

Startup & Venture Capital in DACH 2018

DACH: IN REVIEW



The DACH region is home to 100m affluent internet users...

IT'S A HIGHLY ATTRACTIVE ECONOMIC REGION FOR STARTUPS TO ADDRESS



One of the fastest growing EU economic regions with strong economic indicators



Market developed for tech-spend due to high mobile & internet penetration

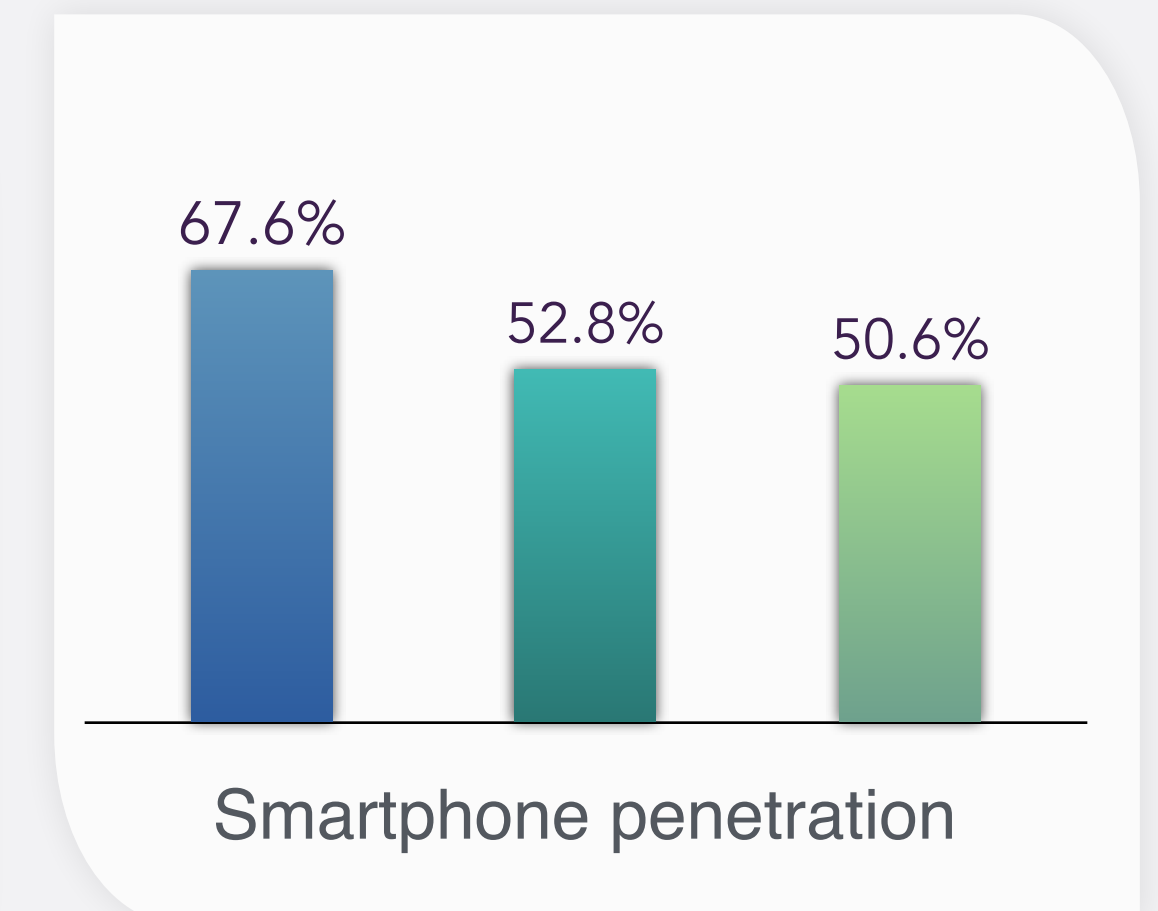
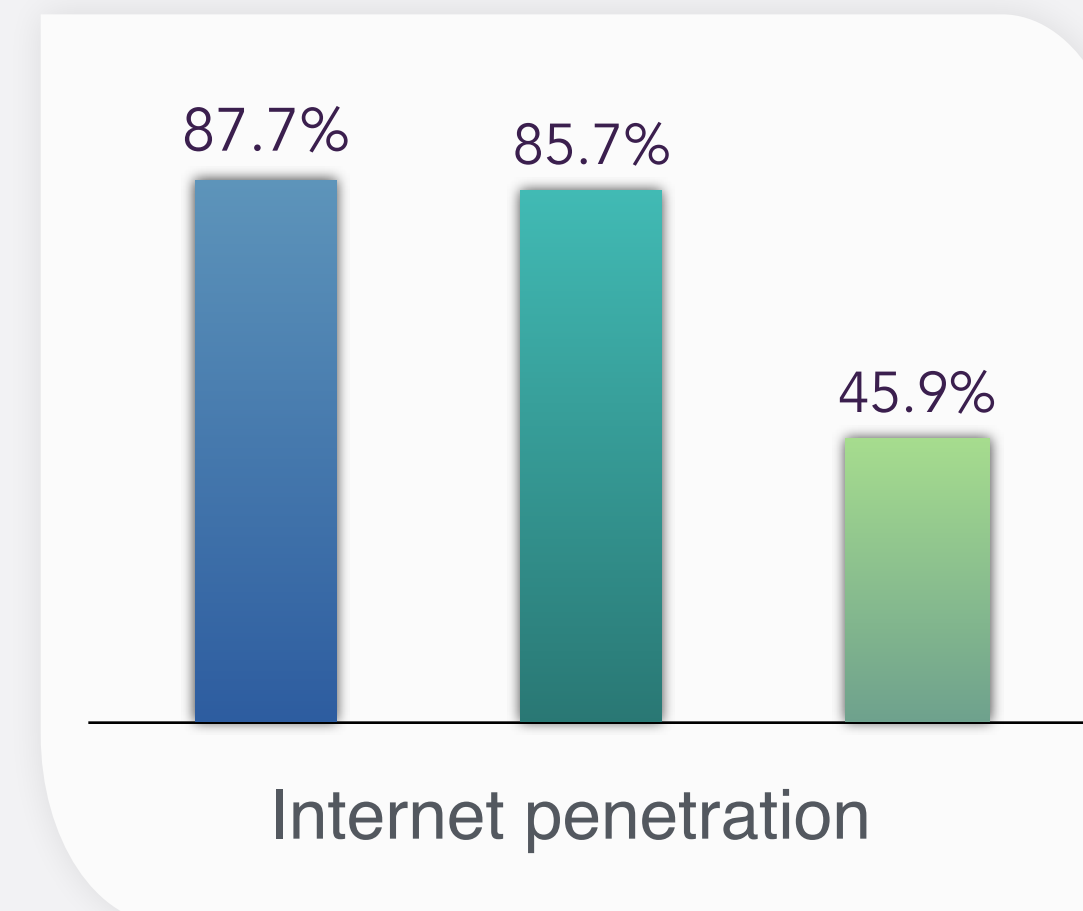
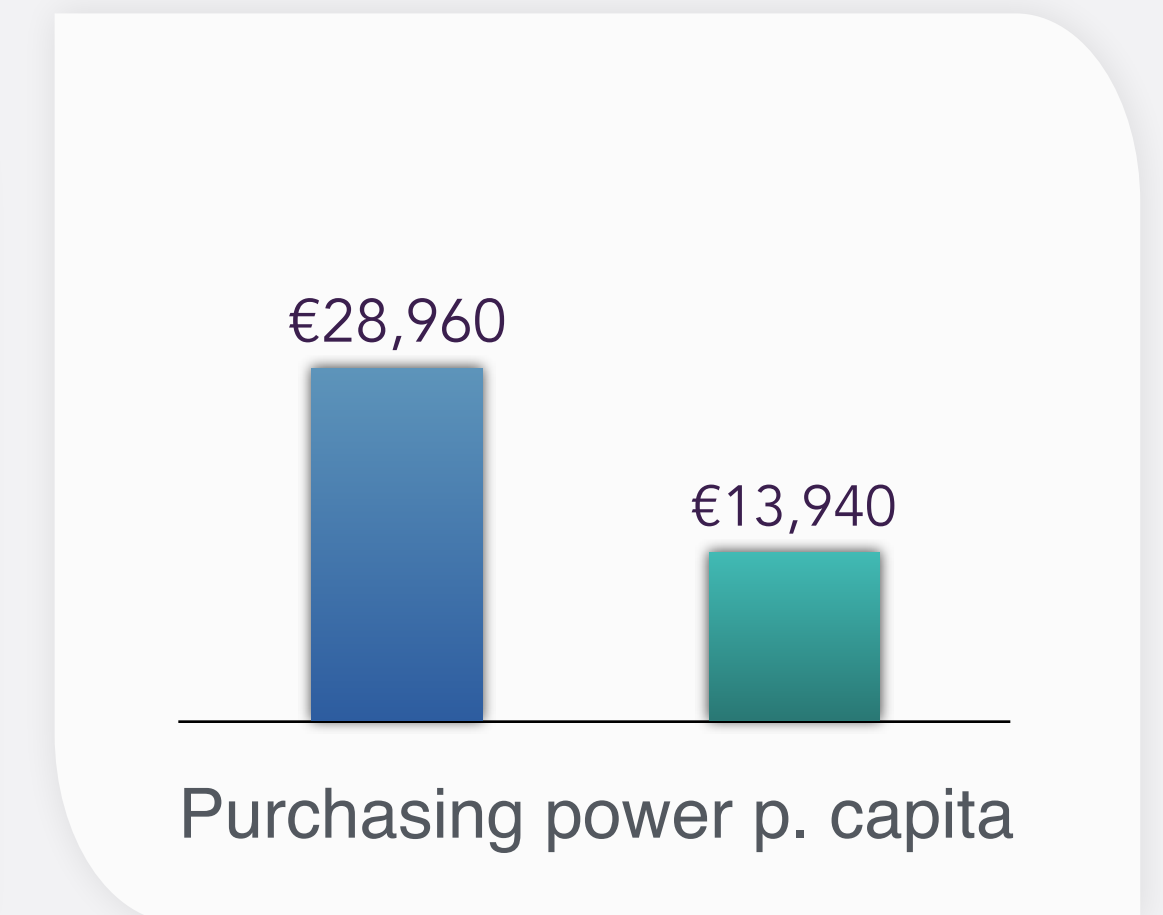
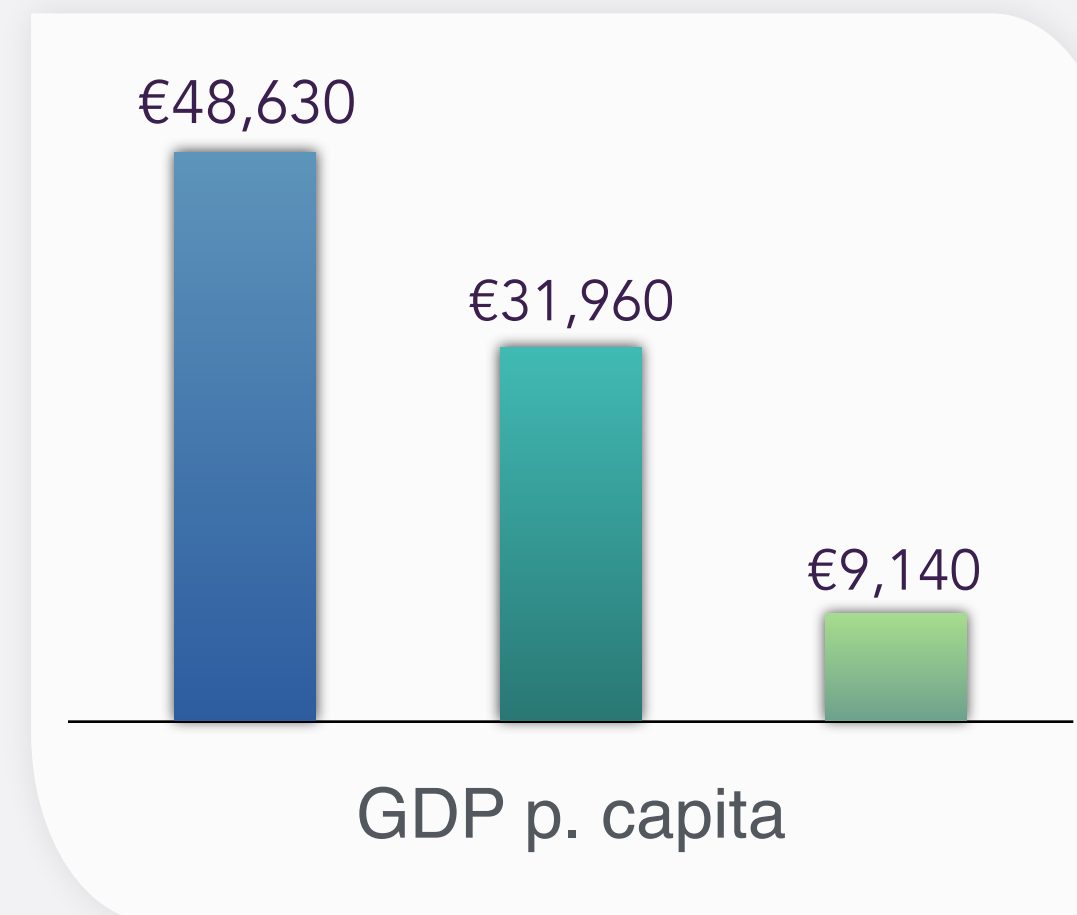


Large homogenous market with ≈100m of population speaking the same language



- Differences in culture amongst DACH countries
- CH is not part of the EU

2017 DATA



■ DACH ■ EU ■ WORLD

... making it attractive for international VCs to dedicate resources

INTERNATIONAL VC FUNDS WITH LOCAL PRESENCE IN THE REGION OR GERMAN-SPEAKING TEAM MEMBERS

FOREIGN VC INVESTORS INVESTING IN DACH

European investors



Non-European investors



*announced early 2018



...and also producing top-tier VC funds with global capabilities

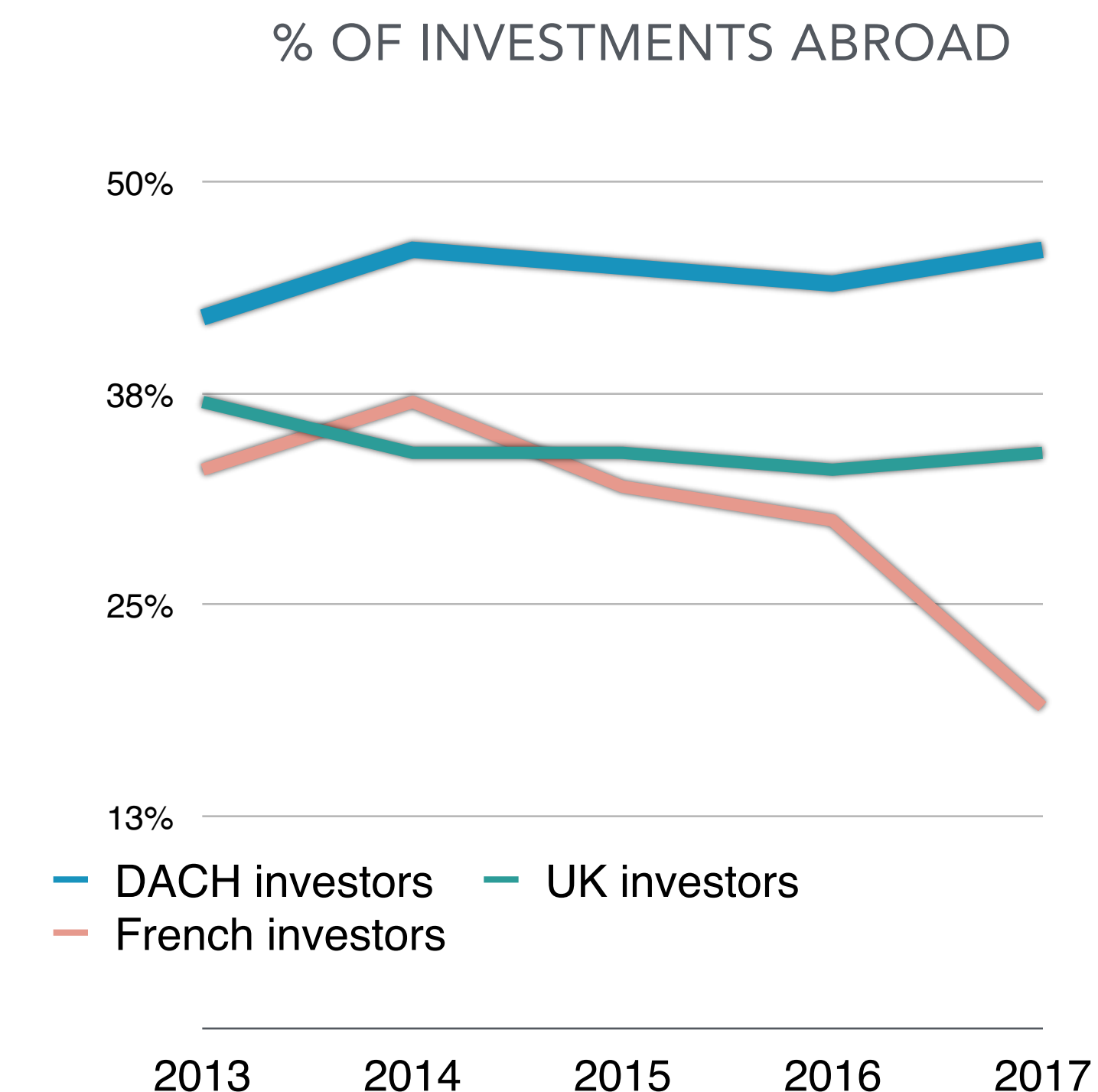
INVESTMENTS OF DACH-BASED VCs IN THE REST OF EUROPE



