

» LEADERS CONNECTED
NOAH18
London

NOAH
10 YEARS
ANNIVERSARY

INVESTOR BOOK

EDITION
OCTOBER 2018

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EUROPE'S LEADING INTERNET CORPORATE FINANCE BOUTIQUE

Unique Industry Know-How

- ✓ Focus on Leading European Internet companies
 - Covering over 400 companies across 25 online verticals, a broad range of over 500 investors as well as 100+ online-focused corporates
- ✓ Deep understanding of industry dynamics
- ✓ Ability to add value beyond banking advice
 - Facilitates overall process and minimizes management distraction

Unmatched Network and Relationships

- ✓ NOAH Advisors is globally well connected and has direct access to virtually all key players in the industry
 - Knowledge of and strong relationships with potential buyers' key decision makers
 - Proactively finds and unlocks attractive investment opportunities for leading investors
- ✓ Annual NOAH Conference in its 8th year

Strong Investment Banking Competence

- ✓ Over 40 years of combined relevant M&A experience
 - Routine execution of M&A and financing transactions with sizes of several billion euros
- ✓ 30 successfully completed NOAH Advisors transactions underline successful transfer of M&A competencies to the Internet sector

Full Commitment - We Are Entrepreneurs!

- ✓ Entrepreneurial mind-set, focused on growing the business and establishing a reputation for excellence
- ✓ Ability to deliver top results in short time frames
- ✓ Highly success-based compensation structures align interests of clients and NOAH Advisors, and demonstrate conviction to deliver top results
- ✓ Creative deal solutions

The NOAH Advisors Core Banking Team



Marco Rodzynek
Managing Director & Founder

marco.rodzynek@noah-advisors.com



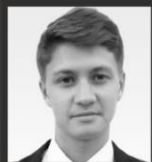
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Managing Director

jan.brandes@noah-advisors.com



Nikhil Parmar
Director

nikhil.parmar@noah-advisors.com



Aleksander Skwarczek
Analyst

aleksander.skwarczek@noah-advisors.com

Selected Completed NOAH Transactions

August 2017
Acquisition of a Majority Stake in
Luminati
by
EMK Capital
Enterprise Management Knowledge
at a valuation of \$200m

Financial Advisor to EMK Capital

December 2016
Investment in
FLIXBUS
by
SILVERLAKE

Financial Advisor to Silver Lake

October 2016
Investment in
KäuferPortal
by
ProSiebenSat.1 Media SE and **GENERAL ATLANTIC**
84% Ownership

Exclusive Financial Advisor to KäuferPortal and its Shareholders

September 2016
Acquisition of a Majority Stake in
PARSHIP ELITE Group
by
ProSiebenSat.1 Media SE
from
OAKLEY CAPITAL
at a valuation of €300m

Financial Advisor to Oakley Capital

December 2014
Sale of 100% of
fotolia
for \$800m to
Adobe

Exclusive Financial Advisor to Fotolia and the Selling Shareholders

October 2014
Sale of 100% of
trovit
for €80m to
NEXT Co., Ltd.

Exclusive Financial Advisor to Trovit and its Shareholders

September 2014
Sale of controlling stake in
facile.it
to
OAKLEY CAPITAL

Exclusive Financial Advisor to Facile.it and its Shareholders

May 2014
wallao
sold 100% of
yad2.co.il
for \$228m to a joint venture between
axel springer and **GENERAL ATLANTIC**

Exclusive Financial Advisor to Yad2 and its Shareholders

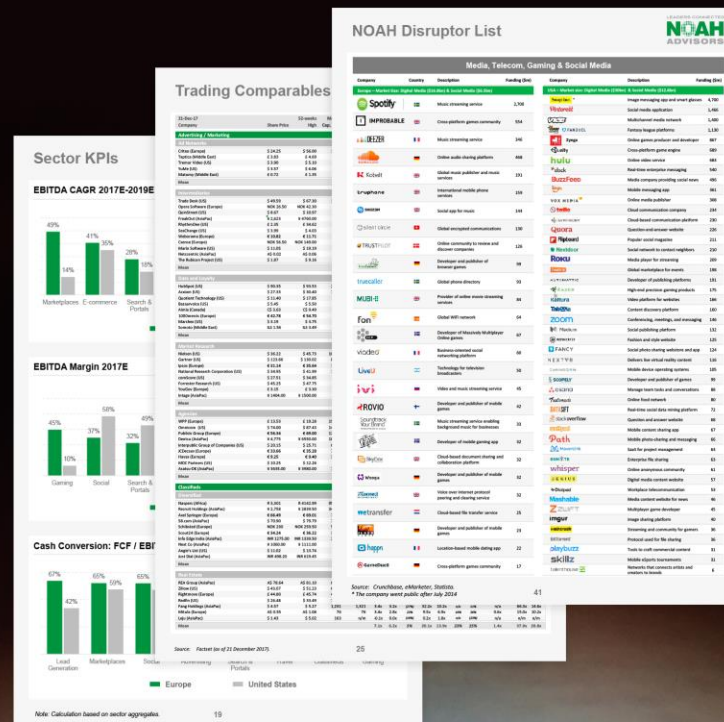
THE NOAH BIBLE

The NOAH Bible, an up-to-date valuation and industry KPI publication.

This is the most comprehensive set of valuation comps you'll find in the industry. Reach out to us if you spot any companies or deals we've missed!



























September 2018 Edition (PDF)

Sign up Here



Program

SESSION TITLE		COMPANY	TIME	COMPANY	SPEAKER	POSITION
Breakfast			8:00 - 10:00			
	K	LEADERS CONNECTED NOAH ADVISORS	9:10 - 9:15	Welcome Note NOAH Advisors	Marco Rodzynek	Founder & CEO
	CP	LAKE STAR	9:15 - 9:30	Lakestar	Klaus Hommels	Founder & CEO
Vertical Ecommerce	CP	Lesara	9:30 - 9:40	Lesara	Roman Kirsch	Founder & CEO
	CP	limango	9:40 - 9:50	limango	Sven van den Bergh	Founder & Managing Director
	CP	Picnic	9:50 - 10:00	Picnic	Michiel Muller	Co-Founder
	FC	PromoFarma.com	10:00 - 10:10	Fessura	Andrea Vecchiola	CEO
	FC	Zur Rose Group	10:10 - 10:20	PromoFarma	David Masó	Co-Founder & CEO
	FC	PERMIRA	10:20 - 10:30	Zur Rose Group	Olaf Heinrich	Board Member & CEO of DocMorris
	CP	SCANDIT	10:30 - 10:40	Dr. Martens	Kenny Wilson	CEO
	CP	ABOUT YOU	10:40 - 10:50	Permira	Tara Alhadeff	Principal
	CP	ngp capital		Scandit	Samuel Mueller	Co-Founder & CEO
	CP			NGP Capital	Bo Ilsoe	Partner
	CP			ABOUT YOU	Tarek Müller	Co-Founder & MD
	CP	PORSCHE	10:50 - 11:00	Porsche	Deniz Keskin	Director, Brand Management
Digital Health & Wellness	CP	Calm	11:00 - 11:10	Calm	Michael Acton Smith	Co-Founder & Co-CEO
	CP	doc+	11:10 - 11:20	DOC+	Ruslan Zaydullin	Co-Founder & CEO
	CP	lumen	11:20 - 11:30	Lumen	Dror Ceder	Founder & CPMO
	FC	Zava	11:30 - 11:40	Zava	David Meinertz	CEO
	FC	babylon	11:40 - 11:50	Babylon Health	Ali Parsa	Founder & CEO
	CP	KINNEVIK	11:50 - 12:00	Kinnevik	Chris Bischoff	Senior Investment Director
	P	KRY	12:00 - 12:10	KRY	Johannes Schildt	Co-Founder & CEO
	P	Accel	12:10 - 12:40	Accel	Sonali de Rycker	Partner
	P	TELEPAXX		Telepaxx	Rainer Kasan	Co-Founder & CTO
	P	medopad		Zava	David Meinertz	CEO
	P			KRY	Johannes Schildt	Co-Founder & CEO
	P			Babylon Health	Ali Parsa	Founder & CEO
	P			Telepaxx	Rainer Kasan	Co-Founder & CTO
	P			Medopad	Dan Vahdat	Founder & CEO
	P	enable2grow	12:40 - 12:55	The Positive Impacts of Diversity in Business enable2grow	Stefanie Peters	CEO
	P	svb		Silicon Valley Bank	Phil Cox	Head of EMEA
	CP	SAP	12:55 - 13:05	SAP	Deepak Krishnamurthy	EVP & Chief Strategy Officer
PropTech	CP	immobiliare.it	13:05 - 13:15	Immobiliare.it	Silvio Pagliani	Co-Founder
	CP	smartfrog	13:15 - 13:25	Smartfrog	Charles Fraenkl	CEO
	FC	McMakler	13:25 - 13:35	McMakler	Felix Jahn	Founder & CEO
	FC	nested	13:35 - 13:45	Nested	Matt Robinson	CEO
	FC	Northzone		Northzone	Christoffer Norman	Investment Manager
	FC	holaluz	13:45 - 13:55	Holaluz	Carlota Pi	Co-Founder & CEO
	FC	bulb	13:55 - 14:05	Bulb	Hayden Wood	Founder & CEO
	FC	DST		DST Global	Tom Stafford	Partner
	CP	OurCrowd	14:05 - 14:15	OurCrowd	Andrew Kaye	President & CIO
Lending Platforms	CP	lendinvest	14:15 - 14:25	LendInvest	Christian Faes	Co-Founder & CEO
	CP	BILLIE	14:25 - 14:35	Billie.io	Dr. Matthias Knecht	Co-Founder
	CP	oakam	14:35 - 14:45	Oakam	Frederic Nze	Founder & CEO
	CP	Prodigy Finance	14:45 - 14:55	Prodigy Finance	Cameron Stevens	Co-Founder & CEO
Payments	FC	Klarna.	14:55 - 15:05	Klarna	Michael Rouse	CCO
	FC	PERMIRA	15:05 - 15:15	Permira	Andrew Young	Principal
	FC	SafeCharge	15:15 - 15:25	SafeCharge	Yuval Ziv	CCO
	FC	credorax		Credorax	Igal Rotem	CEO
Insurance Tech	FC	simplesurance	15:25 - 15:35	simplesurance	Robin von Hein	Founder & CEO
	FC	GoCompare	15:35 - 15:45	Rakuten	Mark Haviland	EVP Global Development
	FC			GoCompare	Faisal Galaria	Chief Strategy Officer
Banking of the Future	FC	N26	15:45 - 15:55	N26	Francisco Sierra	Head of European Markets
	FC	solarisBank	15:55 - 16:05	solarisBank	Dr. Roland Folz	CEO
	FC	Revolut	16:05 - 16:15	Revolut	Nikolay Storonsky	Founder & CEO
	FC	TANDEM	16:15 - 16:25	Tandem	Ricky Knox	CEO
	FC	MOONFARE	16:25 - 16:35	Moonfare	Alexander Argyros	Founder
	FC	DEPOSIT SOLUTIONS		Moonfare	Hans Haderer	Former Senior Partner, BC Partners
	FC	VITRUVIAN PARTNERS	16:35 - 16:45	Deposit Solutions	Dr. Tim Sievers	Founder & CEO
	FC	STOCARD	16:45 - 16:55	Vitruvian Partners	Torsten Winkler	Partner
	FC	MACQUARIE	16:55 - 17:05	Stocard	Björn Goß	Founder & CEO
	FC	ZOPA		Macquarie Capital	Elmar Broscheit	Managing Director
	FC			Zopa	Jaidev Janardana	CEO
Crypto	CP	BLOCKCHAIN	17:05 - 17:15	Blockchain	Nicolas C. Cary	Co-Founder
	CP	Ledger	17:15 - 17:25	Ledger	Éric Larchevêque	CEO
	CP	Draper Esprit		Draper Esprit	Ben Tompkins	Managing Director
Investor Panel	P	intel capital	17:25 - 17:40	Intel Capital	Karen Stafford	Investment Director for Northern & CEE
	P	INNOVATION by innogy		innogy Innovation Hub	Annemie Ress	Managing Director
	P	ONE Ragtime		OneRagtime	Stéphanie Hospital	Founder & CEO
	K	LEADERS CONNECTED NOAH ADVISORS	17:40 - 17:45	Closing Note NOAH Advisors	Marco Rodzynek	Founder & CEO
			17:45 - 20:00	Networking Drinks		

SESSION TITLE		COMPANY	TIME	COMPANY	SPEAKER	POSITION
Breakfast			8:00 - 10:00			
	K		9:30 - 9:35	Day 1 Summary NOAH Advisors	Marco Rodzynek	Founder & CEO
Travel & Mobility	FC	  	9:35 - 9:45	Gett	Dave Waiser 	Founder & CEO
	CP		9:45 - 10:05	AUTO1 Group	Hakan Koç 	Co-Founder & Co-CEO
	FC	  	10:05 - 10:15	Cars24	Vikram Chopra	Founder & CEO
	FC		10:15 - 10:25	Frontier Car Group	Sujay Tyle	Co-Founder & CEO
	CP	  	10:25 - 10:35	Carwow	James Hind	Founder & CEO
	CP		10:35 - 10:45	Balderton Capital	Rob Moffat	Partner
	FC	 	10:45 - 10:55	Via	Daniel Ramot	Co-Founder & CEO
	FC		10:55 - 11:05	Glovo	Oscar Pierre	Co-Founder & CEO
	FC	  	11:05 - 11:15	Lastminute.com Group	Fabio Cannavale	CEO
	FC		11:15 - 11:25	Wanderu	Polina Raygorodskaya	CEO
	FC		11:25 - 11:35	eDreams ODIGEO	Dana Dunne	CEO
	FC		11:35 - 11:45	Viselio	Niklas Zeller	Co-Founder & CEO
	FC			Travelperk	Avi Meir 	Co-Founder & CEO
	FC		11:45 - 11:55	Monzo	Tom Blomfield	CEO
	FC		11:55 - 12:05	RTP Global	Leonid Boguslavsky 	Founder & Chairman
	FC	  	12:05 - 12:15	NUCOM GROUP	Claas van Delden	Co-CEO
	FC			EY-Parthenon	Andreas von Buchwaldt	Partner
Classifieds & Marketplaces	FC	  	12:15 - 12:30	Allegro	Francois Nuyts 	CEO
	CP		12:30 - 12:40	Permira	David Erlong	Principal
	FC	  	12:40 - 12:50	Catawiki	Ravi Vora	CEO
	CP		12:50 - 13:00	Northzone	Michiel Kotting	Partner
	FC	  	13:00 - 13:10	CHRONEXT	Philipp Man	Founder & CEO
	CP		13:10 - 13:20	Brayola	Orit Hashay	Founder & CEO
	FC	  	13:20 - 13:30	Depop	Marie Petrovicka	Chief of Staff
	CP		13:30 - 13:40	Depop	Jan Miczaika	Partner
	FC			HV Holtzbrinck Ventures	Timo Boldt	Founder & CEO
	FC			Gousto	David Kelnar	Partner and Head of Research
NOAH Startups	CP	 	13:40 - 13:45	NOAH Berlin 2018 Startups	Julia Brucher	Co-Founder & CEO
	CP		13:45 - 13:50	KIDSORTED	Lindsay Trombley	Co-Founder & COO
	CP		13:50 - 13:55	Zana	Julia Hoxha	Co-Founder & CEO
	CP			FinCompare	Stephan Heller	Founder & CEO
	FC		13:55 - 14:05	SOSV	Benjamin Joffe 	Partner
B2B & SaaS	CP	 	14:05 - 14:15	TeamViewer	Oliver Steil	CEO
	FC	 	14:15 - 14:25	Personio	Hanno Renner	Co-Founder & CEO
	CP		14:25 - 14:35	Native Instruments	Daniel Haver 	CEO
	FC	  	14:35 - 14:45	Avenso	Daniel Raab	CEO
	CP		14:45 - 14:55	Vilynx	Juan Carlos Riveiro	Co-Founder & CEO
	FC	  	14:55 - 15:05	Vilynx	Elisenda Bou	Co-Founder & CTO
	CP		15:05 - 15:15	Caixa Capital	Xavier Álvarez	Director
	FC	  	15:15 - 15:25	Kaltura	Jenny Kalenderidis	VP & General Manager, EMEA
	CP		15:25 - 15:35	BehavioSec	Neil Costigan	CEO
	FC	  	15:35 - 15:45	BehaviorSec	Jon Koplin	Senior Director
	CP		15:45 - 15:55	Cisco Investments	Sachin Dev Duggal	Co-Founder
	FC	  	15:55 - 16:05	Lakestar	Manu Gupta	Partner
	CP		16:05 - 16:15	Darktrace	Emily Orton	CMO
	FC		16:15 - 16:25	Talis Capital	Vasile Foca	Co-Founder & Managing Partner
	FC			DocuSign	Olivier Pin	VP Product Management EMEA
HR Tech	CP	  	16:25 - 16:35	Eyeo	Tim Schumacher	Chairman
	FC		16:35 - 16:45	Eyeo	Ron Atzmon	Managing Director
	CP		16:45 - 16:55	AU10TIX	Chen Shachar	Co-Founder & CEO
	CP			PlaySight	Tugce Bulut	Founder & CEO
	CP			Streetbees	Paul Kelly	Head of Strategy and Business Development EMEA
	CP			PepsiCo		
	CP		16:55 - 17:05	Ashoka	Matthias Scheffmeier	Partner, Germany
	CP		17:05 - 17:15	PTScientists	Robert Böhme	Founder & CEO
	K		17:15 - 17:20	Closing Note NOAH Advisors	Marco Rodzynek	Founder & CEO

Venture Capital

KEY CORPORATE FACTS / KPIS

Offices	Budapest, Bucharest, Istanbul, Prague, Vienna, Warsaw
Active Markets	Central and Eastern Europe
Founded	1998
Employees	11 - 25 (of which 14 in Europe)
Current Fund Size	> €100m
Use of Debt	No
AUM	> €300m
Target Investment Size	€300k - €15m
Target Geographies	Central and Eastern Europe
Target Sectors	Technology & Internet, Communications & Media, Technology-enabled Services
Investment Style	Active
Deal Structures	Significant Minority, Majority
Key Investment Criteria	High growth Global Challengers, or Local Leaders
Website	www.3tscapital.com
Contact Email	pmaki@3tscapital.com
Contact Phone	+43 1 4023679

INVESTOR DESCRIPTION

3TS Capital Partners is one of the leading European technology focused private equity and venture capital firms. 3TS provides expansion capital and buyout funding for small and medium-sized businesses in growth sectors including Technology & Internet, Media & Communications and Technology-Enabled Services. Investors in the current and past 3TS funds totaling over €300 million include EIF, EBRD, Cisco, OTP, Sitra, 3i and KfW among others.

SELECTED PORTFOLIO COMPANIES



Full Portfolio

• www.3tscapital.com

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KEY CORPORATE FACTS / KPIS

Offices	London, Herzliya
Active Markets	UK, Israel
Founded	2006
Employees	9
Current Fund Size	n/a
Use of Debt	n/a
AUM	\$550m
Target Investment Size	\$10m - \$30m
Target Geographies	Europe, Israel
Target Sectors	Curated Web, Enterprise Software, SaaS
Investment Style	n/a
Deal Structures	n/a
Key Investment Criteria	Teams of consumer and enterprise companies across all stages
Website	www.83north.com
Contact Email	n/a
Contact Phone	n/a

INVESTOR DESCRIPTION

83North (formerly Greylock IL) is a global venture capital firm with more than \$550 million under management. They invest in European and Israeli entrepreneurs creating global businesses, across all stages of consumer and enterprise companies. 83North is the sum of the latitudes of London and Tel Aviv. 83North is committed to help build global leading companies, with more than half of its portfolio companies having operations in the US.

SELECTED PORTFOLIO COMPANIES



Actifio delivers Enterprise Data-as-a-Service to hundreds of global enterprise customers and service provider partners



iZettle, a mobile payments company, offers small businesses with portable point-of-sale solutions and free sales overview tools



BlueVine allows small businesses to get paid immediately on their outstanding invoices

Full Portfolio

• www.83north.com/companies

KEY CONTACTS



Gil Goren
Partner



David Buttress
Partner



Gil Goren
Partner

KEY CORPORATE FACTS / KPIS

Offices	Dublin, Ireland
Active Markets	Ireland/UK/Europe
Founded	1944
Employees	10 (of which 10 in Europe)
Current Fund Size	€100m
Use of Debt	n/a
AUM	n/a
Target Investment Size	n/a
Target Geographies	Ireland/UK/Europe
Target Sectors	Disruptive Tech
Investment Style	Active
Deal Structures	n/a
Key Investment Criteria	Disruptive products, ambitious teams and large and growing markets
Website	www.actventure.com
Contact Email	drennick@actvc.ie
Contact Phone	+35312600966

INVESTOR DESCRIPTION

ACT's funds are sourced from leading domestic and international financial institutions. Investments are made in companies at early and expansion stages, with a particular interest in backing ambitious entrepreneurs who wish to build scaleable businesses. With its extensive contacts and experienced team, ACT plays an active supportive role in helping companies to expand into international markets.

SELECTED PORTFOLIO COMPANIES

KEY CONTACTS



Debbie Rennick
Director
Email: drennick@actvc.ie

- Debbie has over 25 years experience in corp finance & tech venture capital investing. She works closely with several portfolio teams & was responsible for investments in Soundwave (acq by Spotify) Heartsine (acq by Physio Control/Stryker) FeedHenry (acq by Redhat) Qumas (acq by Acceleris)

KEY CORPORATE FACTS / KPIS

Offices	Munich
Active Markets	Europe, Canada, US East Coast
Founded	1999
Employees	15, of which 14 in Europe
Current Fund Size	€170m
Use of Debt	No
AUM	€400m
Target Investment Size	€3m - €15m
Target Geographies	Germany, Europe, Canada, US East Coast
Target Sectors	Internet (E-Commerce, Marketplaces, SaaS, Fintech, Online Services, Media, ...)
Investment Style	Active
Deal Structures	Minority, preferably lead or co-lead investor
Key Investment Criteria	Functioning business model, Series A to C
Website	www.actoncapital.com
Contact Email	info@actoncapital.com
Contact Phone	+49 89 2421887-0

INVESTOR DESCRIPTION

Acton Capital Partners is a growth-stage venture capital firm, based in Munich. With investments in more than 70 companies since 1999, the Acton team brings a wealth of expertise and experience to the companies in which it invests, delivering superior capital returns. The ideal investment candidates are Internet companies in the consumer or B2B-SaaS space with proven and scalable business models, striving to take their growth opportunities to the next level.

Acton's current fund was initiated in 2014 with a volume of 170m€ and has so far invested amongst others in HomeToGo, Tictail, iwoca, GetSafe, Mambu, Mobify, Eloquii, Comatch, Finanzcheck.de, Chefs Plate, Zenjob, Freska, Cluno and Koio. With its previous fund (vintage 2008), Acton had invested in companies such as Linas Matkasse, Windeln.de, MyOptique Group, mytheresa.com, Etsy, Audibene, Momox, KupiVIP and Clio. Before 2008, the Acton team had invested through the Burda Digital Ventures fund I and II in companies like Ciao, HolidayCheck, Zooplus, OnVista, Cyberport, AbeBooks and Alando.

SELECTED PORTFOLIO COMPANIES



HomeToGo is the world's largest meta search engine for vacation rentals combining the models of enquiry and immediate booking. Based in Berlin.



Mambu offers an agile, flexible and affordable cloud banking platform that enables innovative banking providers to rapidly create, launch and service loan and deposit products. Based in Berlin.



Founded in 2017, Cluno is the leading full-stack car subscription provider in Germany and the EU, offering customers a wholly new way of car ownership. Cluno is based in Munich.

Full Portfolio

• www.actoncapital.com/#Portfolio

KEY CONTACTS



Dr. Christoph Braun
Managing Partner
Email: cb@actoncapital.com

- Managing Partner and co-founder of Acton since 1999, before that treasury at Hubert Burda Media and at McKinsey.
- Companies: Momox, Tolingo, Clio, sofaturator, Mobify, Chefs Plate, Cluno and windeln.de. Past investments include e.g. Alando, AbeBooks, Ciao, Finanzcheck, Lumas, Etsy, audibene.



Fritz Oidtmann
Managing Partner
Email: fo@actoncapital.com

- Managing Partner of Acton since 2013. CEO of large electronics e-commerce companies and supervisory board member of XING before. Co-founder & CEO of OnVista, partner at McKinsey before.
- Companies: Momox, Home24, iwoca, Mambu. Notable past involvements include e.g. OnVista, Cyberport, computeruniverse, Chip, XING.



Astutia Ventures

KEY CORPORATE FACTS / KPIS

Offices	Munich, Berlin
Active Markets	Seed, Early-Stage VC
Founded	2006
Employees	5 of which 5 in Europe
Current Fund Size	N/A
Use of Debt	No
AUM	N/A
Target Investment Size	100k – 1m
Target Geographies	Germany, Europe
Target Sectors	E-Commerce, Digital Media, Enterprise Solutions
Investment Style	Hands on
Deal Structures	Minority stakes
Key Investment Criteria	Team, market
Website	www.astutia.de
Contact Email	astutia@astutia.de
Contact Phone	+49 89 2302284 0

INVESTOR DESCRIPTION

ASTUTIA is an independent investment company focusing on innovative founders and companies with outstanding growth potential. Our investments focus the areas of E-Commerce, Digital Media and Enterprise Solutions. We usually invest from early start-up to growth stages. Besides venture capital, we offer a truly international network and specialised know-how for entrepreneurs to support successful development and sustainable growth. Our latest exits include Fashionette, InterNations and Joblift.

SELECTED PORTFOLIO COMPANIES



With an integrated platform, an online shop for the community and the popular Asana Rebel app, Asanayoga has become a vital part of the Yoga movement.

HORIZN STUDIOS

Horizn Studios develops smart suitcases, bags and accessories for today's urban, digital nomads - to make our travel even more exciting and pleasant.

STYLELOUNGE

With personalized search, integrated price comparison and shopping possibility, Stylelounge makes shopping your favorite pieces even more convenient

Full Portfolio

• www.astutia.de

KEY CONTACTS



Benedict Rodenstock
Managing Partner
Email: b.rodenstock@astutia.de

- Formerly at Hubert Burda Media, WEB.DE, Roland Berger Strategy Consultants; MBA, studied in Bologna, St.Gallen and New York
- Companies: Flaconi, Asanayoga, Stylelounge



Manuel Sprödhuber
Investment Manager
Email: m.sproedhuber@astutia.de

- Since 2014 part of the team. Formerly Marketing & Sales manager at MedTech company nal von minden, studied Business Administration.
- Companies: Horizn Studios, Coureon, Joblift

KEY CORPORATE FACTS / KPIS

Offices	Berlin
Active Markets	Germany
Founded	2007
Employees	4-10 (all in Europe)
Current Fund Size	undisclosed
Use of Debt	No
AUM	n/a
Target Investment Size	€200k - €1m
Target Geographies	Europe (with focus on Germany)
Target Sectors	Digital Health, Future of work, Blockchain, Mobility, Industrial Tech
Investment Style	Active
Deal Structures	Minority / Lead
Key Investment Criteria	Thesis driven investment approach, Early stage, strong founder team
Website	www.atlanticlabs.de
Contact Email	marc@atlanticlabs.de
Contact Phone	n/a

INVESTOR DESCRIPTION

Atlantic Labs supports and invests in mission-driven founders working on transformative technology ventures. We partner with founders early, providing the capital, tools and network necessary to growing their companies and accompanying them on their entrepreneurial journey. Our current areas of focus include Digital Health, Future of Work, Machine Learning, Blockchain, Mobility and Industrial Applications

SELECTED PORTFOLIO COMPANIES



World's leading music creator platform



Full-stack car subscription provider



Automated full-service staffing platform

Full Portfolio

www.atlanticlabs.de



Christophe F. Maire
Founding Partner
Email: christophe@atlanticlabs.de



Jens-Philipp Klein
Partner
Email: jensphilipp@atlanticlabs.de



Dr. Marc-Olivier Lücke
Partner
Email: marc@atlanticlabs.de



Daniel Niemi
Principal
Email: daniel@atlanticlabs.de

KEY CORPORATE FACTS / KPIS

Offices	Kyiv, Ukraine
Active Markets	Ukraine
Founded	2013
Employees	6
Current Fund Size	Current - \$10m. Raising \$30m
Use of Debt	No
AUM	\$10m
Target Investment Size	\$250k – \$500k
Target Geographies	Ukraine, the USA
Target Sectors	Opportunistic
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	1) Global focus . 2) R&D in Ukraine
Website	www.aventurescapital.com
Contact Email	bogdans@aventurescapital.com
Contact Phone	+38 0664679714

INVESTOR DESCRIPTION

Aventures Capital is the leading Ukrainian early-stage VC fund. We invest in global companies which utilize their R&D in Ukraine. The fund's investment focus spans across software tech, including such areas as machine learning, big data, AR, VR, SaaS, cloud, storage, enterprise, web, mobile, IoT and others. In addition, AVentures Capital advises IT businesses across all stages and other funds on strategy and execution.

Currently, we are raising our second fund as well as helping our portfolio companies in IoT, ML, Cybersecurity, SaaS and Cleantech to raise follow-on rounds.

SELECTED PORTFOLIO COMPANIES



Petcube - a global leader in Connected Pet market. Petcube manufactures interactive cameras that let its users communicate and play remotely with their pets as well as dispense treats using the Company's mobile app. Moreover, recently the Company successfully launched subscription program and is going to launch e-commerce platform in partnership with the leading pet food manufacturers.



Spinbackup - a cloud cybersecurity and cloud-to-cloud backup solutions provider for G Suite and soon for Office 365. The Company's solutions automatically protect organizations of all sizes against data leak and data loss in the cloud that mostly come from ransomware, insider threats, and human error. Spinbackup has over 400k users globally, more than 2000 organizations, and a partnership with Google.



SolarGaps is the manufacturer of Smart Solar Blinds that generate electricity and pay for themselves. Installed on just a third of a home's windows, SolarGaps can cover up to 70% of an average home's electricity needs. Extra energy can be easily sold to the city's power grid. Apart from generating electricity, the Company's smart blinds also automatically track the sun to provide active shading or can be set to follow a predefined schedule. Smart blinds can be controlled by a smartphone, Google Home and Alexa.

Full Portfolio www.aventurescapital.com/#portfolio

KEY CONTACTS



Andrey Kolodyuk
Managing Partner
Email: ak@aventurescapital.com

Andrey Kolodyuk, entrepreneur turned VC, started his entrepreneurial career in New York in 1992 and eventually has founded and built over 10 companies in IT, telecom, internet and media with \$1 Billion total revenues. Andrey is the founder of Divan.TV, an OTT service provider with 300 million Ukrainian and Russian-speaking audience living worldwide.



Yevgen Sysoyev
Managing Partner
Email: ys@aventurescapital.com

Yevgen Sysoyev, a former successful investment banker, co-founded AVentures Capital. Over the years, he's been a Board Director of such tech companies as Petcube, Augmented Pixels, Spinbackup, CoreValue, Depositphotos, and others. He is recognized as one of the most influential people in Ukrainian tech community.

AXA Venture Partners

KEY CORPORATE FACTS / KPIS

Offices	Paris, London, New York, San Francisco
Active Markets	Global
Founded	2016
Employees	14 (of which 11 in Europe)
Current Fund Size	\$275m
Use of Debt	No
AUM	\$425m
Target Investment Size	\$0.3 - \$20m
Target Geographies	Global
Target Sectors	Technology
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Early – traction Growth – clear unit economics
Website	www.axavp.com
Contact Email	europe@axavp.com
Contact Phone	+44 2071930406

INVESTOR DESCRIPTION

AVP is \$275M venture capital firm investing in seed and early stage companies through AVP Early Stage, and in growth equity companies through AVP Capital. Our checks range from \$300K for seed investments to \$20M for growth equity transactions.

