

# FOUNDER GUIDE

to Zentynel Frontier Investments

# ABOUT US

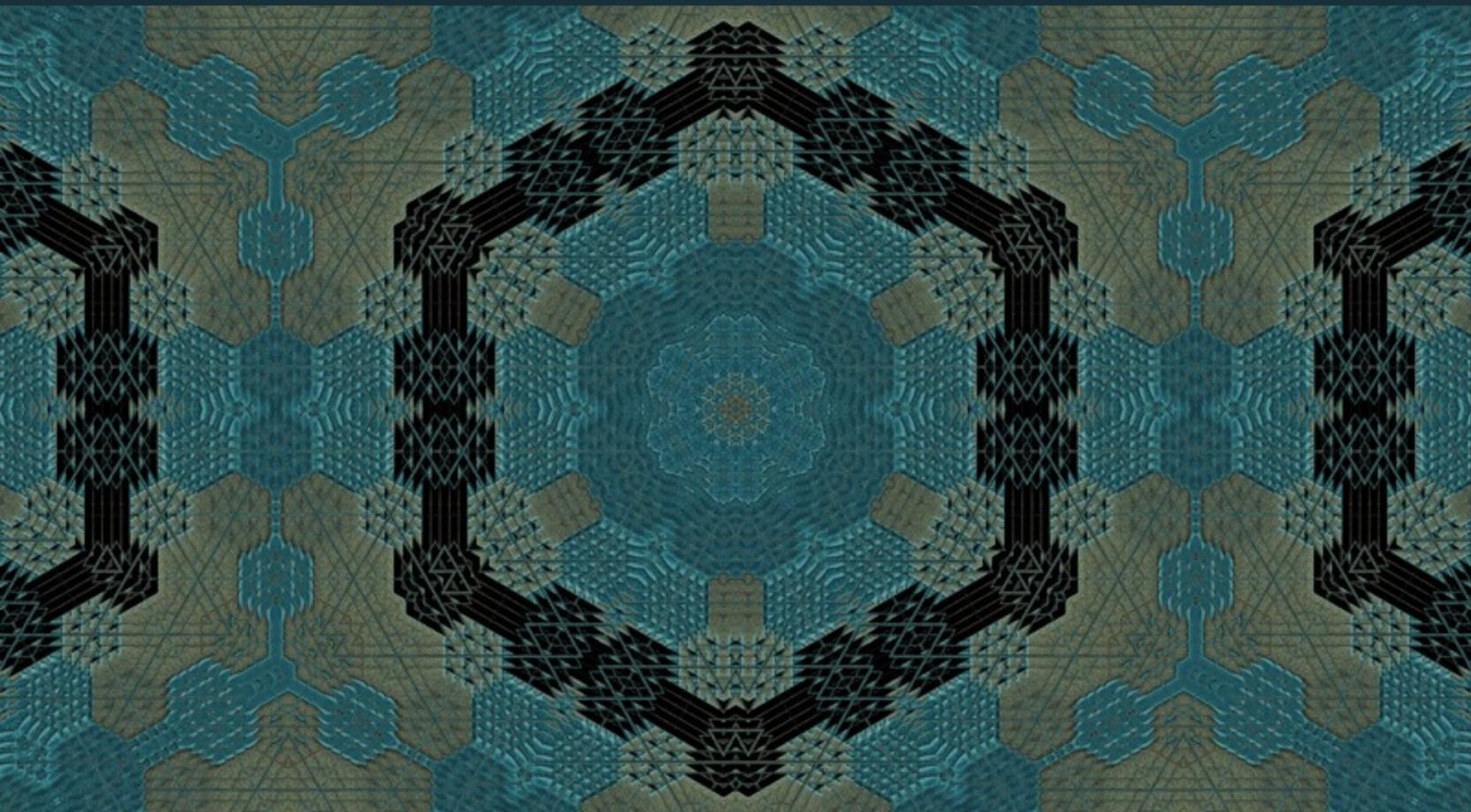
Zentyne is a lead VC fund specialized in biotechnology and health technologies in Latin America. We invest in early-stage ventures with global ambition that are developing transformative technologies across human health, animal health, digital health, agtech and environmental biotechnology.