INVESTMENTS OF DACH-BASED VCs IN THE REST OF THE WORLD



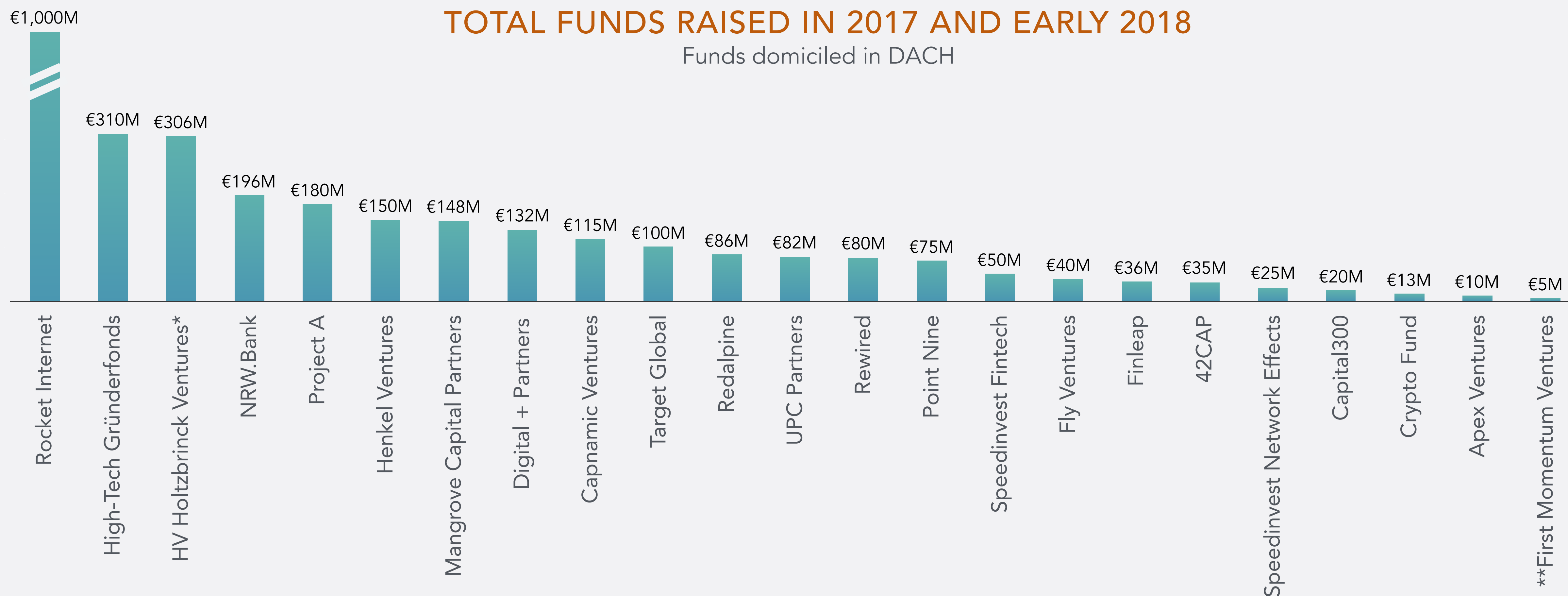
DACH INVESTORS AMONGST THE MOST ACTIVE INVESTORS ABROAD*



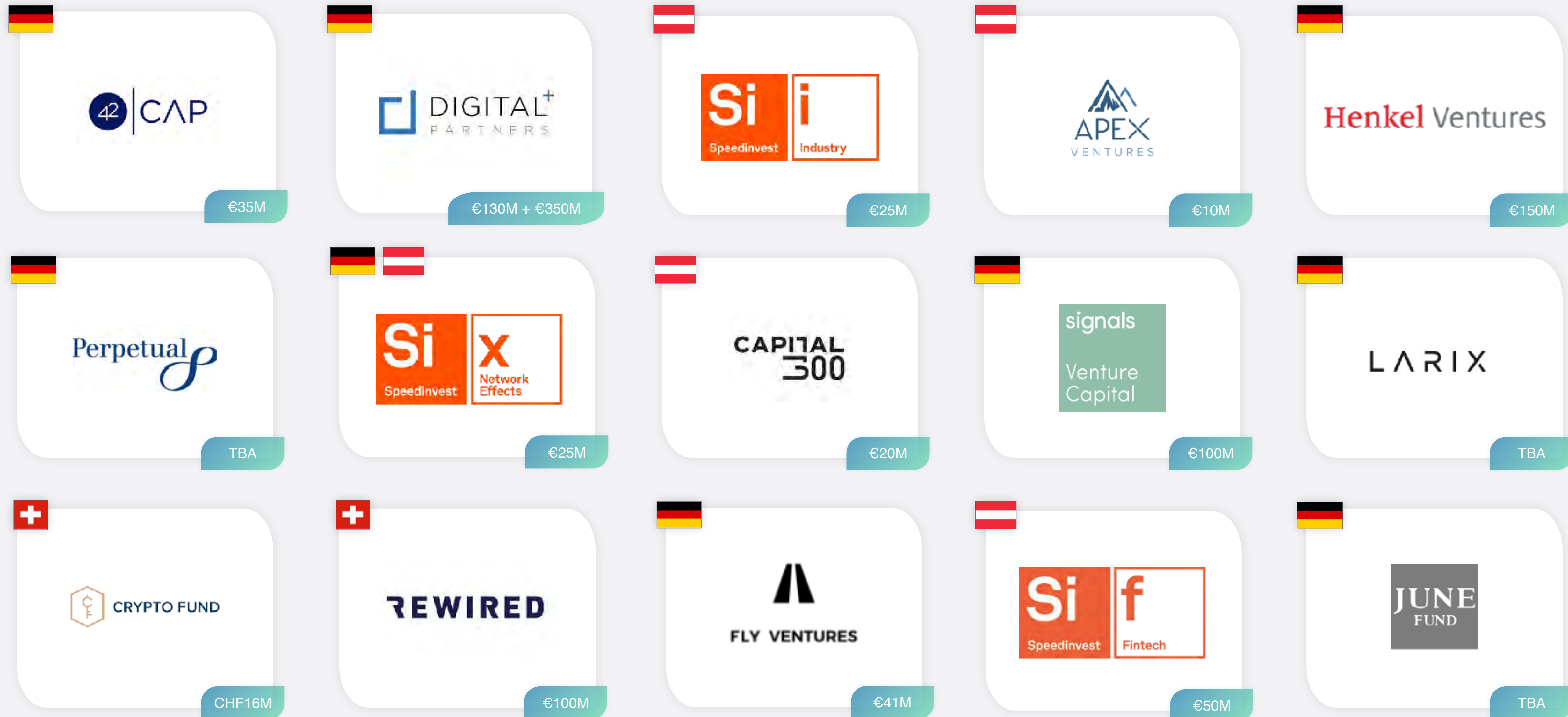
Many new venture funds have been raised in DACH

TOTAL FUNDS RAISED IN 2017 AND EARLY 2018

Funds domiciled in DACH



10+ debut funds have been launched in the last 18 months



...which fuel upstream funding for DACH startups



Incubators



Seed



Series A - B



Late Stage

Investors
with local
presence



Investors
based outside
DACH



Note: approximation, many investors participate across different stages

...contributing to a growing DACH startup ecosystem



Successful exits set new benchmarks for the region

DACH CAN PRODUCE BIG EXITS

IPOs



Raised at IPO \$1.1B
Valuation at IPO \$4.8B



Valuation
at IPO \$97M



Valuation at IPO
\$161M



Raised at IPO \$352M
Valuation at IPO \$1.9B

ACQUISITIONS



FUTURE POTENTIAL

ZOOM-IN: GERMANY'S NEWEST UNICORN*

celonis



















**Series B - \$50M raised
from Accel and 83North
at \$1B valuation**

- The global market leader in process mining software
- Created by three students in Germany, entirely bootstrapped for 5 years

*As of 06.2018

DACH is now home to unicorns and unicorn-investors

UNICORNS

		Valuation	Founded	Unicorn Year	Years until Unicorn
		€ 3bn	2012	2015	3
		€ 2.3bn	2008	2018	10
		€ 2bn	2014	2017	3
		€ 1.5bn	1999
		€ 1.4bn	2000	2015	5
		€ 1bn	2011	2015	4
		€ 1bn	2011	2018	7
		€ 0.9bn	2012	2016	4
		€ 0.9bn	2008	2018	10

DACH VCs WITH UNICORNS IN THEIR PORTFOLIOS

Top 1B+ Exits	Top Unicorns Still in Portfolio
   	  
  	   
  	  
 	 
	  

Leading international accelerators educate a new generation of founders

NON-CORPORATE

CORPORATE

Local
accelerators
from DACH

 **UP TO ELEVEN**
DESIGNED FOR TOMORROW

**VENTURE
KICK**

:agile
accelerator

fongit

GTEC

 **SWISS START UP FACTORY**

 **FUSION**

METRO
ACCELERATOR
by Techstars

 **ProSiebenSat.1
Accelerator**

 **APX**
by Axel Springer & Porsche

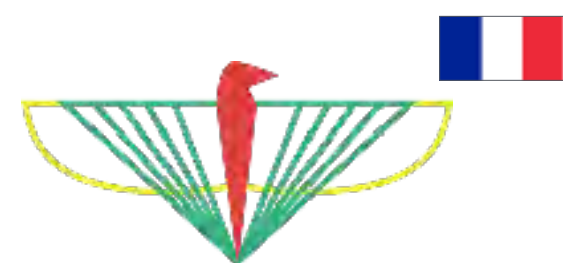
SAP.io

**Retailtech
Hub**

weXelerate

BEYOND1435

International
accelerators with
presence in
DACH









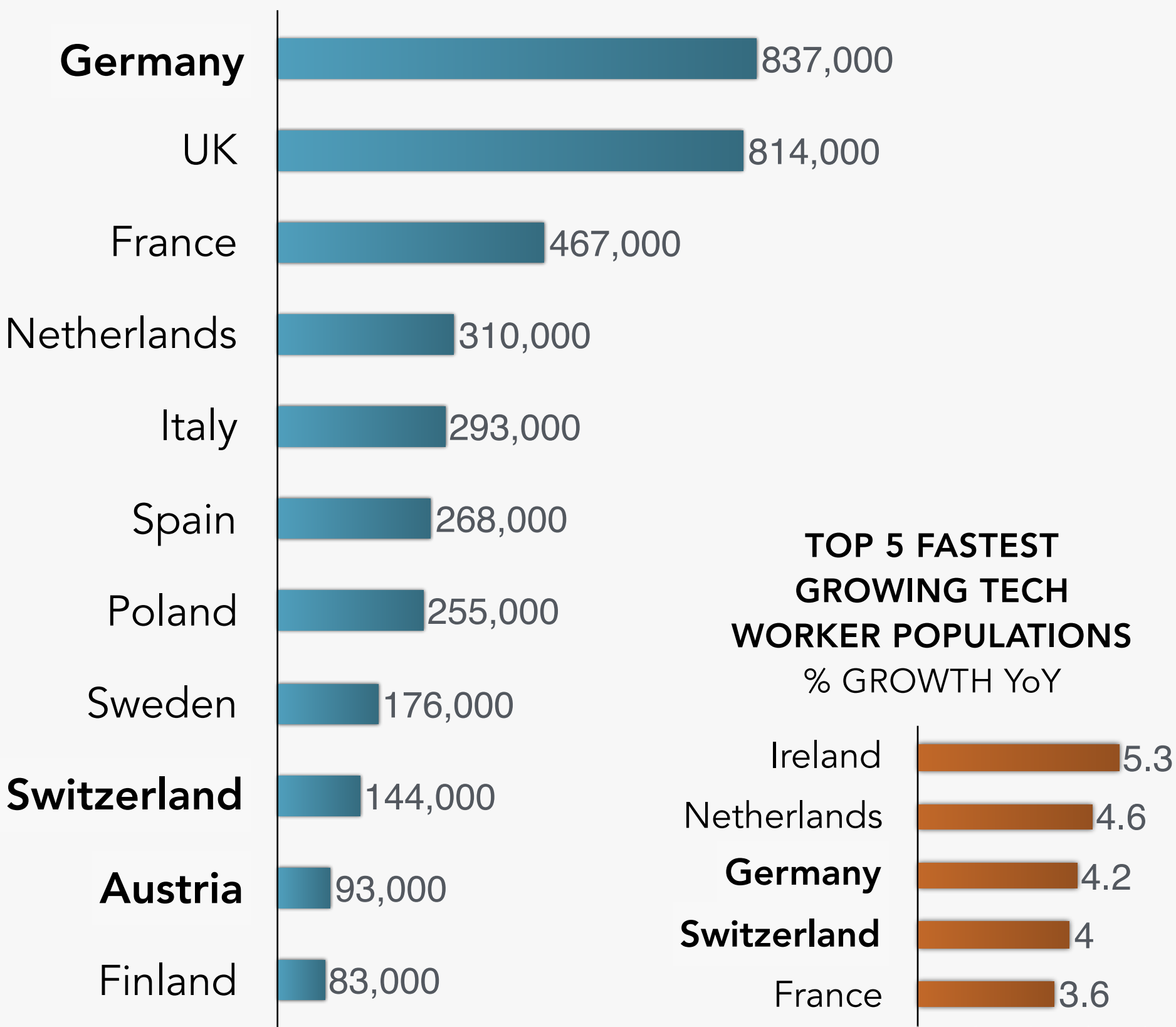




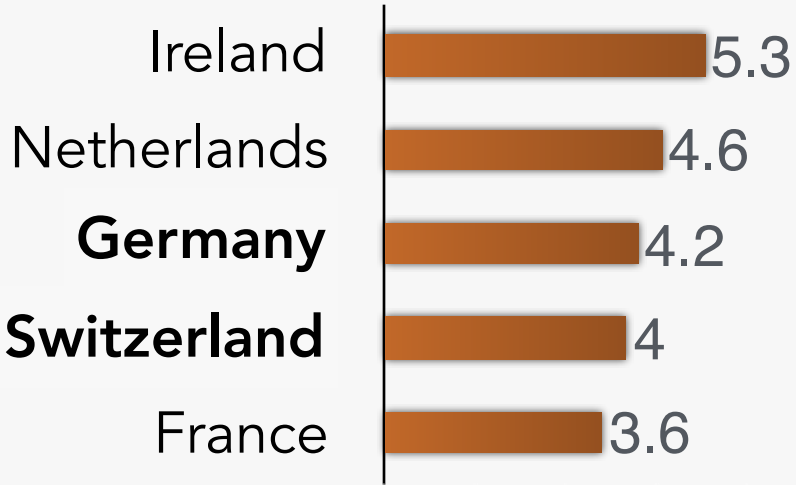


DACH has the largest developer pool in EU (>1M)