SELECTED PORTFOLIO COMPANIES

policygenius

US marketplace for financial products



SecurityScorecard

Enterprise cyber-security rating platform



Mobile, AI-powered sales assistant for field sales teams

Full Portfolio

• www.axavp.com/companies/

KEY CONTACTS



Imran Akram
General Partner
Imran@axavp.com

• Companies: Auto1, ForceManager, Sonovate



Francois Robinet
Managing Partner
Francois@axavp.com

• Companies: Goji, Tanker

KEY CORPORATE FACTS / KPIS

Offices	Berlin
Active Markets	Germany
Founded	2014
Employees	10
Current Fund Size	€10m
Use of Debt	No
AUM	€10m
Target Investment Size	€100k - €500k
Target Geographies	Germany
Target Sectors	B2B, Marketplaces, Communications, Health Financial Technology, Digital Services, Retail
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Category Killer
Website	b10.vc
Contact Email	dh@b10.vc
Contact Phone	n/a

INVESTOR DESCRIPTION

b10 is a Berlin-based venture capital firm investing in seed and pre-seed startups.

We look for "category killers" with a B2B focus. We invest and act as an operational investor, supporting the founders actively with a team of specialists in the areas of recruiting, UX/UI design, content, finance, fundraising, legal, etc.

In the last years b10 successfully exited for example Quandoo, the leading restaurant reservation system worldwide for 200.000.000 EUR to Recruit Holdings and Free2Move (fka Carjump) to PSA (Peugeot) in 2016.

The combination of hands on support and entrepreneurial experience makes b10 a perfect partner for Startups to grow.

SELECTED PORTFOLIO COMPANIES



Free2Move allows people to find and compare vehicles from a wide variety of carsharing providers



ENWAY is developing the technology platform for autonomous street sweepers and other specialty vehicles



Thryve powers the individualization of health care by providing the only health API needed for health services to access sensible health data from more than 100 smartphones, smartwatches and fitness trackers

Full Portfolio

www.b10.vc/portfolio

KEY CONTACTS



Daniel Hoepfner
Managing Director
dh@b10.vc

- Daniel Hoepfner is founder and MD of b10 Early Stage Venture Capital
- Prior to that, Daniel was founder and CEO of PressMatrix, Founding Business Angel at Sensorberg GmbH
- Focus on Fundraising, Sales and Legal



Henri Kuehnert
Managing Director
hk@b10.vc

- Henri Kuehnert is founder and MD of b10 Early Stage Venture Capital
- Prior to that, Henri was founder and CEO of SinnerSchrader Mobile, Investor and Advisor at Quandoo, Founding Business Angel at Sensorberg GmbH
- Focus on Fundraising, Sales and Financial Planning



BackBone Ventures

KEY CORPORATE FACTS / KPIS

Offices	Zurich
Active Markets	Switzerland, Deutschland, Austria, Israel, Liechtenstein
Founded	2018
Employees	5 (of which all in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	€1m
Target Investment Size	€100k - €500k
Target Geographies	primarily DACH
Target Sectors	ICT, Disruptive Technologies, Biotech
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Innovative & passionate
Website	www.backboneventures.ch
Contact Email	j.froelicher@bbventures.ch
Contact Phone	+41 44 500 23 81

INVESTOR DESCRIPTION

BackBone Ventures stands for goal-oriented, value-adding and sustainable support for promising start-ups through network, capital and expertise. Our aim as a Swiss Venture Capital Firm based in Zurich is to find the most promising deals in the market and to bring in added value. BackBone's focus is on seed and start-up investments, primarily in the area of innovative ICT and disruptive technology projects.

SELECTED PORTFOLIO COMPANIES



ImmunOs Therapeutics AG is leading the next generation of immunotherapies by fast-tracking new discoveries to enhance combination therapies with novel human immunomodulatory proteins that have a role in both the innate and adaptive immune system for cancer treatment



By using stem cell research Supermeat produces synthetic poultry meat. Supermeat will revolutionize the poultry industry - clean, sustainable & pet friendly.



Lawoon is an online platform for the placement of mini-jobs with automated payment processing. The Start-up allows bringing together clients and contractors in just a few clicks.

Full Portfolio • www.backboneventures.ch/portfolio

KEY CONTACTS



Name Janic Frölicher
Title Investment Associate
Email: j.froelicher@bbventures.ch

- B.B.A. Zurich University of Applied Science
- Rahn & Bodmer Co., VZ Vermögenszentrum, Credit Suisse AG



Name Philippe Bernet
Title Investment Manager
Email: p.bernet@bbventures.ch

- M.A. HSG Accounting & Finance
- UBS AG, HA&W, Truventuro, Hermes Capital

KEY CORPORATE FACTS / KPIS

Offices	London
Active Markets	Europe
Founded	2000
Employees	25 - 50 (of which all in Europe)
Current Fund Size	\$375m
Use of Debt	No
AUM	\$2.6bn
Target Investment Size	\$1m - \$20m
Target Geographies	Europe
Target Sectors	Technology
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Team, disruptive
Website	www.balderton.com
Contact Email	rmoffat@balderton.com
Contact Phone	+44 20 70166800

INVESTOR DESCRIPTION

At Balderton we invest in European entrepreneurs with global ambitions.

Balderton is Europe's largest early stage venture capital investor, focused on European technology companies at Series A, with funds totalling \$2.6BN. We invest between \$1M to \$20M into companies with the potential to disrupt huge industries, and the ambition to scale globally. We have a track-record of backing breakthrough companies ranging from MySQL to Betfair, and The Hut Group to Yoox Net-a-Porter. We bring our deep experience and unrivalled professional and personal network to bear to support our companies from start to exit. Our equal partnership includes two founders of \$bn companies (Business Objects and Blinkx PLC) and senior execs from Goldman Sachs, Uber, Dropbox, Google and Yahoo.

SELECTED PORTFOLIO COMPANIES



API-first content infrastructure that replaces legacy content management systems. Founded in Berlin, expanded successfully to US and have raised follow on funding from Benchmark and General Catalyst.



Leading mobile casual games developer, based in Berlin



The future of music publishing, ensuring that songwriters artists (representing ~40% of the top 100) are paid rapidly and fairly across all offline & online platforms

Full Portfolio

• www.balderton.com/portfolio

KEY CONTACTS



Suranga Chandratillake
Partner
Email: suranga@balderton.com

- Previously founder of Blinkx PLC and US CTO of Autonomy
- Partner at Balderton since 2013
- Companies: Contentful, Dalia research, Vivino, Banjo, Comply Advantage, Funnel, The Tab, Magic Pony, Mojiworks



Rob Moffat
Partner
Email: rmoffat@balderton.com

- At Balderton since 2009. Previously at Google and Bain
- Companies: Wooga, Carwow, Zego, Mojiworks, Dinghy, Prodigy Finance, Nutmeg, Patients Know Best

KEY CORPORATE FACTS / KPIS

Offices	Manhattan Beach, Berlin, Sydney, London, San Francisco, New York, Silicon Valley, Tokyo, Seattle
Active Markets	Global
Founded	2014
Employees	350
Current Fund Size	n/a
Use of Debt	n/a
AUM	n/a
Target Investment Size	n/a
Target Geographies	Global
Target Sectors	Digital
Investment Style	Active
Deal Structures	n/a
Key Investment Criteria	n/a
Website	htwww.bcgdv.com
Contact Email	DVInfoBER@bcgdv.com
Contact Phone	n/a

INVESTOR DESCRIPTION

BCG Digital Ventures is a corporate investment and incubation firm. They invent, build and invest in startups with the world's most influential companies. They share risk and invest alongside their corporate and startup partners via a range of collaborative options. Founded in 2014, they have major Innovation and Investment Centers in Manhattan Beach, Berlin, London, Sydney, San Francisco and New York, as well as DV Hatches in Silicon Valley, Seattle and Mexico City, with more locations opening in the coming quarters. Their Centers and Hatches are home to a diverse range of entrepreneurs, operators and investors who are building businesses, creating and expanding markets and developing new technologies that benefit millions of people across the globe.

SELECTED PORTFOLIO COMPANIES



FarePilot helps taxi and ride hailing drivers find more jobs using a predictive supply/demand model



Takt distills customer data into uniquely tailored experiences; we orchestrate physical and digital exchanges into one seamless journey



Kaishi Pte - Connected device and app platform for pregnancy and early-stage parents

Full Portfolio

• www.bcgdv.com/portfolio

KEY CONTACTS

Claudia Armbruester
Experience Design
Director

Urs Rahne
Managing Director

Katarina Ewert
Learning and Development Coordinator



Juergen Eckel
Venture Architect
Director



Arndt Roller
Partner and Managing Director

KEY CORPORATE FACTS / KPIS

Offices	London and Detroit
Active Markets	United Kingdom, USA, and Europe
Founded	1988
Employees	30 (of which 22 in Europe)
Current Fund Size	Multiple funds
Use of Debt	Yes
AUM	\$715m+
Target Investment Size	\$1m - \$10m
Target Geographies	UK, USA, and Europe
Target Sectors	Software and AI, Retail, Digital Media
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Revenues of £1m+
Website	www.beringea.co.uk
Contact Email	info@beringea.co.uk
Contact Phone	+44 (0)20 7845 7820

INVESTOR DESCRIPTION

Beringea is a transatlantic venture capital investor that seeks to create lasting success for entrepreneurial companies.

With offices in London and Detroit and over \$715 million under management in the U.K. and the U.S., we provide patient capital and a transatlantic footprint to back founders throughout their journey, helping them overcome barriers to scale and build international success stories.

Our track record of three decades of successful investing across every major industry has inspired our own entrepreneurial ethos; cultivated an exceptional network throughout the technology and investment communities; and fostered the experience required to create meaningful businesses and deliver value for our shareholders.

The diversity of background, opinion, and expertise throughout our transatlantic team reflects the community of founders and companies we support and enables us to collaborate effectively with our portfolio to capitalize on opportunities enabled by technology.

SELECTED PORTFOLIO COMPANIES

MONICA VINADER



Monica Vinader is one of the UK's fastest growing jewellery brands and an international retail success story – its unique luxury, yet affordable, jewellery is sold in the USA, Europe and Asia, with revenues breaking £35m in 2017.

SMARTASSISTANT

SMARTASSISTANT is a pioneering digital assistant, creating an artificially-intelligent adviser used by retailers and corporates to enable consumers and users to seamlessly walk through complex purchases or decisions.



Aistemos is an artificial intelligence company that has ordered and analysed the world's 100m patents, working with the likes of BAE Systems and ARM to map and understand global innovation trends.

Full Portfolio

• www.beringea.co.uk/portfolio

KEY CONTACTS



Eyal Malingher
Investment Director
Email: emalingher@beringea.co.uk

- Former director of Corporate Development at Countrywide PLC where he oversaw investments in property technology; MBA from Harvard Business School
- Companies: Poq, TV Player, SMARTASSISTANT, MPB.com, Aistemos, Perfect Channel, Simplestream



Rob Dagger
Investment Manager
Email: rdagger@beringea.co.uk

- Prior to Beringea, Rob worked as a senior consultant in Deloitte's strategy practice, focusing primarily on projects for technology and media organisations.
- Companies: Thread, Whistle Sports, SMARTASSISTANT, ContactEngine, ResponseTap, Honeycomb

KEY CORPORATE FACTS / KPIS

Offices	Berlin
Active Markets	Austria, Germany
Founded	2013
Employees	4 - 10 (of which all in Europe)
Current Fund Size	n/a
Use of Debt	Yes
AUM	n/a
Target Investment Size	€500k - €3m
Target Geographies	Austria, Germany
Target Sectors	Financial Services, Marketing, Analytics, Digital Services
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	Team with strong Execution Mindset, disruptive B2B Business Model, Financial Model with Recurring Revenues
Website	www.berlinholding.com
Contact Email	contact@berlinholding.com
Contact Phone	+49 30707190203

INVESTOR DESCRIPTION

Berlin Technologie Holding ("BTH") is a German based Holding and growth investment firm focused exclusively on investments in technology and technology-enabled businesses. BTH was founded by successful entrepreneurs and investors who invest in companies with significant growth potential.

BTH provides growth capital, management know how and access to high caliber entrepreneurial partner network to companies facing strategic or operational challenges.

BTH strongly believes that entrepreneurs with character deserve capital with character and thus invests own equity and also provide their experience and network to those that distinguish themselves and their business model through clarity.

They call it Augmented Capital.

SELECTED PORTFOLIO COMPANIES



Sensorberg provides Beacon-software based on-the-fly IoT networks



Digital front end platform that maximizes the quality, performance, and reach of customer interface



Germany's largest private cash payment infrastructure

Full Portfolio

• www.berlinholding.com/#portfolio-jump

KEY CONTACTS



Joern-Carlos Kuntze
Managing Director
Email: jck@berlinholding.com

- Seasoned Strategy, Company Builder and Corporate Finance expert. Serial Entrepreneur. Previously Partner at OC&C and Oliver Wyman
- Companies: Sevenval, Minodes, Applause, PressMatrix

KEY CORPORATE FACTS / KPIS

Offices	Boston, New York City, Westchester, San Francisco, Silicon Valley, India, Israel
Active Markets	US, India, Israel
Founded	1911
Employees	40
Current Fund Size	\$1.6bn
Use of Debt	Yes
AUM	n/a
Target Investment Size	\$1m - \$5m
Target Geographies	Global
Target Sectors	Cloud Computing, Consumer, Cybersecurity, Financial Services, Healthcare, Industry Software, Marketplaces, Mobile
Investment Style	n/a
Deal Structures	Convertible Debt, Equity (Minority)
Key Investment Criteria	Passionate and thoughtful founders with exciting ideas into market leading businesses
Website	www.bvp.com
Contact Email	n/a
Contact Phone	n/a

INVESTOR DESCRIPTION

Bessemer backs passionate and thoughtful founders as they turn exciting ideas into market leading businesses. They admire those who aren't afraid to break with convention and are driven to push the limits of what is possible with technology and product. They invest in all stages. From seed stage to growth, and across the technology and services stack, BVP invests in enterprise, consumer and healthcare technology startups around the world.

SELECTED PORTFOLIO COMPANIES



INTERCOM

Intercom is a customer communication and support service for businesses



Pinterest is a visual bookmarking tool that helps you discover and save creative ideas



CrowdFlower is the essential human-in-the-loop platform for data science teams

Full Portfolio

• www.bvp.com/portfolio

KEY CONTACTS



Jordan Windmueller

VC

- VC at Bessemer Venture Partners
- Previously: Private Equity Partners at BlackRock (2013 – 2013), Analyst at Schooner Capital LLC (2011 – 2011), Office of Strategic Partnerships at U.S. Department of Commerce (2011 – 2011)

KEY CORPORATE FACTS / KPIS

Offices	Potsdam
Active Markets	n/a
Founded	1993
Employees	11 (of which 11 in Europe)
Current Fund Size	€70m
Use of Debt	No
AUM	€110m
Target Investment Size	€500k - €5m
Target Geographies	Germany - State of Brandenburg
Target Sectors	ICT/Digital Economy, Life Sciences / MedTech, Proptech, Industrial Applications
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Open Participation or combination of open and silent
Website	www.brandenburg-kapital.de
Contact Email	eigenkapital@ilb.de
Contact Phone	+49 331 660-1698

INVESTOR DESCRIPTION

With a track record of over 20 years in venture capital and the experience from more than 200 investments in numerous companies, we are the most active equity investor in our region. We invest in fast-growing companies throughout the whole life-cycle while we want to be an active and reliable partner for our portfolio companies as well as our co-investors. Our current VC fund is financed by the European Regional Development Fund (ERDF) and Investitionsbank des Landes Brandenburg (ILB).

SELECTED PORTFOLIO COMPANIES



Leading sharing platform for private caravans



Leading medtech company in electromagnetic surgical navigations solutions



Manufacture and distributor of eco-friendly tea capsules

Full Portfolio

www.brandenburg-kapital.de

KEY CONTACTS



Olav Wilms
CEO
Email: olav.wilms@ilb.de

- Olav has been heading ILB's venture and mezzanine capital activities since November 2010 and acts as managing director for all of ILB's investment subsidiaries. He also steers the strategic investments of the bank and represents ILB on, among others, the investment committee of the Hasso Plattner Venture II Fund.



Thomas Krause
Member of management board
Email: thomas.krause@ilb.de

- Thomas has been active in the venture capital business since 2001. During this period, he was responsible for the equity investments in companies such as gate5, PC-Soft and Berlin Heart. He heads the venture capital activities of ILB based in Potsdam.
- Companies (current board positions): asgoodasnew, SMACC, Pentracor

BMW iVentures

KEY CORPORATE FACTS / KPIS

Offices	Silicon Valley, San Francisco, Munich
Active Markets	Global
Founded	2011
Employees	10
Current Fund Size	\$616m
Use of Debt	No
AUM	\$716m
Target Investment Size	N/A
Target Geographies	Global
Target Sectors	Autonomous Driving, Digital Car & Automotive Cloud, E-Mobility, AI / Data / Cyber Security, Industry 4.0, Shared & On-Demand Mobility, Customer Digital Life, Energy Services
Investment Style	Active
Deal Structures	n/a
Key Investment Criteria	n/a
Website	www.bmwiventures.com
Contact Email	n/a
Contact Phone	n/a

INVESTOR DESCRIPTION

BMW iVentures, BMW's EUR 500 million venture capital fund, invests money and resources in startups in the fields of autonomous driving, digital car and automotive cloud, e-mobility, artificial Intelligence and data, industry 4.0, shared and on-demand mobility, customer digital life, and energy services.

The firm has already partnered with innovative companies such as Carbon3D, Chargepoint, DesktopMetal, JustPark, Life360, Moovit, Nauto, Scoop, Stratim, Turo, Xometry and Zendrive.

BMW iVentures invests in all stages from seed and incubation to growth companies.

SELECTED PORTFOLIO COMPANIES



Moovit is a transit data company that offers a transit app.



may mobility

May Mobility develops autonomous vehicles from the chassis up with a focus on system level safety design.

Full Portfolio

• www.bmwiventures.com/portfolio-2/

KEY CONTACTS



Tobias Jahn

Principle

Email: tobias@bmwiventures.com

• With BMW iVentures since July 2015, previously Senior Manager New Ventures at 3M

Boerse Stuttgart – Digital Ventures

KEY CORPORATE FACTS / KPIS

Offices	Stuttgart
Active Markets	Europe and Nordics
Founded	2017
Employees	2 (of which all in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	n/a
Target Geographies	n/a
Target Sectors	FinTech
Investment Style	Active
Deal Structures	n/a
Key Investment Criteria	n/a
Website	www.bsdiv.vc
Contact Email	info@bsdiv.vc
Contact Phone	n/a

INVESTOR DESCRIPTION

Boerse Stuttgart Digital Ventures develops innovative business models for exchange trading and over-the-counter (OTC) trading in fungible products. It also invests in promising startups and enters into partnerships with selected partners to implement its digitisation strategy. Boerse Stuttgart Digital Ventures GmbH is a wholly-owned subsidiary of Boerse Stuttgart.

SELECTED PORTFOLIO COMPANIES



Sowa Labs is a fintech startup specialized in predictive data analytics and disruptive applications in trading of financial assets and cryptocurrencies.



BISON is the first app for trading cryptocurrencies – Made in Germany.

Full Portfolio

- www.bsdiv.vc/#portfolio

KEY CONTACTS



Matthias Ick
Venture Partner

- Joined Boerse Stuttgart Digital Ventures in 2017, previously MD and Executive Committee Member at Maxmillan Digital Education and CEO and Founder of tutoria



btov Partners

KEY CORPORATE FACTS / KPIS

Offices	St. Gallen, Berlin, Luxembourg
Active Markets	Focused on Europe and invest outside of Europe on a case-by-case basis
Founded	2000
Employees	11-25 (of which all in Europe)
Current Fund Size	€75m
Use of Debt	No
AUM	€360m
Target Investment Size	€250k - €3.5m
Target Geographies	Europe
Target Sectors	B2C- and B2B oriented business in the field of commerce, marketplace, mobile and software
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Potential to transform large industries, unique market positioning, defensible assets
Website	www.btov.vc
Contact Email	berlin@btov.vc
Contact Phone	+49 30 346 55 84 00

INVESTOR DESCRIPTION

btov Partners is a European venture capital firm focused on early stage investments in digital and industrial technology companies. btov Partners operates own funds, managed partner funds and offer direct investment opportunities to private investors. Across the three divisions, the team manages EUR 360m and looks at more than 3,000 companies each year. btov teams in St.Gallen, Berlin and Luxembourg jointly with seasoned entrepreneurs back Start-ups with teams willing to make the difference.

The digital tech fund invests in B2C- and B2B-oriented businesses in the fields of commerce, marketplaces, mobile and software. The industrial tech fund places its focus on deep tech, e.g. in industry 4.0, resource efficiency, industrial AI, IoT, enterprise software, cyber security, as well as medtech.

SELECTED PORTFOLIO COMPANIES



No. 1 marketplace for European term deposits



Leading financial comparison website



The first manned, fully electric and safe VTOLs in the world



Blacklane is a Berlin-based global professional driver services company

Full Portfolio

• www.btov.vc/portfolio/

KEY CONTACTS



Dr. Jochen Gutbrod
General Partner

- Dr. Jochen Gutbrod was CFO of Holtzbrinck Publishing Group and Deputy Chairman of the Executive Board. In addition, he was CEO of Holtzbrinck Digital. Prior to joining Holtzbrinck, he held leadership positions at Schroder Investment Management



Florian Schweitzer
General Partner

- Florian was one of the co-founders of btov in the year 2000. Since then he has worked on btov's private investor network and investment business. Florian has graduated with a degree in management from the University of St. Gallen



Luca Martinelli
General Partner

- Luca studied International Business in Maastricht, Milan & London and holds a Masters Degree in Technology and Management orientated Business Administration from TU Munich. He founded two start-ups in the education & recruiting space.

KEY CORPORATE FACTS / KPIS

Offices	Estonia
Active Markets	Baltic States and Nordics
Founded	2013
Employees	Approx. 35
Current Fund Size	N/A
Use of Debt	No
AUM	N/A
Target Investment Size	€10k – €25k
Target Geographies	Baltic States and Nordics
Target Sectors	Physical Devices, Hardware
Investment Style	Active
Deal Structures	Accelerating
Key Investment Criteria	N/A
Website	www.buildit.ee
Contact Email	buildit@buildit.ee
Contact Phone	+372 53 317 134

INVESTOR DESCRIPTION

Buildit is the first accelerator in the Baltic States and Nordic countries with focus on physical devices, accepting hardware and creative industries startups worldwide.

During the 3 month mentoring program teams can use their prototyping facilities, see list of available tools here. Startups are offered free open office space at Tartu Science Park and can test their product with end-users in a Living Lab setting. Teams also get free and discounted services from partners – that includes development tools, design services, legal and accounting services + many more.

€25,000 investment is offered in exchange for 12% shares. Teams can also go for €15,000 investment in return for 9% or choose €10,000 for 6%.

For self-sufficient companies that already have funding they offer to participate in program with no investment for 3% of company shares.

SELECTED PORTFOLIO COMPANIES



The first window automation solution with a sleek design, affordable price and with just one-click installation on existing blinds.



Velmenni is developing Jugnu - a future technology which can transfer high speed data using visible light.



Huntloc is a solution for hunters to increase hunting efficiency and safety. Huntloc helps to collect, share and manage hunting related information and gives graphical view about hunt participants positioning in real time.

Full Portfolio

• www.buildit.ee/companies

KEY CONTACTS



Sven Illing
Managing Partner
Email: sven@buildit.ee

- Managing Partner at Buildit Accelerator since 2014
- Previously founder of GameFounders a global game studio accelerator

KEY CORPORATE FACTS / KPIS

Offices	Barcelona, Madrid
Active Markets	Spain
Founded	2006
Employees	24
Current Fund Size	€75m
Use of Debt	No
AUM	€235m
Target Investment Size	€300k - €3m
Target Geographies	Spain and Portugal
Target Sectors	B2B business: Fintech, Digitalhealth, Enterprise software, Data Analytics, Energy, Traveltech, Agrotech, Logistics
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Strong team, disruptive technology, scalable business models, global market potential
Website	www.caixacapitlisc.es
Contact Email	tic@caixacapitalrisc.es
Contact Phone	+34 93 4094060

INVESTOR DESCRIPTION

Caixa Capital Risc, the venture capital arm of CriteriaCaixa, an investor that provides equity and convertible loans to innovative companies in their early stages.

Through different specialized vehicles, we invest in the seed phase and offer support during the A and B Series rounds, if necessary.

The team has an executive and financial experience in start ups and rapid-growth companies boasting sectorial specialization particularly in early stages companies. We invest in B2B business in the fields of: Fintech, Digitalhealth, Energy, Enreprise Software, Traveltech, Telecommunications, Agrotech, Edtech and Logistics.

SELECTED PORTFOLIO COMPANIES


KDPOF develops state of the art microelectronics for high speed communications over large core Plastic Optical Fiber (POF). By providing a flexible, robust and affordable Gigabit networking technology that efficiently approaches the theoretical limit of the channel, KDPOF makes Gigabit communication over POF a reality



Vilynx has built an artificial intelligence brain that helps media companies to compete with Netflix and other digital giants increasing engagement, efficiency and insight. Vilynx provides intelligent content metadata, video previews, recommendations and search engines to publishers so that they can better monetize their content libraries.



PlayGiga is an independent Games-as-a-service (GaaS) company and a pioneer in cloud-based gaming. PlayGiga's customers include Telcoms, ISPs and media companies that already offer video and music services to their subscribers. With PlayGiga, companies can offer users a console-quality experience, a curated catalogue of AAA games and an easy to use mobile-enabled parental control, delivering a family-friendly service.

Full Portfolio

• www.caixacapitalrisc.es/en/empresas

KEY CONTACTS


Xavier Álvarez
Managing Director
Email: xalvarez@caixacapitalrisc.es

Asset management expert, with 20 years of experience in banking and venture capital. Previously: Head of International Banking at Criteria, angel investor and prior to that, Managing Director of Corporate & Structured Risk department in CaixaBank. Focus on Fintech and Insurtech Business.

Companies: KDPOF, Vilynx, Playgiga, Immfly



CapHorn Invest

KEY CORPORATE FACTS / KPIS

Offices	Paris, Lille, New York City
Active Markets	Global
Founded	2010
Employees	20-30 (of which 25 in Europe)
Current Fund Size	€180m
Use of Debt	No
AUM	€180m
Target Investment Size	€1m - €20m
Target Geographies	n/a
Target Sectors	Digital B2B
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	n/a
Website	www.caphorninvest.com
Contact Email	lsutre@caphorninvest.com
Contact Phone	n/a

INVESTOR DESCRIPTION

CapHorn Invest is an independent Venture Capital Firm launched in 2010. The company invests in B2B digital companies. CapHorn Invest currently manages 180 million euros across two funds and has a portfolio of more than 20 companies.

SELECTED PORTFOLIO COMPANIES



Antvoice allows medias to better monetize their advertising space through a very efficient IA tool predicting customer behavior.



Saagie (pronounced "sadgee") is the fastest way to deploy your big data projects into production and to embed AI into your business. As a ready-to-deploy and fully managed platform, Saagie is massively used in the Bank & Insurance industry.



Ledger allows individuals and corporates to safely stock their blockchain assets with a revolutionary cryptology process

Full Portfolio

• www.caphorninvest.com/portfolio

KEY CONTACTS



Laurent Dumas-Crouzillac

Partner

Email: ldc@caphorninvest.com

- Joined CapHorn Invest in 2015, previously Partner at A Plus Finance and Partner at IDInvest.
- Companies: Saagie, FINALCAD, AntVoice, Ledger

KEY CORPORATE FACTS / KPIS

Offices	Vienna, Linz
Active Markets	Europe
Founded	2017
Employees	3
Current Fund Size	€31m
Use of Debt	No
AUM	
Target Investment Size	€1m - €10m
Target Geographies	Europe
Target Sectors	Technology (focus ICT)
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Team, global ambitions, technology
Website	www.capital300.com
Contact Email	office@capital300.com
Contact Phone	n/a

INVESTOR DESCRIPTION

capital300 is backing disruptive European technology companies run by outstanding entrepreneurs who are willing to solve tough problems on a global scale. Founded in 2017 by Peter Lasinger, an experienced VC investor and Roman Scharf, a serial entrepreneur and founder of Jajah, the first European company backed by Sequoia Capital.

We invest together with leading US and UK venture capital firms. Such partnerships provide portfolio companies with a substantial leverage for conquering international markets and building a significant global presence. We focus on Series A rounds (€ 2-10M), aiming to co-invest € 1+M in addition to our global fund partners.

SELECTED PORTFOLIO COMPANIES



A social, hyper-casual gaming platform

Previous Companies

Jajah, Talenthouse, Hitbox, Crystalline Mirror Solutions,...

Full Portfolio

www.capital300.com/#businesses

KEY CONTACTS



Peter Lasinger
Partner



Roman Scharf
Partner



Eva Arh
Principal

KEY CORPORATE FACTS / KPIS

Offices	Cologne, Berlin
Active Markets	Austria, Germany, Switzerland
Founded	2013
Employees	4 - 10 (of which 10 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€500k - €3m
Target Geographies	Austria, Germany Switzerland
Target Sectors	Marketplaces, FinTech, Health, Marketing, Analytics, Digital Services, Digital Infrastructure, Digital Transformation, B2B Solutions
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Team, Timing, Technology
Website	www.capnamic.com
Contact Email	info@capnamic.com
Contact Phone	+49 221 67781930

INVESTOR DESCRIPTION

Capnamic Ventures (www.capnamic.com) is one of Europe's leading early-stage Venture Capital firms, with offices in Berlin and Cologne. The VC invests most of its funds in tech startups in the German-speaking region. Beyond that, Capnamic joins forces with international co-investors. All portfolio companies are supported through Capnamic's global network of established industry partners.

The vast expertise of the Capnamic team includes more than 70 investments, a high turnover of successful trade sales and IPOs, as well as a strong entrepreneurial track record within the investment team.

The general partners are Jörg Binnenbrücker (@bibrue), Olaf Jacobi (@olafjacobi) and Christian Siegele.

SELECTED PORTFOLIO COMPANIES



Mobile attribution provider of choice for thousands of app creators around the world



SaaS for Enterprise Architecture trusted by leading brands

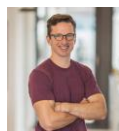
CHRONEXT

Online platform for the sale and purchase of luxury watches

Full Portfolio

• www.capnamic.com/companies

KEY CONTACTS



Olaf Jacobi
Managing Partner
Email: olaf@capnamic.com

- Olaf carries over 20 years of experience as a manager, entrepreneur and investor. Between 2007 and 2015, he was a partner and co-owner of Target Partners. From 1999 to 2007, he founded and established multiple prosperous startups, which led to several successful exits



Jörg Binnenbrücker
Managing Partner
Email: jb@capnamic.com

- Jörg is an attorney at law, studied Economics and has been active in the VC scene for more than 13 years. Before setting up Capnamic, Jörg was the founding partner and managing director of DuMont Venture and built up the investment business of the DuMont media group.