Our mission is to transform health and well-being by supporting biotech startups in Latin America that address pressing challenges with global potential, focusing on areas such as cure, care and insure. By investing in early-stage companies, we aim to catalyze solutions that can scale globally.



# MINIMUM CRITERIA

Our primary objective during the initial screening stage is to efficiently assess new companies. We aim to answer four critical questions:



What are you building?



Why does it matter now?

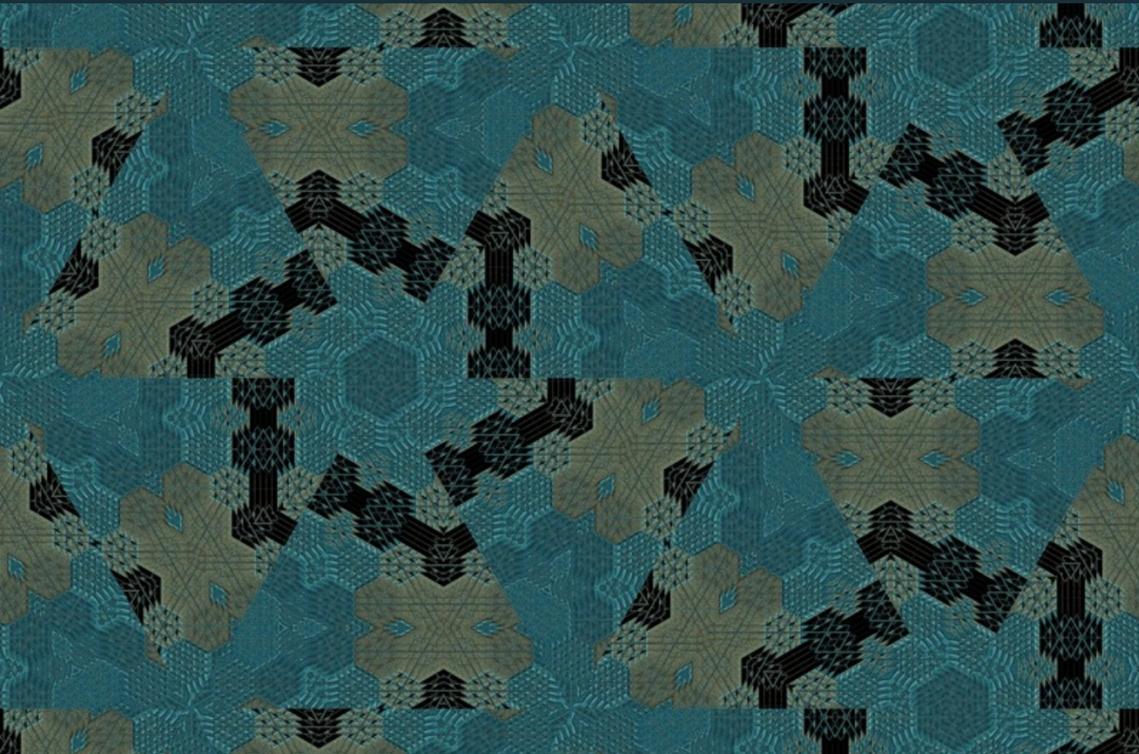


Can it scale as a venture-backed company?



Does it align with our investment thesis?

Clarity and precision in your submission significantly increase the probability of advancing to the next stage.



SEED - SERIES A

# THESIS FIT

Before submitting your company for evaluation, please ensure it meets our core requirements.

01

## STRONG BIOTECH / TECH-BIO FOUNDATION

Your company must be science-driven, not solely tech-enabled, with a clear focus on biotechnology, healthtech, agtech, foodtech, industrial processes, therapeutics or medical devices and correlated areas.

02

## MEANINGFUL CONNECTION TO LATIN AMERICA

This can be demonstrated through founders originating from the region, a primary market in Latin America or significant operational presence within the region.