OF PROFESSIONAL DEVELOPERS BY COUNTRY

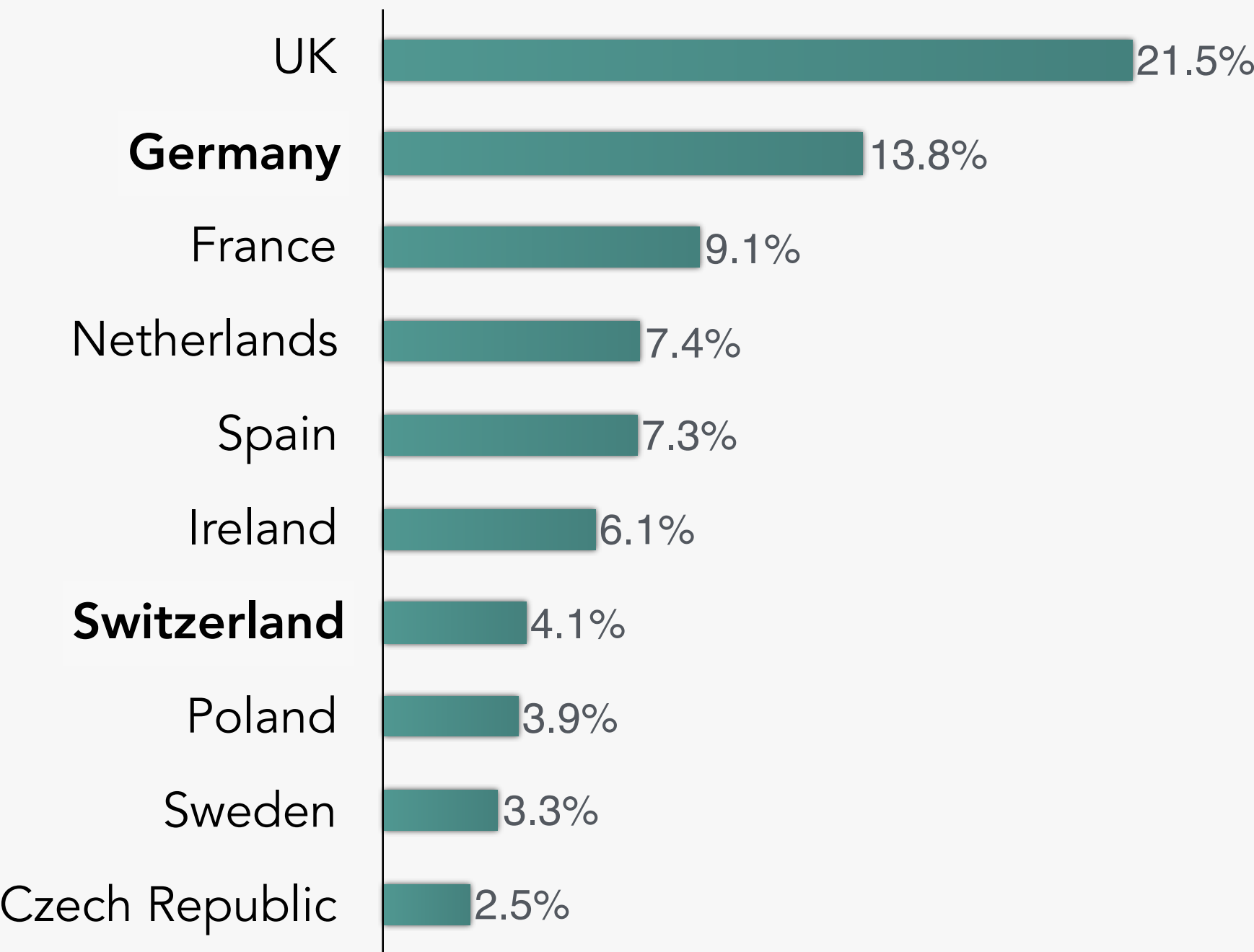


TOP 5 FASTEST GROWING TECH WORKER POPULATIONS
% GROWTH YoY



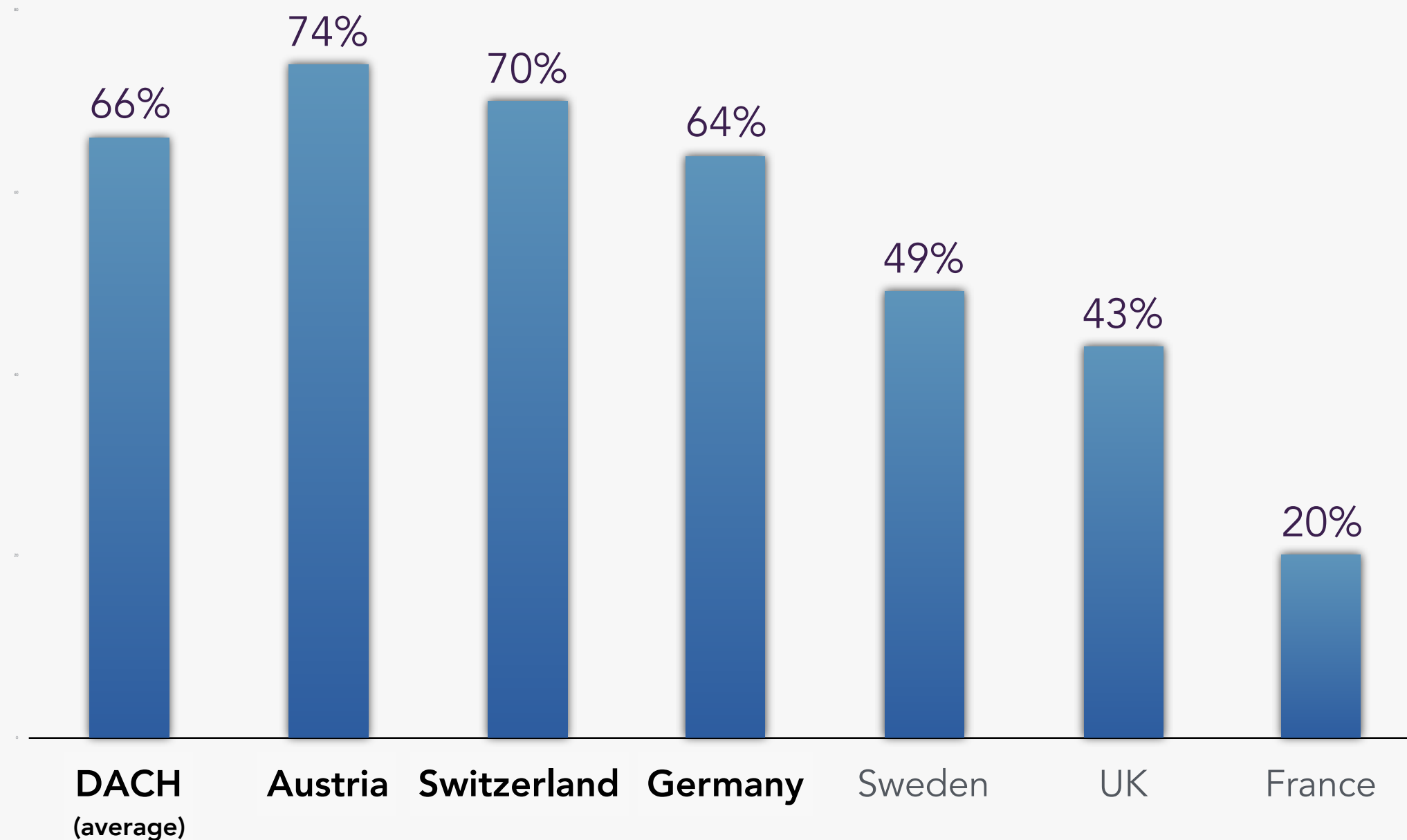
GERMANY & SWITZERLAND AMONGST EUROPE'S TOP 10 DESTINATIONS OF CHOICE FOR TECH TALENT

% OF ALL INTERNATIONAL MOVERS (MOVING WITHIN & INTO EU)