KEY CORPORATE FACTS / KPIS

Offices	Frankfurt
Active Markets	Austria, Germany, Switzerland
Founded	2016
Employees	1 - 3 (of which all in Europe)
Current Fund Size	€60m
Use of Debt	No
AUM	n/a
Target Investment Size	€500k - €2.5m
Target Geographies	Austria, Germany, Switzerland
Target Sectors	Marketplace, Media, Financial Technology, Financial Services
Investment Style	Active
Deal Structures	Minority, Flexible
Key Investment Criteria	Team, product
Website	www.check24.vc
Contact Email	ventures@check24.de
Contact Phone	n/a

INVESTOR DESCRIPTION

The CHECK24 Ventures team is made up of successful entrepreneurs and managers. Based on their experience and background CHECK24 Ventures can support ambitious entrepreneurs throughout their journey in growing their business. In the past CHECK24 Ventures has guided numerous companies to their success and know the challenges that lie ahead. They are focused on early stage financing of young companies and invest earlier than most other VCs. The goal is, together with the founders, to generate value from day one and as such do not only provide capital. CHECK24 Ventures is successful when the backed founders are successful. They offer and combine the best of two worlds: they provide early venture capital financing and also offer access to the CHECK24 network, its employees and their know how in the fields of IT, product and online & offline marketing.

SELECTED PORTFOLIO COMPANIES



askCharlie is an online lead generation portal for local service providers



Gini extracts, structures and processes content from documents through artificial intelligence



Medilove is a comparison portal for cosmetic surgery procedures, including breast implants and facelifts.

Full Portfolio

• www.check24.vc/en/#portfolio

KEY CONTACTS



Matthias Orlopp
Managing Director
Email: matthias.orlopp@check24.de

- Scout 24 (FinanceScout, Autoscout) MD & CFO
- CHECK24 MD & CFO
- CHECK24 Ventures MD



Cherry Ventures

KEY CORPORATE FACTS / KPIS

Offices	Berlin
Active Markets	Europe, Israel
Founded	2012
Employees	11 - 25 (of which 12 in Europe)
Current Fund Size	€150m
Use of Debt	No
AUM	n/a
Target Investment Size	€400k - €10m
Target Geographies	Europe, Israel, Turkey
Target Sectors	Technology, Technology-enabled services
Investment Style	Active
Deal Structures	Flexible, Lead
Key Investment Criteria	Industry agnostic, early-stage, first institutional investor, disruptive technology, solve specific problem for consumer
Website	www.cherry.vc
Contact Email	team@cherry.vc
Contact Phone	n/a

INVESTOR DESCRIPTION

They are entrepreneurs, focusing on seed stage companies and investing across Europe. The goal is to add value from day one, not just capital. They are successful if their founders are successful. Cherry Ventures will do anything in their power to make that happen. They provide advice for key strategic issues as well as day-to-day management tasks. They offer support to build-up strong functional units across the complete company value chain and provide access to personal network for the recruitment of key positions. They also coach entrepreneurs, connect founders (with key external partners especially in marketing, operations and IT) and support founders in preparing, running investor pitches, structuring deals (cash-for-equity, media-for-equity, etc.) and in negotiating future financing rounds.

SELECTED PORTFOLIO COMPANIES



AUTO1 Group is a used car purchaser based in Berlin



Caroobi is a vertical marketplace for instant booking of car repair and maintenance services



Enmacc aims to become the world's leading OTC marketplace for energy trading by connecting all market participants via a highly scalable tech-platform

Full Portfolio

• www.cherry.vc/portfolio

KEY CONTACTS



Christian Meermann
 Founding Partner

• After some years at The Boston Consulting Group, Christian joined Zalando as their first CMO. He then joined the Management Board of Peek&Clopp and was responsible for the company's online business



Daniel Glasner
 Founding Partner

• After several years with McKinsey Daniel co-founded CityDeal and led the company as CEO until the acquisition through Groupon in 2010. Daniel is founder of Quandoo, a SaaS company for restaurants that was sold to Recruit Holdings in March'15



Filip Dames
 Founding Partner

• Filip founded his first company in 2008, an online auction house for antiques and collectibles. He then joined the founding team of Zalando and held several executive positions.

KEY CORPORATE FACTS / KPIS

Offices	4: San Francisco, Palo Alto, NY and Tel Aviv
Active Markets	North America, Europe, Israel
Founded	2010
Employees	10 in Venture Investing team
Current Fund Size	Balance sheet-funded
Use of Debt	No
AUM	Not applicable
Target Investment Size	\$1m - \$10m
Target Geographies	North America, Europe, Israel
Target Sectors	5 sectors: Fintech (Financial Services & Technology); Commerce & Payments; Data Analytics & Machine Learning; Marketing Technology & Customer Experience; Security & Enterprise IT
Investment Style	Passive
Deal Structures	Standard VC terms
Key Investment Criteria	Fit within 5 focus areas (see above); Strategic relevance (can bank be helpful); \$2mm annualized product revenue; high growth
Website	www.citi.com/ventures/focus.html
Contact Email	luis.valdich@citi.com
Contact Phone	+1 9174566046

INVESTOR DESCRIPTION

Citi Ventures is the innovation engine of Citi, committed to conceiving, launching and scaling new initiatives with the potential to transform the future of financial services. We accelerate innovation at Citi by investing in startups, piloting new technologies, and testing new solutions and business models through our Citi Innovation Labs and Citi businesses.

Based in Silicon Valley, close to the disruptive forces that are reinventing industries and upending traditional business models, Citi Ventures analyzes market signals to bring the best from the outside into Citi, and fosters bold ideas that set the conditions for innovative action.

We seek to deliver next-generation experiences for Citi's customers by systematically exploring leading-edge topics from machine learning and blockchain technology to new lending platforms and marketplaces.

Citi Ventures' investing model features three characteristics focused on helping maximize startups' potential: (1) Timeliness and flexibility; (2) Value-add, leveraging Citi and its broader franchise for commercialization opportunities; and (3) Do-no-harm (e.g., no strings attached).

SELECTED PORTFOLIO COMPANIES



Focus area: Financial Services & Technology

- Digital transactions management provider that automates and digitizes documents & transactions
- Publicly-traded.



Focus area: Commerce & Payments

- AI-powered Integrated Receivables SaaS platform. Optimizes cash flow through automation of receivables and payments processes across credit, collections, cash application, deductions, and electronic invoicing and payments.



Focus area: Data Analytics & Machine Learning

- Data science company that uses machine learning to prevent fraud in omnichannel commerce

Full Portfolio

- www.citi.com/ventures/portfolio.html

KEY CONTACTS



Luis Valdich

Managing Director

Email: luis.valdich@citi.com

- Joined Citi Ventures in 2015, previously Managing Director, Global Head of Strategic Investments at J.P. Morgan and Consultant at McKinsey
- Companies: ClarityMoney (acquired by Goldman Sachs); Contguard; HighRadius; and two that have not been announced yet, a vertically-focused POS lender and a provider of personal finance analytics

KEY CORPORATE FACTS / KPIS

Offices	Frankfurt
Active Markets	Europe, Israel, and the US
Founded	2014
Employees	6 (of which all in Europe)
Current Fund Size	€100m
Use of Debt	No
AUM	€30m
Target Investment Size	€2m - €10m
Target Geographies	Europe, Israel, and the US
Target Sectors	FinTech & Insurance
Investment Style	Passive
Deal Structures	Minority
Key Investment Criteria	Team, market potential, execution, defedable USP
Website	www.commerzventures.com
Contact Email	info@commerzventures.com
Contact Phone	n/a

INVESTOR DESCRIPTION

CommerzVentures is the corporate VC arm of Commerzbank and invests in FinTech and InsurTech companies across Western Europe, Israel and the US. The partners aspire to work with the best entrepreneurs who can articulate why they can dominate a given market segment. The team has >30 years of experience in venture capital. CommerzVentures invests in A-C round with a focus on B rounds.

SELECTED PORTFOLIO COMPANIES



Short-term loan provider to small businesses



Open API issuer processor platform



Cloud banking technology platform provider

Full Portfolio

• www.commerzventures.com/Portfolio.html

KEY CONTACTS



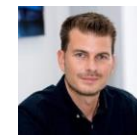
Patrick Meisberger
Managing Director



Stefan Tirtey
Managing Director



Heiko Schwender
Senior Investment Manager



Paul Morgenthaler
Senior Investment Manager



Concentric

KEY CORPORATE FACTS / KPIS

Offices London, UK & Copenhagen, Denmark

Active Markets Europe

Founded 2013

Employees 6

Current Fund Size €30m

Use of Debt Yes

AUM c. €40m

Target Investment Size Up to €5m over life of an investment

Target Geographies Key innovation hubs of Western Europe

Target Sectors Fintech, proptech, marketplaces, B2B automation

Investment Style Active

Deal Structures Significant minority equity positions

Key Investment Criteria Original, scalable and defensible
Category leaders
Post achieving product-market fit

Website www.concentricteam.com

Contact Email denis@concentricteam.com

Contact Phone +44 (0) 20 7839 8143

INVESTOR DESCRIPTION

We are an open technology investment partnership, not a stereotypical VC, and we do not see ourselves as just financial investors, more as business partners and builders

Adding value by active management and working with companies before and after investing

Focus on investment opportunities born out of changing customer behaviour / demands across a number of core sectors / verticals: fintech, proptech, marketplaces, B2B automation

c.50 investments undertaken over past 15 years

Supported by long-standing family office co-investors

SELECTED PORTFOLIO COMPANIES



Launches and operates used-car marketplace in emerging markets, including Nigeria, Chile, Pakistan, and Indonesia



Workspace and office services provider building sector-focused, curated communities



Platform for management of short term rentals that allows homeowners to maximize rental income

Full Portfolio

• www.concentricteam.com/investment-platforms/

KEY CONTACTS



- Denis Shafranik
- Partner
- Email: denis@concentricteam.com

- 9 years in investment banking
- 8 years in VC technology investment
- Companies: PayasUgym, PSM, Neteven, Billetto, ChargeMaster, etc.



- Kjartan Rist
- Partner
- Email: kjartan@concentricteam.com

- 18 years in technology (founder, advisor, investor, Board)
- Companies: VOSS Solutions, Shazam, NetClean, Endeca, TopTable, etc.

Constantia New Business

KEY CORPORATE FACTS / KPIS

Offices	Vienna
Active Markets	DACH
Founded	2012
Employees	5 (of which 5 in Europe)
Current Fund Size	Evergreen Ltd co
Use of Debt	Exceptional
AUM	n.a.
Target Investment Size	€500k - €2m
Target Geographies	DACH, CEE
Target Sectors	Deep tech, SaaS, IoT, Robotics, Advanced Materials
Investment Style	Active
Deal Structures	Various
Key Investment Criteria	B2B, Innovative technology with strong USP and high scalability, After market entry, First revenues
Website	www.ciag-cnb.at
Contact Email	thurnundtaxi.P@ciag.at
Contact Phone	+43 1 588 45-0

INVESTOR DESCRIPTION

Constantia New Business (CNB) is an independent sister company of Constantia Industries, headquartered in Vienna, Austria. The group is privately owned and run, with a strong sense for diversification and international outlook. CNB is looking for outstanding and passionate teams working on high-tech products addressing B2B industries. CNB invests into companies from DACH and CEE region in Post-Seed rounds with a ticket starting at €500k.

SELECTED PORTFOLIO COMPANIES



High quality video streaming technology over the web as Software-as-a-Service.



Pioneers the development of radio-frequency (RF) antenna, waveguide and filter products based on additive manufacturing.



Aircloak enables high-fidelity analytics of sensitive datasets while strongly protecting individuals' privacy.

Full Portfolio

• www.ciag-cnb.at/#portfolio

KEY CONTACTS



Philipp Thurn und Taxis

Managing Director

Email: thurnundtaxi.P@ciag.at

- Head of Constantia New Business & Member of the Board of Directors of CIAG with international experience as consultant, manager and entrepreneur in software and telecommunications among others. Executive Board at Efkon AG and VP Global Corporate Development at SAP AG.
- Companies: bitmovin, swissto12



Sabine Fleischmann

Senior Investment Manager

Email: fleischmann.s@ciag.at

- Many years of working experience in IT, with main emphasis on software (e.g. Microsoft, Sun, IBM), management tasks in consulting, sales and general management. Coach and consultant. Experience with International Energy Management.
- Companies: BENEnergy, VirtualQ, Aircloak

Coparion

KEY CORPORATE FACTS / KPIS

Offices	Cologne, Berlin
Active Markets	Germany
Founded	2016
Employees	13 (of which all in Europe)
Current Fund Size	€225m
Use of Debt	No
AUM	€225m
Target Investment Size	€500k - €5m
Target Geographies	Germany
Target Sectors	IT, Internet, High-Tech, Life Science
Investment Style	Active
Deal Structures	Minority, with co-investors
Key Investment Criteria	„Traction“ – No seed funding
Website	www.coparion.vc
Contact Email	info@coparion.vc
Contact Phone	+49 30 58584400

INVESTOR DESCRIPTION

Coparion is a pragmatic investor with an eye for the essentials and persistence for the long-run.

Coparion helps young technology companies achieve swift and sustained growth. With assets under management of EUR 225 million their team has the means to do so. Coparion supports entrepreneurial vision with the know-how, but without intervening in daily business operations. Thanks to 25+ years of team experience in venture capital and in building companies, they discern potentials and open up new perspectives. They have the substance, tenacity and creativity required to mutually manage difficult situations successfully. They only invest with other co-investors.

The focus is on the start-up and early growth phase. They appreciate initial successes, such as the sales and key accounts developed or successful product launches. Per company they invest up to EUR 10 million, usually in several financing rounds of EUR 0.5-5 million each.

SELECTED PORTFOLIO COMPANIES

micropsi industries AI for robot autonomy



B2B marketplace for long-stay furnished appartements



Electronic Fleet Manager based on connected car

Full Portfolio

• www.coparion.vc/en#tmpl-portfolio

KEY CONTACTS



Christian Stein
Managing Director
Email: christian.stein@coparion.vc

• Managing Director at Coparion since launch. Previously Partner at Creathor Venture, CFO at Zadego, BCG, IBM



David Zimmer
Managing Director
Email: david.zimmer@coparion.vc

• Managing Director at Coparion since launch. Previously Director at Quadriga Capital and CEO at Altira AG

KEY CORPORATE FACTS / KPIS

Offices	Stockholm, Berlin, San Francisco
Active Markets	Europe and North America
Founded	2003
Employees	15
Current Fund Size	€180m
Use of Debt	No
AUM	€435m
Target Investment Size	€500k - €10m per round
Target Geographies	Europe and North America
Target Sectors	B2C and B2B, Software
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Possibility to scale globally
Website	www.creandum.com
Contact Email	n/a
Contact Phone	n/a

INVESTOR DESCRIPTION

Creandum is a leading early-stage venture capital firm investing in innovative and fast-growing technology companies. The Creandum Advisory team is based in Stockholm, Berlin and San Francisco. The Creandum funds have invested in over 70 companies including being early investor in companies such as Spotify, iZettle, Vivino, Kry, Neo4j, 8fit, Billie, Epidemic Sound, Xeneta, Klarna and many more.

SELECTED PORTFOLIO COMPANIES



- World's largest music streaming service. With Spotify, it's easy to find the right music for every moment of your day and in your life



- Number one solution for retail mobile payments and point-of-sale solutions in Europe and Latin America



- Vivino is the world's largest online wine marketplace, powered by a community of 30 million who use Vivino to discover and buy wine

Full Portfolio

- www.creandum.com/portfolio/

KEY CONTACTS



Johan Brenner
General Partner
johan@creandum.com

- Johan is one of Europe's most experienced venture capital investors having worked across a broad set of industries globally, built a number of successful businesses as an entrepreneur, and as Partner in leading venture capital firms
- Companies: i.a. iZettle, Klarna, Pleo, Bokio, Syft, Neo4j, Vivino, Planday



Simon Schmincke
Partner
simon@creandum.com

- Simon is a developer by heart and a venture capitalist by mind. German born, Simon gained operational experience building three companies for Rocket Internet, as well as investment experience with Earlybird Venture Capital
- Companies: i.a. Billie, Comtravo, RFRSH, Tide, Taxfix

KEY CORPORATE FACTS / KPIS

Offices	Frankfurt, Zurich
Active Markets	Europe
Founded	2003
Employees	17 (of which all in Europe)
Current Fund Size	€230m
Use of Debt	No
AUM	€230m
Target Investment Size	Up to €10m
Target Geographies	Germany, Switzerland, Austria, France, Nordics
Target Sectors	Artificial Intelligence, Industry 4.0, Web 3.0, Digital Health, Life Sciences
Investment Style	Active
Deal Structures	Control, joint control, minority
Key Investment Criteria	n/a
Website	www.creathor.com
Contact Email	creathor@creathor.com
Contact Phone	+49 6172 139720

INVESTOR DESCRIPTION

Creathor Ventures invests in technology-oriented, fast-growing companies in all stages of their development, especially in the fields of Artificial Intelligence, Industry 4.0, Web 3.0, Digital Health and Life Sciences. The regional focus is on Germany, Switzerland, Austria, France and the Nordics. From its offices in Bad Homburg (Frankfurt) and Zurich, the team of 17 staff actively supports more than 30 tech and life science companies in development, growth and internationalization. Creathor Ventures' management team consists of the Managing Partners Dr Gert Köhler, Karlheinz Schmelig and Cédric Köhler, and the Partners Christian Leikert and Christian Weniger. The team has been investing successfully in start-ups for over 30 years and has conducted more than 20 international IPOs during that time. Creathor Ventures currently manages funds of more than EUR 230 million. As the largest investor in its funds, the management underlines its entrepreneurial orientation.

SELECTED PORTFOLIO COMPANIES



Software platform for residential & commercial property management



AI-enhanced DNA sequencing and analytics



Developer and producer of ultra-reliable real-time wireless communication systems and solutions

Full Portfolio

• www.creathor.com/en/portfolio/

KEY CONTACTS



Cédric Köhler
Managing Partner
Email: cedric.koehler@creathor.com

- 10+ years of VC experience, he is specialized in technology investments
- Member of the Venture Council of SECA and Co-Chair of Digital Chapter at International Venture Club
- Companies: Allthings, HeyJobs, Humanoo, lengoo



Christian Weniger
Partner
Email: christian.weniger@creathor.com

- Early stage venture capitalist and Investment Manager at Creathor Venture
- Mentor at Techstars, Kauffman Fellows Class 23
- Companies: R3 Communications, Haja Networks, Wunderflats, iFunded

Curious Capital

KEY CORPORATE FACTS / KPIS

Offices	Cologne
Active Markets	Germany
Founded	2017
Employees	2 (of which all in Europe)
Current Fund Size	N/A
Use of Debt	No
AUM	N/A
Target Investment Size	€50k - €250k
Target Geographies	Germany, Europe
Target Sectors	Marketplaces, Media, Communications, Education Technology, Analytics, Digital Services, Hardware
Investment Style	Flexible
Deal Structures	Minority
Key Investment Criteria	Technology-driven USP, Scalability, Seed/Early Stage, Team
Website	www.curiouscapital.vc
Contact Email	contact@curiouscapital.vc
Contact Phone	+49 221 1632208

INVESTOR DESCRIPTION

Curious Capital is the corporate venture capital arm of Heinen-Verlag and was just established in 2017. Heinen-Verlag, founded in 1946, is a Cologne-based publishing house with activities and history in regional print media.

Curious Capital is looking for seed and early stage investments in business models, products and/or markets, which anyhow fit to activities of a modern media company. Critical criteria for an investment is a technology-driven USP.

We do minority investments (no strategic investments), but offer hands-on support in all business fields and provide access to the media industry.

SELECTED PORTFOLIO COMPANIES



Joblift – Meta platform for jobs



Flits Music – Mobile streaming service with high definition sound



StyleLounge – Meta platform for fashion

Full Portfolio

www.curiouscapital.vc

KEY CONTACTS



Johannes Heinen

Managing Director

Email: johannes@curiouscapital.vc

- Founder of StyleLounge
- Management Positions at Dreamlines and Goodgame Studios
- Master's degree in Business Engineering (RWTH Aachen)

KEY CORPORATE FACTS / KPIS

Offices	Frankfurt, Germany
Active Markets	Europe, USA
Founded	2016
Employees	4 – 10 (of which - in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€5m - €15m
Target Geographies	Global focus
Target Sectors	Capital Markets Technology (API, Cloud, etc.) & CM Applications (trading, post-trade, etc.)
Investment Style	Active
Deal Structures	(Significant) Minority
Key Investment Criteria	Growth stage, strategic investments
Website	www.deutsche-boerse.com/db1ventures/
Contact Email	ankur.kamalia@deutscheboerse.com
Contact Phone	+49 6921116699

INVESTOR DESCRIPTION

DB1 Ventures' is the Corporate Venture Capital arm for Deutsche Börse Group (DBG). DB1 Ventures aims to be a strategic partner of choice for early to growth stage companies (bias towards Series A and above rounds), which are core or adjacent to DBG's strategy, generate attractive investment returns and add strategic value to our growth plans. The Group Venture Portfolio Management team manages DB1 Ventures and the DB1 Ventures Investment Committee, which is chaired by the DBG CEO.

CORE CLUSTERS OF FOCUS

DB1 Ventures invests in the financial market's underlying infrastructure rails; technologies expected to transform the existing stack the industry operates on (i.e. Blockchain & Distributed Ledger Technology, Cloud Computing, Security, AI, Machine Learning and API) as well as capital market applications which are built upon these rails (i.e. New Asset Classes, Trade Execution, Alternative Funding Platforms, Post-Trade Services, Technology Rails and Investment Technology).

SELECTED PORTFOLIO COMPANIES



Provider of collateral lending solutions, based on DLT technology, intended to enhance market transparency and promote financial stability



Provider of multi-lateral and dimensional data compression platform designed for derivatives trading



Provider of a data lifecycle management platform designed to accelerate data discovery



Provider of software tools intended to offer innovative trade reporting and cost-effective compliance services

KEY CONTACTS



Ankur Kamalia
Managing Director
Email: ankur.kamalia@deutscheboerse.com

- Head of Venture Portfolio Management at DBG. Previously Managing Director at UBS, and Portfolio Manager at Polygon Investment Partners. MBA - University of North Carolina at Chapel Hill.



CAPITAL PARTNERS

Deutsche Telekom Capital Partners

KEY CORPORATE FACTS / KPIS

Offices	Hamburg, Herzeliya
Active Markets	Europe, Israel, UK
Founded	2015
Employees	26 - 50 (of which 22 in Europe)
Current Fund Size	€500m
Use of Debt	No
AUM	€1.5bn
Target Investment Size	€5m - €75m
Target Geographies	Europe, Israel, UK
Target Sectors	E-Commerce and Financial Technology, Communications, Marketing, Analytics, Digital Services
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	Predictability, product market fit
Website	www.telekom-capital.com
Contact Email	shonila.ubl@telekom-capital.com
Contact Phone	+49 160 7171001

INVESTOR DESCRIPTION

DTCP provides venture capital, private equity, and advisory services to the technology, media and telecommunication sectors. Operating as a bridge between Europe, Silicon Valley and Israel, the company connects people, capital, and ideas to accelerate innovation and provide value to its portfolio companies, its limited partners, and the connected world.

SELECTED PORTFOLIO COMPANIES



NGENA provides business with physical and virtual networks through hybrid VPN and its innovative cloud technology



I-am-plus produces Dial, a voice-enabled smartcuff designed by i.am+, the tech company founded by musician and entrepreneur will.i.am



Kumu Networks was founded by a team of Stanford University Professors and Ph.D. graduates to commercialize research on Wireless Full Duplex, an innovative wireless transceiver design

Full Portfolio

• www.telekom-capital.com/portfolio/

KEY CONTACTS



Thomas Preuß

Partner

Email: shonila.ubl@telekom-capital.com

- Thomas is a Partner at Deutsche Telekom Capital Partners in the Venture Capital team. He is responsible for the European activities of the fund. Thomas studied at the University of Hamburg and holds a master's degree in technical economics



Till Stenzel

Vice President

- Till has 10 years of energy experience, working in the industry, finance and policy-making. He has deep experience with investment due diligence, renewable energy project development, contract negotiations and business development. He has worked in emerging markets in North Africa and has been closely involved in raising finance and starting up new companies.

KEY CORPORATE FACTS / KPIS

Offices	London, Menlo Park, Berlin
Active Markets	Europe; US
Founded	2000
Employees	21 (of which 18 in Europe)
Current Fund Size	€200 million
Use of Debt	No
AUM	\$500 million
Target Investment Size	€250,000 - €20 million
Target Geographies	75% Europe (UK, Germany, France Nordics) 25% US & ROW
Target Sectors	Marketplaces, eCommerce, Fintech, Digital Health, Enterprise Software & SaaS; Digital Media; Mobile
Investment Style	Active
Deal Structures	NA
Key Investment Criteria	Team, Market, Product, Traction and Deal
Website	www.dncapital.com
Contact Email	nenad@dncapital.com
Contact Phone	+44 (0) 207 340 1600

INVESTOR DESCRIPTION

DN Capital is a leading early stage venture capital firm which focuses on Seed, Series A and select series B investments in marketplaces, software, fintech and digital health companies. The firm was founded in 2000 and has operations in London, Berlin and Silicon Valley. DN Capital's previous funds are top performers and the firm is one of the lead investors in companies such as Endeca (sold to Oracle), Shazam (one of the world's leading mobile app), Auto1 (world's largest used car marketplaces), Purplebricks (IPO London) and Quandoo (sold to Recruit). The professionals at DN Capital bring over 60 years of private equity experience to their investments, and actively work with portfolio companies to steward their growth through the various stages of development.

Additional information about the firm and its portfolio companies can be found at www.dncapital.com

SELECTED PORTFOLIO COMPANIES



- C2B seller of used cars to dealerships using online to acquire inventory.
- One of the hottest unicorns of Europe.
- Valuation of €2.9 billion as of Softbank's €460 million investment in January 2018.



- Leading search and business intelligence software company.
- Acquired by Oracle in 2011 for \$1.1 billion.



- One of the most downloaded mobile applications of all time, over 100 million MAU.
- Acquisition offer from Apple.

Full Portfolio • www.dncapital.com/portfolio.html

KEY CONTACTS



Nenad Marovac
Founder and Managing Partner
Email: nenad@dncapital.com



Thomas Rubens
Partner
Email: thomas.rubens@dncapital.com

- Chairman of the Venture Capital Board of Invest Europe (from July 2018). Partner at Advent International. MBA Harvard Business School. Focus on marketplaces, SaaS, fintech, consumer mobile applications and digital health
- Companies: Auto1, Shazam, Datanomic, Tourlane, HomeToGo, Tbricks, Mister Spex, OLX, Purplebricks, Quandoo, Joblift.

- Barclays M&A. University of Bristol. Focus on ecommerce, Marketplaces, Software
- Companies: Auto1, Book a Tiger, Carroobi, HomeToGo, Quandoo, Finiata.

KEY CORPORATE FACTS / KPIS

Offices	3
Active Markets	Europe
Founded	2005
Employees	27 in Europe
Current Fund Size	\$1 billion equivalent
Use of Debt	No
AUM	N/A
Target Investment Size	\$5m - \$25m
Target Geographies	Europe
Target Sectors	Consumer Technology, Enterprise SaaS, Hardware & deeptech, Digital Health
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Stellar team, big market, disruptive tech
Website	www.draperesprit.com
Contact Email	projects@draperesprit.com
Contact Phone	+44 (0)20 7931 8800

INVESTOR DESCRIPTION

Draper Esprit is one of the most active venture capital firms in Europe, helping to build and invest in disruptive, high growth technology companies. We believe the best entrepreneurs in Europe are capable of building the global businesses of the future, by partnering with the global Draper Venture Network with VC funds in 22 countries. We fuel their growth with long- term capital, access to international networks and decades of experience building businesses. Draper Esprit's portfolio includes global technology leaders such as Trustpilot, Ledger, Perkbox, Revolut, and Graphcore. Recent successful exits include Grapeshot, Clavis Insight, Tails.com, and Movidius.

Visit www.draperesprit.com

SELECTED PORTFOLIO COMPANIES


Crypto-currencies and other crypto assets present new security challenges for us all. Ledger has created a unique solution: a hardware wallet. It keeps your assets separate from your phone or computer (both of which can be easily hacked), so you can make transactions and check accounts securely.



Smart, fair currency exchange, for an internationally mobile world that's moving away from traditional banks and their hidden fees. TransferWise is one of Europe's most successful fintech startups: over a million people already use it, to transfer \$1.2 billion each month. The company's raised \$117 million from investors such as Andreessen Horowitz, Sir Richard Branson, Valar Ventures, and Max Levchin of PayPal.



The new world of work makes it more important than ever to keep employees engaged – an occasional bowl of fruit in the office isn't going to cut it. Perkbox helps companies keep employees happy, by managing a whole range of employee extras - from gym memberships to all-out multi-day experiences.

Full Portfolio

• www.draperesprit.com/entrepreneurs/portfolio

KEY CONTACTS


Ben Tompkins

Managing Partner

Email: ben.tompkins@draperesprit.com

- Ben has been working with technology entrepreneurs and their investors in Europe and the US all his career. Previously: Managing Partner at Eden Ventures, a European early stage VC investor
- Companies: Aircall and Green Man Gaming

KEY CORPORATE FACTS / KPIS

Offices	Berlin, Munich, Istanbul
Active Markets	Europe, Turkey
Founded	1997
Employees	25-50 (of which 41 in Europe)
Current Fund Size	Earlybird Digital West Fund: €150m Earlybird Health-Tech Fund: €100m
Use of Debt	No
AUM	€850m
Target Investment Size	€500k - €5m
Target Geographies	Europe, Turkey
Target Sectors	Technology, Technology-enabled services
Investment Style	Active
Deal Structures	Minority, Lead
Key Investment Criteria	Disruptive business models or technologies with forward looking lock-in in large markets lead by an outstanding team
Website	www.earlybird.com
Contact Email	info@earlybird.com
Contact Phone	+49 3046724700

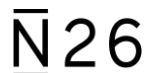
INVESTOR DESCRIPTION

Earlybird is a venture capital investor focused on European technology companies. Founded in 1997, Earlybird invests in all growth and development phases of a company. Amongst the most experienced venture investors in Europe, Earlybird offers its portfolio companies not only financial resources, but also strategic and operational support as well as access to an international network and capital markets. With over EUR 850 million under management, six IPOs and 22 trade sales, Earlybird is one of the most successful venture capital firms in Europe.

SELECTED PORTFOLIO COMPANIES



Shapeshift - Instant digital asset exchange supporting dozens of blockchain tokens



N26 - Banking product for smartphones



UiPath - Robotic software for business process automation

Full Portfolio

• www.earlybird.com/portfolio/

KEY CONTACTS



Hendrik Brandis
Co-Founder and Managing Partner
Email: hendrik@earlybird.com

- Hendrik Brandis is co-founder and Partner at Earlybird. He was Co-Founder of GMM and Project Manager at Messerschmitt-Boelkow-Blohm (now Daimler-Chrysler Aerospace). Previously, Hendrik was Partner with McKinsey & Co. He holds a Dipl.-Ing. (MSc equivalent) and PhD degree in Aerospace Engineering
- Companies: nfon, B2X, Videdressing, Mediate, Movinga, Onefootball, Simscale,



Christian Nagel
Co-Founder and Managing Partner
Email: Christian@earlybird.com

- Christian is Co-Founder and Partner of Earlybird. Prior to founding Earlybird, he co-acquired various companies from the Treuhandanstalt and gained operational experience. Before that, he worked as an Engagement Manager with McKinsey & Co. He holds a Diplom-Wirtschaftsingenieur and a PhD degree
- Companies: Cashboard, Crossengage, N26, Shapeshift, smava

KEY CORPORATE FACTS / KPIS

Offices Berlin

Active Markets Germany, Austria, Switzerland

Founded 1999

Employees 3 (of which 3 in Europe)

Current Fund Size €75m

Use of Debt No

AUM €75m

Target Investment Size €250k - €5m

Target Geographies Germany, Austria, Switzerland

Target Sectors Anything consumer-oriented.