03

## VENTURE-SCALE GROWTH POTENTIAL

The business model must demonstrate the potential for significant, rapid growth typical of venture-backed enterprises, considering biotech particularities.

04

## INSTITUTIONAL ROUND COMPATIBILITY

The funding round should be structured to be compatible with institutional investment and potential follow-on funding.

## SIGNALS THAT STRONGLY CAPTURE OUR ATTENTION:

- **Truly Differentiated Technology:** Innovative solutions that stand out from existing alternatives.
- **Large and Plausible Market Opportunity:** A clearly defined and substantial target market.
- **Favorable Timing:** The solution addresses a current and growing need in the market.
- **Founders with Execution Capability:** A strong team with the proven ability to execute their vision.
- **Clear Value-Creation Roadmap:** A well-articulated plan for achieving key milestones and generating value.

# MINIMUM DECK STRUCTURE

We recommend a concise, evidence-based pitch deck of 10–15 slides. Focus on clarity and impact. The essential components are:

**01 Company overview**  
Who you are, your current stage and focus.

**02 Problem**  
Clearly define the real, urgent, and well-understood pain point you are addressing.

**03 Solution & Technology**  
Explain how your solution works and what makes your technology distinct.

**04 Market**  
Identify your target customers and the size of the opportunity

**05 Competition**  
Outline current alternatives and articulate your competitive advantage

**06 Business Model**  
Describe how your company captures value and generates revenue.

**07 Roadmap**  
Explains the milestones you are planning to achieve that unlocks value

**08 Team**  
Highlight the complementary skills and experience of your founding team.

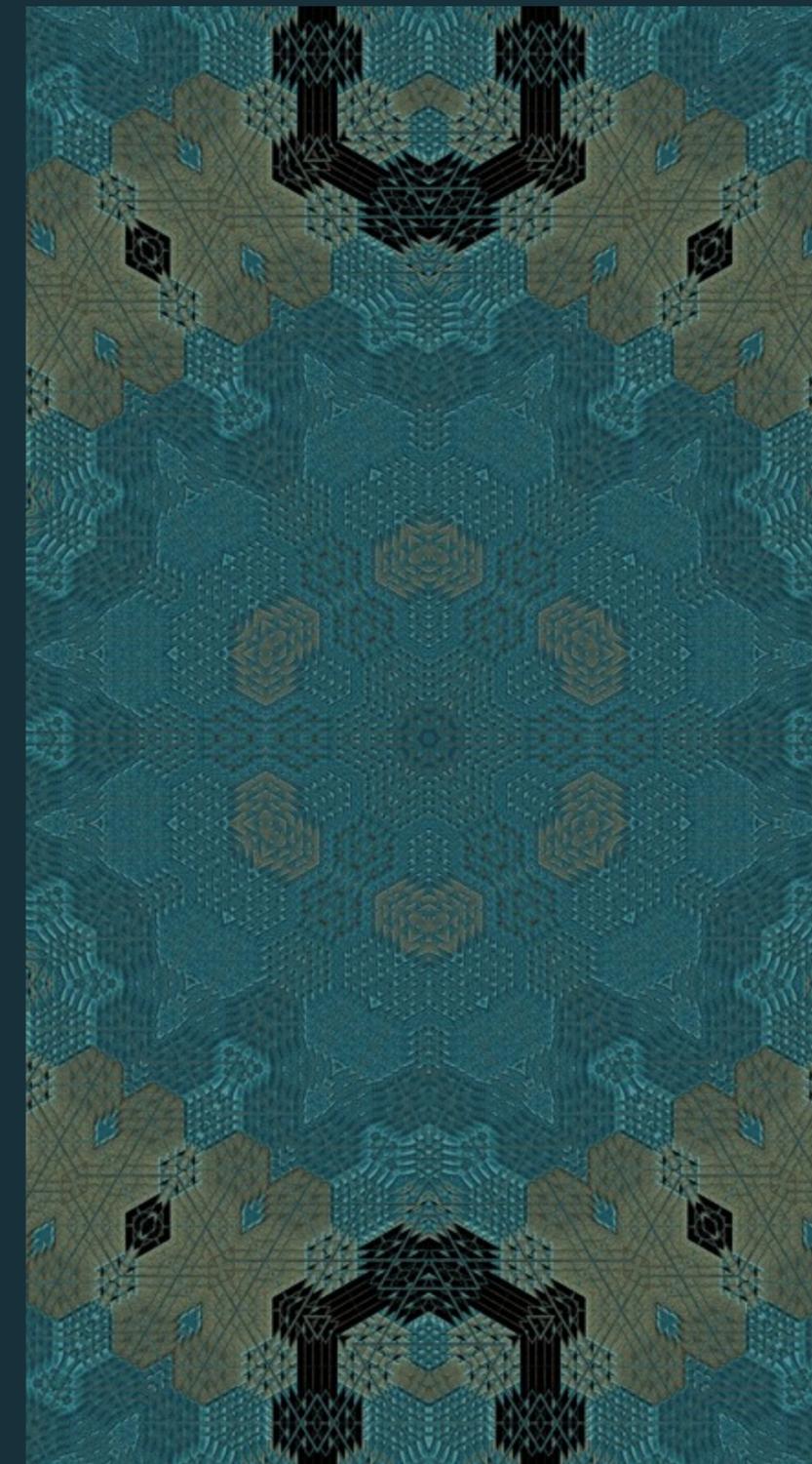
**09 Ask**  
Clearly state your funding request, how the funds will be used and the proposed round structure.