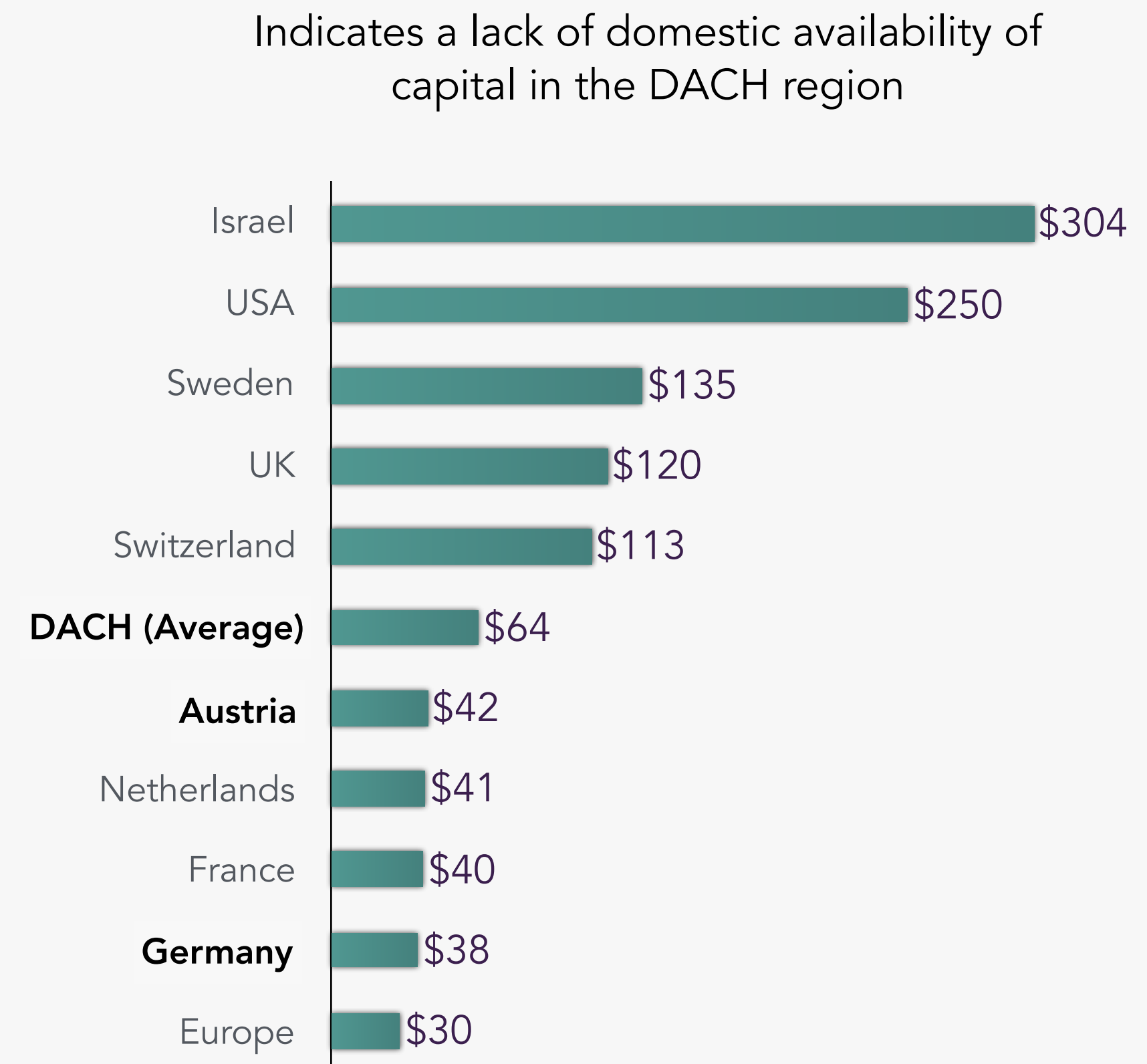


The highest level of international VC investment in Europe

VC DEALS WITH INVOLVEMENT
FROM INTERNATIONAL INVESTORS¹ 2017

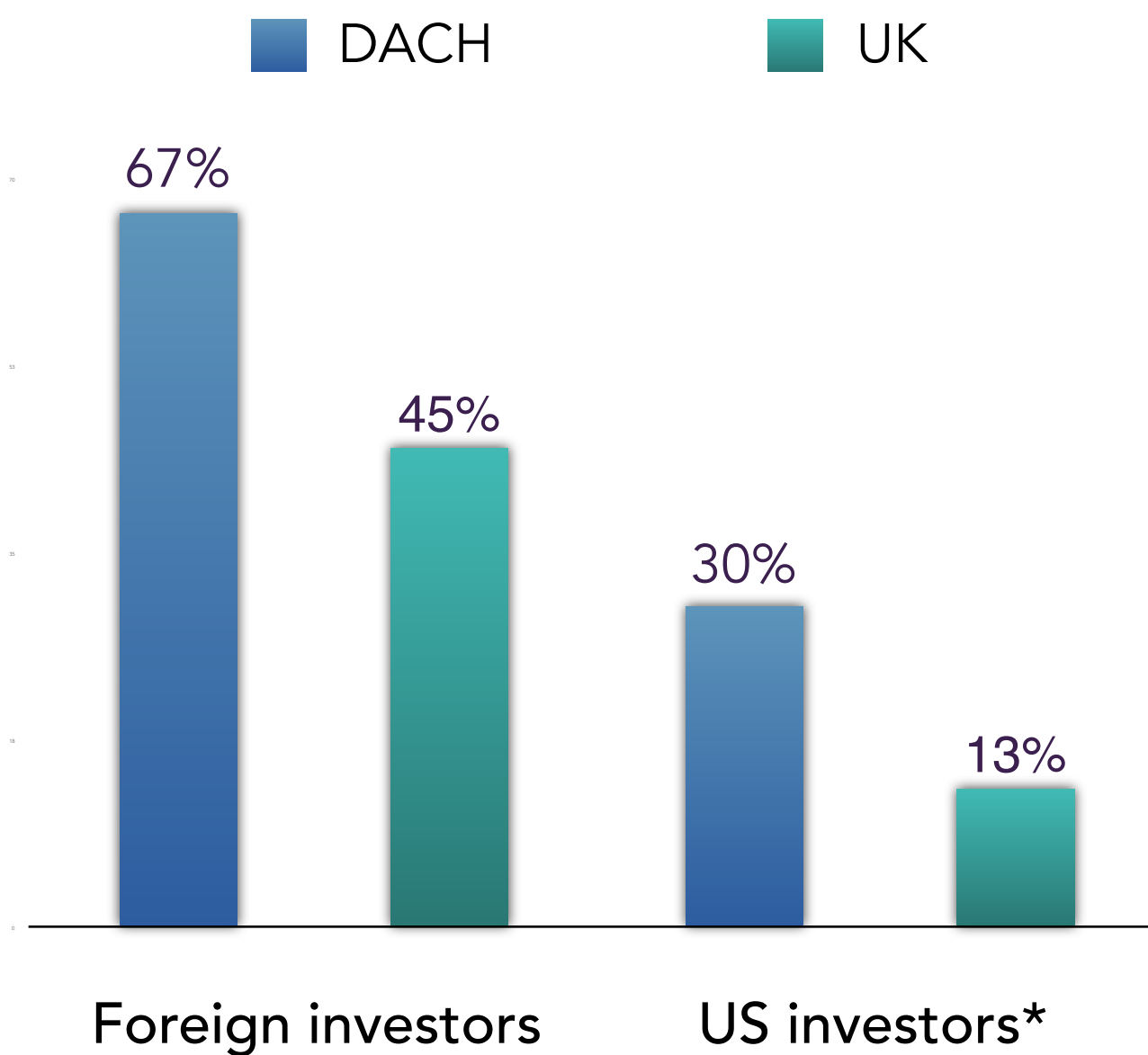


VC INVESTMENT PER CAPITA IN 2017²



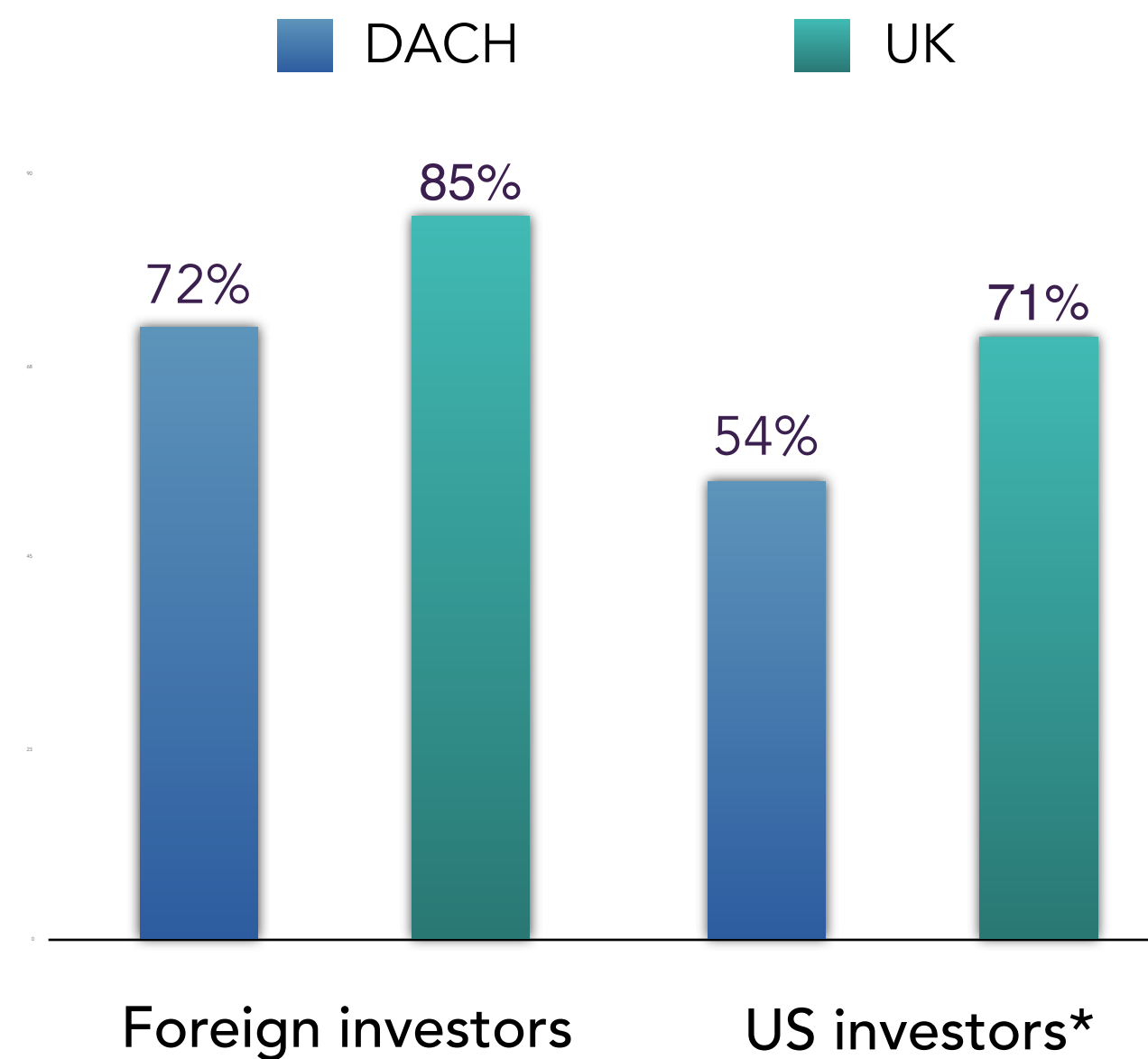
...highlights room for growth for domestic investors

FOREIGN INVESTMENTS IN SEED & EARLY STAGE FINANCING



A lot of reliance on US funding even at early stages

FOREIGN INVESTMENTS IN LATE STAGE FINANCING



Heavy dependence on foreign later stage financing

SELECT TRANSACTIONS IN DACH IN 2017 / 2018

N26

Series C
\$160M

Tencent 腾讯

VALAR
VENTURES

red alpine

Horizons Ventures
维港投资

BV
Battery Ventures

EARLYBIRD



Get
Your
Guide

Series D
\$75M

BV
Battery Ventures

ngp capital



SPARK
CAPITAL

Sunstone
LIFE SCIENCE VENTURES



Dependency on US funding creates a transatlantic talent bridge

FROM DACH

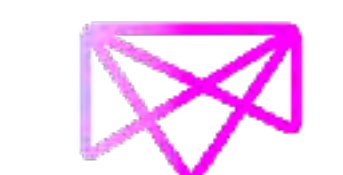
TO DACH

US startups
relocated from
DACH



US startups using
DACH as their
launchpad

US tech firms with
founders from DACH



MESOSPHERE

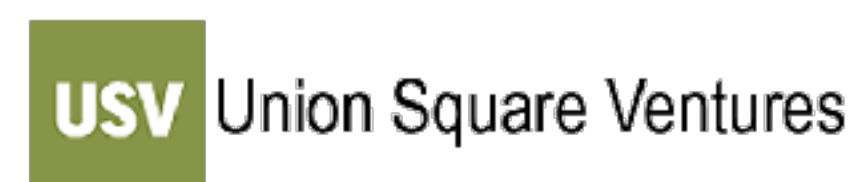


CODESHIP



VC funds looking at
DACH market

US VC funds with
senior team
members from
DACH



Especially East-Coast
VCs interested in
DACH market

Top deals in 2017 driven largely by international investors



Fewer VC deals in DACH, more capital per deal

DACH VC INVESTMENT ACTIVITY



Total volume invested
at all-time high since
past decade



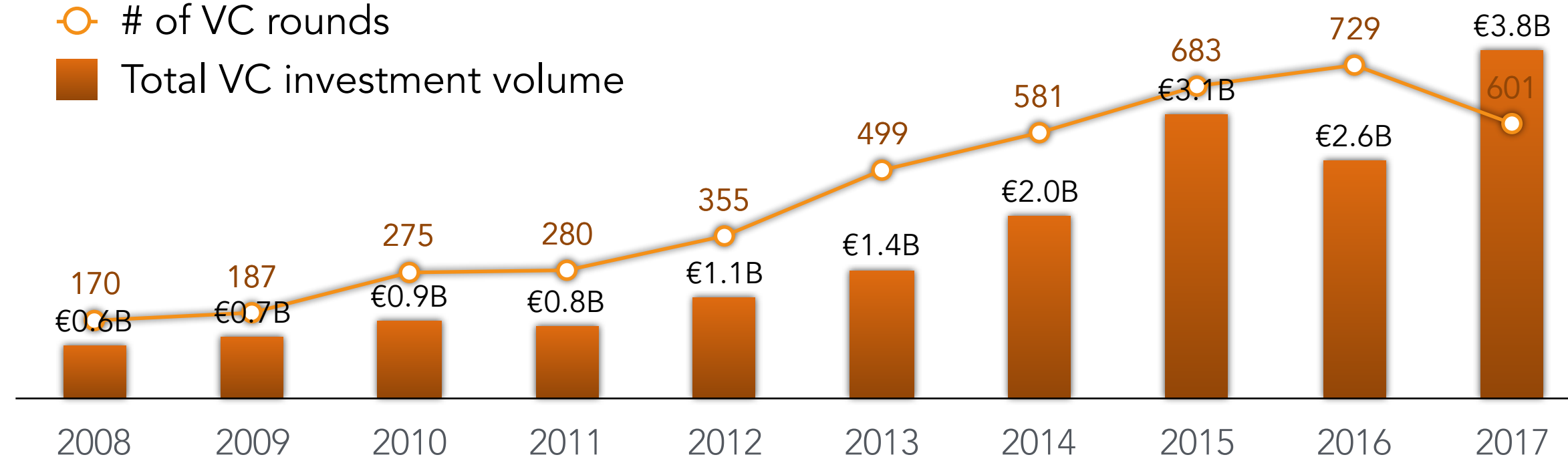
Decreasing
number of deals



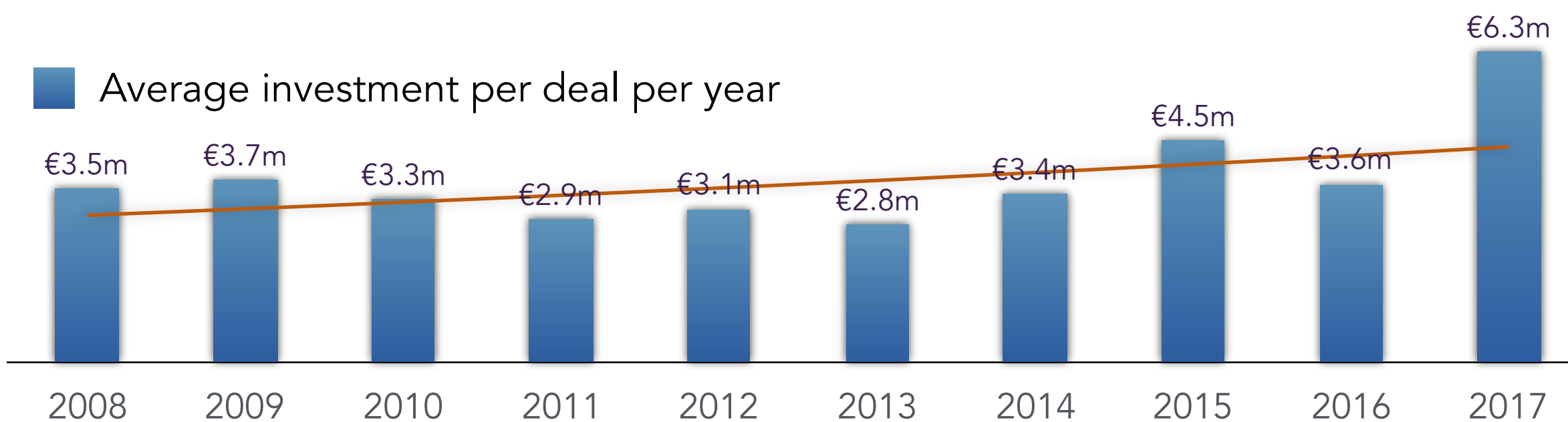
Average volume
invested per deal at
record high

○ # of VC rounds

■ Total VC investment volume



■ Average investment per deal per year



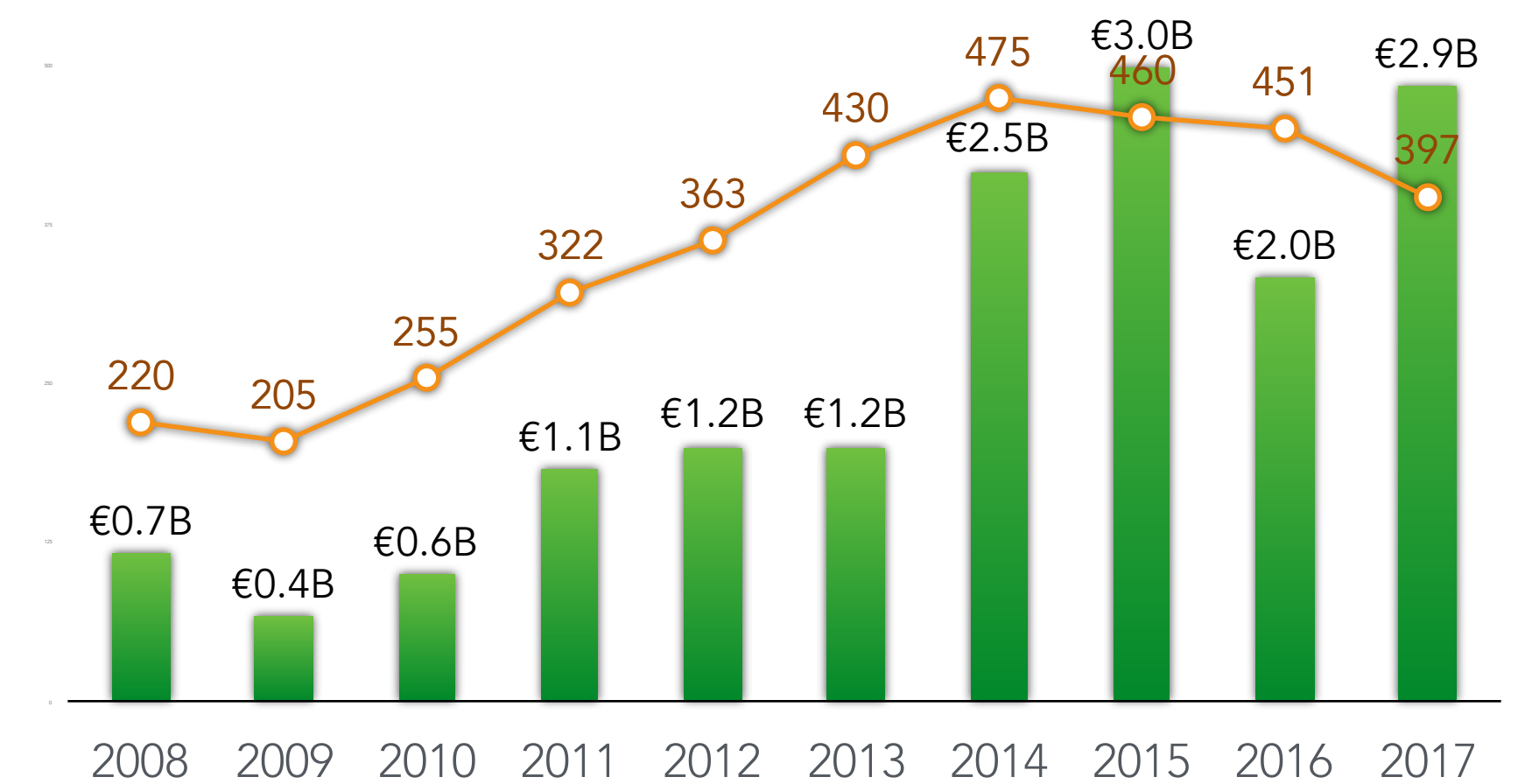
ZOOM-IN: CONTINUED GROWTH in GERMAN VC ECOSYSTEM in 2017

As the German VC ecosystem matures,
there are more large deals that dominate
VC investments