Investment Style Active

Deal Structures Acceleration, Minority, Majority, MBO, MBI

Key Investment Criteria People we like, businesses we understand

Website www.econa.com

Contact Email contact@econa.com

Contact Phone +49 30 2008 9966

INVESTOR DESCRIPTION

ECONA is your reliable partner for financing your company's growth.

Since 1999 we have been helping many companies to grow successfully by taking on different roles, be it as a co-founder, business angel, accelerator or plain vanilla VC. Our previous exits include companies like XING, MyToys, FINANZCHECK and smava.

SELECTED PORTFOLIO COMPANIES



ECONA co-founded the European market leader in premium functional food in 2013 and provided all funds for the first four years of operation



ECONA and a new management team bought the company out of insolvency, keeping thousands of pets happy by securing their supply with premium fresh food



MediDate is the largest German full service provider for plastic surgery and recently acquired Medical One. ECONA participated in two rounds of VC financing



• www.econa.com

KEY CONTACTS



Ilja Reiner

Partner

Email: ilja.reiner@econa.com

In private equity and leveraged finance since 1998. Active as VC investor for more than 5 years.



Bernd Hardes

Partner

Email: bernd.hardes@econa.com

Entrepreneur and investor since 1997. Co-founder of bmp Ventures and ECONA AG, chairman of the board of foodspring and Ampere AG.

KEY CORPORATE FACTS / KPIS

Offices	London
Active Markets	Global
Founded	1998
Employees	51 - 100 (of which 10 in Europe)
Current Fund Size	\$375m
Use of Debt	No
AUM	n/a
Target Investment Size	\$8m - \$35m
Target Geographies	Global
Target Sectors	Consumer Technology, Enterprise Technology, FinTech
Investment Style	Active
Deal Structures	Majority, Minority
Key Investment Criteria	n/a
Website	www.eightroads.com
Contact Email	michael.treskow@eightroads.com
Contact Phone	+44 20 70745400

INVESTOR DESCRIPTION

Eight Roads Ventures is a global venture capital firm that backs entrepreneurs with aspiration for greatness. Together with associated funds we manage \$4BN of capital across offices in the UK, India, China, Japan and the US. A near 50-year history of investing includes partnerships with companies such as Alibaba, Appsflyer, CloudByte, Cúram, Future Advisor, InnoGames, iPipeline, Kensho, Made.com, Manthan Systems, Neo4j, Nuance, Ping Identity, Prosper, Treatwell, Recurly, Wallapop and Xoom.

SELECTED PORTFOLIO COMPANIES

MADE.COM

Made is an online furniture retailer headquartered in London



Appsflyer is a mobile advertising attribution and analysis platform. Headquartered in Tel Aviv



NeoTechnology is a NoSQL graph database. Originally founded in Malmo, the company is currently headquartered in San Francisco

Full Portfolio

• www.eightroads.com/en/ventures/europe

KEY CONTACTS



Michael Treskow

Partner

Email: michael.treskow@eightroads.com

- Michael is a Partner at Eight Roads Ventures
- Previously, he was at Accel in London and Warburg Pincus in Francisco. Michael received a BA from Yale University and an MBA from the Stanford Graduate School of Business



Dominic Reardon

Investment Professional

Email: dominic.reardon@eightroads.com

- Dom is an Investment Professional at Eight Roads
- Prior to Eight Roads, Dom worked as an investment professional at AirTree, an Australian VC fund

KEY CORPORATE FACTS / KPIS

Offices	Amsterdam, Berlin
Active Markets	Austria, Belgium, Denmark, Finland, Germany, Norway, Sweden, Switzerland, United Kingdom
Founded	2006
Employees	4-10 (of which 7 in Europe)
Current Fund Size	€125m
Use of Debt	No
AUM	€275m
Target Investment Size	€3m - €10m
Target Geographies	Austria, Belgium, Denmark, Finland, Germany, Norway, Sweden, Switzerland, United Kingdom
Target Sectors	E-Commerce, Marketplaces, Media, Edutech, Travel & Transportation, Fintech, Financial Services
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Growth Phase, Internationalisation
Website	www.endeit.com
Contact Email	martijn@endeit.com
Contact Phone	+31 653726743

INVESTOR DESCRIPTION

Endeit Capital is an independent investment firm based in Amsterdam (NL) and Hamburg (DE). Since 2006, Endeit Capital has invested in 25 companies in the Benelux, UK and Germany.

Endeit is backed by the founders amongst which serial entrepreneur Joop van den Ende, co-founder of Endemol, as well as by numerous founders of previous portfolio companies, other successful (internet) entrepreneurs and by large institutional funds. The team also welcome and work with experienced business angels to join as co-investors in individual companies. Entrepreneurship is at the core of Endeit Capital.

SELECTED PORTFOLIO COMPANIES



Global leader in advanced location / movement data technology

CHRONEXT

Luxury watches platform



Multi day travel tours booking platform

Full Portfolio

• www.endeit.com/#companies

KEY CONTACTS



Martijn Hamann
Partner
Email: martijn@endeit.com

- Martijn joined Endeit Capital at the start as Partner in 2006. Today, he is responsible for deals in DACH, UK, Nordics
- Until 2006 he was a member of the Executive Director team of Endemol Group, one of the world's largest independent providers of content for television & all other screens.

KEY CORPORATE FACTS / KPIS

Offices	New York
Active Markets	Global
Founded	2015
Employees	15 (of which 1 in Europe)
Current Fund Size	Evergreen, deploys ~\$50M per year
Use of Debt	no
AUM	Evergreen
Target Investment Size	\$250k - \$1m
Target Geographies	US, Europe, Asia, South America
Target Sectors	Marketplaces, SaaS, D2C brands, Fintech
Investment Style	Passive
Deal Structures	Minority
Key Investment Criteria	\$1bn potential value, valid business model, unit economics, strong team
Website	www.fjlabs.com
Contact Email	arne@fjlabs.com
Contact Phone	n/a

INVESTOR DESCRIPTION

FJ Labs is a New York-based investment firm that builds and invests in online marketplaces and ecommerce companies. Founded by serial entrepreneurs Fabrice Grinda and Jose Marin in 2015 as an extension of two decades of angel investing, FJ Labs been directly engaged in building companies such as AdoreMe, Instacarro, Letgo, OLX and Rebagg. FJ Labs invests \$50M per year across 60-90 investments and currently has more than 240 active portfolio companies including Carroobi, Clue, Raisin, Farfetch, Meero, Fanduel and Uber. Successful exits include Delivery Hero, Eve Mattress, Ticketbis, Alibaba and many others.

SELECTED PORTFOLIO COMPANIES



Car mechanic marketplace in Germany, with more than 400 mechanics workshops throughout the country, servicing all brands and models of cars



Pan-European online deposit marketplace, enabling European consumers to get the best deposit interest rate available throughout the EU.



Photographer marketplace, enabling businesses like Airbnb and Expedia to rapidly get high quality images for the services they offer, while giving photographers a good and reliable income doing what they love.

Full Portfolio

www.fjlabs.com/portfolio

KEY CONTACTS



Arne Halleraker

Principal

Email: arne@fjlabs.com

- Arne has been with FJ Labs for 2 years, and co-leads the investment arm. As a Norwegian transplant to New York, Arne has strong links to both the European and North American tech ecosystems. Previously he was Director of Global Partnership with Telenor ASA (\$32bn market cap telecommunications company). Arne holds a MSc from the Norwegian University of Science and Technology.

Fluxunit – OSRAM Ventures

KEY CORPORATE FACTS / KPIS

Offices	Munich
Active Markets	Global
Founded	2016
Employees	Approx. 10
Current Fund Size	N/A
Use of Debt	No
AUM	N/A
Target Investment Size	N/A
Target Geographies	N/A
Target Sectors	Smart city, smart building and industrial applications
Investment Style	Active
Deal Structures	N/A
Key Investment Criteria	N/A
Website	www.fluxunit.eu
Contact Email	info@fluxunit.eu
Contact Phone	+49 89 6213 3646

INVESTOR DESCRIPTION

Fluxunit is the corporate venture capital unit of OSRAM.

Acting as early stage investor, our goal is to engage with startups that develop innovative, scalable business models and technologies shaping the world we live in.

Leveraging our corporate OSRAM heritage, we focus our investments on startups, where we can contribute to a startup's success and value creation.

Consequently, our investment fields include the areas of smart city, smart building and industrial applications (e.g. sensors, horticulture, mobility,...)

SELECTED PORTFOLIO COMPANIES



Blickfeld develop and sell LiDAR sensors and provide the software to interpret complex 3d point clouds.



Agrilution offers a complete vertical farming ecosystem consisting of a smart plug'n'play home-growing appliance and consumables, as well as an App that eliminates the need for a green thumb. Thereby we enable you to grow the healthiest, freshest most taste intensive greens in your own home.



Beaconsmind is a software provider based in Zurich, Switzerland and Munich, Germany. The company helps in-store retailers digitalize their business models. As the first iBeacon full-service provider, the company use their software beaconsmind Suite to drive sales, customer loyalty and revenues for clients in brick-and-mortar business.

Full Portfolio

• <https://www.fluxunit.eu/en/portfolio/index.jsp>

KEY CONTACTS

Oliver Kahl

Investment & Portfolio Manager

Email: oliver.kahl@fluxunit.eu

• With Fluxunit since 2017, previously Business Analyst at eCAPITAL



THE CEOs VC

Frog Capital

KEY CORPORATE FACTS / KPIS

Offices	Kings Cross, London
Active Markets	Europe
Founded	2008
Employees	13 (all in London)
Current Fund Size	€90m
Use of Debt	No
AUM	€130m
Target Investment Size	€5m - €20m
Target Geographies	Europe
Target Sectors	Software enabled technology across multiple sectors
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Generating €3m-€30m of revenue
Website	www.frogcapital.com
Contact Email	jens.dueing@frogcapital.com
Contact Phone	+44 (0)20 7833 0555

INVESTOR DESCRIPTION

Frog Capital is a leading scale-up VC, specialising in later Series A and Series B rounds, for software focused businesses across Europe. Frog is a committed long-term partner, investing in ambitious companies with revenues up to €30m and requiring up to €20m of growth capital.

As 'The CEO's VC', Frog Capital has a team of both experienced investors and former entrepreneurs who understand the challenges and needs facing CEOs as they grow the business. By applying our developed 'Scale-Up Methodology' – informed from industry knowledge, entrepreneur understanding, operating expertise and an extensive relationship network – Frog actively supports exceptional company growth and builds significant shareholder value.

Frog's experienced team has invested in over 100 companies, and in the last six years has exited companies with a total transaction value over €1 billion.

For further information, please visit www.frogcapital.com.

SELECTED PORTFOLIO COMPANIES

McMakler

Germany's largest online estate agent with 85% market share, McMakler has seen the total volume of real estate transactions increase fivefold in a just a year.

AZIMO

Leading European digital money transfer service within the growing c.\$700bn global remittance market, Azimo serves over 190 destination countries giving access to 5bn reachable customers in 77 different currencies.

sofatutor

Germany's leading online tutoring provider, with over 75,000 items of digital learning content

KEY CONTACTS



- **Mike Reid**
- Senior Partner
- Ex-3i, with over 20 years' PE/VC experience and responsible for IR/Marketing



- **Shirin Dehghan**
- Senior Partner
- Telecoms software entrepreneur, who founded and exited Arieso for c.\$100m



- **Jens Düing**
- Senior Partner
- Ex Apax and Pioneer Point Partners, responsible for DACH deal origination and B2C lead



- **Steven Dunne**
- Senior Partner & CFO
- Ex-Livingbridge, responsible for portfolio monitoring



- **Martin Hauge**
- Chairman
- Founding Partner of Creandum and successful European VC investor: including Spotify and iZettle

KEY CORPORATE FACTS / KPIS

Offices	Boston, New York, Palo Alto, San Francisco
Active Markets	United States, Europe, Israel
Founded	1999
Employees	75
Current Fund Size	\$1.375bn
Use of Debt	No
AUM	\$5bn+
Target Investment Size	\$500k - \$100m
Target Geographies	United States, Europe, Israel
Target Sectors	Enterprise Technology, Consumer Internet
Investment Style	Active
Deal Structures	Minority / Lead
Key Investment Criteria	We back fearless entrepreneurs who are building market leading technology companies
Website	www.generalcatalyst.com
Contact Email	info@generalcatalyst.com
Contact Phone	617-234-7000

INVESTOR DESCRIPTION

General Catalyst is a venture capital firm that makes early-stage and transformational investments. We back fearless entrepreneurs who are building market leading technology companies like Airbnb, BigCommerce, ClassPass, Datalogix, Datto, Demandware, Gusto, The Honest Company, HubSpot, KAYAK, Oscar, Snap, Stripe, and Warby Parker. With offices in San Francisco, Palo Alto, New York City and Cambridge, MA, our portfolio companies benefit from a bicoastal network of talent, customers, and opportunity. For more: generalcatalyst.com.

SELECTED PORTFOLIO COMPANIES



Airbnb is a community marketplace for people to list, discover, and book unique spaces around the world online or from an iPhone device.



Deliveroo is an end-to-end food delivery service that brings high-quality local restaurant food to homes and offices through a proprietary technology and logistics platform.



Stripe processes billions of dollars a year for some of the most successful companies and marketplaces on the Internet, making it easier than ever to accept payments and manage an online business. Supporting startups to Fortune 500 companies, Stripe powers the sharing economy, top mobile applications, and global software services.

Full Portfolio

• www.generalcatalyst.com/portfolio/

KEY CONTACTS



Adam Valkin
Managing Director
Email: adam@gcvp.com

- 20+ years technology investing in London and the U.S.; investor at General Catalyst since 2013 (previously Accel and Arts Alliance); Harvard University B.A.
- Select investments: Brainly, CCP, ClassPass, Deliveroo, Fundbox, Giphy, Super Evil Megacorp, Rebag, Remesh, Shift Technology, Vroom, and WayUp



Addie Lerner
Principal
Email: addie@gcvp.com

- 7+ years technology investing; investor at General Catalyst since 2017 (previously General Atlantic and Goldman Sachs); Princeton University A.B.
- Companies: CoEdition, Remesh, Shift Technology

German Media Pool

KEY CORPORATE FACTS / KPIS

Offices	Berlin
Active Markets	Germany
Founded	2011
Employees	5
Current Fund Size	Approx €50m gross media p.a.
Use of Debt	No
AUM	€150m gross media invested
Target Investment Size	€2m- 10m gross
Target Geographies	Germany, Switzerland, Benelux, France, Spain
Target Sectors	Consumer and ECommerce
Investment Style	Passive with active support in media
Deal Structures	Minority
Key Investment Criteria	Ability to grow with media
Website	www.gmpvc.com
Contact Email	info@gmpvc.com
Contact Phone	+49 30 609 847 838

INVESTOR DESCRIPTION

Founded in 2011, German Media Pool is a leading, independent media for equity fund. We align the interests of high-growth consumer companies with owners of premium media, covering TV, radio, print and out-of-home. By providing massive cross-media campaigns via a single contract partner, consumer companies can accelerate their growth significantly. Media is provided at highly effective rates in exchange for equity. Next to Germany and Switzerland, we access media partnerships in The Netherlands, Belgium, France and Spain – via partners or directly.

SELECTED PORTFOLIO COMPANIES



ABOUT YOU is Europe's most inspiring and personalized fashion shop. Launched in 2014, it has achieved significant growth in the German, Swiss, Dutch and Belgian markets.



Momox is Germany's leading second hand platform, specialized on used media and entertainment.



Clark offers insurance services and the management of insurance contracts via mobile phone.

Full Portfolio

• www.gmpvc.com

KEY CONTACTS



Aljoscha Kaplan

Managing Partner

Email: ak@gmpvc.com

- Senior Consultant at Ernst & Young, Senior Business Developer at mayato, Entrepreneur in Residence at M10-Partners
- Companies: ABOUT YOU, Momox, Clark, Job Today



Niko Waesche

Managing Partner

Email: nw@gmpvc.com

- Former Executive at GfK and IBM, VP and MD at Upfront Ventures, Angel investor in company acquired by eBay
- Companies: ABOUT YOU

KEY CORPORATE FACTS / KPIs

Offices	Berlin, Frankfurt
Active Markets	DACH
Founded	2012
Employees	4 (of which 4 in Europe)
Current Fund Size	ca. €30m balance sheet
Use of Debt	Yes
AUM	ca. €30m balance sheet
Target Investment Size	€50k– €2m
Target Geographies	DACH
Target Sectors	eCommerce, AdTech, FinTech/InsurTech,
Investment Style	Active
Deal Structures	Minority, secondaries
Key Investment Criteria	Team, Track Record (Serial Entrepreneurs), Germany-based or German-speaking
Website	german-startups.com
Contact Email	im@german-startups.com
Contact Phone	+49 30-54908603

INVESTOR DESCRIPTION

The German Startups Group, a publicly traded company comprises one of the leading VC providers in Germany with a digital agency employing 150 people in Berlin. With a focus on Germany's young, fast growing companies – so called startups. Since starting operations in 2012, German Startups Group has become the most active private venture capital investor in Germany (CB Insights 2015, Pitch-book 2016). With the launch of G|S Market™ the company operates a secondary market platform for tech assets since June 2018. Its majority holding, German Startups Asset Management GmbH, will launch its own novel type VC funds in the future and provide SPVs for G|S Market™ on the buy side in order to enable several investors to acquire larger investment opportunities through pooled investments.

SELECTED PORTFOLIO COMPANIES



The AdTech startup remerge enables app providers to place ads through an integrated retargeting platform in more than 350,000 other apps, according to the company. Thus, advertisers can reach, according to Remerger, up to 700,000 users worldwide per second.



Chrono24 is the global online market leader for luxury watches, based in Karlsruhe. Founded in 2003 by Tim Stracke, Dirk Schwartz and Michael Kroska, the company is considered the first choice online for watch enthusiasts as well as traders when it comes to new, pre-owned and vintage luxury watches.



Mister Spex is an online retailer for branded eyewear. Through the Internet, the company offers an extensive range of high quality prescription glasses, sunglasses, and contact lenses at competitive prices. In addition to the broad product range, price transparency and price savings, customers also benefit from free services such as eye tests and the adjustment of glasses thanks to local partner opticians in Germany.

Full Portfolio

• www.german-startups.com/index.php/about-us/#holdings

KEY CONTACTS



Name: Christoph Gerlinger
Title: Founder and CEO
Email: im@german-startups.com

- Serial Entrepreneur, IPO'ed three companies including CDV Software, Frogster Interactive and German Startups Group, strong capital markets network
- Companies: German Startups Group, German Startups Market, German Startups Asset Management, Frogster Interactive, CDV Software



Name: Marcel Doeppes
Title: Head of IR, People and Projects
Email: marcel@german-startups.com

- Supported IPO of German Startups Group, General Manager of German Startups Market and German Startups Asset Management, Degrees in Economics of Goethe University Frankfurt, JGU Mainz and RUG Groningen
- Companies: German Startups Group, German Startups Market, German Startups Asset Management, Ketchum, Goethe University Frankfurt

Global Founders Capital

KEY CORPORATE FACTS / KPIS

Offices	Berlin, London, Paris, Munich
Active Markets	Global
Founded	2013
Employees	11 - 25 (of which 11 in Europe)
Current Fund Size	€1bn
Use of Debt	Yes
AUM	n/a
Target Investment Size	€200k - €10m
Target Geographies	Global
Target Sectors	Technology, Technology-enabled Services
Investment Style	Active
Deal Structures	Minority, Lead
Key Investment Criteria	Team, category defining companies, business with attractive economics, scalable acquisition channels
Website	www.globalfounderscapital.com
Contact Email	contact@globalfounderscapital.com
Contact Phone	n/a

INVESTOR DESCRIPTION

Global Founders Capital is a fund 'by entrepreneurs for entrepreneurs'. Our investment team consists of serial entrepreneurs, investment professionals and operational experts with hands-on experience of founding dozens of companies globally. They love to invest in startups where they can add real value. Through a previous fund their founding partners have already backed a number of transformational companies such as eBay, LinkedIn, Facebook, and many other successful Internet ventures. Through this fund they invest all over the globe, from Seed to Growth.

Global Founders Capital contributes with on-demand execution support for entrepreneurs who want to build category defining companies. Building on top of Rocket Internet's global network of experts, companies and supplier relationships they can provide detailed functional knowledge in areas such as internationalisation, customer acquisition and the scaling of operations.

SELECTED PORTFOLIO COMPANIES

FREIGHT HUB	The digital freight forwarder for the 21st century
goodlord	Cloud-based platform that transforms the way real estate deals are done
personio	A holistic HR management and recruiting solution for Startups and SMEs

Full Portfolio • www.crunchbase.com/organization/global-founders-capital

KEY CONTACTS



Oliver Samwer
Partner



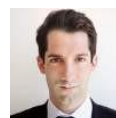
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Levin Bunz
Partner
levin@globalfounderscapital.com



Hugues De Braucourt
Principal
hugues@globalfounderscapital.com

KEY CORPORATE FACTS / KPIS

Offices	Hamburg
Active Markets	Austria, Belgium Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Ireland, Israel, Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal, Russia, Spain, Sweden, Switzerland, Turkey, UK
Founded	2017
Employees	4 - 10 (of which 5 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€100k - €5m
Target Geographies	Austria, Denmark, Estonia, Finland, France, Germany, Ireland, Israel, Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal, Russia, Spain, Switzerland
Target Sectors	Marketplace, Media, Communications, Travel & Transportation, FinTech, Health, Marketing, Analytics, Digital Services, Offline Services, Hardware
Investment Style	Active
Deal Structures	Majority, Minority, Flexible, Joint Control, Lead
Key Investment Criteria	depends
Website	www.global-ventures.com
Contact Email	info@global-ventures.com
Contact Phone	n/a

INVESTOR DESCRIPTION

We believe in technology driven companies in the areas of artificial intelligence, renewable energy and storage, mobility and aviation as well as IoT and telecommunication. We support startups from round A on with an industry specific network, access to partners and clients, capital, know how and placement services.

SELECTED PORTFOLIO COMPANIES



Ensuring drug safety with blockchain technology.



Bankera is building a digital bank to last for the blockchain era

Full Portfolio

• www.global-ventures.com/

KEY CONTACTS



Dr. Christoph Lymbersky

Managing Partner

Email: Lymbersky@global-ventures.com

- Christoph is a serial entrepreneur who founded his first company – an IT consulting business, at the age of 18. At the age of 20 he founded his second company an Internet Service Provider and sold it two years later to a competitor



Vincent Lauer

Venture Partner

Email: Lauer@global-ventures.com

- Vincent Lauer has a mix of experience having started his career at Barclays. He also co-founded a Wearable Tech startup, designing a device that calculated the fat burned during exercise, through measuring the levels of breath acetone

GPS Ventures

KEY CORPORATE FACTS / KPIS

Offices	2
Active Markets	4
Founded	Active since 2014
Employees	8
Current Fund Size	Currently 24 investments
Use of Debt	n/a
AUM	n/a
Target Investment Size	€1m - €1.5m first round Follow-ons with larger ticket size
Target Geographies	Germany, Europe
Target Sectors	Various sectors, B2B, B2B2C
Investment Style	Project-specific Active from 10% ownership
Deal Structures	Minority. Lead or Co-investor
Key Investment Criteria	From seed stage Traction / proof of concept Network references
Website	n/a
Contact Email	anamaria.quijano@gps-ventures.vc
Contact Phone	+49 160 9956 7038

INVESTOR DESCRIPTION

GPS VENTURES is a venture capital firm, active since 2014. We invest with a long-term vision in tech startups in Germany and Europe, from seed stage and with a follow-on commitment towards growth. The investors and the investment team have a strong entrepreneurial and industrial background, and a hands-on culture with unbureaucratic decision making processes to support our founders. Our approach is to provide sufficient funding in the first rounds while generating strong network effects and value through synergies across our ventures. The current portfolio includes 24 companies in a diverse number of investment areas such as: big data, IoT, FinTech, InsurTech, E-commerce, enterprise cloud services, social software, biotech, e-mobility and investment funds, among others.

SELECTED PORTFOLIO COMPANIES



Sinfosy – plug & play IoT solution for smart manufacturing and logistics



Teraki – break-through data processing and data quality enhancement software technology that enables processing, storing and transmitting the growing data loads for (embedded) IoT applications.



Tandem – peer to peer language training app

Full Portfolio

Upon request

KEY CONTACTS



Reinhold von Ungern Sternberg
Managing Director

- Since 2017 Managing Director at GPS Ventures. Previously Head of JSC "Kirovsky Zavod" representative office in Germany.



Dr. Albrecht Bochow
General Partner

GR Capital

KEY CORPORATE FACTS / KPIS

Offices	Riga (Latvia), Kyiv (Ukraine)
Active Markets	Europe, US
Founded	2016
Employees	11-25 (of which all in Europe)
Current Fund Size	\$30m
Use of Debt	No
AUM	N/A
Target Investment Size	\$1m - \$5m
Target Geographies	Europe, US
Target Sectors	Fintech, Insurtech, Foodtech, Mobility, Adtech
Investment Style	Active
Deal Structures	Minority, Co-investment
Key Investment Criteria	Experienced team, strong traction, defensible competitive advantage, clear path to exit
Website	www.gr.capital
Contact Email	projects@gr.capital
Contact Phone	N/A

INVESTOR DESCRIPTION

GR Capital focuses on the Series A-C stages in Europe and the US. We prefer to invest in fintech, insurtech, foodtech, mobility, adtech. The size of our fund is \$30M, which we plan to expand to \$150M in several years. We do not lead the rounds, we co-invest with strong lead investors. Our typical ticket size is \$1–5M. We help our portfolio companies with business development in Eastern European markets, setting up the cost-efficient R&D offices in Ukraine, access to the latest payment technologies from our LP and our network of investors.

SELECTED PORTFOLIO COMPANIES



One of the leading providers of online food delivery platforms designed to order restaurant meals



Online international money transfer company that challenges the old fashioned, expensive ways of moving your money around the world



Leading on-demand service that purchases, picks-up and delivers anything that is ordered through the app

Full Portfolio

- www.gr.capital/investments

KEY CONTACTS



Roma Ivanyuk
Managing Partner
Email: r@gr.capital

- 10+ years of experience in investment banking. Originated and closed 50+ deals both as a private entrepreneur and as the MD of the top Ukrainian investment bank
- At GR Capital sets the fund strategy, leads the investments sourcing and investor relation



Max Filippov
Principal
Email: mf@gr.capital

- 10 years of experience in corporate finance and private equity. 30+ various advisory engagements for the clients, including M&A, capital raising, debt restructuring, strategic consulting.
- At GR Capital supervises day-to-day operations, manages current investments and helps sourcing new projects.



Griffon Capital

KEY CORPORATE FACTS / KPIS

Offices	Tehran, Berlin
Active Markets	Germany
Founded	2014
Employees	11 - 25 (of which 3 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€1m - €3m
Target Geographies	Germany
Target Sectors	Marketplaces, Travel & Transportation, Financial Services
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Emerging local winners
Website	www.griffoncapital.com
Contact Email	n/a
Contact Phone	n/a

INVESTOR DESCRIPTION

MENA fund with a bit of a focus on unique opportunities in Iran post JCPOA. We've either invested in or helped key players in this market access international capital in the last 4 years.

SELECTED PORTFOLIO COMPANIES

KEY CONTACTS



Xanyar Kamangar
Founding Partner
Email: xk@griffoncapital.com

- Four years of EM tech investment track record on top of 8 years of TMT M&A and IPO (Deutsche Bank London) and 9 years of successful entrepreneurship experience. Iran 'Entrepreneur of year' award in 2003



Hammer Team

KEY CORPORATE FACTS / KPIS

Offices	Cham, Switzerland
Active Markets	Germany, Switzerland, UK
Founded	2013
Employees	1 - 3 (of which 3 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€25k - €2m
Target Geographies	Germany, Switzerland, UK
Target Sectors	E-Commerce Technology, Marketplaces, FinTech, Marketing, Analytics
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Product market fit, team, technology
Website	www.hammerteam.com
Contact Email	ariel@hammerteam.com
Contact Phone	n/a

INVESTOR DESCRIPTION

The "Hammer Team" is the investment vehicle of Ariel Luedi. The mission is to support B2B software companies during their startup and growth phase. Hammer Team provides its companies with venture capital but also with expertise in different areas required to grow a company (Sales Ops, Product Management, Customer Success, Finance, Marketing, Legal, Tax or Branding). Ariel and his team have created a platform for those companies to communicate openly, leverage synergies and find new ways of solving challenges

SELECTED PORTFOLIO COMPANIES



The next Generation Delivery Model for GRC: Supervised Governance, Risk & Compliance (sGRC). A smart bundle of GRC functionality, content, best practices and supervision



Squirro is an Advanced Search & Context Intelligence Solution that enables companies to turn meaningless data into actionable insights



Internal communication to drive employee engagement for non-desktop workers

Full Portfolio

• www.hammerteam.com/hammer-digital/

KEY CONTACTS



Ariel Luedi

Founder

Email: ariel@hammerteam.com

• www.linkedin.com/in/arielluedi

KEY CORPORATE FACTS / KPIS

Offices	New York, London, Tel Aviv and Beijing
Active Markets	U.S., Europe, Israel and China
Founded	1995
Employees	10
Current Fund Size	Evergreen
Use of Debt	No
AUM	N/A
Target Investment Size	\$2m - \$10m
Target Geographies	U.S., Europe, Israel and China
Target Sectors	Mobility, Workplace 2.0, Human-Computer Interaction, Consumer Subscription, Marketplaces, CRE Tech
Investment Style	Active
Deal Structures	Lead/Co-lead/Follow-on
Key Investment Criteria	Series A and later
Website	www.hearst.com/ventures
Contact Email	mikeda@hearst.com gcanaani@hearst.com
Contact Phone	-

INVESTOR DESCRIPTION

Since 1995, the Hearst Ventures team has invested globally over \$1 billion in companies such as HootSuite, Netscape, Drone Racing League, BuzzFeed, LAIX (Liulishuo), Netscape, GeoPhy, Amino, Dronebase, otonomo, Pandora, Roku, and Via.

Today we have a global team that invests in early-stage category leaders across a range of verticals including consumer subscription products, e-commerce, human-computer interaction, marketplaces, transportation and mobility and workplace productivity tools. We write \$2-\$10m cheques in series A and later rounds.

Our parent company, Hearst, is a privately-held US conglomerate with topline revenues of \$11b. Hearst is the owner of newspapers, TV stations, pay channels, magazines and a broad array of business media assets including Fitch Group; Hearst Health, a group of medical information and services businesses; and transportation assets.

SELECTED PORTFOLIO COMPANIES

otonomo

World's first connected car services platform

DRONE BASE

Marketplace for professional drone services



Ride-sharing service and software platform



GEOPHY

AI-driven valuations for Commercial Real Estate

SIGNAL

A platform that monitor's the world's media for business



LAIX
(Liulishuo)

AI-powered English language learning app

Full Portfolio

• www.hearst.com/ventures

KEY CONTACTS



Megumi Ikeda

MD Europe, Hearst Ventures

Email: mikeda@hearst.com

• www.hearst.com/about/bios/megumi-ikeda



Gil Canaani

GM Israel, Hearst Ventures

Email: gcanaani@hearst.com

• www.hearst.com/about/bios/gil-canaani

KEY CORPORATE FACTS / KPIS

Offices	Bonn / Berlin
Active Markets	Europe, with a focus on Germany
Founded	2005
Employees	66 (of which 66 in Europe)
Current Fund Size	€316m
Use of Debt	No
AUM	N/A
Target Investment Size	€1m (Seedround) up to €3m
Target Geographies	Germany
Target Sectors	Hardware, Software, Life Science
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Seed Funding
Website	www.htgf.de/en/
Contact Email	info@htgf.de
Contact Phone	+49 228 823 00 100

High-Tech Gründerfonds

INVESTOR DESCRIPTION

Launched in 2005, High-Tech Gründerfonds (HTGF) is a powerful engine that drives the success of high-tech start-ups. Armed with expertise, entrepreneurial spirit and passion, the experienced team of investment managers and start-up experts guide top companies on their journey from launch to success. HTGF focuses on high-potential start-ups active in the sectors of software, media, internet, hardware, energy and automation, life sciences and chemicals. With EUR 892,5 million in investment volume across three funds (EUR 316 million for HTGF III) and an international network of partners, HTGF has already financed more than 500 start-ups.

