“The man who moves a mountain begins by carrying away small stones”

Confucius
A US-based micro-VC, powered by execution, agile as a startup

1 CEO - LP in New York
1 operating partner in New York
1 operating partner in San Francisco

Entrepreneurship

Early-stage investments in US Retail tech / Enterprise solutions
Hands-on

Focus

8 investments in the last 12 months
With tier-1 co-investors
Leveraging a growing US network

Traction

Proprietary deal flow aggregator
Documented and lean processes
Horizontal organization

Scalability

Raising $50M to scale its practice
Multicultural
Process and data driven
Obsessed with execution
OUR STORY

Experienced **cross-border** entrepreneurs & execs
with a **hands-on** approach

Jean-Pierre CHESSE
Founder - CEO - New York

Jean-Pierre’s first company, Sinodis, became China’s largest Western food importer, with $200M in revenue and was acquired by Group Savencia in 2014.

Jean-Pierre is also the founder of Brooklyn’s new music venue National Sawdust

[Find me on LinkedIn](#)

Vincent DIALLO
Managing Partner - San Francisco

Vincent spent 4 years as CFO of Sinodis, China’s largest Western food importer, helped scale the company from $50M to $200M.

Prior to Bleu Capital, he spent 7 years with Deloitte in Paris and Shanghai.

[Find me on LinkedIn](#)

Joseph SARTRE
Partner - New York

Joseph spent more than 5 years in China for a French MNC - Danone in senior Finance & Sales positions focusing on turnaround activities for growth & profitability.


[Find me on LinkedIn](#)
OUR MISSION

We focus on founders, taking them from seed to growth

Investment
We invest between $100K to $500K with an ability to go beyond at a very early stage level - seed - in US based startups.

We go beyond financial investment by delivering value with our time spent with our portfolio.

Global Network
We leverage our French, US and Chinese networks to help founders get to the right pilots and the right mentors to start building a sustainable business with revenue and a path to profitability.

Business Experience
We aim to transfer our experience in structuring, running and turning around businesses.

We focus on establishing a solid KPI base to help founders spend time on their product and business & and get ready for the next financing round.
OUR FOCUS TODAY

With a focus on markets that **we know from experience**

**RetailTech**

We look at technology that impacts the retail industry with teams that focus on making retailers more efficient & competitive, brands know their consumers better and shoppers enjoy a superior & smoother experience.

We only focus on products that embark Machine Learning, NLP and Artificial intelligence.

We prefer B2B revenue model

**Enterprise Software**

We put the employee at the forefront of our thinking focusing on products that augment the employee’s productivity as well as its engagement within the organization.

We only focus on products that embark Machine Learning, NLP and Artificial intelligence.

We prefer B2B revenue model
DEALFLOW ORIGIN

Leveraging our **US network** while scouting **public markets**

2016: 50 qualified deals per month
PORTFOLIO ORIGINS

A portfolio built on our **access** to our **network, top VCs and accelerators**
PORTFOLIO SUMMARY

Focused on our verticals, in our locations with multicultural founders

Industry
- Retail tech: 5
- Entreprises solutions: 3
- Others: 2

Location
- US West coast: 5
- US East coast: 4
- France: 1

Team origin
- International team: 1
- US team: 2
- French DNA: 7

CONFIDENTIAL
Why we made a difference on oversubscribed deals

**EXPERTISE**
We invest in businesses we experienced before

**DRIVE**
We demonstrate the extra motivation of the new comer

**PARTNERSHIP**
We have a clear value proposal for the startups and the founders

**EMPATHY**
We have operational experience in fast growing businesses

**HUMILITY**
We introduce ourselves as entrepreneurs
OUR ROADMAP

Scale by creating an ecosystem through networking and partnerships

- Retailers
- VCs
- Tech Companies
- Universities

3rd Partner (ex-VC)
BC PLATFORM 2.0
2 NEW VERTICALES

FUNDS PARTNERSHIP
+ 5 INVESTS
FUND 2 $50 M

Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 | Q1 2018 | Q2 2018 | Q3 2018 | Q4 2018
OUR MID-TERM AMBITION

Become a recognized US player through 3 pillars

- Active community of entrepreneurs and experts
- Data intelligence
- Corporate startup engagement
Disclaimer - 1/2

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