GERMAN VC INVESTMENT ACTIVITY

○ # of VC rounds

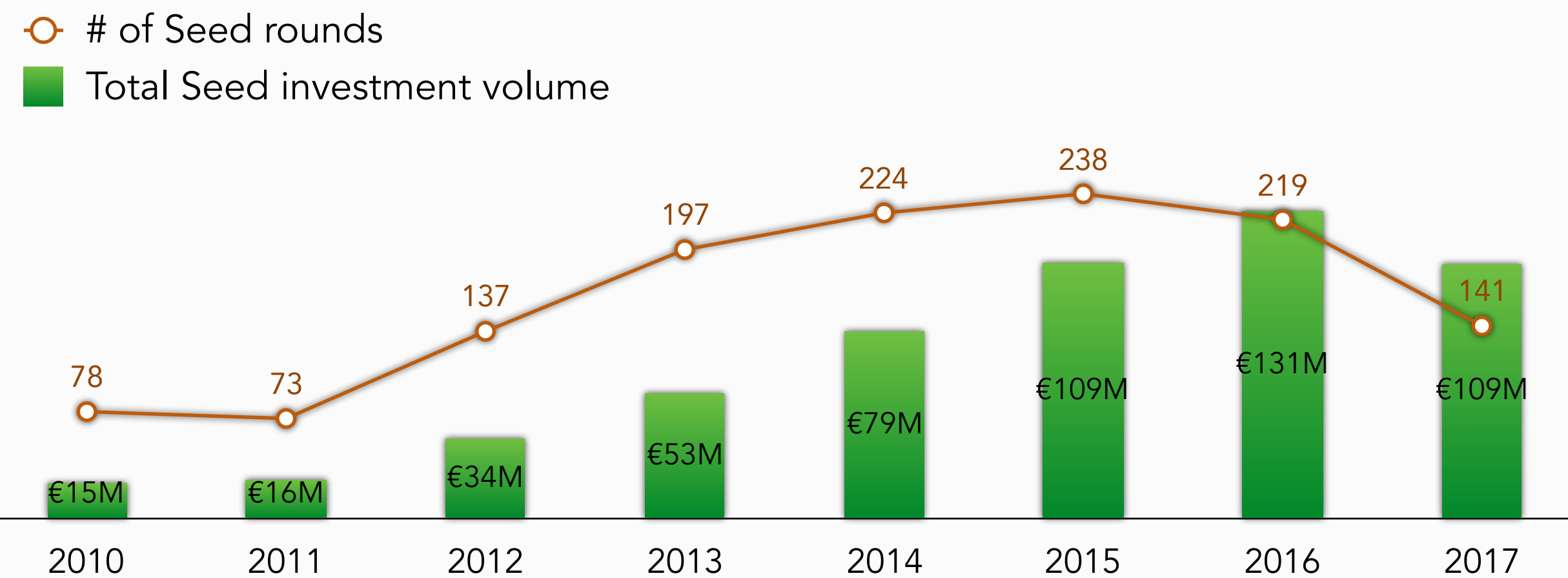
■ Total VC investment volume



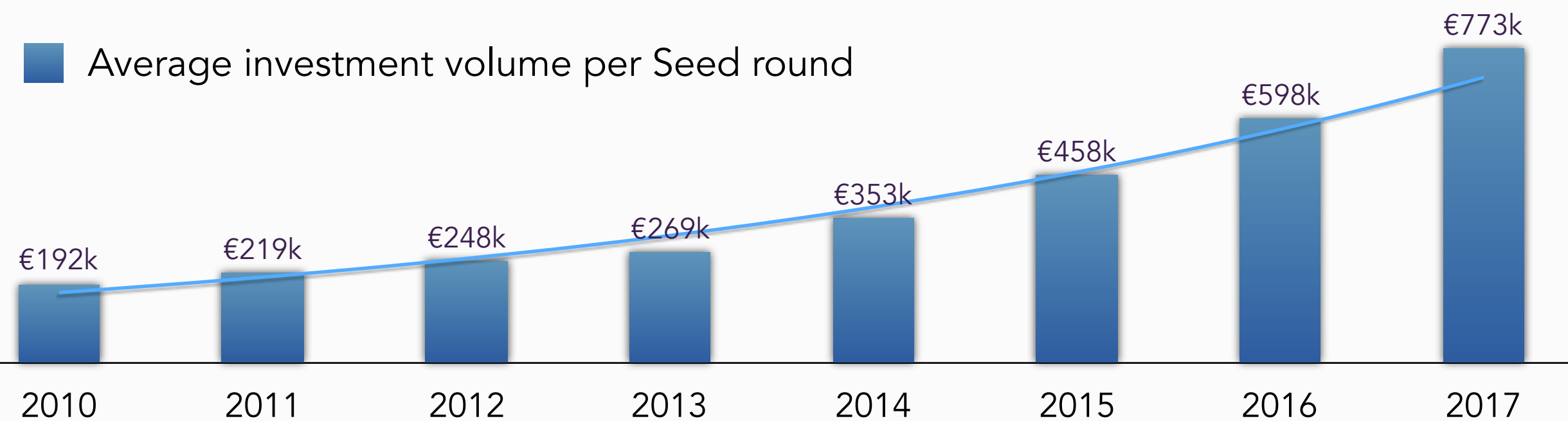
In last 4 years the av. seed round volume more than doubled in DE

GERMAN SEED VC ACTIVITY

2017 HIGHLIGHTS



- The lowest number of seed deals in Germany since 2013
- However, ever-increasing average size of a seed round
- >100% growth in investment volume per round from 2014 to 2017

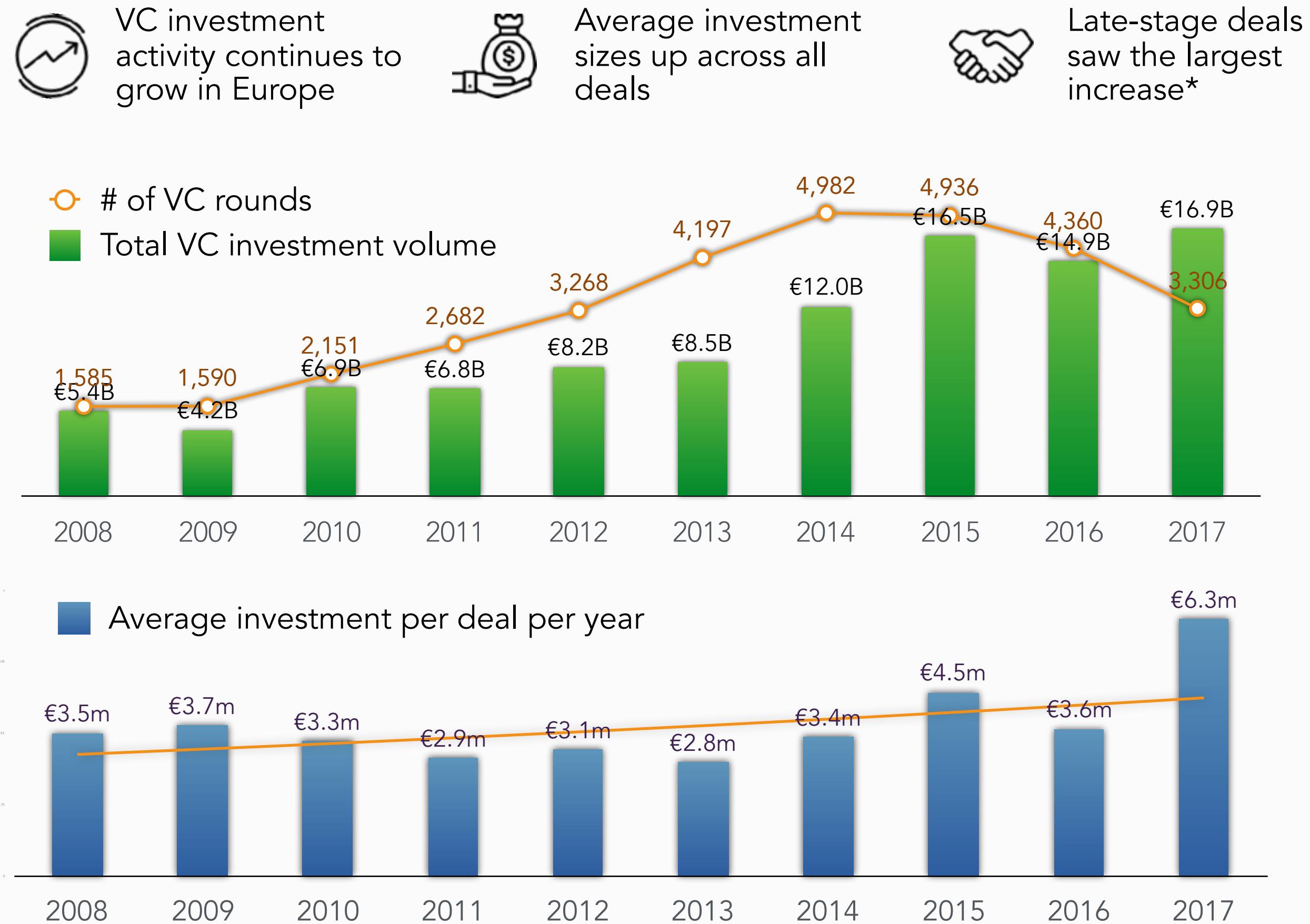


POSSIBLE EXPLANATIONS

- Increased competition for good deals
- Less founding activity
- Companies skip stages: Seed is the new Series A

A trend that is in line with European VC activity

EUROPEAN VC INVESTMENT ACTIVITY



DACH vs. EUROPE

- Similar to Europe, in 2017 DACH saw record high total annual investment despite decline in deal volume
- Rounds are getting bigger and fewer
- Quality over quantity of deals: more capital is available for fewer deals more selectively
- Overall VC activity is suggestive of late-stage cycle

MEDIAN DEAL SIZE BY STAGE

Angel / Seed: **€0.7M**
Early VC: **€2.1M**
Late VC: **€5.0M**

Rapid growth of the DACH ecosystem is yet to translate into VC ROI

HISTORICAL PERFORMANCE OF VC FUNDS (EIF's PORTFOLIO)*

Country/region	Median IRR	Upper Quartile IRR	Median TVPI	Upper Quartile TVPI
Europe**	0.26 %	11%	1.02	1.35
Germany	0.05 %	9.36 %	1.00	1.24
Switzerland	5.68 %	10.21 %	1.23	1.47
United Kingdom	6.65 %	13.81 %	1.18	1.60
Other***	-3.10 %	3.15 %	0.86	1.32
US****	7.49 %	17.14 %	1.31	1.80

*Based on investments in VC funds of EIF resources from 1997-2015. Based on EIF data, by team location (not the same as geographic focus or domicile of the investment fund).
EU+Switzerland. *Other includes Austria, Belgium, Ireland, Luxembourg, Norway, Spain, Turkey, the USA. As of 30.06.2017.
****Based on data compiled from US venture capital funds 1997-2015. Data as of 31.12.2017.

Effects of BREXIT on DACH are yet to be realised

HOWEVER, FIRST ANECDOTAL EVIDENCE IN FAVOUR OF BERLIN,
AMONG OTHER DACH DESTINATIONS

European Investment Bank pulls back on UK funding after Brexit

France, Germany main recipients of venture capital as tech start-ups hit by move to quit EU



Berlin claims post-Brexit success in luring start-ups

German capital says five have relocated from London and dozens more may follow

MAR 14, 2017 @ 03:05 PM 1,417

Fintech And Germany's Post-Brexit Allure

"The massive cut pushed the country <UK> out of its spot as the main recipient of EU venture funding, which is the single largest source of early-stage capital on the continent", FT

"There is a decrease <in volume> that comes as much from a decrease in demand <in the UK> as well as complexity of concluding the operations and deals because of the uncertainty from Brexit", FT


pwc | Germany

Welcome to PwC in Germany > Middle Market > "The German start-up scene will benefit from Brexit"


"The German start-up scene will benefit from Brexit"

Zoom-in: Berlin is now an established global tech hub

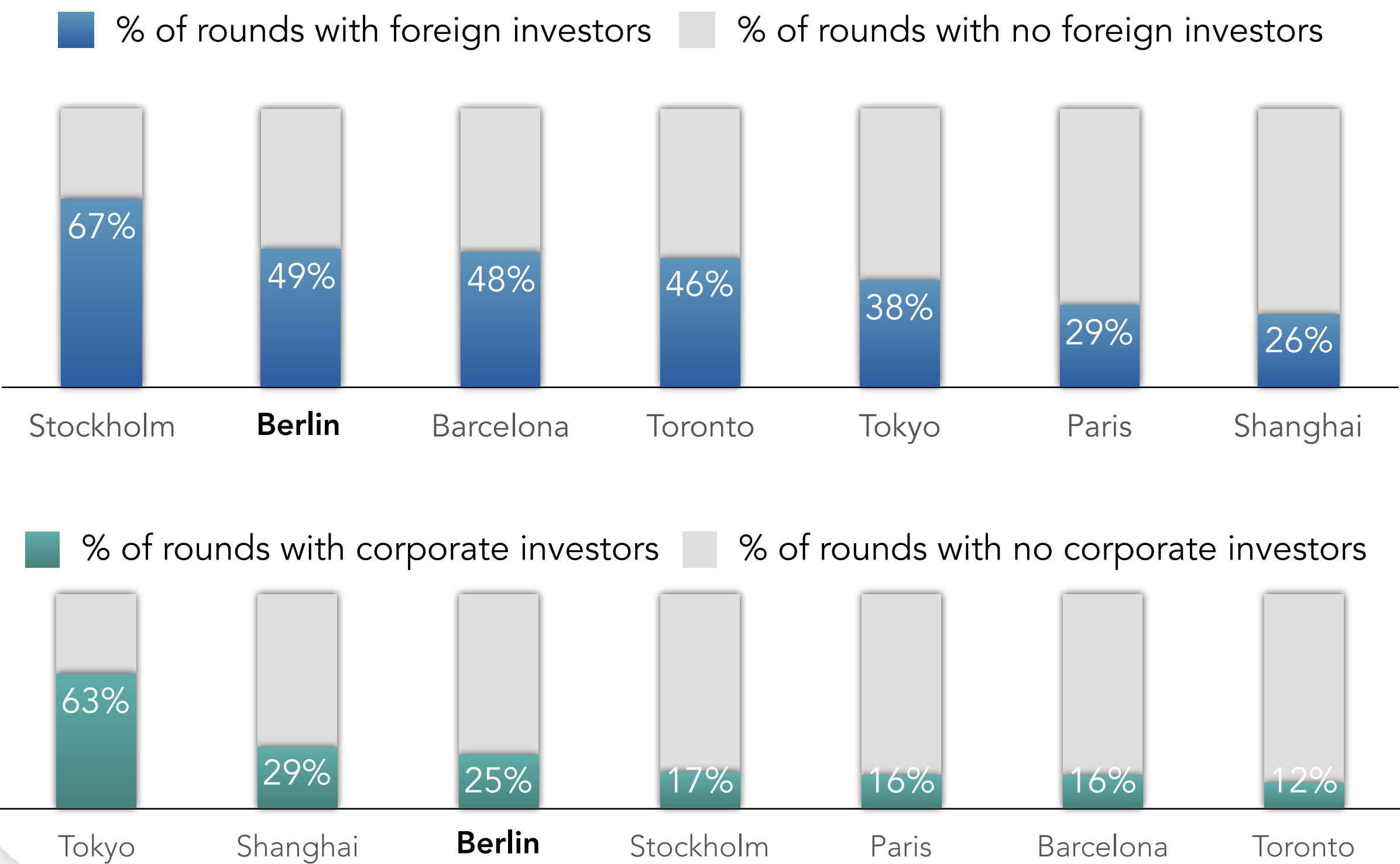
VC FUNDING ROUNDS 2012-2017




Berlin hub remains very cosmopolitan on a global scale, attracting a lot of foreign VC capital





High interest from corporates compared to European counterparts




BERLIN ECOSYSTEM METRICS

- 

Ecosystem value: \$31B
Global median: \$4.1B
- 

Early-stage funding per startup: \$483k
Global average: \$252k
- 

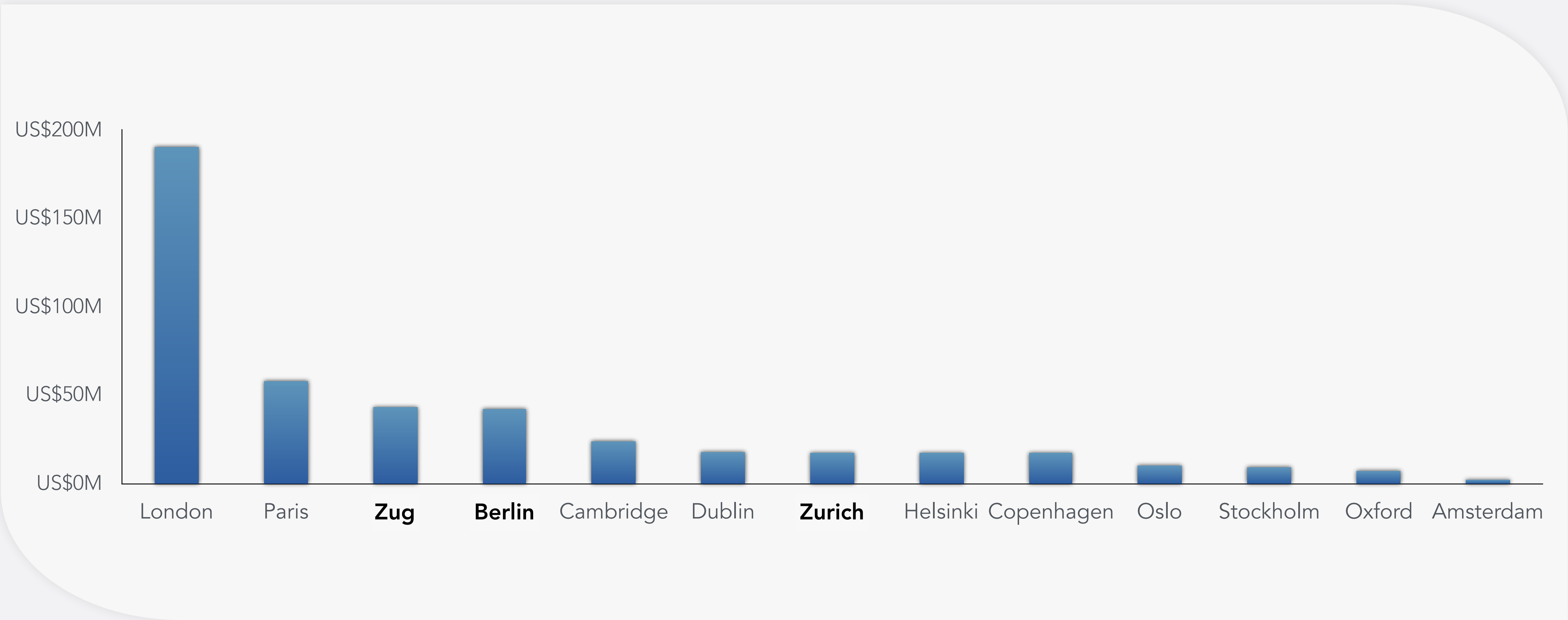
Female founders: 13%
Global average: 16%
- 

Software engineer salary: \$55k
Global average: \$49k
- 

The second highest net global resource attraction rate in the world at 18%
Only Silicon Valley startups are at a 3% higher value.