To date, external investors have injected over EUR 1.7 billion into the HTGF portfolio via more than 1,300 follow-on financing rounds. HTGF has also successfully sold interests in more than 100 companies. Investors in this public-private partnership include the Federal Ministry for Economic Affairs and Energy, the KfW Banking Group, and Fraunhofer-Gesellschaft e.V., as well as 31 Investors from the German economy.

SELECTED PORTFOLIO COMPANIES



Orbex is a UK-based spaceflight company, with subsidiaries and production facilities in Denmark and Germany. The company is constructing a completely re-thought and re-designed orbital launch vehicle, called Prime, to deliver small satellites into Earth's orbit. Orbex will launch orbital vehicles from the newly-announced UK Vertical Launch spaceport in Sutherland in the Scottish Highlands as part of the main consortium.



eGym is going to digitalize the fitness industry. New strength machines have been developed that generate the resistance electronically. These machines offer training methods that are 4 times more effective and healthier than current training methods and push all data to the eGym web portal. The eGym personal fitness portal targets end users with individual services around their training and health.



NFON AG offers a powerful hosted PBX (Private Branch Exchange) service. Customers enjoy all functions of a "high-end" PBX, without the necessity of high investments. NFON AG is the first HTGF portfolio company which successfully goes public in May 2018.

- Full Portfolio
- [HTGF Portfoliomatrix](#)

KEY CONTACTS



Dr. Alex von Frankenberg
Managing Partner
a.frankenberg@htgf.de

- Dr. Alex von Frankenberg became Managing Director of High-Tech Gründerfonds in 2005. Prior to this, he was responsible for spin-offs from Siemens Corporate Technology in his role as Venture Manager at the Siemens Technology Accelerator (STA).
- Companies: eGym, locr, Outfittery



Dr. Michael Brandkamp
Managing Partner
m.brandkamp@htgf.de

- Dr Michael Brandkamp has been with High-Tech Gründerfonds right from the very beginning and drafted a significant part of the business plan that today still forms the basis of HTGF. He regards establishing HTGF as an entrepreneurial challenge and at the same time a great privilege.
- Companies: Transinsight, AlsterScience, ImmunService



HV Holtzbrinck Ventures

KEY CORPORATE FACTS / KPIS

Offices	Munich, Berlin
Active Markets	Europe
Founded	2000
Employees	22 (of which 22 in Europe)
Current Fund Size	€306m
Use of Debt	N/A
AUM	> €1bn
Target Investment Size	€100k - €40m
Target Geographies	Mainly Europe
Target Sectors	Digital Companies
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Market size, proposition, relevance
Website	www.hvventures.com
Contact Email	businessplan@hvventures.com
Contact Phone	N/A

INVESTOR DESCRIPTION

HV Holtzbrinck Ventures was founded in 2000 as the corporate venture arm of the Holtzbrinck Publishing Group. In 2010 HV Holtzbrinck Ventures became an independent venture firm, raising funds from a strong network of international institutional investors.

Today, with more than € 1 billion under management, HV Holtzbrinck Ventures is one of the largest and most experienced independent European early stage venture funds. For over 17 years we have believed in the disruptive potential of the Internet. During this time, funds managed or advised by us have invested in over 160 companies, including great successes like Zalando, Delivery Hero, HelloFresh, FlixBus, SumUp, Scalable Capital, and many others.

As reliable long-term partners, we support the founders in developing their businesses into large and sustainable companies. Besides HV Holtzbrinck Ventures' investment, we have a wealth of entrepreneurial, operational and financing experience. This approach has made HV Holtzbrinck Ventures one of the most successful European venture investors.

SELECTED PORTFOLIO COMPANIES



zalando - Europe's largest online fashion company



FlixBus - Fastest growing European long-distance bus operator



Scalable Capital - Fully licensed automated robo-advisor for private wealth management

Full Portfolio

• www.hvventures.com/portfolio

KEY CONTACTS



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david.kuczek@hvventures.com



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christoph.jung@hvventures.com



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Martin Weber
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Christian Saller
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Jan Miczaika
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Barbod Namini
Partner
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Jasper Masemann
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i5invest

KEY CORPORATE FACTS / KPIS

Offices	Vienna
Active Markets	Austria, Germany, Switzerland
Founded	2007
Employees	11 - 25 (of which 25 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€500k - €1m
Target Geographies	Austria, Germany, Switzerland, UK
Target Sectors	E-Commerce Technology, Marketplaces, Media, Communications, EdTech, Travel & Transportation, Gaming, Gambling, Health, Marketing, Analytics, Digital Services, Hardware
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	Scalable software with a B2B focus and a world class team
Website	www.i5invest.com
Contact Email	vienna@i5invest.com
Contact Phone	n/a

INVESTOR DESCRIPTION

i5invest is an international tech investor and business accelerator. We support start-ups and founders in industries we are very experienced in with:

- Seed Capital: We help you right from the start, and like being the first investors in your company
- Advisory & Supervisory Roles: We help seed stage companies become the next big thing

We have completed +100 international transactions & exits and operate out of our Vienna and Palo Alto offices.

SELECTED PORTFOLIO COMPANIES

Full Portfolio • www.i5invest.com/deals/

KEY CONTACTS



Henry Morley
Director
Email: h.morley@i5invest.com

- Henry is Director at i5invest with a background in Corporate Strategy / Finance and brings strong connections to the London tech scene and financial services industry



Sotero Rodriguez
Senior Associate
Email: s.rodriguez@i5invest.com

- Business Development and M&A Advisor for i5invest, focused on deep tech companies using computer vision & AR/VR technologies



Simona Huebl
Early Stage Board
Email: s.huebl@i5growth.com

- Simona is Director at i5growth and part of the early stage board at i5invest with a focus on driving international growth of high potential European tech companies

KEY CORPORATE FACTS / KPIS

Offices	Berlin
Active Markets	Berlin
Founded	1997
Employees	17 (of which 17 in Europe)
Current Fund Size	€100m
Use of Debt	No
AUM	€252m
Target Investment Size	€500k – €1.5m
Target Geographies	Berlin
Target Sectors	ICT, Life Science, Industrial Tech., Creative Industries
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	highly scalable innovative technologies and business models
Website	www.ibb-bet.de
Contact Email	venture@ibb-bet.de
Contact Phone	+49 30 2125 3201

INVESTOR DESCRIPTION

IBB Beteiligungsgesellschaft (www.ibb-bet.de) provides innovative Berlin-based companies with venture capital and has established itself in Berlin as a market leader in early-stage financing. The funds are used primarily for developing and launching innovative products or services and creative business concepts. Currently, two funds managed by IBB Beteiligungsgesellschaft are in the investment phase: the VC Fonds Technologie Berlin, with assets of 60 million EUR, and the VC Fonds Kreativwirtschaft Berlin, with assets of 40 million EUR. Both VC funds are subsidized by the Investitionsbank Berlin (IBB) and the European Regional Development Fund (ERDF), managed by the State of Berlin. Since 1997, in consortiums with partners, IBB Beteiligungsgesellschaft has provided more than 1.33 billion EUR to Berlin-based creative and technology companies, with IBB Beteiligungsgesellschaft investing approximately 184 million EUR as the lead-, co-lead- or co-investor.

SELECTED PORTFOLIO COMPANIES



Since 2007, Babbel has made learning languages fun, easy and accessible to everyone. The market-leading app consists of high-quality courses available for iOS, Android and on the desktop. Babbel helps self-directed learners to discover a new language, and motivates them to keep learning: the average customer continues with the app for more than 12 months.



Thermondo is a manufacturer-independent one-stop-shop for comparing and changing residential heating systems. Instead of waiting weeks for a plumbers quote, the customer has only to enter some data and directly receives a quote with a fixed-price, thereby having the opportunity to compare a variety of manufacturers and service levels.



Outfittery (www.outfittery.de) is a new e-commerce concept for men who appreciate personal consultancy and stylish clothes, without having to leave home. After registering, filling in a preferences profile and having a phone call with a personal style expert, the customer receives an individual, handpicked selection of clothes packed in an outfit box.

Full Portfolio

www.ibb-bet.de/en/portfolio.html

KEY CONTACTS



Marco Zeller
CEO

Email: marco.zeller@ibb-bet.de

- Mr. Zeller is managing director of IBB Beteiligungsgesellschaft and of venture capital funds of IBB. He is also member of supervisory and advisory boards of several Berlin based technology companies.
- Companies: Babbel, Outfittery, Thermondo, Blinkist



Roger Bendisch
CEO

Email: roger.bendisch@ibb-bet.de

- Mr. Bendisch is managing director of IBB Beteiligungsgesellschaft and of venture capital funds of IBB. He is also member of supervisory and advisory boards of several Berlin based technology companies.
- Companies: Omeicos, Remerge, realbest, Dalia Research

KEY CORPORATE FACTS / KPIS

Offices	Paris, Frankfurt, Shanghai
Active Markets	Europe, US, Asia, Israel
Founded	1997
Employees	>100
Current Fund Size	Approx. €300m (Idinvest Smart City Fund)
Use of Debt	No
AUM	>€8bn, thereof approx. €2,4 bn in VC
Target Investment Size	Approx. €1m - €15m in VC investments
Target Geographies	Europe, US, Asia, Israel
Target Sectors	Energy, Travel & Transportation, Real Estate, Financial Services, Analytics, Digital Services
Investment Style	Active
Deal Structures	Minority, Flexible, Lead
Key Investment Criteria	People, performance, business model, technology, etc.
Website	www.idinvest.com/en
Contact Email	contact@idinvest.com
Contact Phone	n/a

Idinvest Partners

INVESTOR DESCRIPTION

Idinvest Partners is a reputed European mid-market private equity and venture capital firm. With more than EUR 8 bn under management, the firm has developed several areas of expertise including venture capital transactions (more than EUR 2,4 bn u.m., >180 companies).

Our Venture Capital Smart City practice boasts 20 years of cumulative experience at Idinvest Partners in energy, mobility, real estate and digital technology companies. We focus on exciting growth opportunities disrupting the energy, the transportation and the building sectors and which are powered by the rapid adoption of data-driven services and digitalized solutions.

Amongst our strategic investors are EDF, PSA, SNCF, Total, Orange, Air Liquide, Michelin, Hager, Singapore Power et al.. Portfolio companies include e.g.: Actility, Campanda, Enlighted, Firstfuel, Forsee Power, Habx, Neurala, Off-grid Electric, Ontruck, Organica, Sunfire, Sunrun, TrustInSoft, etc..

SELECTED PORTFOLIO COMPANIES



End-to-end Internet of Things (IoT) and Machine to Machine (M2M) Services platform that enable mass scale deployments, notably in smart grids/ energy management.



Artificial Intelligence-as-a-Service platform. Deep learning neural network software for non-connected devices (cars, drones, toys, camera etc.): offers real-time learning, autonomous decision making and navigation.



The TrustInSoft Analyzer is an advanced static source code analyzer that performs comprehensive mathematical analyses of software to find and resolve source code flaws.

Full Portfolio

• www.idinvest.com/en/portfolio/tous-portefeuille

KEY CONTACTS



Tim Jungblut
Venture Partner
Email: tj@idinvest.com

- Tim joined Idinvest Partners in 2013 as Venture Partner. Specializing in German-speaking markets, Tim draws on more than 20 years' international experience in B2B business at industrial corporations, financial institutions and venture capital funds. His primary focus is on high-growth areas like sustainable energy, new mobility, innovative real estate and digital technologies

KEY CORPORATE FACTS / KPIS

Offices	London
Active Markets	Worldwide
Founded	2016
Employees	10 (of which 10 in Europe)
Current Fund Size	\$100m
Use of Debt	No
AUM	n/a
Target Investment Size	\$100k – €5m
Target Geographies	Worldwide
Target Sectors	Mobility, transportation and travel
Investment Style	Active – Dependent on company stage
Deal Structures	Minority
Key Investment Criteria	Sector relevance, future impact, size of opportunity
Website	www.inmotionventures.com
Contact Email	investments@inmotionventures.com
Contact Phone	n/a

INVESTOR DESCRIPTION

InMotion Ventures, Jaguar Land Rover's Venture Capital arm, invests in businesses in the mobility, transportation and travel sector. We invest globally from Seed to Series B.

SELECTED PORTFOLIO COMPANIES



The fastest-growing rideshare company in the US, available in more than 350 cities. Reconnecting people and communities through better transportation



Deploying self-driving cars in amazing communities. Voyage is building a world where anyone, anywhere can summon a car directly to their doorstep and travel safely to their destination.



Innovative pay-by-mile car insurance. Rather than buy a traditional policy, sign up for a fixed cost to cover your car while it's parked, then pay-by-mile for any journeys you make.

Full Portfolio

• www.inmotionventures.com/portfolio/

KEY CONTACTS



James Nettleton

Principal

Email:

james.nettleton@inmotionventures.com

- With InMotion Ventures since 2016, previously Director at U+I
- Companies: Wluper, Zeelo, By Miles, Voyage and FATMAP.

Sebastian Peck

Managing Director

Email: sapeck4@jaguarlandrover.com

KEY CORPORATE FACTS / KPIS

Offices	Berlin, Essen
Active Markets	Europe, Israel, North America
Founded	2016
Employees	10 (of which all in Europe)
Current Fund Size	€130m
Use of Debt	No
AUM	€130m
Target Investment Size	€1m - €5m
Target Geographies	Europe, Israel, North America
Target Sectors	New Energy, Smart City & Mobility, IoT, Cyber Security
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	software-based, data-driven, utility of the future business models
Website	www.innogy.ventures
Contact Email	ventures@innogy.com
Contact Phone	+49 30 12084945

INVESTOR DESCRIPTION

innogy Ventures is the EUR 130m venture capital investment arm related to the innogy Innovation Hub, participating or leading series A and beyond venture capital deals. Investment focus is on innovative and digital business models in North America, Europe and Israel which aim at sustainable transformation in areas such as Energy, IoT as well as Smart City and Mobility.

Portfolio companies are supported with comprehensive market knowledge, assistance in business development and links to the widespread innogy network in order to support their competitiveness and accelerate their growth.

innogy Ventures and the innogy Innovation Hub are funded by innogy SE, a leading German energy company, with revenue of around €43 billion (2017), more than 42,000 employees and activities in 16 countries across Europe.

SELECTED PORTFOLIO COMPANIES



Akselos is the creator of the world's most advanced digital twin technology to protect critical infrastructure solutions



BigchainDB starts with a big data distributed database and then adds blockchain characteristics



Central platform for energy producers and consumers, combining energy management and monitoring



MOJIO is an open platform that enables users to connect their cars with other people, places, and things via smartphone apps

Full Portfolio

• www.innogy.ventures/#portfolio

KEY CONTACTS



Matthias Engel
Managing Partner
[matthias.engel @ innogy.com](mailto:matthias.engel@innogy.com)



Veronique Hördemann
Investment Partner
[veronique.hoerdemann @ innogy.com](mailto:veronique.hoerdemann@innogy.com)



Felix Krause
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[felix.krause @ innogy.com](mailto:felix.krause@innogy.com)



Thomas Labryga
Investment Partner
[thomas.labryga @ innogy.com](mailto:thomas.labryga@innogy.com)



Thomas W. Thomas
Managing Partner
[thomas.thomas @ innogy.com](mailto:thomas.thomas@innogy.com)



Mischa Wetzel
Investment Partner
[mischa.wetzel @ innogy.com](mailto:mischa.wetzel@innogy.com)

KEY CORPORATE FACTS / KPIS

Offices	Warsaw
Active Markets	Poland
Founded	2010
Employees	4 – 10 (of which all in Europe)
Current Fund Size	€7m
Use of Debt	No
AUM	n/a
Target Investment Size	€250k - €1m
Target Geographies	Poland
Target Sectors	E-Commerce Technology, Marketplaces, Gaming, Analytics, Digital Services
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	We support entrepreneurs who know that sales are the most important step on the road to success. We invest in companies that generate revenue. We choose companies with global, international outlook.
Website	www.inovo.vc
Contact Email	tomasz.swieboda@inovo.vc
Contact Phone	n/a

INVESTOR DESCRIPTION

Inovo invests in Polish companies of the small and medium-sized enterprises sector. The Fund was raised from private limited partners, mostly successful entrepreneurs, and was backed with the National Capital Fund's financial resources.

SELECTED PORTFOLIO COMPANIES



Booksy – a SaaS tool that allows the customers to book a health & beauty-related service through an application. It also allows the business owners to manage their businesses using the booksy.biz application. Booksy's main selling point is a user-friendly calendar and software designed for smartphones – mobile first, tailored to the needs of the service providers.



Brand24 offers its customers comprehensive services in online monitoring. This software allows for the analysis of trends related to a brand or to individual keywords, which lets you plan marketing campaigns, and it also allows for measuring the results of such campaigns and social media activities. This advanced technology also allows for selecting the most influential and most effective (from the marketing point of view) authors who release information on a sector and brands. The users are also able to generate comparative analyses of the basic data on the monitored brands.

Full Portfolio

• www.inovo.vc/en/portfolio/

KEY CONTACTS



Tomasz Swieboda

Managing Partner

Email: tomasz.swieboda@inovo.vc

- Involved with the Inovo.vc fund since March 2014; the CEO of Inovo since November 2014. He worked with major M&A transactions at Rothschild and as an analyst for Penta Investments in transactions involving Empik & Media Fashion. Former member of Empik's Supervisory Board.



Intel Capital

KEY CORPORATE FACTS / KPIS

Offices	Berlin, London, Tel Aviv, Moscow, Santa Clara
Active Markets	Czech Republic, Finland, France, Germany, Israel, Netherlands, Poland, Russia, Sweden, United Kingdom
Founded	1991
Employees	51 - 100 (of which 10 in Europe)
Current Fund Size	n/a
Use of Debt	Yes
AUM	n/a
Target Investment Size	€1m - €20m
Target Geographies	Finland, France, Germany, Israel, Russia, United Kingdom
Target Sectors	E-Commerce Technology, Communications, Financial Technology, Health, Analytics, Digital Services, Hardware
Investment Style	Active
Deal Structures	Minority, Lead, Other
Key Investment Criteria	Technologies & products; Market potentials; IP; Strategic alignment with Intel
Website	www.intelcapital.com
Contact Email	n/a
Contact Phone	+49 16093991

INVESTOR DESCRIPTION

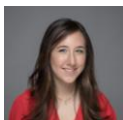
Intel Capital invests in innovative startups targeting artificial intelligence, autonomous driving, workload accelerators, 5G connectivity, virtual reality and a wide range of other disruptive technologies. Since 1991, Intel Capital has invested US \$12.3 billion in 1,530 companies worldwide, and more than 660 portfolio companies have gone public or been acquired. For more information, visit www.intelcapital.com or follow @Intelcapital

SELECTED PORTFOLIO COMPANIES

VOLOCOPTER The company develops eighteen rotor electrically driven helicopters.

Full Portfolio • www.intelcapital.com/portfolio/

KEY CONTACTS



Chiara Sommer
Investment Director
Email: chiara.sommer@intel.com

- Chiara Sommer is Investment Director of Intel Capital EMEA based in Berlin. She identifies, evaluates, and leads strategic transactions in Central, Eastern and Northern European. Her investment focus includes Blockchain, IOT, Robotics, Big Data, Mobility and AI.

KEY CORPORATE FACTS / KPIs

Offices	Paris, Berlin
Active Markets	Austria, France, Germany, Israel
Founded	1986
Employees	11 - 25 (of which 12 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	€700m
Target Investment Size	€500k - €20m
Target Geographies	Austria, France, Germany, Israel
Target Sectors	Marketplaces, Media, FinTech, Marketing, Digital Services
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Fast growing companies that are reshaping entire industries: from Industry 4.0, IoT, Cybersecurity and 5G networks to AI, Big Data, Cloud Computing and Software Design
Website	www.iriscapital.com
Contact Email	contact@iriscapital.com
Contact Phone	n/a

Iris Capital

INVESTOR DESCRIPTION

Iris Capital is a European venture capital funds' manager specialized in the digital economy. It fuels entrepreneurs at various stages of maturity, from early-stage to growth equity. With its deep sector specialization and extensive experience acquired over 30+ years, as well as the backing of its corporate sponsors, Iris Capital provides active support to its portfolio companies, through its presence in Paris, Berlin, San Francisco, Tel Aviv, Tokyo and Dubai.

IrisNext, Iris Capital's new fund, includes for its first closing industry leaders such as Orange, Publicis and Valeo, joined by financial investors and institutions such as Bpifrance and BRED Banque Populaire. Iris Capital investments include, among others, companies such as Adjust, Careem, HappyCar, Kyriba, Open-Xchange, Mojio, Mopub, Netatmo, ReBuy, Scalify, Searchmetrics, Shift Technology, Studitemps, Talend and Unu Motors. For more information, visit www.iriscapital.com

SELECTED PORTFOLIO COMPANIES



A mobile marketing, leveraging a geolocation technology



Jedox is a business intelligence and corporate performance management solutions provider



MOJIO is an open platform that enables users to connect their cars with other people, places, and things via smartphone apps

Full Portfolio

• www.iriscapital.com/en/discover-our-investments

KEY CONTACTS



Thorben Rothe
Principle
Email: t.rothe@iriscapital.com

- Thorben is running Iris Capital's early-stage investment activities in the German speaking countries



Erkan Kilicaslan
Managing Partner
Email: e.kilicaslan@iriscapital.com

- Erkan is mainly responsible for late stage and growth capital investments across Europe, notably in the German speaking countries and Benelux, with a strong expertise in digital media, communications and IT



ISAI GESTION

KEY CORPORATE FACTS / KPIS

Offices	Paris, New York
Active Markets	Europe – US
Founded	2010
Employees	16 (of which 15 in Europe)
Current Fund Size	€75m & €150m
Use of Debt	No
AUM	€300m
Target Investment Size	€150k - €15m
Target Geographies	Europe - US
Target Sectors	Marketplaces, SaaS/big data/AI...
Investment Style	Active
Deal Structures	Equity (minority)
Key Investment Criteria	Differentiated projects founded by ambitious teams, digital business models with a progressive capital intensity
Website	www.isai.fr/en
Contact Email	info@isai.fr
Contact Phone	+33 (0)1.55.37.70.90

INVESTOR DESCRIPTION

Launched in 2010, ISAI is « the » French tech entrepreneurs' fund gathering more than 250 entrepreneurs across the world. Almost 200 successful entrepreneurs, who have invested in ISAI, and more than 50 startup cofounders supported by ISAI share the collective ambition to write great entrepreneurial stories.

ISAI invests in differentiated projects founded by ambitious teams that it rigorously selects and actively supports. ISAI means "different & remarkable" in Japanese.

ISAI likes digital business models with a progressive capital intensity: marketplaces, adtech/martech, SaaS/big data/AI... With €300m under management, ISAI Gestion, authorized by French regulator AMF, can fund and support high potential companies at early stages (venture capital, €150k to €2m initial ticket with ability to follow on) or at more mature stages (growth equity, €5m to €30m investments). ISAI Gestion is based in Paris and New-York.

SELECTED PORTFOLIO COMPANIES



Connecting people who need to travel with drivers who have empty seats

BlaBlaCar is a long-distance ride-sharing community that connects people looking to travel long distances with drivers making the same journey, so they can travel together and share the costs.



The online custom trip specialist without intermediary

Evaneos.com is an online platform that helps conceive, estimate the cost and book a completely personalized trip by relying on the advice and assistance of more than 1200 local agents established in the 160 destination country.



Personalized Beauty as a Platform

Prose is the first personalized haircare, powered by hair stylists. A true co-creation where client needs, stylist expertise, and the highest quality ingredients come together to create a very personal haircare, freshly made in NYC.

- VENTURE PORTFOLIO : www.isai.fr/en/venture/venture-portfolio/
- SEED CLUB & INTERNATIONAL PORTFOLIO : www.isai.fr/en/venture/seed-club-international-portfolio
- GROWTH/LBO PORTFOLIO : www.isai.fr/en/growth-lbo/portfolio/

Full Portfolio

KEY CONTACTS



CHRISTOPHE RAYNAUD

Cofounder & Managing Partner

raynaud@isai.fr

Graduated from HEC business school in 1998 and HBS

Christophe started his career after at ChateauOnLine (Wine e-commerce startup). He left ChateauOnLine to become an entrepreneur. He started a couple of companies : NetBoussole and Samaris. Christophe decided to be a seed investor in 2005 after an Executive Education program on « Building new Venture » at Harvard Business School. He worked with Saeed Amidi (Amidi Group/Amizad Partners/PlugandPlaytechCenter) who is based in the US (Redwood City, CA). Back in Paris, he has been the head of Paris Business Angel in 2007 and 2008 which he left to start ISAI.



THIERRY VANDEWALLE

Venture Partner Europe
thierry@isai.fr

Graduated from ESTP and HEC

Being an entrepreneur since the beginning of his career, Thierry was the founding manager of Wcube, a digital marketing agency that he sold in 2007 to Publicis. Following the merger he became managing director of Publicis Modem in Asia (Singapore and Shanghai). He is also an active and recognised business angel (Drivy, Atelier Cologne, Videdressing, Ad4screen, PlayTMN,...).

KEY CORPORATE FACTS / KPIS

Offices	Karlsruhe
Active Markets	Germany
Founded	2008
Employees	4 - 10 (of which all in Europe)
Current Fund Size	€15m
Use of Debt	No
AUM	€200m
Target Investment Size	€500k - €1m
Target Geographies	Germany, Austria, Switzerland
Target Sectors	EdTech, Health, Digital Services, Financial Services
Investment Style	Active
Deal Structures	Minority, Flexible, Joint Control
Key Investment Criteria	Committed entrepreneurial teams, clear focus to build high growth products, technical expertise product
Website	www.kizoo.com
Contact Email	ventures@kizoo.com
Contact Phone	+49 721 51600

INVESTOR DESCRIPTION

KIZOO helps young start-up teams grow by providing mentoring, seed and early stage financing in SaaS, Internet & Mobile Services and a growing focus on Rejuvenation Biotech. Apart from the financial resources, KIZOO is happy to share their longtime experience in development, marketing and product management.

Early Stage Financing

KIZOO is looking for committed entrepreneurial teams with a clear focus to build high growth products. If you are looking for financing please feel free to send a presentation, a prototype login or anything else you think might be appropriate to highlight your venture to ventures@kizoo.com.

SELECTED PORTFOLIO COMPANIES



Babbel is the world's first language learning app-A leader in the online language learning industry



Mambu enables banking institutions to rapidly create, launch and service loan and deposit products through its agile cloud banking platform



Staffbase - It supports industry leaders with their own branded app to engage their diverse, disconnected and distributed workforce

Full Portfolio

• www.kizoo.com

KEY CONTACTS



Matthias Hornberger
CEO

- Matthias is CFO of Kizoo. He has been part of the senior management team since the IPO of the AG in 2000. With his long-standing experience in the investment sector and his comprehensive knowledge of typical features of successful business models on the Internet, he is a competent reference person for young founders. Matthias has extensive contacts in the high-tech industry and numerous local and national networks

Lakestar

KEY CORPORATE FACTS / KPIS

Offices	London, Berlin, Zurich
Active Markets	US, Europe, Asia
Founded	2012
Employees	25
Current Fund Size	\$400m
Use of Debt	Yes
AUM	\$550m
Target Investment Size	Early Stage: €1m - €10m Late Stage: >€10m
Target Geographies	US, Europe, Asia
Target Sectors	Internet and mobile technology enabled businesses
Investment Style	Active
Deal Structures	Minority Shareholder
Key Investment Criteria	Outstanding Team / Entrepreneurs, global scale
Website	www.lakestar.com
Contact Email	N/A
Contact Phone	N/A

INVESTOR DESCRIPTION

Lakestar makes early and growth stage investments in technology-enabled businesses predominantly in Europe and the United States driven by exceptional entrepreneurs. We enjoy investing with a specific focus on business models that can achieve global scale quickly.

Lakestar and its General Partners have historically invested in facebook, Spotify, Skype, airBnB, klarna, and King.com, and more recent investments include Oscar, Algomi, Teralytics, GoEuro, AngelList, Maker Studios, Taulia, Harry's, Revolut, FiveAI, and HomeToGo.

The Lakestar team is on the ground in Zurich, Berlin, and London.

SELECTED PORTFOLIO COMPANIES



Spotify is a commercial music streaming, podcast, and video service that provides digital rights management-protected content from record labels and media companies



Oscar is a New York based technology-driven healthcare service and insurance provider for US citizens. It has been created as a reaction to changes in the US healthcare environment, commonly known as the "Obamacare" program



Harry's business model is to design and produce high-quality razors and shaving equipment and sell them at a competitive price point despite high-quality design

Full Portfolio

• www.lakestar.com

KEY CONTACTS



Klaus Hommels
Founder



Dharmash Mistry
Partner



Manu Gupta
Partner



Stephen Nundy
Partner



Christoph Schuh
Partner



Ninja Struye de Swielande
Chief Communication Officer

KEY CORPORATE FACTS / KPIS

Offices	Munich, Düsseldorf, Paris, Berlin
Active Markets	Europe
Founded	2015
Employees	10 (of which all in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€100k - €250k (HoReCa Innovation) €1m - €40m (HoReCa Investments)
Target Geographies	Europe
Target Sectors	Hospitalitytech, Hoteltech, Foodtech, Gastrotech and Retailtech
Investment Style	Active
Deal Structures	Minority & Majority
Key Investment Criteria	Digital transformation in the target sectors; disruptive, scalable, fast growing businesses with traction in Europe
Website	www.leadxcapital.com
Contact Email	sabine.flechet@leadxcapital.com
Contact Phone	+49 151 15116889

INVESTOR DESCRIPTION

Our mission is to accelerate digitalization of the hospitality, retail and food industries and their value chain by investing in fast-growing, disruptive digital solutions. We invest in pioneering products and services, like:

- **PLATFORMS:** Sector specific platforms/ drive efficiency gains
- **PROCESSES:** Value chain optimisation/ significant cost reduction
- **TECHNOLOGY:** Cutting edge digital solutions/ payment centric solutions

WE LOOK FOR

- companies that have the potential to become category leaders in their sectors
- proven business models with demonstrable traction and fast growth rates at investment
- businesses that can scale in a capital efficient manner
- focus on the European market

WE FOCUS ON

- investments into METRO Accelerator graduates as well as more mature investments with > €1 mio. revenue
- venture through to growth through to buyout opportunities with investments of up to €40m per company
- high flexibility in terms of deal structures
- financial returns and we are looking for situations where we can drive value through leveraging the relationship to METRO and HOSPITALITY digital and their customers
- European based business growing internationally as well as non-European business looking to expand into Europe

SELECTED PORTFOLIO COMPANIES

Full Portfolio

- We have ca. 50+ companies in the portfolio covering different segments of the value chain for food, retail and hospitality technologies. In particular: Orderbird, Shore, Yoyo Wallet, Planday, smunch, Lunchio, Impala, Zenchef
- Please see www.leadxcapital.com/portfolio/

KEY CONTACTS



Sabine Flechet
Director Innovation Fund
Email: sabine.flechet@leadxcapital.com

- Sabine is an experienced professional with background in strategy consulting, private equity and investment banking, targeting investment opportunities in growth stage companies in Europe

Levensohn Venture Partners

KEY CORPORATE FACTS / KPIS

Offices	San Francisco
Active Markets	n/a
Founded	1996
Employees	5 - 10 (of which 0 in Europe)
Current Fund Size	\$200m
Use of Debt	No
AUM	\$200m
Target Investment Size	n/a
Target Geographies	n/a
Target Sectors	n/a
Investment Style	Active
Deal Structures	n/a
Key Investment Criteria	n/a
Website	www.levp.com
Contact Email	n/a
Contact Phone	+1 415 4491005

INVESTOR DESCRIPTION

LVP currently advises and co-manages three early stage venture capital funds. These funds follow three prior venture funds that invested over \$200 million in emerging companies since the firm's inception in 1996.