## PRO TIP

Be careful with **excessive technical depth** without providing an executive summary. Investors fund companies and their potential, not just technologies in isolation.

A lack of alignment with our **investment thesis** typically limits advancement, irrespective of the team's quality.

“What needs to happen for this company to **become inevitable**?” Companies that provide a clear and compelling answer to this question tend to advance more quickly through our process.



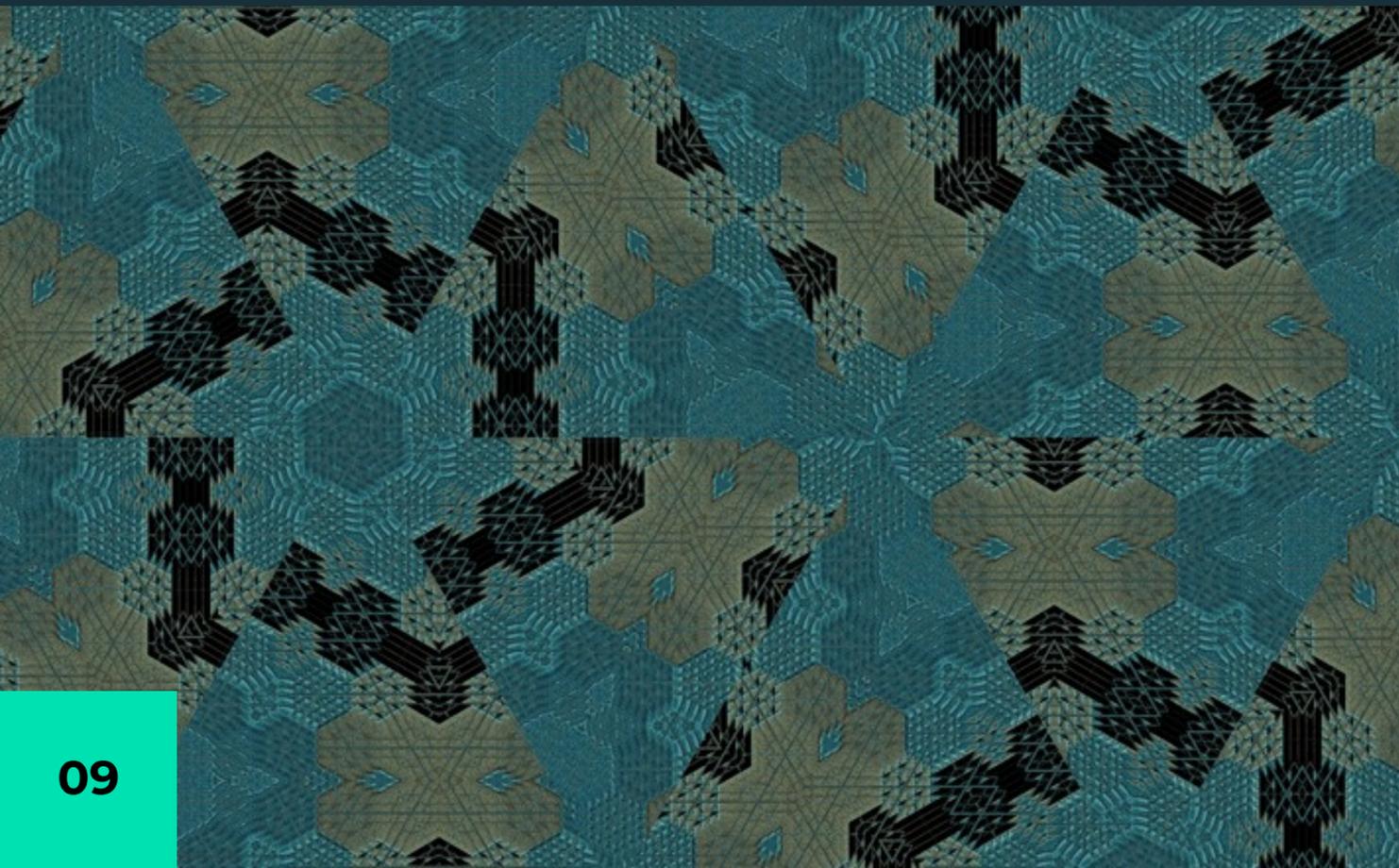
# WHAT DISTINGUISHES COMPANIES THAT ADVANCE