3 DACH Cities in the Top 10, by Deal Volume

Deal Volume by City: H1 2018



Its maturing ecosystem makes it attractive for fundraising

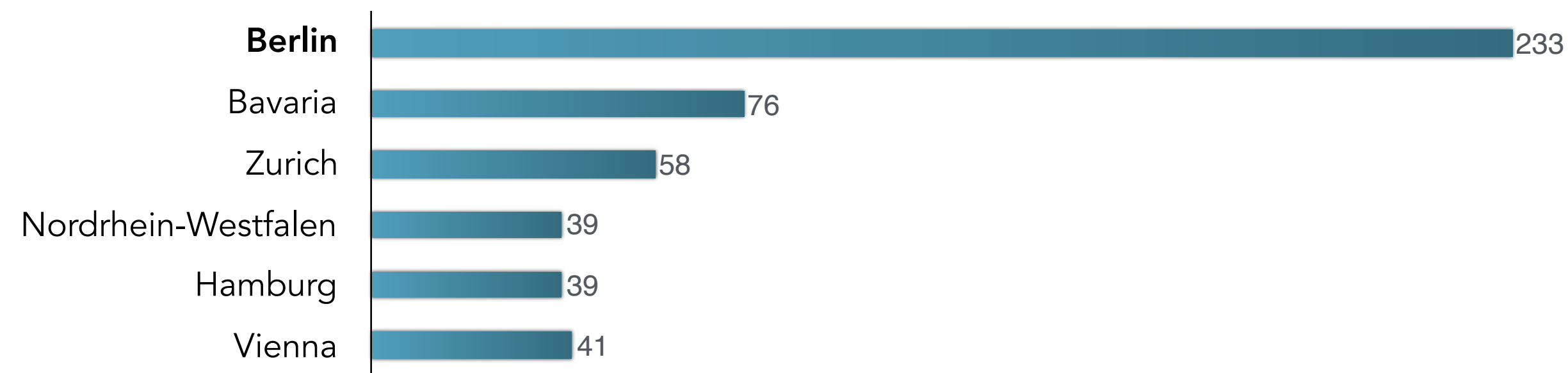


Berlin draws 46% of all VC rounds in Germany and 32% of all VC rounds in DACH...



... and 70% of total VC volume in Germany, and 32% of total VC volume in DACH

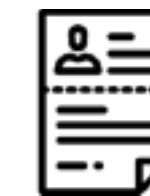
TOP DACH FEDERAL STATES / CANTONS BY # OF VC ROUNDS, 2017



TOP DACH FEDERAL STATES / CANTONS BY FUNDING VOLUME



Increasing costs of living



Fierce competition for talent



In global comparison, still very attractive and continues to attract a lot of talent and business

INVESTORS: DACH



The local movers and shakers: The “go to” guys of DACH



GLOBAL FOUNDERS CAPITAL



red alpine



HV HOLTZBRINCK
VENTURES



PROJECT A
VENTURES



b.to.v



LAKE
STAR



High-Tech Gründerfonds



Point Nine
THE ANGEL VC



CHERY



Si
Speedinvest

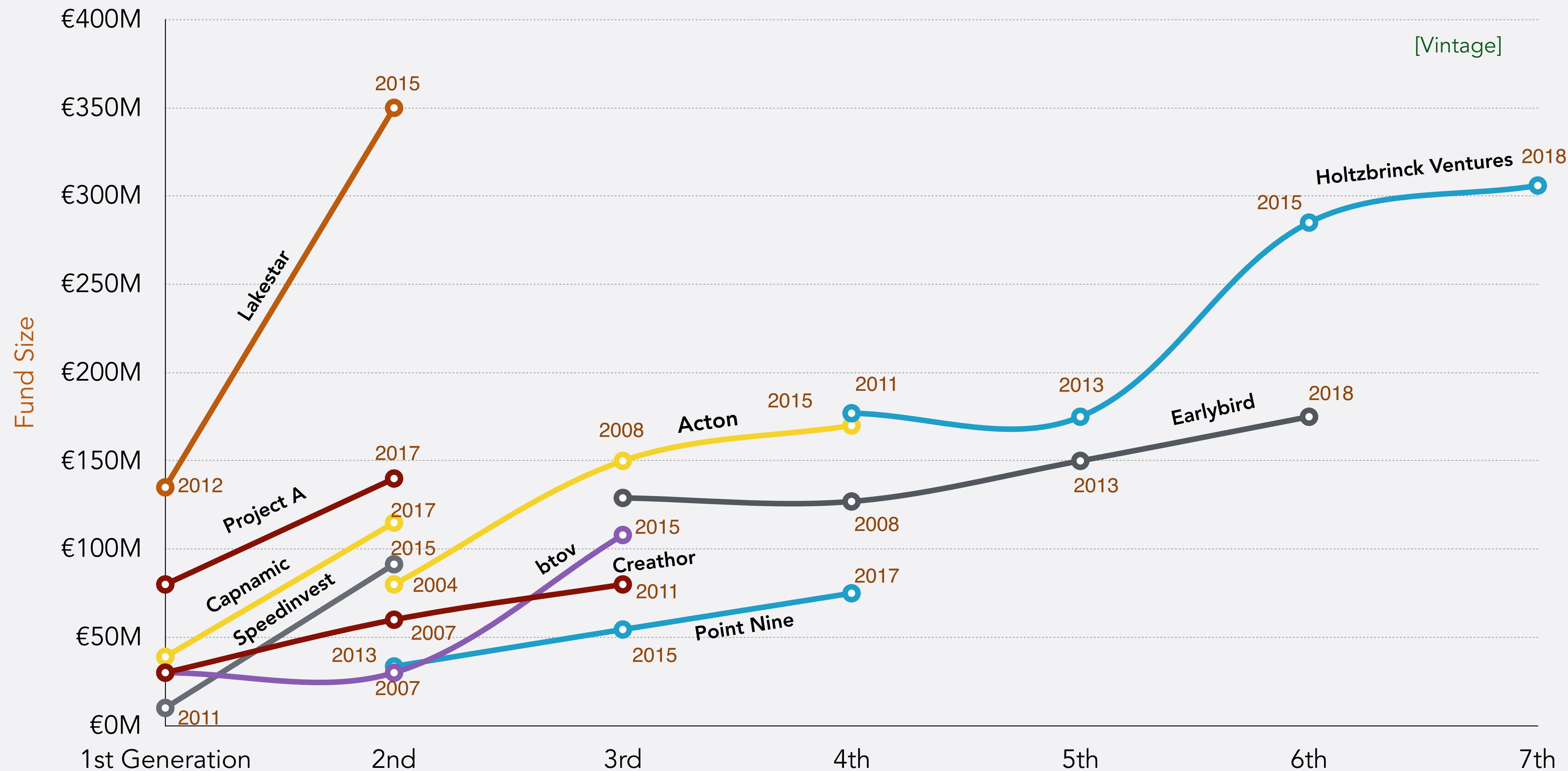


HITFOX GROUP


























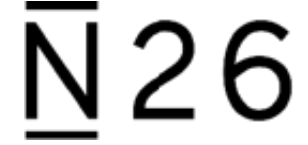



HANSMEN
GROUP

Firms keep raising bigger funds - more capital available







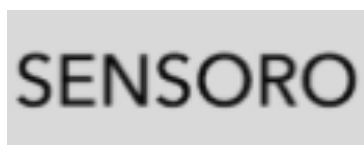






















Source: Selected funds with German operation; not including special/side vehicles; data from Crunchbase & interviews

A wealth of corporate VCs in the DACH region

	Fund	Stage	Focus	Notable Investments
Media		Series A-B	E-commerce, marketplaces and digital ventures	  
		Series A-B	Enterprise software, FinTech, InsurTech, digital health, asset management	  
		Series A-B	Travel, Health, Home & Living, Beauty & Accessories, E-Commerce, Retail	  
Telco		Series A	Digital media, IT, telecommunications, CleanTech, FinTech	   
		Late stage	Big Data, Analytics, IoT, Cyber Security, Cloud & Network infrastructure, AI	  
Fin-/Insurtech		Late stage	InsurTech, mobility, connected health, wealth management, retirement	  
		Series A	Health, mobility, smart home, finance ecosystems and relevant enabling technologies	   

...continue to pursue strategic investments in the region

Fund	Stage	Focus	Notable Investments
 Siemens	Seed	AI, blockchain, autonomous machines, "decentralized electrification"	  
 Robert Bosch Venture Capital GmbH	Growth	AI, IoT, AR/VR, mobility, analytics, autonomous driving	   
 BMW i Ventures	Series B	Autonomous driving, digital car & automotive cloud, e-mobility, AI, data, security, Industry 4.0, energy services	  
 VITO VENTURES Viessmann	Series A	Broader IoT space and enabling technologies	  
 VITO ONE Viessmann	Pre-seed	IoT, smart home, digital customer access, big data	  
 METRO	Series A-B	METRO Group looking for digital solutions	  
 Signal Iduna	Series A-B	AI, blockchain, IoT and other computational business models: B2B	

STRENGTHS AND WEAKNESSES



Strengths



Top class engineering and business universities providing constant talent flow



High attractiveness of key DACH cities:
Munich, Vienna, Zurich on quality of life -
Berlin on cost of living



Thriving DACH economy, especially
Germany being the economic
“powerhouse” of the EU



Geographically located at the centre of
continental Europe



Availability of capital now a plus: you can come
to Berlin and raise an A-round within days



DACH is an integral part of the EU: reliability &
direct access to common market

Challenges



Significant differences within DACH, i.e. cultural, cost of living - not a 100% unified market



Still high dependency on external capital, especially for later stage rounds



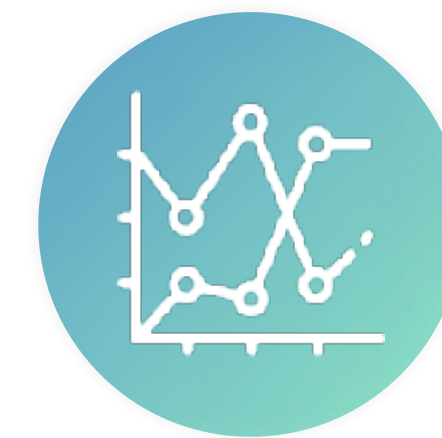
Threat of potential “brain drain” as South Europe rebounds from economic crisis



Still lower risk tolerance and entrepreneurial activity compared to other markets, in particular, the UK & the US



Big focus on Berlin, but overall fragmented startup and VC scene in DACH



Deal activity decreasing at early stage by # of deals, but increasing by € per deal: sign of less founding activity?

WINNING SECTORS

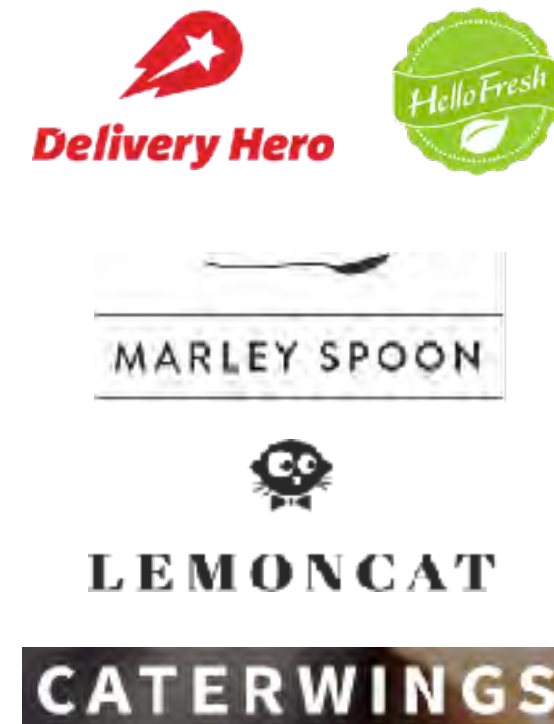


Four sectors where German startups have succeeded



Food

- 21 financing rounds in 2017
- Min. €1.1B of total invested volume
- 2 successful IPOs with total volume of €691M



Fintech

- 58 financing rounds in 2017
- Min. €540M of total invested volume
- The biggest influx (€250M in 20 rounds) in lending segment



Blockchain & Cryptocurrency

- Berlin as one of the largest crypto communities
- Big share of applications in the energy sector



Flying Cars & Air Taxis

- Continued interest in flying cars
- One of the best-funded electric aircraft projects based in Germany



FoodTech still important for German ecosystem



Acquired

GREEN
CHEF



Dominik Richter

Founder & CEO

Formerly Idealab, tripmonkey
LSE, WHU

Description

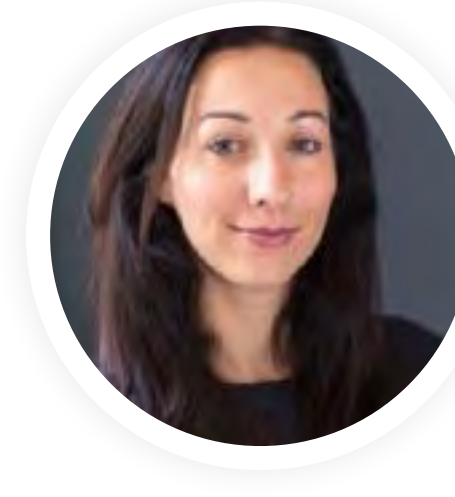
Food subscription company that
sends pre-portioned ingredients
to users' doorstep

Total Funding €320M

Founded 2012



LEMONCAT



Doreen Huber

Founder & CEO

Formerly Delivery Hero, eKomi,
Humboldt University of Berlin

Description

Online marketplace for
business catering

Total Funding €9M

Founded 2016



Fintech big in Berlin, despite FFM being the financial capital



Marko Wenthin, Andreas Bittner
Co-Founders

Formerly Deutsche Handelsbank,
GroupPlatina & Avalon Sourcing,
Fondsdepot Bank

Description

A banking platform with a full banking license, allowing companies to offer their own financial products.