In one of these direct venture capital investing roles, Pascal Levensohn joined Dolby Family Ventures in 2014 as a Managing Director. Andrew Krowne is a Principal at Levensohn Venture Partners who joined the firm in 2014. He is an active member of the investment team across all of the direct investing and advisory activities of the firm.

In addition to direct investing, Levensohn Venture Partners advises a select group of family offices in the roles of Chief Investment Officer and Strategic Advisor, overseeing a wide range of direct investments ranging from the wine industry to biotechnology.

LVP is no longer making new investments but continues to actively support its existing companies.

SELECTED PORTFOLIO COMPANIES



Akros Silicon is a fabless semiconductor company developing power management ICs that facilitate remote network-based energy management.



ShotSpotter, a public company, pioneers in gunfire detection and location technology and is used by more than 90 cities.

Full Portfolio • www.levp.com/news/portfolio/

KEY CONTACTS



Pascal Levensohn
 Managing Partner
 Email: pascal@levp.com

- Pascal is the founder Levensohn Venture Partners (LVP) and the CEO of Generation Strategic Advisors LLC (GSA); he has held both positions since 1996. Pascal joined Dolby Family Ventures, L.P. as a Managing Director in 2014 after advising the Dolby family on its direct technology investment portfolio since 2012.



MAERSK

Maersk Growth

KEY CORPORATE FACTS / KPIS

Offices	Copenhagen
Active Markets	Europe, U.S.
Founded	2017
Employees	18 (of which 18 in Europe)
Current Fund Size	\$100m
Use of Debt	Yes we have but will we going forward?
AUM	\$100m
Target Investment Size	\$500k - \$5m
Target Geographies	Europe, U.S.
Target Sectors	Transport & Logistics, AgriTech
Investment Style	Active
Deal Structures	Majority, minority, etc.
Key Investment Criteria	n/a
Website	www.growth.maersk.com
Contact Email	dealfow@maersk.com
Contact Phone	+45 23 72 60 25

INVESTOR DESCRIPTION

Growth is Maersk's launchpad for new ventures.

We are an active investor who build, partner with and invest in early-stage ventures with the potential of creating exponential growth within transport & logistics and defining the future of trade. We connect startups and ideas with operational expertise and world-class infrastructure through the Maersk offices and 80.000+ employees all over the world..

Growth is part of Maersk's overall efforts to drive the transformation of the transport and logistics industry and shape the future of trade. We work to break down barriers for global trade and secure supply chains. As a global integrator, we address and help solve major challenges in our industry.

SELECTED PORTFOLIO COMPANIES



Telesense is a B2B company offering IoT solution with automated monitoring & alerts to alleviate grain loss and optimize time of sale versus market pricing



Loadsmart is a U.S. based freight-booking company providing a digital platform for efficient FTL and LTL freight forwarding by leveraging data and automation



Spoiler Alert addresses food waste through inventory analytics allowing for actionable insights through software, which enables decisions to sell, donate or other use, prior to being wasted

Full Portfolio N/A – We have not created one yet

KEY CONTACTS



Jeppe Høier
Partner
Email: jeppe.hoier@maersk.com

Jeppe has more than 10 years of experience for the VC industry from Sunstone Capital in Copenhagen.



Emelie Stark
Senior Analyst
Email: emelie.stark@maersk.com

Emelie has a background in investment and financial market ananalysis from previous roles with Bloomberg Intelligence, Blond Capital and most recently Honos Capital as a Financial and Venture Analyst
Emelie holds a Masters degree in Finance from Trinity College Dublin

KEY CORPORATE FACTS / KPIS

Offices	Luxembourg, Barcelona, Berlin, Tel Aviv
Active Markets	Europe, Israel, US, India
Founded	2000
Employees	13
Current Fund Size	€200m
Use of Debt	No
AUM	€800m
Target Investment Size	€500k - €15m
Target Geographies	Europe, Israel
Target Sectors	Software and Internet
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Category defining technologies, Disruptive product or service, Exceptional and ambitious founders Seed and Early Stage
Website	www.mangrove.vc
Contact Email	deals@mangrove.vc
Contact Phone	(+352) 26 25 34 1

INVESTOR DESCRIPTION

Founded in 2000, Mangrove Capital Partners is an investment firm dedicated to finding and helping passionate, innovative entrepreneurs start and grow global, disruptive companies. With successes such as Brands4Friends (sold to eBay), Skype (sold to eBay), Wix (IPO in October 2013), KupiVip (Russia's leading luxury e-commerce company) and FreedomPop (the leading free mobile internet provider in the US), the firm has established itself as one of the pre-eminent early stage investment firms in Europe.

Mangrove chases bold, transformational ideas around Europe and Israel at the earliest stages and invests across a variety of sectors, with an emphasis on business models and technologies that leverage the internet to address pervasive business or consumer problems.

SELECTED PORTFOLIO COMPANIES



Wix, world leading website creation platform. IPO in 2013.



Walkme, pioneer of a digital adoption platform to simplify the online experience through user insights, engagement and guidance.



Kang, the personal health assistant. Using big data and AI, Kang is taking diagnosis to a new, more accurate level for patients and doctors.



RedPoints, the Smart Solution for Brand Protection. Advanced algorithms detect, monitor and remove piracy and counterfeits.

KEY CONTACTS



Hans-Jürgen Schmitz
Managing Partner
Email: hans-juergen@mangrove.vc

- Mangrove Co-Founder
- 18 years of VC investing
- Current Portfolio: Helping, Outfittery, Storeking, Travelnest



Mark Tluszcz
Managing Partner
Email: mark@mangrove.vc

- Mangrove Co-Founder
- 18 years of VC investing
- Current Portfolio: FreedomPop, JobToday, Kang, Tailorbrands, Wix



Nikolas Krawinkel
Principal
Email: nikolas@Mangrove.vc

- Berlin representative
- 3 years of VC investing and former entrepreneur
- Current Portfolio: Badiapp, Adverity

KEY CORPORATE FACTS / KPIS

Offices	Munich (Germany)
Active Markets	Germany, Austria, Switzerland
Founded	2010
Employees	5 (of which 5 in Europe)
Current Fund Size	N/A
Use of Debt	Flexible
AUM	N/A
Target Investment Size	€100k - €1m
Target Geographies	Europe
Target Sectors	Adtech, Edutech, Fintech
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	Team, Market, Technology
Website	www.mountain-alliance.de
Contact Email	ir@mountain-alliance.de
Contact Phone	N/A

INVESTOR DESCRIPTION

Mountain Alliance AG (MA) formerly *Ecommerce Alliance AG* is a publicly listed active investment company with HQ in Munich, Germany (ISIN DE000A12UK08).

Our mission is to operate lean, decide transparent and act value-adding. We allocate our funds exclusively to the sector we know best. As of today, we hold portfolio companies in three segments:

- Meta Platforms
- Value Added E-Commerce
- Digital Business Services

Through its listing MA enables its shareholders a simple access to a diversified portfolio of growth-stage digital assets.

SELECTED PORTFOLIO COMPANIES



Volders acts as digital contract manager and broker for insurance contracts and most other consumer contracts.



AlphaPet digitalizes the market pet supplies through several e-commerce platforms and is the largest independent online provider of premium pet supplies in Germany.



Promipool is the second largest independent online people-medium in Germany.

Full Portfolio

- www.mountain-alliance.de/portfolio

KEY CONTACTS



Daniel Wild
CEO
Email: wild@mountain-alliance.de

- CEO of Mountain Alliance AG and Mountain Partners AG (Switzerland)
- Serial entrepreneur and digital investor.
- Founder of getmobile AG (IPO) and early investor in XING, Trivago & many more



Manfred Danner
COO
Email: danner@mountain-alliance.de

- COO of Mountain Alliance AG
- Formerly Director of Investment Management of renowned listed international FMCG company.

KEY CORPORATE FACTS / KPIS

Offices	Munich HQ
Active Markets	Europe & North America
Founded	2005
Employees	10 (of which 10 in Europe)
Current Fund Size	€130m
Use of Debt	No
AUM	€190m
Target Investment Size	€1m - €5m initial investments €1m - €15m follow-on investments
Target Geographies	Europe & selectively North America
Target Sectors	Transformative Technologies: Cleantech, IoT, Mobility, Energy, Advanced Materials, AI, and Robotics
Investment Style	Active & Passive
Deal Structures	Joint control & Minority
Key Investment Criteria	Scalability; Team Fit; Transformative Technologies incl. 2 nd Story
Website	munichvp.com
Contact Email	info@munichvp.com
Contact Phone	+49 89 200012329

INVESTOR DESCRIPTION

Munich Venture Partners is the high-tech venture capital specialist based in Munich, and one of Germany's largest. As an independent venture fund, MVP concentrates on investments for leading-edge start-up companies with Transformative Technologies, which will fundamentally transform established value chains. The investment focus is in Europe and on a select basis, beyond. Relevant sectors include: Cleantech, IoT, Mobility, Energy, Advanced Materials, AI, and Robotics. MVP was founded in 2005 and is part-funded by the European Union and its Competitiveness and Innovation Framework Programme (CIP).

SELECTED PORTFOLIO COMPANIES



relayr is a rapidly-growing IoT company providing enterprise middleware and IoT solutions (e.g. Equipment as a Service) for the digital transformation of industries. As a thought leader in enterprise IoT, relayr enables interoperability through industrial grade platforms.



sonnen is worldwide market leader for residential battery storage and operator of the largest energy sharing platforms. The sonnenCommunity is a peer-to-peer network based on the blockchain idea for sharing self-generated energy. Sonnen already supplies over 120,000 people globally with energy.



Luxexcel developed a turn key 3D printing solution for ophthalmic laboratories. The company offers a revolutionary new approach to lens manufacturing and opens up new opportunities to differentiate and creates unique customized ophthalmic products for VR & AR glasses.

Full Portfolio

• www.munichvp.com/portfolio.html

KEY CONTACTS



Dr. Martin Kröner
Managing Director
Email: martin.kroener@munichvp.com

- MVP; Linde Group; agnion; thermotec
- Investment Manager for sonnen, Luxexcel, Electrochaea, Kebony, and COBI



Daniel Vukovic
Investment Associate
Email: daniel.vukovic@munichvp.com

- MVP; Horvath & Partners; Reichmuth & Co; Siemens
- Investment Associate for Electrochaea and Prolupin

KEY CORPORATE FACTS / KPIS

Offices	1
Active Markets	Europe, Israel
Founded	2015
Employees	7
Current Fund Size	€8m
Use of Debt	No
AUM	n/a
Target Investment Size	€50k
Target Geographies	Europe, Israel
Target Sectors	Media, Publisher, Ad-Tech
Investment Style	active
Deal Structures	n/a
Key Investment Criteria	Great team
Website	www.nma.vc
Contact Email	info@nma.vc
Contact Phone	n/a

INVESTOR DESCRIPTION

Next Media Accelerator is an independent accelerator funded by more than 30 media outlets in Germany and Austria. NMA invests in early stage mediatech startups from Europe and Israel providing innovative solutions to disrupt the media.

SELECTED PORTFOLIO COMPANIES

SPECTRM Spectrm Is the easiest way to create powerful chatbots people love.



Video-livestreaming your event in flawless quality to multiple platforms like Facebook, Youtube, website, etc.



AdTriba allows advertisers to track, control and optimize their marketing activities across all digital marketing channels.

Full Portfolio • www.nma.vc/portfolio

KEY CONTACTS



Nico Lumma
Managing Partner
nico@nma.vc



Sabela Garcia
Program Manager
sabela@nma.vc

KEY CORPORATE FACTS / KPIS

Offices	London, Stockholm, Oslo
Active Markets	Western Europe, Nordics
Founded	1996
Employees	11-25 (of which 20 in Europe)
Current Fund Size	€350m
Use of Debt	No
AUM	€1bn
Target Investment Size	€2m - €15m
Target Geographies	Western Europe, Nordics
Target Sectors	Technology, Technology-enabled services
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	N/A
Website	www.northzone.com
Contact Email	Info@northzone.com
Contact Phone	N/A

INVESTOR DESCRIPTION

Northzone is a European venture capital fund with offices in London, Stockholm, New York and Oslo. Founded in 1996, Northzone has raised eight funds to date, and has been an early partner to many of Europe's leading entrepreneurs, supporting the growth of companies such as Lastminute.com, Stepstone, Avito, Spotify, iZettle, Zopa, and FuboTV. We invest in teams with global ambition, across Europe and the US East Coast.

SELECTED PORTFOLIO COMPANIES



Spotify is a digital music service that gives you access to millions of songs



The UK's leading peer-to-peer lender, now building a next-generation bank.



Helping companies harness the power of reviews, and enabling customers to buy with confidence.

Full Portfolio • Northzone.com/investments

KEY CONTACTS



Michiel Kotting
Partner
Email: Info@Northzone.com

- Michiel is a Partner at Northzone based in London. He was previously at Accel, and also founded an AI company in Silicon Valley. Originally from the Netherlands, he holds a degree in physics from Delft University and an MBA from Harvard
- Companies: Personio, Catawiki, FreightHub, Aidence, Kahoot



Christoffer Norman
Investment Manager
Email: christoffer@Northzone.com

- Christoffer joined Northzone in 2017, based in Stockholm. Before this, he was COO of Avito, the Russian classifieds company which sold to Naspers in 2015 at a \$2.7bn valuation. Prior to this, he was at McKinsey. Christoffer holds a degree from Stockholm School of Economics.



NWZ Digital

KEY CORPORATE FACTS / KPIS

Offices	Oldenburg
Active Markets	Media, Digital Media & Publishing Tech
Founded	2010
Employees	4 (of which all in Europe)
Current Fund Size	N/A
Use of Debt	No
AUM	N/A
Target Investment Size	€1m - €7m+
Target Geographies	Germany
Target Sectors	Digital Media, Classifieds, Content, Platforms, eCommerce, AdTech
Investment Style	Active
Deal Structures	Minority, Flexible
Key Investment Criteria	Digital media-related business model, exceptional and ambitious team, proven traction, defendable assets, series A+
Website	www.nwz-digital.de
Contact Email	Christian.Horneber@NWZmedien.de
Contact Phone	+49 441 9988 9621

INVESTOR DESCRIPTION

Venture Capital and Private Equity for Digital Winners

NWZ Digital is the corporate venture arm of NWZ Media Group. We view ourselves primarily as strategic investors. Every day we are driven by three motives: increasing our digital know-how, leveraging the synergetic potential of our VC and PE investments and financial prospects. First and foremost, we are not looking for fast exits, but for sustainably growing companies with a long-term perspective.

SELECTED PORTFOLIO COMPANIES

FINANZCHECK.de

- FINANZCHECK.de is the independent online comparison site for personal loans and private financial products.



- Meetrics provides real-time data on ad impressions across all delivery channels, for Viewability, Ad Fraud, Brand Safety and Audience Matching.



- Nebenan.de offers neighbors a useful and secure platform for building and maintaining neighborly relations.

Full Portfolio

- www.nwzonline.de/intern/nwz-digital/portfolio

KEY CONTACTS



Marc Del Din
 Managing Partner
Marc.DelDin@NWZmedien.de



Dr. Christian Horneber
 Sn. Investment Manager
Christian.Horneber@NWZmedien.de

KEY CORPORATE FACTS / KPIS

Offices	Paris, Barcelona, London
Active Markets	Europe and US
Founded	2016
Employees	20+ (of which all in Europe)
Current Fund Size	Crowdequity platform - €30 million backed since inception
Use of Debt	No
AUM	n/a
Target Investment Size	€500k - €2m+
Target Geographies	Europe and Israel European founders abroad
Target Sectors	B2C & B2B2C across Content and Entertainment, Gaming, Fintech, Insurtech, Communication, Mobility, IoT and more
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Amazing teams, deep tech, disruptive and innovative technology
Website	www.oneragtime.com
Contact Email	info@oneragtime.com
Contact Phone	+33 6 75 65 25 55

INVESTOR DESCRIPTION

OneRagtime is the venture platform. We select the most innovative tech start-ups from across Europe and Israel and back them, leveraging our curated community of investors. In our unique VC as a platform model, our investors choose exactly which start-up they'd like to invest in and we take care of the entire process – market analysis, terms negotiation and dedicated vehicle creation. Diversify your portfolio and invest seamlessly! Our exceptional entrepreneurs are supported in their full journey to success through the power of our team and community: from capital to contacts, from experience to operational resources. What's more, we advise corporates in their digital transformations, unlocking opportunities both for them and our start-ups. Our team: tech-savvy talent and experienced senior execs. Together, we're harnessing the potential of innovation, driven by data, technology and our incredible community!

OneRagtime in figures: 2 years, 500+ investors, 13 start-ups backed, 1 exit.

SELECTED PORTFOLIO COMPANIES



+Simple – the robot-broker and leading business insurance distribution platform for professionals, SMEs and sole traders. Major corporate players including top brokers (Malakoff Médéric, Verlingue, Gras Savoye, Marsh etc.), leading banks (BNP Paribas) and pension funds chose +Simple for their tech platform and digital distribution.



Onoff – a revolutionary hybrid operator (combining traditional telecom technologies with advanced OTT services), onoff have built the leading mobile app for enabling multiple phone numbers on a single device. onoff allows users to manage multiple numbers from any country and from one physical SIM card and device and to switch them “on” or “off” with one click. 2 million downloads to date with 1 billion SMS messages sent via the app.



JELLYSMACK

Jellysmack – video creator, curator and publisher, delivers content on social media built on four verticals: football, gaming, beauty and innovation. 170 million engaged users viewed over 20 billion minutes of video in 2018, sharing, liking and commenting over 2000 times a minute.

Full Portfolio • www.oneragtime.com/portfolio

KEY CONTACTS



Stéphanie Hospital
Founder & CEO
Email: stephanie@oneragtime.com

Stéphanie Hospital is the CEO and Founder of OneRagtime. Prior to this, she was the Executive VP of Orange Digital, the Digital & New Growth Business Unit. She has an extensive international and management background in the digital sector with a proven track record in setting up and growing new ventures, investing, building best-in-class teams and forming international partnerships. Stéphanie was an Executive Director at Dailymotion until June 2015 as well as Vice Chairman for IAB Europe.



Jean-Marie Messier
Co-founder
Email: jmm@oneragtime.com

Jean-Marie Messier is the Co-founder of OneRagtime. He began his career as deputy chief of staff to the Minister of Economy from 1986-1988, in charge of one of the first ever privatizations in France. In 1994, he joined the French conglomerate Générale des Eaux as CEO, transforming it and becoming CEO of Vivendi Universal until 2002. By creating Messier Partners in 2003, later becoming Messier Maris & associates, he founded a successful investment bank operating from Paris, London and New York.



P101

KEY CORPORATE FACTS / KPIS

Offices	Milan
Active Markets	France, Germany, Italy, Netherlands, Spain, UK
Founded	2013
Employees	4 - 10 (of which 10 in Europe)
Current Fund Size	€100m
Use of Debt	No
AUM	€130m
Target Investment Size	€1m - €7m
Target Geographies	France, Germany, Italy, Netherlands, Spain, UK
Target Sectors	E-Commerce Technology, Marketplaces, Media, EdTech, Travel & Transportation, FinTech, Financial Services, Analytics, Digital Services
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Minimum monthly revenues run rate €60k
Website	www.p101.it/en/
Contact Email	g.donvito@p101.it
Contact Phone	+393 4406182

INVESTOR DESCRIPTION

P101 is a leading Venture Capital fund investing into Series A and B early stage companies operating in sectors like Digital, Fintech, Big Data, Consumer, Media, Cybersecurity, PropTech, RegTech

SELECTED PORTFOLIO COMPANIES



BeMyEye is a European crowdsourced in-store data as a service (DAAS) provider



Cortilia is the leading fresh food online retailer in Italy, offering the best products from local and other excellent producers



BorsadelCredito.it is a online SME lending marketplace

Full Portfolio

• www.p101.it/en/portfolio/

KEY CONTACTS



Giuseppe Donvito

Partner

Email: g.donvito@p101.it

• Technology investor

Partech

KEY CORPORATE FACTS / KPIS

Offices	San Francisco, Paris, Berlin, Dakar
Active Markets	Europe, USA, Africa, SEA
Founded	1982
Employees	55 of which 46 in Europe
Current Fund Size	\$1.3bn
Use of Debt	No
AUM	\$1.5bn
Target Investment Size	Seed, Venture & Growth
Target Geographies	Europe, USA, Africa, SEA
Target Sectors	Tech & Digital across all sectors
Investment Style	Active (hands-on)
Deal Structures	Majority, Minority, Flexible, Joint Control, Lead
Key Investment Criteria	Team. Market. Model. Momentum
Website	www.partechpartners.com
Contact Email	media@partechpartners.com
Contact Phone	+33 1 53 65 65 53

INVESTOR DESCRIPTION

Partech is a global investment firm with offices in San Francisco, Paris, Berlin and Dakar. We bring together capital, operational experience and strategic support for entrepreneurs at seed, venture and growth stages across multiple continents, with over \$1.3B investment capacity.

Investments range from \$200K to \$50M in a wide range of technologies and businesses for enterprises and consumers, from software, digital brands and services, to hardware and deep tech across all major industries.

Companies backed by Partech have completed more than 20 initial public offerings and more than 50 strategic exits above \$100M.

SELECTED PORTFOLIO COMPANIES



Global leader in social media listening and analytics



Online home furnishing retailer with HQ in the UK and expanding across Europe



The leading European marketplace for Do-It-Yourself

Full Portfolio

- www.partechpartners.com/companies/

KEY CONTACTS



Omri Benayoun
General Partner
obenayoun@partechpartners.com

- Omri Benayoun is General Partner at Partech, responsible for the Growth fund. He joined in May 2014.
- He currently sits on the boards of Brandwatch, M-Files, EcoVadis, SendinBlue and NA-KD.



Victor Huberson
Principal
vhuberson@partechpartners.com

- Victor Huberson is Principal at Partech, focusing on Growth investments. He joined Partech in October 2017.

Piton Capital

KEY CORPORATE FACTS / KPIS

Offices	London
Active Markets	Worldwide
Founded	2010
Employees	6 (of which 6 in Europe)
Current Fund Size	N/A
Use of Debt	No
AUM	N/A
Target Investment Size	€200k - €20m
Target Geographies	Worldwide
Target Sectors	Any
Investment Style	Active
Deal Structures	Any
Key Investment Criteria	Online companies with network effects
Website	www.pitoncap.com
Contact Email	info@pitoncap.com
Contact Phone	+44 207 408 0451

INVESTOR DESCRIPTION

Piton Capital is a venture capital and growth equity firm based in London. It focuses on investments in online companies with network effects, such as marketplaces and exchanges. Its founding partners have deep entrepreneurial and investment experience, and have been instrumental investors in Betfair and QXL Ricardo, amongst others. Piton's current portfolio includes companies such as Auto1, Fanduel, ManoMano, McMakler, RedBubble, Watchfinder, BullionVault, Watchfinder, Docplanner and Booksy.

Piton invests from EUR 200k – 20m in network effects businesses across all stages.

SELECTED PORTFOLIO COMPANIES



- AUTO1.com is an end-to-end marketplace for used cars



- FanDuel is the leading daily fantasy sports platform in the US



- DocPlanner enables patients to find great, local physicians online and book an appointment

Full Portfolio

- www.crunchbase.com/organization/piton-capital

KEY CONTACTS



Andrin Bachmann
Partner
Email: andrin.bachmann@pitoncap.com

- Instrumental investor in QXL Ricardo
- Co-founder Glocalnet of (Swedish telco)
- Companies: Auto1, FanDuel, ManoMano, DocPlanner, Videdressing, etc.



Natasha Ratanshi
Principal
Email: natasha.ratanshi@pitoncap.com

- 2+ Years at Piton Capital, Previously M&A at Goldman Sachs

Project A

KEY CORPORATE FACTS / KPIS

Offices	Berlin
Active Markets	n/a
Founded	2011
Employees	100
Current Fund Size	€140m
Use of Debt	No
AUM	€260m
Target Investment Size	€500k - €5m
Target Geographies	Europe
Target Sectors	Digital Technology
Investment Style	Venture Capital
Deal Structures	Seed / Series A
Key Investment Criteria	n/a
Website	www.project-a.com
Contact Email	investing@project-a.com
Contact Phone	+49 30 340606301

Project A

INVESTOR DESCRIPTION

The Berlin-based investor makes use of €260m in assets under management to back early-stage companies in the digital technology space. Project A is pursuing a unique operational VC approach that provides its ventures with capital, an extensive network and exclusive access to a wide range of operational expertise. With its unique organizational structure featuring 100 operational experts, Project A offers its portfolio companies hands-on support in the areas of Software Engineering, Digital Marketing, Design, Communications, Business Intelligence, Sales and Recruiting.

The portfolio includes companies such as KRY, Catawiki, WorldRemit, Spryker, Contorion, uberall and eyeota.

You can find more information at www.project-a.com and on the blog insights.project-a.com/.

SELECTED PORTFOLIO COMPANIES



Catawiki is a global online auction platform which unites buyers and sellers of special objects and collectibles in a unique way. The company was founded in 2008, since 2011, Catawiki has been hosting weekly auctions for special objects, from comic books to classic cars and everything in between. With millions of visitors from across the world every month, Catawiki is the most trusted place for selling high-quality and hard-to-find objects online.



KRY is a digital health startup, providing its users a modern care experience by offering a digital healthcare center where patients can meet a doctor via video. The app is developed for patients who need healthcare for medical concerns that do not require a physical examination for diagnosis. KRY is an approved healthcare provider and is therefore subject to the same rules and regulations as all other providers of healthcare in Sweden.



WorldRemit is an online service that lets people send money to friends and family living abroad, using a computer, smartphone or tablet. It is a convenient, low-cost alternative to traditional money transfer companies that use high street agents and charge unreasonable fees. Money can be received as a bank deposit, cash pick-up, Mobile Money, or mobile airtime top-up. WorldRemit's service is available to senders in 50 countries. It offers transfers to more than 140 destinations across Europe, Asia, Africa, Australia and the Americas.

Full Portfolio www.project-a.com/en/portfolio

KEY CONTACTS



Thies Sander
Founding Partner
Email: thies.sander@project-a.com

Thies is a founding partner at Project A. In this role, Thies is a trusted advisor to Project A portfolio companies and oversees Project A's investor relations and talent management activities. Thies is serving on the board of companies as for example KRY, Spryker, uberall and Contorion.



Dr. Florian Heinemann
Founding Partner
Email: Florian.heinemann@project-a.com

Florian Heinemann is a founding partner at Project A, where he is responsible for marketing, CRM and business intelligence. Prior to his current role, he was a managing director at Rocket Internet (2007-2012). At Rocket, he was instrumental in building Zalando, Global Fashion Group and eDarling/Affinitas. Florian is serving on the board of companies as for example WorldRemit, Eyeota, Opinary and CrossEngage.

KEY CORPORATE FACTS / KPIS

Offices	Berlin
Active Markets	Austria, Germany, Switzerland
Founded	2018
Employees	4 – 10 (of which 9 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€500k - €2.5m
Target Geographies	Austria, Germany, Switzerland
Target Sectors	Real Estate
Investment Style	Active
Deal Structures	Majority, Minority, Lead
Key Investment Criteria	PropTech startups that optimize, digitalize, and disrupt the real estate industry
Website	www.proptech1.ventures
Contact Email	info@proptech1.ventures
Contact Phone	n/a

INVESTOR DESCRIPTION

PropTech1 Ventures is the first venture capital fund focused on PropTech startups in Germany. For decades, the real estate industry has shied away from true innovation, but now faces drastic change because of the advancing digitalization. This creates enormous opportunities for PropTech startups that focus on the optimization, digitalization, and disruption of the real estate industry. PropTech1 Ventures is a joint project of the real estate entrepreneur Marius Marschall and the COOPERATIVA Venture Group, thereby combining the expertise and access to market of leading experts of the traditional real estate industry, the PropTech scene, as well as the venture capital sector.

SELECTED PORTFOLIO COMPANIES

Full Portfolio • www.proptech1.ventures

KEY CONTACTS



Nikolas Samios
Founding Partner
Email: nikolas@proptech1.ventures

- Nikolas Samios is Founding Partner of PropTech1 Ventures & Managing Partner of COOPERATIVA Venture Group. He has participated in >100 venture transactions on both sides of the table & is author of the VC book DEALTERMS.VC that has garnered overwhelmingly positive reviews by the startup press.

KEY CORPORATE FACTS / KPIS

Offices	Unterföhring, Berlin
Active Markets	Austria, Germany, Switzerland
Founded	2013
Employees	4 - 10 (of which 5 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€500k - €1m
Target Geographies	Austria, Germany, Switzerland
Target Sectors	Retail, E-Commerce Technology, Marketplaces, Travel & Transportation, FinTech, Financial Services, Health, Digital Services
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	B2C, EUR 0.25m to 2.5m revenue p.a.
Website	www.p7s1accelerator.com
Contact Email	accelerator@prosiebensat1.com
Contact Phone	n/a

INVESTOR DESCRIPTION

We invest in B2C start-ups offering mass market relevant products or services, established a market proven business model and already gained traction and revenues. We enable these start-ups to reach the mass market with a EUR 1.3m advertising volume (TV, Online Video, Digital-Out-of-Home, and influencer campaigns) consequently accelerate their business to the next level.

Besides media volume, we also provide our start-ups with growth-related mentoring, office space in Berlin, as well as access to the extensive network of the ProSiebenSat.1 Group – one of the largest media corporations in Europe.

SELECTED PORTFOLIO COMPANIES



Fascinating company for food & beverage innovations



Urban sportswear



Metasearch for designer deals and vintage goods

Full Portfolio

• www.p7s1accelerator.com/portfolio/

KEY CONTACTS



Jens Pippig
 Managing Director
 Email: jens.pippig@prosiebensat1.com

- Jens is the Founder and Managing Director. Before that he was leading the Group's strategy department. Prior to that, Jens spent eight years at McKinsey & Company in Berlin and specialized in e-commerce, private equity, and retail businesses. He also founded two successful startups.



Peter Lauerbach
 Investment Manager
 Email: peter.lauerbach@prosiebensat1.com

- Peter is responsible for running and developing the ProSiebenSat.1 Accelerator Program. Before Peter joined the Accelerator team, he gained experience in business consultancy and Startups like recently at OptioPay, as well as in several international corporations like BMW and Walt Disney.



QD Ventures

KEY CORPORATE FACTS / KPIS

Offices	Guernsey, UK
Active Markets	Europe
Founded	2015
Employees	n/a
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€1m - €6m+
Target Geographies	Global
Target Sectors	Software, Internet & Technology enabled B2B and B2C platforms
Investment Style	Active, Flexible
Deal Structures	Minority
Key Investment Criteria	exceptional team; scalable business model transforming sizable market; operational excellence and unit economics
Website	www.qdventures.com
Contact Email	info@qdventures.com
Contact Phone	n/a

INVESTOR DESCRIPTION

QD Ventures is a venture capital investor focusing on companies with European origins, building global or pan-European scalable platforms powered by internet and new technologies. We also invest in other markets including US and Israel.

We are building true partnerships with our portfolio companies focusing on providing them with operational and strategic support if/when required. Our team combines multiple years of diverse experience in the industry including building one of the global technology leaders now public; experience in different business aspects, such as strategy, business development, management and operations; fund raising, complex M&A and IPO transactions.

