thanks to Daniel Karp at Cervin Ventures for affirming our 100% accuracy in signalling their deal flow and recognising our accuracy in detecting the stealth deal AutoKitteh.

Letter from the Experts

At TwoTensor, we explore the cutting edge where big data meets private equity, transforming how investments are sourced and analyzed with AI and machine learning.

We are breaking new ground by shifting from database-dependent deal sourcing to direct, data-driven methods, enhancing the integrity and precision of investment opportunities.

Our strategic use of signals data gives us an edge in deal flow, leading to more substantial investment opportunities.

Through direct channels and innovative analytics, we're at the forefront of private markets, leveraging our expertise to capture the most promising deals.

These initiatives exemplify our commitment to not just keeping pace with the investment world but setting the pace, offering our clients an unparalleled advantage.

That's the power of venture deal signals in decision-making.

Connect with TwoTensor

► Engage with Our Research

Get insights on the latest investment trends and access our exclusive analytics.

► Stay Updated with Case Studies

View our case studies and exerts from our proven track record with leading investors.

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