Total Funding €95M

Founded 2016



Valentin Stalf
Founder

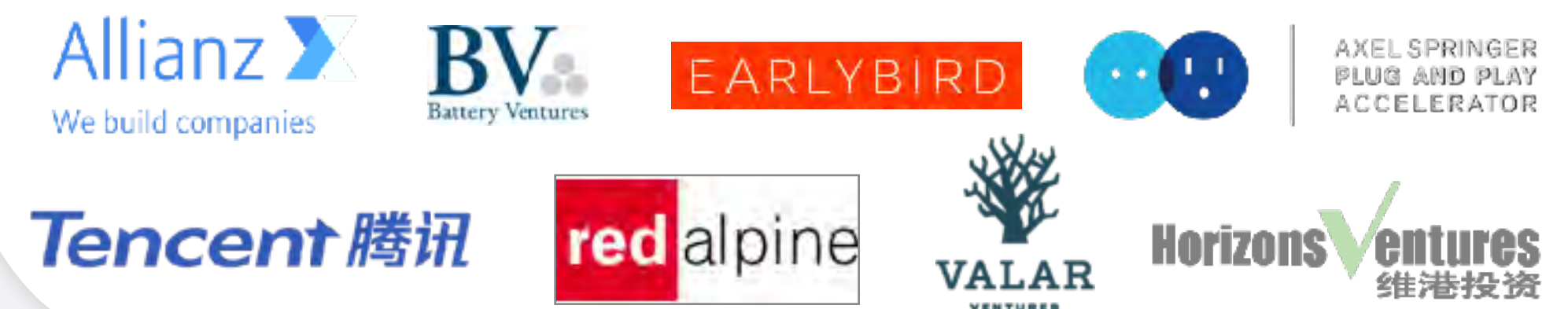
Formerly Paymill, Rocket Internet
University of St. Gallen

Description

European smartphone-only online bank

Total Funding €158M

Founded 2013



...fueling one of the largest Crypto communities



Zoe Adamovitz

Founder & CEO

Formerly Concise Software, Priori Data, Humboldt University Berlin

Description

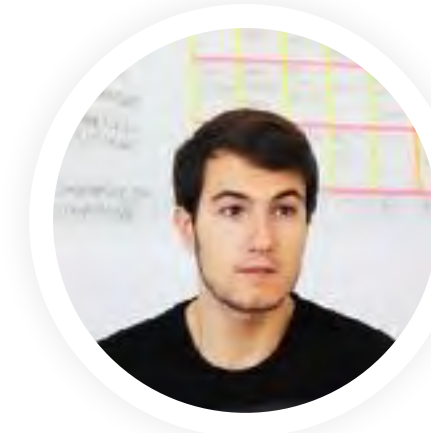
Blockchain-based and investor-directed platform which bridges the world of cryptocurrency and equity.

Total Funding €12M

Founded 2016



ARAGON



Luis Guende

Founder & Project Lead

Formerly Unpatent, Stampera, European Commission

Description

Project that aims to disintermediate the creation & maintenance of organizational structures

Total Funding ICO \$25M

Founded 2017



The high-performing sectors in Austria



Fintech

- FinTech industry keeps growing
- Early stage startup ecosystem facilitated by the increase in number of incubators and accelerators



Software

- Software startups amongst the international success stories, having secured funding from leading international investors

TRICENTIS



KIVU



Consumer / App

- Runtastic produced the largest Austrian exit so far (sold to Adidas for €220M - followed by mySugr acquisition by Roche for €74M)



Many up-and-coming players in the FinTech space



Daniel Strieder

Founder & CEO

Formerly Payolution, Raiffeisen
Investment

Description

Digital overdraft not connected to
its clients' banking account and
designed for smartphones

Total Funding €5.5M

Founded 2015

DVH VENTURES



Andreas Kern

Founder & CEO

Formerly Paybox, One Bank,
Johannes Kepler University Linz

Description

Online platform for investment
strategies of traders and asset
managers

Total Funding €6M

Founded 2008



...as well as in SaaS / deep tech



TRICENTIS



Franz Fuchsberger, Wolfgang Platz
Co-Founders

Formerly Compuware, Parametric
Technology & Triton, Capgemini, EY

Description Enterprise software testing tools

Total Funding app. €170M

Founded 2007



KIVU



Andreas Kern
Founder & CEO

Formerly Paybox, One Bank,
Johannes Kepler University Linz

Description Scalable software for network
analysis in the security industry

Total Funding app. €2M

Founded 2016



Consumer space has generated key exits



Frank Westermann

Founder & CEO

Formerly thebrainbehind, Düsseldorf Univ. of Applied Sciences

Description

App with integrated medical devices, simplifies the lives of people with diabetes

Total Funding

Roche

Founded

2012



Ferruccio Bottoni

Founder & MD

Formerly Sensor Dynamics, Robert Bosch, Robert Kennedy College

Description

MEMS technology micro audio speakers for mobile applications ("the smallest speaker in the world")

Total Funding

€17M

Founded

2014



The high-performing sectors in Austria



BioTech & MedTech

- Life sciences and related industries (healthcare IT & biotech services) accounted for 64% of the total transaction volume with CHF595M



Fintech & Crypto

- CHF76M invested in 30 rounds in 2017 - 2x vs. 2016
- Maturing sector: more evenly distributed capital availability p/ round
- One of the most successful ICO fundraises in 2017



Consumer

- The sector presents an interesting opportunity and is picking up: a total of 10 financing rounds in 2017



BioTech & MedTech remain key segments



Martijn Cox

Founder & CEO

Formerly Eindhoven University of Technology (PhD & AIO)

Description

Medical device company enabling natural heart valve restoration

Total Funding

app. €97M

Founded

2006



Ata Tuna Ciftlik

Founder & CEO

Formerly École polytechnique fédérale de Lausanne

Description

Tissue diagnostics enabling order-of-magnitude higher number tissue biomarkers checks for each tumor.

Total Funding

app. €12M

Founded

2014



ConsumerTech produced notable top players



Cristian Grossmann

Founder & CEO

Formerly Accenture, Chromacon, ETH Zurich, Carnegie Mellon Univ.

Description

Workplace app that digitizes the non-desk workforce by connecting OS and communication channels

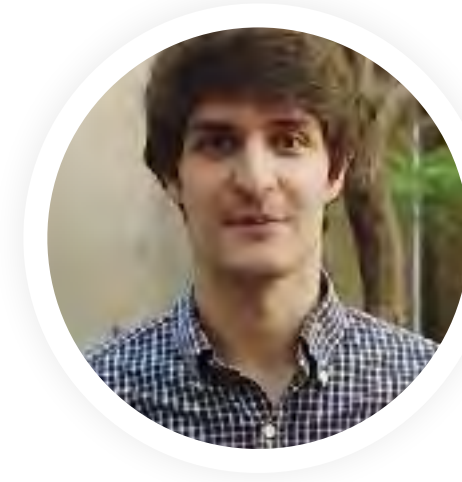
Total Funding app. €11M

Founded 2012



investiere
venture capital

b.to.v



Thibault Duchemin

Founder & CEO

Formerly AgilOne
University of California, Berkeley

Description

Patented multi-sensor bracelet, which allows women to precisely and conveniently predict fertile days

Total Funding app. €12M

Founded 2014



FinTech especially well-positioned for growth



Erik Voorhees

Founder & CEO

Formerly Coinapult, BitInstant,
Pacabell; University of Puget Sound

Description

Web and API platform to provide
instant Bitcoin and Altcoin
conversion

Total Funding €10M

Founded 2014



Jeremias Meier

Founder & CEO

Formerly iBROWS
University of St. Gallen

Description

Cloud-based business and
accounting software for SMEs

Total Funding CHF12M

Founded 2013



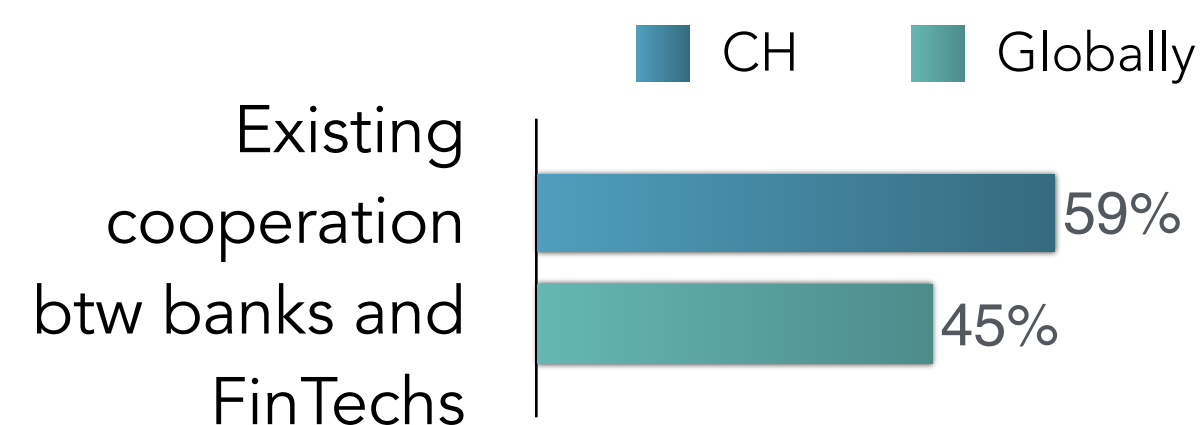
Zoom in: Strong Swiss Fintech outlook



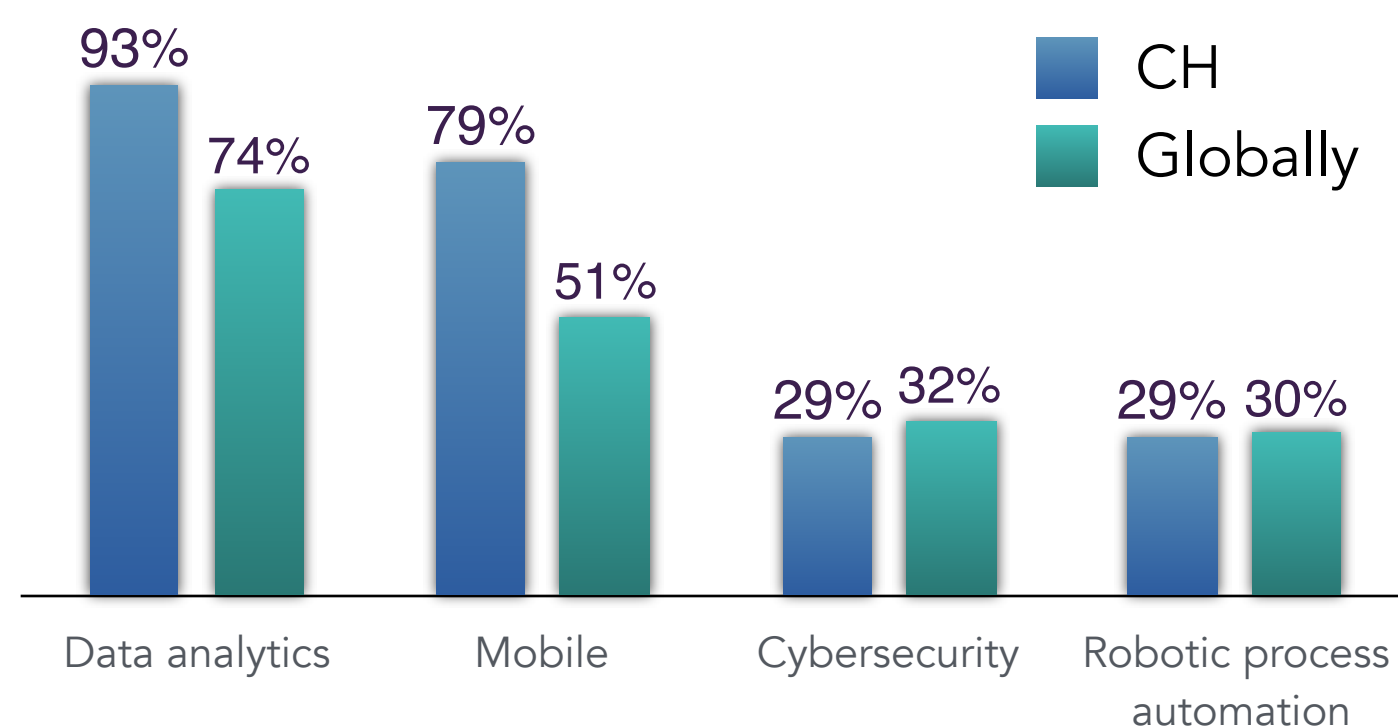
STRONG YoY INCREASE IN THE # OF ROUNDS AND VOLUME OF VC INVESTMENT

- CHF 129.9m raised in 2017 - more than a 6x rise in comparison to 2016
- 68 VC funding rounds in 2017 vs, 29 in 2016

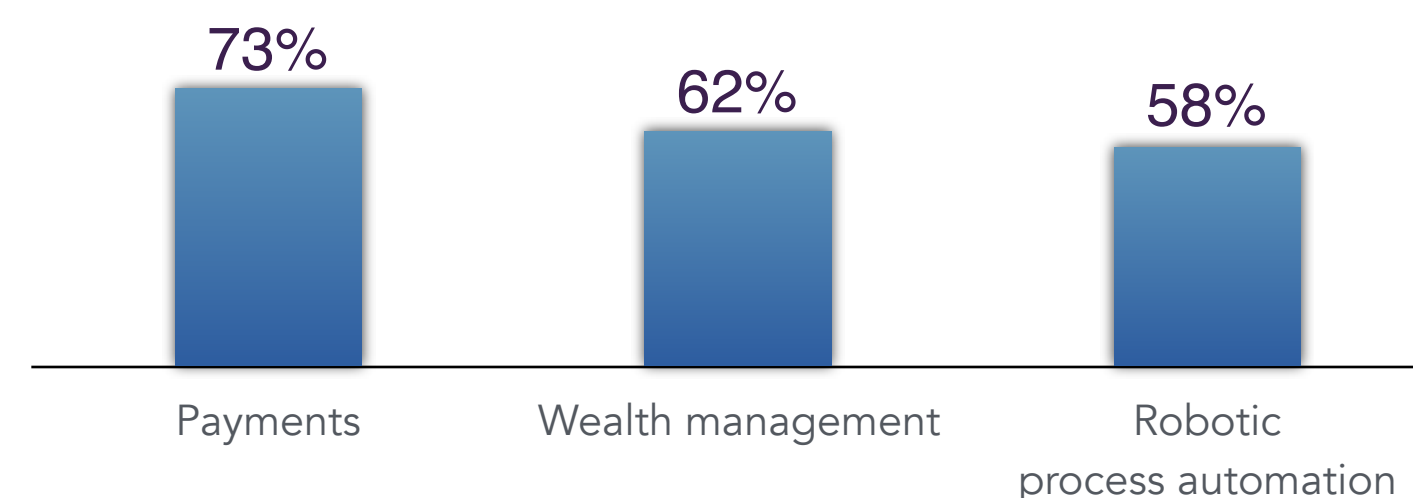
40% OF FINTECHS IN INTERNATIONAL B2B SECTOR (N=84)



INVESTMENT OUTLOOK: BIGGEST INVESTMENT AREAS*



BIGGEST IMPACT ON:



UNDERLYING FAVOURABLE CONDITIONS

- **Regulatory environment** to minimize market entry barriers for fintechs
- **Strong consumer base** creates conditions for thriving B2C sector
- **Strength in the export** of Swiss fin services offers potential in the B2B segment

CHALLENGES OF ENGAGEMENT WITH FINTECH STARTUPS:

- IT security
- Differences in management & culture
- Regulatory uncertainty

OUTLOOK



Recap of 2017 Predictions



Large incubators will shift towards VC investing



Zalando will become Germany's first "decacorn"



Germany to surpass the UK in total VC funding



IPOs of Delivery Hero, Home24*, will continue to fuel the ecosystem



After 5 years of B2C growth, B2B startups emerge



Global VCs will continue to hire Germans to target the region

Recap of 2017 Predictions



Fewer new EU funds
will enter the market



Seed & Series A
valuations will level off



Interest from non-EU VCs in the German
ecosystem will continue to increase



Brexit will continue to accelerate
ecosystem growth in Germany



Expect larger deals from Rocket
after a 6 month lull



Great companies will come
from all over Germany!

2018 Predictions (N12M)



Last in first out? Corporates late to the venture game - sign of upcoming market contraction?



Seed rounds are happening at A-round valuations



Large incubators will shift towards VC investing



GetYourGuide to prepare for IPO



BREXIT fuels founding activity in DACH region by foreign entrepreneurs



GFC to implode: exodus of team in the UK + lack of large bets



DACH market to see more unicorn exits via IPO



Funding / VC market adjustment becomes much more likely

How last year's "hidden champions" have performed since



Flying cars

\$100M+ (Series B)



Bank of banks

€95M+ (Series B)



Bus travel platform

€7M+ (Series A)



App retargeting

\$4M (Series A)



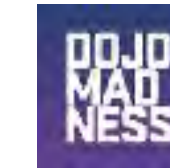
Large scale data analysis

€5.5M (Series A)



Data driven publishing house

\$5M (Series A)



Video game coaching

\$12M (Series B)



Home cooking mail service

\$27.5M (Series B)



SME Lending

Seed Round



Video sharing network

\$15M+ (Series B)



OKR

Seed Round



API based CMS

\$44M+ (Series C)



Banking for freelancers

€2M (Seed)



Office management software

\$11M+ (Series A)



Cloud banking platform

\$13M+ (Series B)



App for your tax

\$15M (Series A)

Hidden champions to watch in 2018 (N12M)



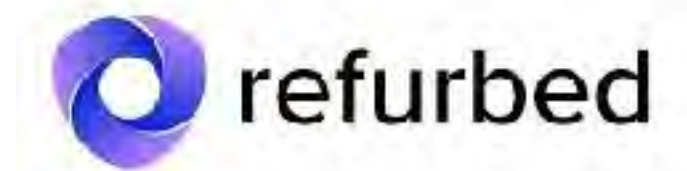
Platform for bilateral energy trading



Full service fulfillment platform for e-commerce



Global marketplace lending platform for small business loans



Marketplace for refurbished electronics



Digital insurer



Computer vision & machine learning models for autonomous vehicles



Software solutions for new driving experience: AR/ augmented surrounding view monitoring, etc.