We are flexible regarding stage and size of investment (starting from A and B rounds to later stage investments in both primaries and secondaries).

SELECTED PORTFOLIO COMPANIES

MARLEY SPOON

A leading meal kit provider which supplies fresh pre-portioned ingredients and recipes to its customers through online subscription in US, Europe and Australia.

tiger. | FACILITY SERVICES

The first digital facility services company in Europe with a full service and supply solution for businesses

KEY CONTACTS



Olga Zhilinskaya
Co-Founder & General Partner
Email: ozhilinskaya@qdventures.com

- co-founder of QD Ventures, previously research analyst and senior investment banker, closely worked with leading technology companies including DST (Digital Sky Technologies / Mail.RU), Naspers, Tencent and others.



Olesya Zaychenko
Co-Founder & General Partner
Email: ozaychenko@qdventures.com

- co-founder of QD Ventures, previously worked for McKinsey and Sberbank Group, Columbia MBA graduate

KEY CORPORATE FACTS / KPIS

Offices	Zurich
Active Markets	n/a
Founded	2007
Employees	8 (of which all in Europe)
Current Fund Size	CHF 150m
Use of Debt	No
AUM	CHF 150m
Target Investment Size	CHF 500k – CHF 3m
Target Geographies	Europe (with focus on Switzerland & Germany)
Target Sectors	ICT, Health Tech
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Early stage, highly scalable technology / product, convincing founders
Website	www.redalpine.com
Contact Email	info@redalpine.com
Contact Phone	+41 442711530

INVESTOR DESCRIPTION

Redalpine provides Venture Capital to highly scalable European start-ups. Our mission is to help talented entrepreneurs turn an ambitious vision into reality by providing money, experience, coaching and door opening. Redalpine was established in 2007 by a group of successful serial entrepreneurs, business angels and start-up coaches. Since the mid-eighties, they have co-founded and supported some of the most disruptive and successful European high-tech start-up companies, including Xing, SoundCloud and Plazes. The three funds currently in operation have invested in over 40 ICT and Health Tech companies with more than 20 exits.

SELECTED PORTFOLIO COMPANIES

N26

Europe's Most Modern and Entirely Smartphone-Based Bank

ZENJOB

Zenjob is an automated, data-driven, full-service staffing platform

tax:fix

Taxfix is a tax software for mobile phones that explains tax issues in understandable words

Full Portfolio

• www.redalpine.com/portfolio/

KEY CONTACTS



Peter Niederhauser
Founder, Partner
Email: peter.niederhauser@redalpine.com

- Serial entrepreneur since 1986, co-founder of Miracle Software, Business Angel
- Companies: N26, Junique, Trekksoft, Blackbill, Taxfix, Bexio



Michael Sidler
Founder, Partner
Email: michael.sidler@redalpine.com

- PhD in Life Sciences, Consultant at BCG, Business developer at Prionics, CTI- startup coach
- Companies: Redbiotec, Medmira, Versantis, Lunaphore, Memo Therapeutics, Genialis



Harald Nieder
Partner
Email: harald.nieder@redalpine.com

- PhD in Physics, Corporate Risk Advisory at BNP Paribas, FX Structuring at Merrill Lynch, Business Angel
- Companies: Jodel, CarThrottle, Home, Zenjob, Morressier, Lemon One

KEY CORPORATE FACTS / KPIS

Offices	London, Luxembourg
Active Markets	North America, Europe & Israel
Founded	2014
Employees	11 - 25 (of which 7 in Europe)
Current Fund Size	\$350m
Use of Debt	No
AUM	N/A
Target Investment Size	\$5m - \$40m
Target Geographies	North America, Europe & Israel
Target Sectors	Enterprise Software, FinTech, AI and Robotics, Life Science Technologies
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Team, IP, Growth, Track Record, Market Potential
Website	www.redline-capital.com
Contact Email	london@redline-capital.com
Contact Phone	+44 207 499 1725

INVESTOR DESCRIPTION

Redline invests in fast-growing companies with differentiated technologies across North America, Europe and Israel.

Redline's funds originate from Vladimir Evtushenkov, the majority shareholder and principal founder of Sistema, listed on the LSE. Sistema is one of Russia's largest publicly listed investment companies and has been investing in various technology segments for over twenty years.

Sistema is the majority shareholder of Mobile TeleSystems (MTS), listed on the NYSE. MTS is the leading telecommunications group in Eastern Europe, offering mobile and fixed voice, broadband, pay TV as well as content and entertainment services. MTS services over 100 million mobile subscribers. In addition, through its many portfolio companies Sistema also holds leading positions in a range of other sectors, including Media, Radio, Security, Microelectronics, Healthcare, Retail, Pharmaceuticals, and Transportation.

SELECTED PORTFOLIO COMPANIES



iwoca offers flexible credit to small businesses across Europe



Weave Cloud simplifies deployment, monitoring and management for containers and microservices



Touch Surgery offers a mobile app to teach procedures digitally to the global surgical community

Full Portfolio

• www.redline-capital.com/portfolio/

KEY CONTACTS



Benno Jering
Principal
bjering@redline-capital.com

- Benno is a Principal at Redline based in London
- He previously worked at two Tech-focused investment banks in London. Prior to that he was with Credit Suisse, where he focused on M&A, Equity and Leveraged Finance transactions in the TMT sectors. Benno holds a Business degree from Warwick Business School
- Companies: iwoca, Anodot

KEY CORPORATE FACTS / KPIS

Offices	Vienna, Hamburg
Active Markets	n/a
Founded	2000
Employees	10 (of which 8 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	€200m
Target Investment Size	> €1m
Target Geographies	global
Target Sectors	B2B Software, IoT, Connectivity, Processes
Investment Style	Active
Deal Structures	whatever works
Key Investment Criteria	Scalability, USP in technology
Website	www.red-stars.com
Contact Email	t.streimelweger@red-stars.com
Contact Phone	+43 6643402678

INVESTOR DESCRIPTION

We are an operative holding company, focussed on software in the spaces of B2B digitalization.

Areas of interest:

- IoT
- EDI
- Processes, design and analyses
- Fast Prototyping
- Smart Contracts
- Social Media Analyses
- Industrial Platforms
- Compliance/Cloud

SELECTED PORTFOLIO COMPANIES

MAVOCO	Global IoT SIM management solution, integrated billing, cloudbased
ecosio Innovating EDI	Managed EDI services in the cloud
sclable	Ultra fast prototyping, Instant development of business application software
Full Portfolio	• www.red-stars.com

KEY CONTACTS



Thomas Streimelweger
CEO
t.streimelweger@red-stars.com

- CEO & Founder red-stars.com data AG
- Chairman MAVOCO
- CEO, Chairman & Founder S&T AG, (IPO 1998, today TecDAX)



Wolfgang Fritz
COO
w.fritz@red-stars.com

- COO red-stars.com data AG
- CIO Tchibo Group
- IT Director Eduscho
- SAP Key Project Leader
- IT Consultant & Developer

KEY CORPORATE FACTS / KPIS

Offices	Berlin (HQ), Helsinki, Zurich
Active Markets	Global
Founded	2014
Employees	25
Current Fund Size	Managing Multiple Funds
Use of Debt	No
AUM	Managing Multiple Funds
Target Investment Size	€250k – €5m
Target Geographies	Global with focus on Europe & DACH
Target Sectors	FinTech, PropTech, Mobility, Logistics, Industrial IoT
Investment Style	Active
Deal Structures	Minority Investments
Key Investment Criteria	Seed – Series B
Website	www.redstone.vc
Contact Email	info@redstone.vc
Contact Phone	+49 30 2759 2650

INVESTOR DESCRIPTION

Redstone is a Berlin-based Venture Capital firm working with multiple corporate venture funds. We have reinvented corporate Venture Capital through our VC-as-a-Service model, which connects industry leaders with ambitious founders. Together with our industry partners, we activate corporate capital, knowledge and network to support our entrepreneurs in growing their businesses.

Additionally to our investment service we provide tailored intelligence that empowers partners to make better-informed strategic decisions and stay informed about future digital trends.

Redstone is run by experienced entrepreneurs and investors with deep roots in the German and European technology ecosystem. Our founding partners have built and advised some of Europe's largest technology companies over the last two decades.

SELECTED PORTFOLIO COMPANIES

KEY CONTACTS



Marcus Schroeder
Partner
Marcus.schroeder@redstone.vc

- Director Investment Banking, Merrill Lynch; Global Head of Automotive M&A, Societe General; Global Head of Industrials and Automotive M&A, Santander Bank; Director Investment Banking, Merrill Lynch



Bastian Faulhaber
Investment Manager
Bastian.faulhaber@redstone.vc

- Business Development, Rocket Internet Venture; Research Consultant, goetzpartners; Entrepreneur



RTA Ventures

KEY CORPORATE FACTS / KPIS

Offices	Warsaw, Berlin
Active Markets	Austria, France, Germany, Poland, Spain, United Kingdom
Founded	2011
Employees	1 - 3 (of which all in Europe)
Current Fund Size	€10m
Use of Debt	No
AUM	€25m
Target Investment Size	€100k - €1.5m
Target Geographies	Europe
Target Sectors	Marketplaces, Health, Digital Services
Investment Style	Active
Deal Structures	Minority, Flexible
Key Investment Criteria	Working product with great engagement
Website	www.rtaventures.com
Contact Email	piotr@rta.vc
Contact Phone	n/a

INVESTOR DESCRIPTION

RTAventures VC is an early stage venture capital firm investing in online and healthcare undertakings. Apart from doing direct investments RTA.vc invests also in other venture capital funds.

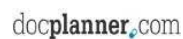
RTAventures VC did 29 new investments in last 6 years, plus over twenty of follow-ons. They made 8 investments in Germany, 5 in the U.S., 8 in Poland, 1 in Spain, 2 in Slovenia, 1 in Austria, 1 in Ukraine and 3 in France. They are committed to supporting the entrepreneurs wholeheartedly alongside other investors, in particular, Point Nine Capital from Berlin.

RTAventures VC is managed by Piotr Kulesza and Lubomir Jurczak.

SELECTED PORTFOLIO COMPANIES



Typeform - cloud-based application for users to create and respond to surveys and other types of forms on any device



Docplanner - online healthcare platform enabling patients to find local physicians online and book appointments



GoOpti is a long distance dynamic shuttle platform connecting passengers and transportation company between small cities and airports

Full Portfolio

• www.rtaventures.com/

KEY CONTACTS



Piotr Kulesza

Cofounding Partner

Email: piotr@rta.vc

• General partner and founder of RTAventures VC



RTP Global

KEY CORPORATE FACTS / KPIS

Offices	New York, Moscow
Active Markets	United States, Europe, Russia, India
Founded	1999
Employees	11-25
Current Fund Size	\$750m
Use of Debt	No
AUM	\$750m
Target Investment Size	Early stage 1-5M; Later stages 10+M
Target Geographies	United States, Europe, Russia, India
Target Sectors	FoodTech, HealthTech, Mobility, AI, B2B Saas, IoT, Entertainment (incl E-sport), FinTech, PropTech
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Founder-driven, growth potential, meaningful idea, product
Website	http://ru-net.com/ and https://rtp.vc/
Contact Email	info@ru-net.com info@rtp.vc
Contact Phone	+7(495)797-97-63, +1 (646) 568-7206

RTP Global

INVESTOR DESCRIPTION

- RTP Global (established as ru-Net) is an international venture capital firm investing and supporting technology entrepreneurs
- Founded by Leonid Boguslavsky in 1999, ru-Net/RTP invested in 50+ companies around the world. Leonid was one of the first to provide financial and expert support to major European technology companies, Yandex and Delivery Hero. Four of the companies in the portfolio went public with a multibillion-dollar valuation
- RTP Global uses its industry expertise and global reach to help entrepreneurs develop their businesses and achieve leadership. It works alongside the founders who can rely on the resources and support offered by the strong professional team
- RTP Global invests in the industries where it sees high potential for growth and has relevant expertise, such as AI, B2B Saas, IoT, FoodTech, HealthTech, Mobility, e-Sport, PropTech, and e-Commerce
- RTP Global has offices in Moscow and New York

SELECTED PORTFOLIO COMPANIES



Datadog is a monitoring service that brings together metrics and events from servers, databases, applications, tools and services to present a unified view of the infrastructure



FAASOS is a cloud kitchens operator primarily disrupting how people order and get food delivered on mobile



Founded in Berlin in 2011, Delivery Hero is a worldwide network of online food ordering sites, operating in 40+ countries and with over 150,000+ restaurant partners

Full Portfolio

- <http://ru-net.com/>
- <https://rtp.vc/>

KEY CONTACTS



Name: Leonid Boguslavsky

Title: Founder & CEO

Email: lboguslavsky@ru-net.com

- <https://www.linkedin.com/in/leonid-boguslavsky-b56696/>



Name: Kirill Sheynkman

Title: Co-founder and General Partner

Email: sheynkman@rtp.vc

- <https://www.linkedin.com/in/kirills>



Samos Investments

KEY CORPORATE FACTS / KPIS

Offices	London, UK
Active Markets	UK
Founded	2008
Employees	4 – 10 (of which 4 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	n/a
Target Geographies	Europe
Target Sectors	Retail, E-Commerce Tech, Marketplaces, Media, Travel & Transportation, FinTech, Gaming, Health, Marketing, Analytics, Digital Services
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	Early stage, high growth business
Website	www.samos.vc
Contact Email	contact@samos.vc
Contact Phone	n/a


INVESTOR DESCRIPTION

Samos invests across a range of sectors including consumer internet, digital media, e-commerce, retail, and financial services/technology. The Samos Partners are also active angel/seed investors.

SELECTED PORTFOLIO COMPANIES

PAPIER An online stationery store

OMETRIA A customer insight and marketing automation platform


Charlotte Tilbury Beauty provides makeup, skin care & beauty collections.

Full Portfolio • www.samos.vc

KEY CONTACTS

Shan Drummond
Partner
Email: contact@samos.vc



June Angelides
Investor
Email: contact@samos.vc

KEY CORPORATE FACTS / KPIS

Offices	Stockholm and Oslo
Active Markets	9
Founded	1999
Employees	n/a
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€1m - €3m
Target Geographies	Scandinavia and Europe
Target Sectors	Fintech, Edtech, Healthtech, Price comparison, Marketplaces
Investment Style	Active
Deal Structures	Control, joint control and minority
Key Investment Criteria	n/a
Website	www.schibstedgrowth.com
Contact Email	stockholm@schibstedgrowth.com
Contact Phone	n/a

INVESTOR DESCRIPTION

We help smart founders and winning teams to establish products or services, scale their business internationally, maximize growth and ultimately to become market leaders. Working alongside entrepreneurs, we achieve that by providing cash funding and by leveraging the gathered experience and resources within Schibsted Media Group to create synergies and unique competitive advantages.

We look for disruptive, scalable and innovative business models that create unique value for consumers or businesses. A proven business model and traction is an advantage. Over the years we've made investments in companies like Blocket, Prisjakt, Hitta, TV.nu, Let's Deal, Lendo and many more. We have also been successful at scaling out concepts internationally, Blocket being the most prominent example (launched across 30 markets). Please see our investments for more information about the Schibsted Growth companies.

SELECTED PORTFOLIO COMPANIES



Lendo offers consumers a free service for comparison of consumer loans and acts as a marketplace and broker of consumer loans, for banks.



Prisjakt is an information and comparison service that helps consumers find the lowest prices and the products most suited to their needs, from the best retailers.



Bynk is a mobile bank with an initial focus on consumer loans.

Full Portfolio

<http://schibstedgrowth.com/>

KEY CONTACTS



Schibsted Growth Stockholm

Email: stockholm@schibstedgrowth.com



Schibsted Growth Stockholm

Email: oslo@schibstedgrowth.com

Seventure Partners

KEY CORPORATE FACTS / KPIS

Offices	Paris, Munich
Active Markets	France, Germany
Founded	1997
Employees	25 (of which all in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€1m - €5m
Target Geographies	Germany
Target Sectors	FinTech, SaaS, Innovative services
Investment Style	Active, Passive
Deal Structures	Control, joint control, minority
Key Investment Criteria	Proven business model – no seed investments
Website	www.seventure.fr/en
Contact Email	wolfgang.krause@seventure-vc.com
Contact Phone	+49 89 87806860

INVESTOR DESCRIPTION

Seventure Partners finance innovation and participate in the entrepreneurial adventure alongside our entrepreneurs. The Seventure team shares the passion to succeed. Established in 1997, Seventure Partners is a key player in European venture capital with more than €600m under management. As an active partner of French and European technology firms with strong growth potential, Seventure Partners finances the development of innovative companies. Seventure is an established European lead investor. With more than twenty employees, including about fifteen in the investment team, Seventure Partners has demonstrable in-depth expertise in many areas of technology, entrepreneurship, fund raising and corporate finance. Seventure has built an impressive investment track record over more than 10 years. The team has completed over 50 exits, 15 of which were IPOs. Seventure Partners supports wealth creation and technological development in Europe: our active support has enabled the creation of over 3500 jobs directly.

SELECTED PORTFOLIO COMPANIES



Enables businesses to accept mobile payments with all major credit cards on their smartphone and tablet.



Tesbirds provides mobile apps and websites crowdtesting (bug and usability testing).



Customers are able to compare and book trains, flights, long distance buses and ride shares in one search.

Full Portfolio

• www.seventure.fr/en/our-expertise/

KEY CONTACTS



Wolfgang Krause
Venture Partner

- MBA and PhD degree from University of Munich
- 15 years experience in the information and telecom industry, both in business development functions and as an early stage investor
- Companies: Payleven, Testbirds, From A to B. Webdata

KEY CORPORATE FACTS / KPIS

Offices	Munich
Active Markets	Global
Founded	2009
Employees	26 - 50 (of which all in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€5m - €50m
Target Geographies	Global (companies entering the German Market)
Target Sectors	Consumer Goods
Investment Style	Flexible
Deal Structures	Minority
Key Investment Criteria	B2C, Scalable, clear way to monetization
Website	www.sevenventures.de
Contact Email	info@sevenventures.de
Contact Phone	+49 8995078699

INVESTOR DESCRIPTION

SevenVentures is the leading TV media investor worldwide. As the investment arm of the ProSiebenSat.1 Group, SevenVentures is the ideal partner for fast-growing B2C companies, particularly in the consumer goods, retail, and services sector, with the potential to achieve sustainable success through the use of TV advertising. The example of Zalando has shown how a company can rapidly become a market leader or familiar brand. SevenVentures also supports companies seeking international growth with media power, capital, and all the other services of the ProSiebenSat.1 Group. Together with the group network consisting of leading European media companies, they always find the right path to growth.

SELECTED PORTFOLIO COMPANIES



lieferando - Market leader in the field of home food delivery services



shopkick - Shopping app for smartphones and tablets that offers customers rewards for walking into stores



justfab - Online subscription fashion retailer that carries selections of shoes, handbags, jewelry and denim

Full Portfolio

• www.sevenventures.de/en/portfolio-en

KEY CONTACTS



Florian Pauthner
Managing Director

- Florian Pauthner is Managing Director of SevenVentures. Previous he served as an M&A advisor for one of the biggest financial institutions of Northern Europe and worked for a leading consultancy.



Philip Fischer
Senior Manager Equity

- Philip Fischer is Senior Manager Equity at SevenVentures. He gained industry expertise in the M&A division of a top-tier US investment bank in London and Africa. Further practical experience include a role as Associate Partner at a Fintech start-up and management consulting.



Florian Weber
Director Media Investments

- Florian Weber is Director Media Investments. Prior to SevenVentures he worked, among others, for a leading publisher & media group as well as a leading international bank. He is a specialist for media impact analysis.

KEY CORPORATE FACTS / KPIS

Offices	Mechelen, BE and London, UK
Active Markets	Europe
Founded	2014
Employees	5 (of which 5 in Europe)
Current Fund Size	€100m
Use of Debt	No
AUM	€100m
Target Investment Size	€500k - €10m
Target Geographies	Europe
Target Sectors	Technology driven companies
Investment Style	Active
Deal Structures	Minority / Growth
Key Investment Criteria	Companies led by ambitious entrepreneurs delivering growth in disciplined way
Website	www.smartfinvc.com
Contact Email	tdepuydt@smartfinvc.com
Contact Phone	+447481460677

INVESTOR DESCRIPTION

SmartFin operates both early stage and growth stage investment vehicles targeting technology companies, headquartered in Europe and the United Kingdom that display the potential for significant value creation. Our investments range from 0,5 million euro to 12 million euro.

We are a strong value-added partner to our portfolio companies given the successful track record, expertise and complementary experience within our team. We support our companies to become successful international leaders by accelerating the scaling and monetization of their growth.

SELECTED PORTFOLIO COMPANIES



Newtec is a satellite technology company that designs, develops and manufactures highly innovative platforms for the 'ground segment' of satellite communication systems targeting the distribution of (i) video / television, (ii) telephony and (iii) data / internet over satellite.



MariaDB is a Finland-based software company developing scalable open source database systems.



Itineris offers a fully integrated platform of software modules for utility companies.

Full Portfolio

• www.smartfinvc.com/portfolio/

KEY CONTACTS



Jurgen Ingels
Founding Partner
jingels@smartfinvc.com

- Jurgen was the Founder and CFO of Clear2Pay, a leading payments technology company. Under his leadership, he grew the company to one of the world leaders in payment software with more than 1,200 employees in 14 countries and successfully sold the business to FIS for 400 million euro in October 2014. Jurgen started his career as Investment Manager with Dexia Ventures (previously Quadra Invest), where he focused on investing in early stage companies.
- He currently holds Board positions at several technology companies such as Materialise (NASDAQ: MTLIS), Itiviti, NGData, Itineris and Projective and is the founder and Chairman of start-ups.be. Jurgen holds a Masters degree in Political and Social Sciences and an MBA from the University of Antwerp.



Thomas Depuydt
Managing Partner
tdepuydt@smartfinvc.com

- Thomas Depuydt joined the Smartfin team in 2017. Previously, Thomas worked as a Portfolio Manager for iMinds (now part of imec), where he managed the portfolio of 100+ companies. Before that, Thomas was active in management consulting at Accenture and at Bain & Company as part of their private equity practice.
- Thomas studied Economics at University of Leuven and Computer Sciences at University of Ghent and holds an MBA from Columbia Business School.



Speedinvest

KEY CORPORATE FACTS / KPIS

Offices	Vienna, Berlin, Munich, Silicon Valley
Active Markets	Europe
Founded	2011
Employees	30 – 35
Current Fund Size	€120m
Use of Debt	No
AUM	€120m
Target Investment Size	€200k - €500k
Target Geographies	Europe
Target Sectors	Marketplace, DeepTech, FinTech, Consumer
Investment Style	Active
Deal Structures	Significant minority
Key Investment Criteria	Seed Stage, First Traction, MVP
Website	www.speedinvest.com
Contact Email	office@speedinvest.com
Contact Phone	n/a

INVESTOR DESCRIPTION

Speedinvest lays its focus on European early stage technology. Besides financial investments, the fund actively deploys its network and know-how to support its portfolio companies in their everyday challenges, offering operational resources and business development in the US. Speedinvest's office in Silicon Valley supports portfolio companies entering the US market.

SELECTED PORTFOLIO COMPANIES

ClauseMatch	ClauseMatch is a real-time document editing and collaboration platform for teams working in highly regulated industries.
payworks	Payworks is the provider of Pulse, a next generation Point of Sale payment gateway technology for merchants.
tourradar	TourRadar is the world's trusted online marketplace to compare and book group travel, with its headquarters in Vienna and regional service centers in Sydney and San Francisco.

Full Portfolio • www.speedinvest.com/portfolio/

KEY CONTACTS

	Oliver Holle CEO	<ul style="list-style-type: none"> • 20+ years in technology, Serial Founder, Founder of Speedinvest • Companies: Wikifolio, Sipwise, Shpock, Adverity
	Michael Schuster Partner	<ul style="list-style-type: none"> • 15+ years in IT and enterprise software, Co-founder of Speedinvest • Companies: Flaviar, Bitmovin, ClauseMatch, Tourradar
	Daniel Keiper-Knorr Partner	<ul style="list-style-type: none"> • 15+ years in investor relations and business development, Co-founder of Speedinvest • Companies: Storyclash, Enbriately

KEY CORPORATE FACTS / KPIS

Offices	Poznan, Warsaw
Active Markets	CEE
Founded	2009
Employees	11
Current Fund Size	€8.25m
Use of Debt	Yes
AUM	€25m
Target Investment Size	€100k - €1m
Target Geographies	CEE, Poland
Target Sectors	Consumer internet, FinTech, MarTech, IoT and hardware, MedTech
Investment Style	Active
Deal Structures	minority equity shares
Key Investment Criteria	team, technology, market, product
Website	www.speedupgroup.com
Contact Email	info@speedupgroup.com
Contact Phone	+48 61 827 09 99

INVESTOR DESCRIPTION

SpeedUp Venture Capital Group is a leading group of venture funds, investing in enterprises in an early stage of development (seed, pre-revenue, early growth). Areas of fund's interest include enterprises and entrepreneurs in CEE, who want to conquer the global market by utilizing their self-developed solutions. We're looking for innovations from areas such as: consumer internet, fintech, martech, adtech, medtech, IoT and hardware. We're interested in technologies like Machine Learning, Picture recognition, Artificial Intelligence, Augmented Reality, VR and Blockchain.

Why us?

We are founder friendly fund

We've long experience in business

We've learned what we shouldn't do by doing it ;)

We are well-connected with big business

SELECTED PORTFOLIO COMPANIES



The world's first stethoscope with body temperature measurement functionality and self-diagnosis system for home use.



ACR Systems does research, design, production and sales of highly sophisticated and advanced camera stabilisers based on brushless motor direct drive technology.



Legimi is an innovative technology company, whose main focus is on delivering complete solutions for distributing electronic content, including protection systems for e-books.

Full Portfolio

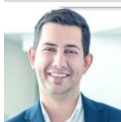
• www.speedupgroup.com/pl/companies

KEY CONTACTS



Bartłomiej Gola
Founding Partner
bartlomiej.gola@speedupgroup.com

Bartek is a general partner of SpeedUp Group. He's involved in early-stage project implementation in the areas associated with martech, marketplace, IoT and hardware. He has a wealth of experience in the marketing & advertising industry – he went through all the career positions all the way up to managing partner of the BLT Group (co-founder and shareholder) and TEQUILA\ Poland.



Marcin Fejfer
Investment Manager
marcin.fejfer@speedupgroup.com

Marcin handles SpeedUp Group investments in ventures in the areas of martech, marketplace, finch, medtech, saas and gaming. As an investment manager, his responsibilities include: conducting investment processes, building value of portfolio companies and relations with foreign investors. Prior to joining SpeedUp Group, he had worked for tech companies in Poland, Portugal, Denmark and India.

KEY CORPORATE FACTS / KPIS

Offices	Stuttgart Area (Waiblingen), Germany
Active Markets	Global
Founded	2017
Employees	3 in Europe
Current Fund Size	Evergreen
Use of Debt	n/a
AUM	n/a
Target Investment Size	€500k - €5m per round
Target Geographies	Europe, Israel, USA, Canada
Target Sectors	Internet of Things, Drones, Robotics, E-Commerce, Manufacturing, Big Data, Artificial Intelligence and Energy Management with mid-term to long-term relevance for the business of STIHL in Garden, Forestry, Agriculture, Construction
Investment Style	n/a
Deal Structures	Minority
Key Investment Criteria	Standard
Website	www.stihldigital.com
Contact Email	info@stihldigital.com
Contact Phone	+49 7151 26 - 0

INVESTOR DESCRIPTION

STIHL Digital is the corporate venture capital arm of STIHL, a global industry champion in outdoor power equipment (www.stihl.com). We are looking for investments and win-win-collaborations to drive innovation and the digital transformation at STIHL.

STIHL Digital invests from late seed to series B, with sweet spot series A. The firm prefers to syndicate with existing or new investors and can take the lead as necessary. Our preferred investment areas are Internet of Things, Drones, Robotics, E-Commerce, Manufacturing, Big Data, Artificial Intelligence and Energy Management with mid-term to long-term relevance for the business of STIHL in Garden, Forestry, Agriculture and Construction

Besides the funding, startups benefit from our long-term experience, brand and broad network.

SELECTED PORTFOLIO COMPANIES



GreenIQ is an Israeli startup whose Smart Garden Hub saves up to 50 percent of outdoor water consumption



Freiraum is a German startup improving communication and collaboration in companies with its SaaS solution "MemoMeister"



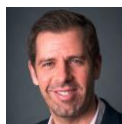
High-Tech Gründerfonds is Germany's biggest seed stage VC with two funds and more than EUR 500 million under management

Full Portfolio • www.stihldigital.com

KEY CONTACTS



Benjamin Junghans
Senior Investment Manager
Email: benjamin@stihldigital.com



Dr. Jens Ortgiese
Director Venturing
Email: jens@stihldigital.com

KEY CORPORATE FACTS / KPIS

Offices	Cologne
Active Markets	Austria, Germany, Switzerland
Founded	2010
Employees	4 (of which all in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€100k - €500k
Target Geographies	Austria, Germany, Switzerland
Target Sectors	Retail, E-Commerce Technology, Marketplaces, Media, Communications, EdTech, Travel & Transportation, FinTech, Financial Services, Gaming, Gambling & Betting, Marketing, Analytics, Digital Services, Offline Services, Hardware
Investment Style	Active
Deal Structures	Flexible, Lead
Key Investment Criteria	Pre-seed and Seed investments
Website	www.sts-ventures.de
Contact Email	thies@sts-ventures.de
Contact Phone	+49 221 64 00 99 31

INVESTOR DESCRIPTION

STS Ventures concentrates all business angel activities of Cologne-based serial-entrepreneur and successful investor Stephan Schubert. Having founded and exited 4 companies, Stephan is a serial entrepreneur in the German internet industry. Since the rise of the internet in Europe in the late 90s he has been investing in numerous technology driven startups and has an outstanding track record in seed investing in successful ideas and teams. He is one of the most active, connected and experienced business angels in Germany. If you are looking for a genuine entrepreneur who has overcome a vast bunch of obstacles that you may face in the future, and seek honest and timely feedback, we are the right partner for you.

SELECTED PORTFOLIO COMPANIES



November is a digital funeral service provider catering to the wishes of its clients before and at the time of need.



Movinga is a vertically integrated platform for moving services.



JustWatch is a streaming search engine so the enduser can easily find out where to watch favorite movies & TV shows on his favorite providers and see what's new on Netflix and Co

Full Portfolio

• www.sts-ventures.de/#portfolio

KEY CONTACTS



Daniel Perthes
Investment Manager
Email: daniel@sts-ventures.de

Daniel has a background in M&A and financial services as well as with consulting companies in Germany and abroad. He holds a masters degree in management from EBS University of Business and Law.



Thies Wollesen
Investment Manager
Email: thies@sts-ventures.de

Prior to STS Ventures, Thies worked in consulting with a focus on the the financial industry. He founded a social startup in Togo and holds a masters degree in Economics from Barcelona GSE.