The strongest pitch decks effectively demonstrate progressive risk reduction. Whenever possible, include the following:

- **Technical or Commercial validation:** Evidence of your solution's effectiveness or market acceptance.
- **Pilots, Partnerships or Letters of Intent (LOIs):** Concrete examples of engagement with potential customers or collaborators.
- **Regulatory pathway:** If applicable, a clear strategy for navigating regulatory approvals.
- **12–24 Month Roadmap:** A detailed plan with identifiable value inflection points.
- **Clear use of proceeds:** A transparent breakdown of how the requested funds will be allocated.
- **Round structure and target:** Specifics of your current funding round.
- **Complementary founding team:** Showcase a diverse team with relevant expertise.

# COMMON DEAL KILLERS

Avoiding these common pitfalls will significantly increase your probability of advancing:



## **Incremental technology without defensibility**

Solutions that lack a strong competitive moat or are easily replicable.



## **Inflated or purely theoretical market**

Unrealistic market size claims without solid justification.



## **Unclear monetization strategy**

Ambiguity regarding how the company will generate revenue



## **Vague roadmap**

A lack of specific milestones, timelines or strategic direction



## **No regulatory strategy (when required)**

Failure to address necessary regulatory pathways for your product or Criteria.



## **Valuation & deal terms misalignment**

Terms that appear disproportionate to the company's current stage of development



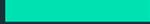
## **Fragile or unbalanced team structure**

A team lacking essential skills, experience, or cohesion.



## “ TRANSPARENCY BUILDS CREDIBILITY ”

While a pitch appears “too perfect,” investors will often look for hidden risks. Be transparent about challenges and how you plan to address them.



# CONTACT US

We are always interested in connecting with visionary founders and partners working on transformative technologies. If you are building a company aligned with our investment thesis, we would be glad to hear from you. Please feel free to reach out to our team or share your materials through our website.

 [www.zentyne.com](http://www.zentyne.com)

 [info@zentyne.com](mailto:info@zentyne.com)

 Américo Vespucio Norte, 2700  
Santiago, CL