Scalable software for network analysis in the security industry



Decentralized system that allows to transact on a global network while maintaining data ownership



A platform for decentralised applications & side chains written in JavaScript



SaaS for automated accounting



Machine learning solutions for robotics and process control



Online seafood marketplace



Online provider of solar systems



Online community for professionals in hotel industry



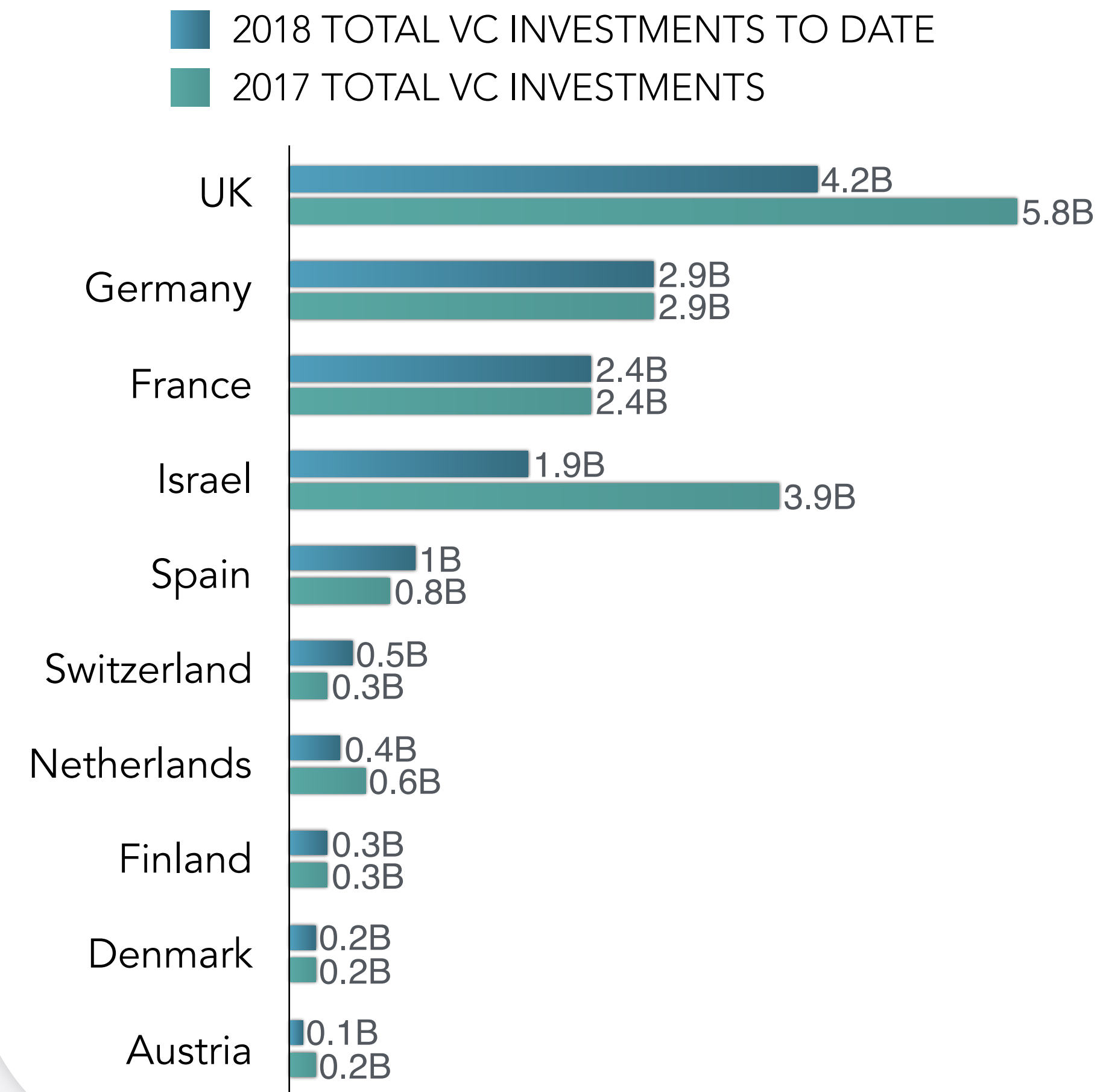
Platform for property owners to find brokers, provides real estate appraisal, land valuation, leasing.

DACH 2018 outlook

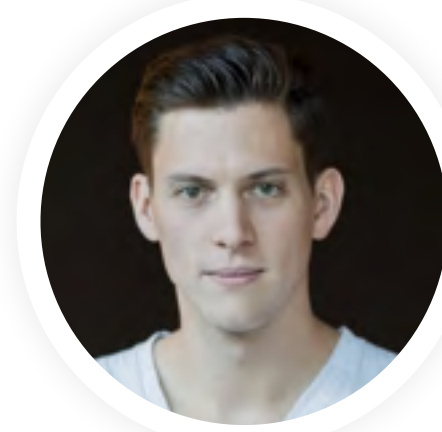
DACH TECH HUBS DEMONSTRATE STRONG PERFORMANCE IN 2018

- In terms of cumulative amount invested in DACH companies, 2018 is outperforming 2017 so far
- Mega rounds continue to have a large impact on the overall funding environment: responsible for the large amount of capital invested in 2018 thus far
- Deep tech and health investments have so far been underrepresented in Germany in 2018, while SaaS and marketplace investments are overrepresented

DACH COMPANIES HAVE ATTRACTED MORE CAPITAL IN 2018 YTD THAN THROUGHOUT 2017



Authors and Contributors



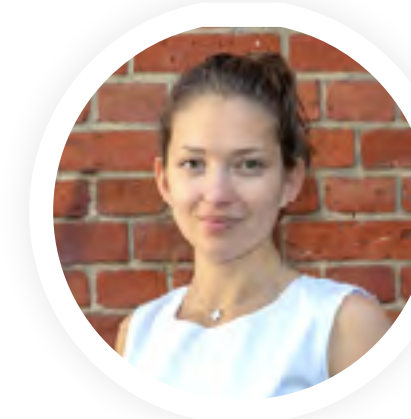
Mathias Ockenfels
[Linkedin](#) [Medium](#) [angel.co](#)



Thomas Olszewski
[Twitter](#) [Medium](#) [Quora](#)



Stephan von Perger
[Linkedin](#) [@innovatorsroom](#)



Yuliya Kvetko
[Linkedin](#) [angel.co](#)



Carolina Küng
[Medium](#) [Linkedin](#)

APPENDIX



ADDITIONAL SLIDES

SELECTED SLIDES FROM 2016-2017 PRESENTATION

Early stage companies to watch in 2017



Flying cars



Bank of banks



Bus travel platform



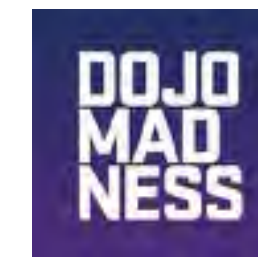
App retargeting



Large scale data analysis



Data driven publishing house



Video game coaching



Home cooking mail service



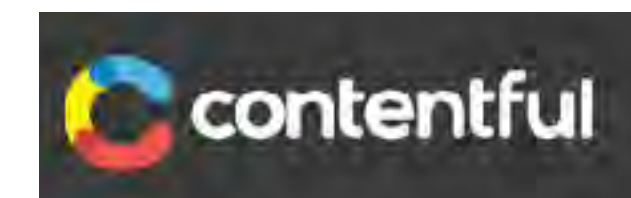
SME Lending



Video sharing network



OKR



API based CMS



Banking for freelancers



Office management software



Cloud banking platform



App for your tax return

Four sectors where German startups have succeeded



Fintech

- Credit related and consumer business
- Large market for consumer finance
- Population which travels a great deal

 Kreditech

 CHECK24

 N26



AdTech

- Big data, data analytics, data mgmt, SEO
- E-commerce companies as customers
- High small- & mid-cap M&A-activity



Fyber

 zanox.

 searchmetrics



eCommerce

- Fashion, auctions, and food delivery
- Largest market for fashion in Europe
- Lean and cost competitive, low margin

 AUTO 1

AUCTIONATA

 zalando

 Delivery Hero



Leisure

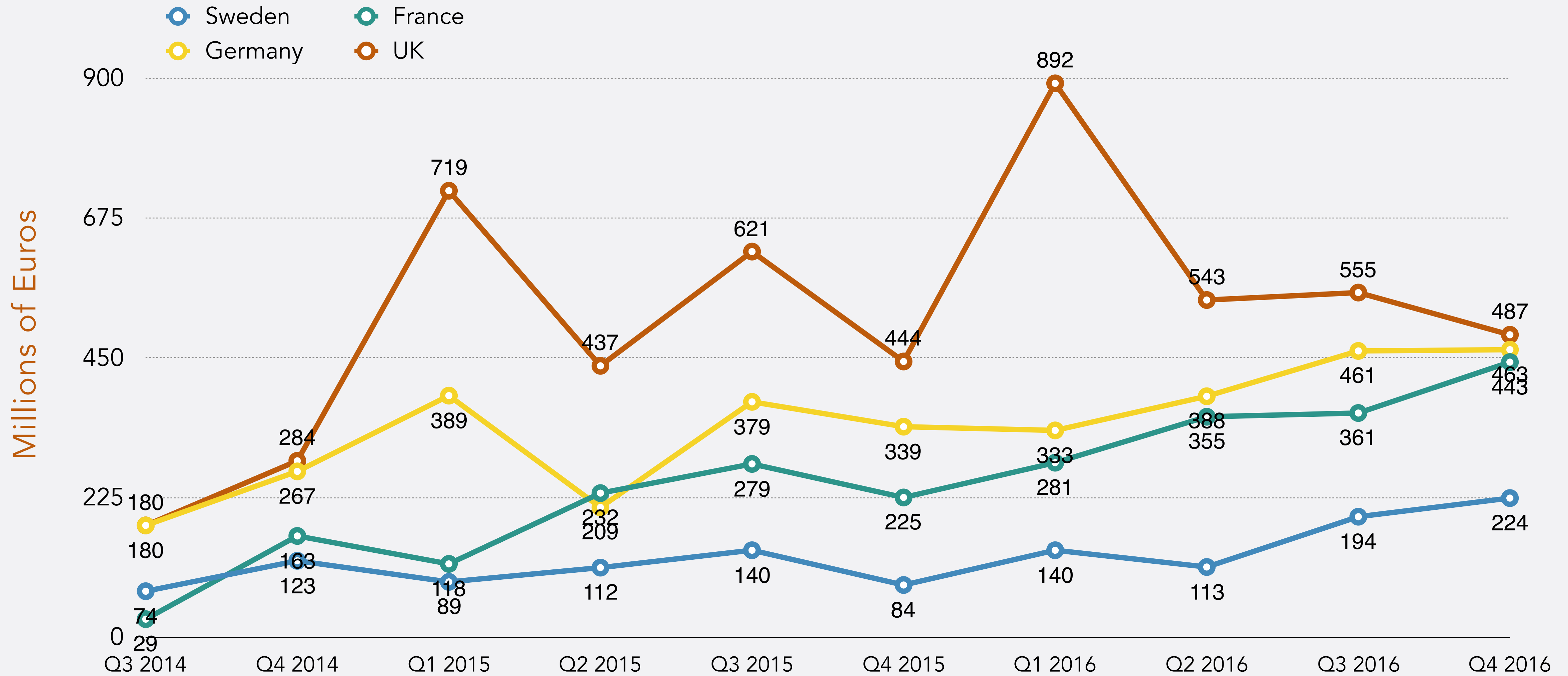
- E-sports, gaming, travel, and music
- Travel culturally important
- Large number of consumers

 Get Your Guide

 trivago®

 SOUNDCLOUD

Funding Trends (ex-mega rounds)



Source Links

ONLINE ACCESSIBLE CONTENT IN THE ORDER OF APPEARANCE

- [International monetary fund 2017](#)
- [Eurostat 2017](#)
- [Gfk 2017](#)
- [dealroom.co: German Venture Capital climate: a sneak preview: August 2018](#)
- [EY Fast growth in Germany: Tech start-ups and investors setting new benchmarks. Venture Capital and start-ups in Germany 2017](#)
[Swiss Venture Capital Report 2018](#)
- [Atomico. The State of European tech](#)
- [Gil Dibner. Venture Capital in Europe & Israel. Venture Investment Data: 1H18](#)
- [European Venture Report 1Q 2018](#)
- [Max Niederhofer. Here's what's really going on in European venture in three charts](#)
- [KPMG. Venture Pulse Q4 2017. Global Analysis of Venture Funding](#)
- [EIF Research & Market Analysis, Working Paper 2016/34. The European venture capital landscape: an EIF perspective](#)
- [European Investment Fund Venture Capital Portfolio. Performance - EIF own resources. Vintage and Team Location. As at 30/06/17](#)
- [Cambridge Associates. US Venture Capital Index and Selected Benchmark Statistics. 31. December 2017.](#)
[CBINSIGHTS Global Tech Hubs Report](#)
- [Global Startup Ecosystem Report 2017 by Startup Genome](#)
- [Start-up-Barometer Deutschland. Januar 2018.](#)
- [Global FinTech Report 2017, Switzerland Highlights](#)
- [IFZ FinTech Study 2018. An Overview of Swiss Fintech](#)

Data Services:

- [CBInsights](#)
- [Crunchbase](#)
- [Linkedin](#)
- [Dealroom](#)

Methodology

Slide 5 - Selection of investments of DACH-based VC funds in the rest of Europe & in the rest of the world (non-DACH startups). The graph displays percentage of investments of DACH-based VC funds abroad: based on Crunchbase data, filtered by year, investor location, investee location.

Slide 6 - New venture funds raised in DACH. Funds domiciled in Germany.
Does not include corporates, funds without official 'funds raised', or non-internet funds

Slide 7 - Debut funds include new funds launched for the first time in the last 18 months.

Slide 8 - Active VCs investing in DACH. Approximation by stage, as many investors invest across different stages.

Slide 9 - Author's choice: selection of successful startups in the DACH region. Includes current or latest available valuations, best estimate based on public data publicly available valuations.

Slide 10 - Selection of notable exits (IPOs and acquisitions) in the DACH region in 2017.

Slide 14 - VC deals with involvement from international investors. Methodology: Crunchbase 2017 data, filtered by: investments announced throughout 2017, investees based in DACH, investors based outside DACH.

Slide 15 - Foreign VC investments by stage. Methodology: Crunchbase 2017 data, filtered by: investments announced throughout 2017, investees based in DACH, investors based outside DACH / in the US. Notable DACH transactions with high involvements of international VC investors.

Slide 18 - DACH VC investment activity. Crunchbase data, filtered by years, investees based in Germany, Austria, Switzerland.

Slide 19 - European investment activity. Crunchbase data, filtered by years, investees based in Europe.

Slide 21 - Investments in VC of EIF own resources 1997-2015. Based on EIF data, by team location (not the same as geographic focus or domicile of the investment fund).

Slide 27 - Selection of key most active DACH based VC investors.

Slide 28 - Selection of funds with German operation; not including special/side vehicles; data from Crunchbase & interviews

Slide 53 - Selection of up-and-coming Startups based in DACH. Includes portfolio companies of Speedinvest.

Slides 59-60 - Selection of slides from "State of the German Startup and Venture Capital Landscape, 2017 Edition"