KEY CORPORATE FACTS / KPIs

Offices	Zurich, Lausanne, Palo Alto
Active Markets	Switzerland, Europe, USA, Israel
Founded	2007
Employees	10
Current Fund Size	CHF 200m
Use of Debt	No
AUM	CHF 300m
Target Investment Size	CHF 1m – CHF 3m initial commitment at seed / early stage
Target Geographies	Switzerland, Europe, USA, Israel
Target Sectors	ICT & DeepTech, IoT, Enterprise Solutions, Security, Fintech, Media & Ads, eHealth
Investment Style	Active
Deal Structures	5-25% equity stake, minority
Key Investment Criteria	Strategic fit to SC Group, team quality, market maturity & growth potential
Website	www.swisscom.ch/en/ventures
Contact Email	andrea.auderset@swisscom.com
Contact Phone	n/a

INVESTOR DESCRIPTION

Swisscom Ventures is the venture capital arm of Swisscom AG, the leading telecommunications and IT provider in Switzerland. Since our inception in 2007, we have invested in over 50 IT, digital media and telecommunication companies from our offices in Switzerland (Zurich and Lausanne) and the USA (Silicon Valley). As a strategic investor, we offer entrepreneurs access to our technical infrastructure and market channels in addition to financial support. We focus on sectors of domain expertise such as Telco & IT Cloud, DeepTech and Cybersecurity as well as Big Data & AI related new business models where we leverage our access to Swisscom's technology and market experts.

SELECTED PORTFOLIO COMPANIES



BEEKEEPER

Beekeeper is a digital workplace app that digitizes the non-desk workforce by connecting operational systems and communication channels.



Ava is a patented multi-sensor bracelet, which allows women to precisely and conveniently predict fertile days.



Sophia Genetics is a tech company that created an artificial intelligence to help healthcare professionals better diagnose and treat patients

Full Portfolio

www.swisscom.ch/en/ventures.html

KEY CONTACTS



Dominique Mégret

Head of Venturing

Email: dominique.megret@swisscom.com

- 15 years VC experience, Head of Strategy Swisscom, CEO kickstart Ventures, Oliver Wyman, MBA Insead
- Companies: AVA Women, Sophia Genetics, Geosatis



Pär Lange

Investment Director

Email: paer.lange@swisscom.com

- 16 years VC experience, CEO Miranet Advisors, var. Management positions at Ericsson, MBA Insead & MSc. Physics
- Companies: Bring!, Instabridge, Insightness, Actlight

KEY CORPORATE FACTS / KPIS

Offices	Kyiv, Ukraine
Active Markets	DACH, United States, United Kingdom
Founded	2010
Employees	8
Current Fund Size	80+ companies in the current portfolio
Use of Debt	No
AUM	\$50m
Target Investment Size	\$250k – \$1m
Target Geographies	United States, Western Europe, CEE
Target Sectors	Mobility, Digital Health
Investment Style	Active; do not lead
Deal Structures	Minority
Key Investment Criteria	Co-invest with leading investors in deep tech post-revenue startups
Website	www.taventures.vc
Contact Email	info@taventures.vc
Contact Phone	n/a

INVESTOR DESCRIPTION

TA Ventures is an early stage venture capital firm primarily focusing on Mobility and Digital Health. We are based in Kiev, Frankfurt, Boston and invest in teams across Europe & the US. We co-invest with leading investors and have been privileged to back companies such as Wunder Mobility, Carobi, Klara, Sense.ly and 100+ others including Azimo, SumUp, Dreamlines, Marley Spoon.

SELECTED PORTFOLIO COMPANIES



Wunder is a mobility marketplace and tech platform providing carpooling, smart shuttles, and free-floating sharing to end customers, corporates, and cities.



Sensely is a digital health company powered by an avatar-based, empathy-driven clinical platform that helps clinicians and patients better monitor and manage their health.

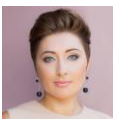


Klara is a medical communication platform that improves collaboration, profitability, and patient outcomes in the healthcare industry.

Full Portfolio

• www.taventures.vc/portfolio

KEY CONTACTS



Viktoriya Tigipko
Founder & Managing Partner
Email: v.tigipko@taventures.vc

- Managing Partner of TA Ventures, who founded the fund in late 2010. Prior to her work at TA Ventures, Viktoriya led multiple business initiatives in construction and machinery distribution.



Pawel Schapiro
Partner
Email: p.schapiro@taventures.vc

- Partner at TA Ventures, mainly responsible for the fund's activity in DACH & Western Europe. Before joining TA Ventures in early 2017, he worked in operational and VC roles at Rocket Internet and Creathor Ventures.

KEY CORPORATE FACTS / KPIS

Offices	1 - London, United Kingdom
Active Markets	International
Founded	2009
Employees	11 (of which 11 in Europe)
Current Fund Size	Open Mandate
Use of Debt	Yes
AUM	\$300m+
Target Investment Size	\$1m - \$10m
Target Geographies	UK, Europe and US
Target Sectors	Technology; Software mainly B2B
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	www.taliscapital.com/portfolio/
Website	www.taliscapital.com
Contact Email	deals@taliscapital.com
Contact Phone	+44 203 542 6260

INVESTOR DESCRIPTION

Talis Capital is a unique VC family office funded by a group of successful and strategic high net worth entrepreneurs. Focused on backing emerging technologies Talis has completed over \$500m worth of transactions and the stellar portfolio includes Darktrace, Onfido, iwoca, Pirate Studios, Secondhome to name just a few. Talis concentrates on building long term partnerships and leverages their exclusive network to create opportunity. The team looks for innovative companies with sustainable business models, working with them to unlock their future growth. For more information please visit taliscapital.com

SELECTED PORTFOLIO COMPANIES



DARKTRACE

Darktrace is one of the world's fastest-growing cyber threat defence companies and the leader in Enterprise Immune System technology. Some of the world's largest corporations rely on Darktrace's self-learning appliance and have an experienced team of leading machine learning specialists and government intelligence experts.



Onfido delivers next-generation identity verification and background checks, helping its 1,000+ clients worldwide onboard more users and reduce fraud. Powered by machine-learning technology, Onfido is a fast and simple way for businesses to verify identities and run adverse history searches such as Criminal or Anti-Money Laundering Checks



Iwoca is an award winning FinTech company providing instant loans to online retailers to improve their working capital. Iwoca can help online sellers in the UK sell more by financing their growth based on annual sales and customer feedback scores, factors that a traditional lender won't consider.

Full Portfolio

• www.taliscapital.com/portfolio/

KEY CONTACTS



Vasile Foca
Managing Partner & Co-Founder
Email: vasile@taliscapital.com

Vasile is a co-founder & Managing Partner of Talis Capital and has been active in building and investing in companies for over 19 years. Vasile is very active with the management of all our portfolio companies and provides hands-on board support, including companies such as Darktrace, Luminance and iwoca.

Companies: Darktrace, Onfido, Iwoca, Clicktale, SensorNet, Luminance, Senrio, Pass The Keys



Matus Maar
Managing Partner Ventures & Co-Founder
Email: matus@taliscapital.com

Matus is a Co Founder and Managing Partner of Talis Capital. He is an experienced entrepreneur and venture capital investor. Co-Founder and Executive Chairman of Pirate Studios - the world's largest chain of music rehearsal studios, fully autonomous and live streaming equipped. Involved from beginning with Threads.

Having led over 50 private equity and venture capital deals. Matus enjoys early stage investing, working closely with the entrepreneurs. Companies: Onfido, iwoca, Pirate Studios, Threads, Import.io, eporta, Narrativ, Price f(x) and others.

Target Partners

KEY CORPORATE FACTS / KPIS

Offices	Munich
Active Markets	DACH
Founded	1999
Employees	8 (of which all in Europe)
Current Fund Size	€68m
Use of Debt	No
AUM	€300m
Target Investment Size	€500k - €4m
Target Geographies	DACH
Target Sectors	B2B, SaaS, Infrastructure, Hard
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Disruptive technologies
Website	www.targetpartners.de
Contact Email	berthold@targetpartners.de
Contact Phone	+49 892070490

INVESTOR DESCRIPTION

Target Partners is one of the leading early-stage venture capital firms in Germany. Target Partners invests in new startup and early-stage companies, and supports them with venture capital during their build-out and expansion phases.

With many years of experience as managers, entrepreneurs and venture capitalists, the team at Target Partners supports entrepreneurs in developing and marketing products and services, building organizations, raising money and taking companies public in Europe and the United States.

SELECTED PORTFOLIO COMPANIES



Instana provides AI powered enterprise software for monitoring application and infrastructure performance



tado° makes a smart home climate control system for consumers, increasing the operating efficiency of home and apartment heating systems by up to 30 percent



Falcon.io provides a SaaS software platform which allows marketing departments to create, launch and measure social media campaigns in real time across multiple social media types

Full Portfolio

• www.targetpartners.de/en/#companies

KEY CONTACTS



Dr. Berthold von Freyberg

Partner

Email: berthold@targetpartners.de

- Software Engineer, Program Manager at Microsoft, PhD in Physics
- Companies: German Autolabs, Instana, Simplaex, So1, Suitepad, TIS



Dr. Michael Münnix

Partner

Email: michael@targetpartners.de

- Software Engineer, Entrepreneur, PhD in Physics
- Companies: Adsquare, Datapath.io, Swarm64, Senic



TEV | Tengelmann Ventures

KEY CORPORATE FACTS / KPIS

Offices	Mueheim/ Ruhr (DE), Berlin (DE)
Active Markets	Global, focus on Europe
Founded	2009
Employees	12 (all in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	Approx. €1bn
Target Investment Size	€3m - €8m initial, €40m over lifetime of company
Target Geographies	Europe
Target Sectors	Consumer Internet, Digital Services, Software & Technology
Investment Style	Active support
Deal Structures	Minority
Key Investment Criteria	Potential of relevant return of >€50m after deduction of investment amount
Website	www.tev.de
Contact Email	ideas@tev.de
Contact Phone	+49 208 – 583 8239

INVESTOR DESCRIPTION

We are a Venture Capital firm with a focus on early growth stages, i.e. after a company has shown first traction in its respective market, looking to partner with entrepreneurs that change the life of millions across the globe in the areas of Consumer Internet, Digital Services and Software & Technology. Our focus lies on investments with initial capital ranging between EUR 3-8m, occasionally we also do seed. We are a stable companion for those we partner with and are able to invest up to EUR 40m over the lifecycle of an investment.

TEV started in 2009 with an initial focus on investments in E-commerce, but we have grown to much more and today cover everything digital. We partner with entrepreneurs with the ambition to build companies that become household names and affect peoples' lives for the better, enable digital business to run more smoothly or are the infrastructure foundation of the next technological wave.

SELECTED PORTFOLIO COMPANIES



WESTWING - Europe's Shopping Club for Home & Living.



SCALABLE CAPITAL - Invest with Europe's fastest growing digital wealth manager.



IDAGIO - The first music streaming service tailor-made for classical music

Full Portfolio

• www.tev.de/portfolio

KEY CONTACTS



Christian Winter
Partner (CEO)
Email: cwinter@tev.de



Koen Lenssen
Partner
Email: klenssen@tev.de



Jan Sessenhausen
Partner
Email: jsessenhausen@tev.de

TIBURON

Tiburon

KEY CORPORATE FACTS / KPIS

Offices	Munich and San Francisco
Active Markets	Europe and USA
Founded	2001
Employees	6 (of which 4 in Europe)
Current Fund Size	Undisclosed
Use of Debt	No
AUM	Undisclosed
Target Investment Size	€60k - €180k
Target Geographies	Germany and USA
Target Sectors	Everything in the digital space
Investment Style	Active
Deal Structures	Case dependent
Key Investment Criteria	Team-Fit (diversity, experience), Founder-Market-Fit (expertise, unfair advantage), Tiburon-Fit (trust, levers)
Website	www.tiburon.de
Contact Email	info@tiburon.de




INVESTOR DESCRIPTION

Tiburon is a private German-American seed investment boutique with a focus on early stage startups in the digital sector. Tiburon's portfolio companies are mostly active in areas such as media, mobile, communities, meta-platforms, Fintech and SaaS.

Lead by Daniel Wild, Tiburon has invested in high-potential entrepreneurs for over 15 years. These founders receive continuous support with marketing expertise, creation of synergies within the network and strategic advice. They benefit from the Tiburon team's broad experience of having invested in over 150 startups as well as accompanying those teams on their entrepreneurial journeys.

Successful exits include Xing, Trivago, Invoco, Cadooz and Smava, among others.

SELECTED PORTFOLIO COMPANIES

	Develops and sells secure cloud based video streaming and management solutions to businesses
	Effortless recruiting with intelligent HR-Tech Solutions. The biggest law recruiting platform in Germany.
	Crowdtesting & cloudbased Solutions for optimizing digital products

Full Portfolio • www.tiburon.de

KEY CONTACTS



Daniel Wild
CEO & Founder



Felix Artmann
Managing Partner



Tatjana Wild
Partner & FinTech Specialist



Alexander Juergens
Investment Manager
juergens@tiburon.de

KEY CORPORATE FACTS / KPIS

Offices	Munich
Active Markets	Germany
Founded	2011
Employees	10
Current Fund Size	€ 83m
Use of Debt	No
AUM	€ 110m
Target Investment Size	€500k - €3m, in aggregate up to €12m
Target Geographies	Germany, Austria and Switzerland
Target Sectors	B2B (esp. Industrial Technologies, Enterprise Software/SaaS, Mobility)
Investment Style	Active
Deal Structures	Venture Capital (minority)
Key Investment Criteria	Seed, Series A, early Series B
Website	www.uvcpartners.com
Contact Email	pitch@uvcpartners.com
Contact Phone	+49 89 189 469 0

INVESTOR DESCRIPTION

Unternehmertum Venture Capital Partners (UVC Partners) is a Munich-based private early-stage venture capital firm that invests in technology-based startups in Germany, Austria, and Switzerland. UVC Partners focuses on B2B business models in the areas of Industrial Technologies, Enterprise Software/SaaS and Mobility. We typically invest between € 0.5-3m initially and up to € 12m in total. That means that we invest in the Seed, Series A and early Series B phase. Currently, we manage two funds with a total of about € 110m under management. Portfolio companies benefit from the extensive experience of the management team as well as from the close cooperation with Unternehmertum, Europe's leading innovation and business creation center. With over 180 employees and more than 100 industry partners, Unternehmertum can draw from many years of experience in establishing young companies. This enables UVC Partners to offer startups unique access to talent, industry customers, and other financial partners.

SELECTED PORTFOLIO COMPANIES



FlixBus is a young mobility provider that offers under its brands FlixBus and FlixBus new ways of travelling comfortably, cheaply and environmentally friendly. The startup developed within a short time into Europe's largest long-distance bus network and launched the first long-distance trains in early 2018.



IIoT company KONUX integrates smart sensor systems and AI-based analytics to deliver asset insights in real time and to enable its customers to switch to predictive maintenance. The end-to-end solution uses artificial intelligence to help clients continuously monitor their infrastructure, identify maintenance needs ahead of time and improve operational efficiency. KONUX empowers industrial and rail companies to reach a new level of asset performance.



Vimcar is a holistic software provider for logbooks and fleet management. With its innovative technology, the company is digitizing processes for the company car of the future. More than 30,000 users, including Allianz, Deutsche Bahn, Zalando and Hertha BSC, rely on the Vimcar SaaS solution to efficiently manage company cars and transport vehicles.

Full Portfolio

• www.uvcpartners.com/#portfolio

KEY CONTACTS



Alexander Kiltz
Investment Associate
Email: kiltz@uvcpartners.com



Dr. Ingo Potthof
Managing Partner
Email: potthof@uvcpartners.com

KEY CORPORATE FACTS / KPIS

Offices	Berlin, Munich
Active Markets	Austria, Germany, Switzerland
Founded	2017
Employees	4 - 10 (of which 5 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€500k - €2.5m
Target Geographies	Germany, Europe
Target Sectors	E-Commerce Technology, Marketplaces, Communications, FinTech, Financial Services, Analytics, Digital Services, Hardware, Health, Blockchain, Consumer Products
Investment Style	Active, Flexible
Deal Structures	Minority, Majority
Key Investment Criteria	Team & Technology
Website	www.valerian.one
Contact Email	bs@valerian.one
Contact Phone	n/a

INVESTOR DESCRIPTION

As a new owner operated, independent private equity firm, VALERIAN invests in fast-growing E-Commerce Technology, Marketplaces, Communications, FinTech, Financial Services, Analytics, Digital Services, Hardware, Health, Blockchain, Consumer Products companies.

We offer start-ups in the starting phases access to venture capital, 25 years of experience in the venture capital sector and an international network to ensure their successful development.

Our investors want to preserve wealth and at the same time systematically seize new investment opportunities. For this reason, we optimize the portfolio regarding the long-term objectives and avoid undesired market movements. With our fundamental Know-how, direct access to attractive investments and integrated risk management we always manage the entrusted assets in a personalized manner and with full commitment. We stick to this philosophy since our founding.

SELECTED PORTFOLIO COMPANIES



Delivery Hero is the leading online food ordering and delivery marketplace globally



Mister Spex is Europe's leading online eyewear retailer - Over 3000 branded glasses



Dreamlines is an online travel company that specializes in selling cruises

Full Portfolio

• www.valerian.one

KEY CONTACTS



Bernd Schrüfer
Managing Partner
Email: bs@valerian.one

- Bernd Schrüfer looks back on more than 25 years of investment experience in alternative asset classes. He is an acknowledged expert in managing professional investment portfolios with a special focus on the digital economy, Blockchain, hedge funds, investment in art and cryptocurrencies...

KEY CORPORATE FACTS / KPIS

Offices	Paris, Munich, Helsinki, Shanghai
Active Markets	Europe, Asia
Founded	1998
Employees	13 in Europe
Current Fund Size	€140m
Use of Debt	No
AUM	€400m
Target Investment Size	€2 - €4m
Target Geographies	France, Germany, Nordics
Target Sectors	Digital economy
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Team, Market, Traction
Website	www.ventechvc.com/
Contact Email	team@Ventech.vc
Contact Phone	+33 1 83 79 81 90

INVESTOR DESCRIPTION

Ventech is an early-stage VC fund created in 1998 in Paris. Since then, we have developed internationally, with the openings of offices in Munich in 2013 and Helsinki in 2018 and the launch of a sister company in China in 2008. Our motto is "Global reach, local touch", meaning that we can provide internationalisation support to our start-ups through our local networks in various geographies. We are a team of 9 investment professionals in Europe, with General Partners having two fund lifecycles behind them and meaningful exits (>60). We are "entrepreneurs first" meaning we back entrepreneurs in all sectors of the digital economy, from marketplaces to semiconductors.

SELECTED PORTFOLIO COMPANIES


Picanova is the leading company in the field of mass customized wall- and lifestyle decoration.



Speexx is the only SaaS language platform that combines assessment, learning and continuous performance support for international corporations



FinTecSystems provides banks, financial services companies, and payment processors with real-time data to make financial decisions.

Full Portfolio

www.ventechvc.com/companies/

KEY CONTACTS


Christian Claussen
General Partner
christian.claussen@ventechvc.com



Stephan Wirries
Principal
stephan.wirries@ventechvc.com

- Christian has been a General Partner with Ventech since 2013 and brings his 20-year experience as an investor in innovation. Based in Munich and Paris, he leads Ventech investment activities in the DACH region.
- Invested in CoreOptics (acquired by Cisco), Silicon Hive B.V. (acquired by Intel), Netviewer AG (acquired by Citrix), Arteris Inc. (acquired by Qualcomm)
- Stephan works hand-in-hand with Christian to develop the Firm's footprint in the DACH region
- Completed several Seed deals such as Realbest and Crossengage in Germany, and in 2016 led Ventech Capital F's investment in European Games Group's Series B round

KEY CORPORATE FACTS / KPIS

Offices Paris, Berlin, San Francisco, Singapore

Active Markets EU, USA, Asia

Founded 2009

Employees 18 (of which 16 in Europe)

Current Fund Size NA

Use of Debt No

AUM NA

Target Investment Size €250k - €5m

Target Geographies EU, USA, Asia

Target Sectors Mobility

Investment Style Active

Deal Structures Minority

Key Investment Criteria Mobility Focus (sustainable, smart, daily)
Exceptional Team

Website www.via-id.com

Contact Email NA

Contact Phone NA

INVESTOR DESCRIPTION

Via ID is the Corporate Venture Capital arm of Mobivia, the European leader for automobile services and mobility solutions (brands include ATU, Norauto, Midas, etc.).

We invest with a long term view in early stage companies in the field of mobility. Current portfolio includes Go-Jek, Drivy, Heetch, Swiftly, Smoove, Xee and many more.

SELECTED PORTFOLIO COMPANIES



digital platform for on-demand transportation and services



The n°1 peer-to-peer car rental service in Europe



Urban ride-sharing at night between private individuals

Full Portfolio

www.via-id.com/en/startups/

KEY CONTACTS



Alexis Hue

Partner, Central and Northern Europe

Email: ahue@via-id.com

• 15+ years experience in driving growth strategies. INSEAD

KEY CORPORATE FACTS / KPIS

Offices	Munich
Active Markets	Austria, Finland, Germany, UK
Founded	2015
Employees	4 - 10 (of which all in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€500k - €3m
Target Geographies	Austria, Finland, France, Germany, Israel, Netherlands, Portugal, Switzerland
Target Sectors	Analytics, Hardware, Deep-Tech, IoT, AI, Robotics, Cyber Security, Industry SaaS
Investment Style	Active
Deal Structures	Minority, Flexible, Lead
Key Investment Criteria	Game changing B2B deep-tech
Website	www.vito.vc
Contact Email	tommy@vito.vc
Contact Phone	n/a

INVESTOR DESCRIPTION

Vito Ventures is a European early-stage investor in B2B deep-tech technologies and business models. The focus is on AI, Robotics, Internet of Things as well as autonomous systems. Vito Ventures offers portfolio companies unique access to industrial markets and networks in German leading SMEs. Vitos portfolio is home to companies including Crate.io, micropsi industries, Simscale, Wirepas and Artisense.

SELECTED PORTFOLIO COMPANIES



Machine learning and cloud technology enable efficient 3D mapping and real-time localization



Soley combines Big Data Technology with Workflow Automation for tangible value in engineering



A startup for professional Virtual Reality collaboration

Full Portfolio

• www.vito.vc/portfolio/

KEY CONTACTS



Thomas Oehl
 Managing Partner
 Email: tommy@vito.vc

- Tommy founded his first company in university and successfully exited it in 2013. His entrepreneurial mindset made him join Uber as one of the first employees in Germany. He developed a native attraction to innovative ideas and business models and has been an active business angel for the past years



Vorwerk Ventures

KEY CORPORATE FACTS / KPIS

Offices	Wuppertal, Germany
Active Markets	Europe, US
Founded	2008
Employees	3
Current Fund Size	€150m
Use of Debt	No
AUM	€250m
Target Investment Size	€1m - €10m
Target Geographies	primarily Europe
Target Sectors	direct to consumer business models & enabling technologies
Investment Style	passive
Deal Structures	Joint control, minority, board representation
Key Investment Criteria	Sizeable market, scalability, team
Website	www.corporate.vorwerk.com/en/vorwerk-direct-selling-ventures/home/
Contact Email	dirk.meurer@vorwerk.de
Contact Phone	+49 202 564 1923

INVESTOR DESCRIPTION

Vorwerk Ventures is the corporate venture fund of Vorwerk Group. Our investment focus is global and sector-wise on direct-to-consumer business models and on enabling technologies. We are proud to have invested in and worked with companies like Ringana, MeinAuto, HelloFresh, DaWanda, Lillydoo, Lesara, Ottonova, Thermondo, Flaschenpost, neato robotics and many others.

SELECTED PORTFOLIO COMPANIES



First digital health insurance in Germany



flaschenpost.de
Getränke für Alle. Sofort.

Last mile beverage logistics



First European digitally native vertical baby care brand

Full Portfolio

www.corporate.vorwerk.com/en/vorwerk-direct-selling-ventures/portfolio/

KEY CONTACTS



Dirk Meurer

Managing Director

dirk.meurer@vorwerk.de

- Founding partner of Vorwerk Ventures with 22 years of international investment management experience
- Companies: meinauto, DaWanda, Ottonova, Hellofresh, Junique, neato robotics, Thermondo, Mädchenflohmarkt



W Ventures

KEY CORPORATE FACTS / KPIs

Offices	Berlin
Active Markets	Europe & USA
Founded	2014
Employees	5 (3 in Europe)
Current Fund Size	N/A
Use of Debt	-
AUM	N/A
Target Investment Size	Depends
Target Geographies	Europe, USA
Target Sectors	E-Commerce, Media, Digital Services, Connected Home, Cyber Security, Digital Health
Investment Style	Flexible
Deal Structures	Minority
Key Investment Criteria	Team. B2C and B2B SaaS Focus, Cash Generative Stage, Selectively Early
Website	www.wventures.de
Contact Email	info@wventures.de
Contact Phone	+49 30 31 80 04 43

INVESTOR DESCRIPTION

W Ventures is a Berlin based Venture Design and Venture Capital company that offers a complete framework for the acceleration of digital business ideas for leading international companies in key B2B and B2C sectors.

We are an operational VC, technology provider and innovation hub together with our industry and technology partners. We support start ups from seed to growth and are able to combine the best assets of established companies with the speed, agile processes and mindset of start ups to accelerate growth. We deliver mergers & acquisitions advice, advice for digital transformation strategies and co-accountability in digital business creation.

With our knowledge about transactions, industry experts and extensive network from long-standing service in top management positions, we execute best practice and objective advisory services for our clients. Furthermore, we offer advisory services to assure the execution of well-ordered succession plans.

SELECTED PORTFOLIO COMPANIES



Osaro is a deep reinforcement learning technology company specializing in AI software for industrial robotics automation.



Lampenwelt is the #1 specialty online retailer of lighting products in Europe.



ThinAir is a security company whose mission is to allow organizations to detect and investigate insider threats in seconds.



Bloom Farms is a socially responsible medical cannabis company.

KEY CONTACTS



Jochen M. Wilms
Managing Partner
wilms@wventures.de

- Jochen M. Wilms is a business leader with 25+ years of industry, consulting and investor experience. He started his career in retail and spent 10 years as a General Manager at the Media Group Bertelsmann as MD Marketing & Sales during the company's transition phase to digital. Thereafter he took the responsibility for Schüco, a circa €1.5 bn. turnover provider of aluminum curtain wall systems. He later worked with Grohe, a circa €1.5 bn. bathroom fittings business. Jochen is senior advisor and chairman to numerous international leading companies, notable private equity investors and family offices in Europe, Asia and the USA.

KEY CORPORATE FACTS / KPIS

Offices	Basel
Active Markets	Europe
Founded	2007
Employees	8
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€500k - €5m
Target Geographies	Europe (with focus on Germany and Switzerland)
Target Sectors	Agnostic (with focus on Deep Tech and B2B Software)
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Team, Market, Technology, Traction
Website	n/a
Contact Email	info@care4.ch
Contact Phone	+41 61 555 03 30

INVESTOR DESCRIPTION

Wecken & Cie. is an early-stage venture capital investor, focused on European fast-growing, disruptive technology companies, with expertise in Deep Tech and B2B Software. Wecken & Cie. invests across other sectors and stages opportunistically.

Having invested in more than 40 companies since 2007 and thereof successfully exited e.g. Delivery Hero and EcolIntense, Wecken & Cie. typically participates together with other institutional investors in Series A investment rounds with €500k to €3m initially, with the ability to provide additionally capital over the life of the investment.

Wecken & Cie. is backed by Klaus Wecken, co-founder of multiple startups in the technology and real-estate sector, most prominently KHK Software which he sold to SAGE Group in 1997.

SELECTED PORTFOLIO COMPANIES



CYNORA develops highly efficient TADF OLED emitting materials for OLED displays.



Jedox is a business intelligence and corporate performance management solutions provider.



RankingCoach provides solutions for SMEs to optimize their Online Marketing, SEO and Social Media.

More Selected Portfolio Companies

www.crunchbase.com/organization/wecken-cie

KEY CONTACTS



Frank Hölzle
CEO
Email: fh@care4.ch

Thilo Schmid
Investment Director
Email: ts@care4.ch



Georg Kampmann
Investment Manager
Email: glk@care4.ch

KEY CORPORATE FACTS / KPIS

Offices	Berlin
Active Markets	Europe
Founded	2013
Employees	3 in Europe
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€50k - €250k
Target Geographies	Germany
Target Sectors	B2B Software
Investment Style	Flexible
Deal Structures	Minority
Key Investment Criteria	Team & strong core technology
Website	www.westtechventures.de
Contact Email	info@westtechventures.com
Contact Phone	n/a

INVESTOR DESCRIPTION

WestTech_Ventures is a Berlin-based VC firm focused on pre-seed & seed investments in Germany in the fields of B2B SaaS in different verticals, Developer Tools, and Enterprise Software. We have a portfolio of more than 30 companies as of today and notable investments are Delivery Hero (IPOed), Dalia Research, Remerge and TestObject (acquired by Sauce Labs).

SELECTED PORTFOLIO COMPANIES

Dalia

Dalia uses mobile technology to engage with people in a more natural environment, providing instant, relevant, global insights. Their goal is to be known as the platform and methodology of choice for global consumer understanding



LANA enables the simple analysis and visualization of complex events in business processes by using process mining techniques & enables the automated analysis of process deviations



Jovo is the first open source framework for developers to build cross-platform voice apps for Amazon Alexa and Google Home

Full Portfolio

www.westtechventures.de/#portfolio

KEY CONTACTS



Masoud Kamali
CEO & Founder
Email: mkamali@westtechventures.com



Alexander Kölpin
Partner & MD
Email: akoelpin@westtechventures.com

KEY CORPORATE FACTS / KPIS

Offices	Paris, Munich
Active Markets	Austria, Belgium, France, Germany, Netherlands, Switzerland, UK
Founded	2003
Employees	11 - 25 (of which 16 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	€400m
Target Investment Size	€1m - €5m
Target Geographies	Austria, Belgium, France, Germany, Netherlands, Switzerland, UK
Target Sectors	Technology, Technology-Enabled Services
Investment Style	Active
Deal Structures	Minority, Lead, Co-Investor
Key Investment Criteria	Team, growth potential, market size, technology, business model
Website	www.xange.fr
Contact Email	bernhard.schmid@xange.fr
Contact Phone	n/a

INVESTOR DESCRIPTION

With €400m under management and a portfolio of 75 startups, XAnge has been a key investor in Europe for 15 years.

SPECIALIZED IN EARLY STAGE - The XAnge team has specific knowledge and truly understand your business challenges to back you.

SHARED PASSION AND AMBITION WITH ENTREPRENEURS - XAnge strongly believes that both sides of the table must be driven by the same enthusiasm

INTERNATIONAL REACH AND PROVEN TRACK RECORD - XAnge boosts entrepreneurs on a global scale

A DYNAMIC COMMUNITY OF ENTREPRENEURS - XAnge is an active player in a community where entrepreneurs share best practices

SELECTED PORTFOLIO COMPANIES



MISTER SPEX Mister Spex is Europe's leading online eyewear retailer



believe Believe is a smart distribution and marketing services for artists and labels worldwide



Studitemps Studitemps is a temp agency for students

Full Portfolio

• www.xange.fr/who-we-rock/

KEY CONTACTS



Bernhard Schmid

Partner

Email: bernhard.schmid@xange.fr

- Bernhard is Partner at XAnge, where he is heading the German operations. Prior Bernhard was with Deutsche Venture Capital, the venture arm of Deutsche Bank. He started his VC life at Atlas Venture, a Boston based early stage venture fund. Bernhard serves on the Board of various technology companies

Growth

KEY CORPORATE FACTS / KPIS

Offices	Palo Alto, San Francisco, London, Bangalore
Active Markets	Worldwide
Founded	1983
Employees	50 investment professionals, of which 12 in Europe
Current Fund Size	\$3bn across the US, Europe and India
Use of Debt	No
AUM	\$10bn+
Target Investment Size	\$1-100m
Target Geographies	Global
Target Sectors	Technology and technology-enabled services
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Exceptional entrepreneurs looking to build category-defining businesses
Website	www.accel.com
Contact Email	abrasoveanu@accel.com
Contact Phone	+44 20 7170 1000

INVESTOR DESCRIPTION

Accel is a leading early- and growth-stage venture capital firm, powering a global community of entrepreneurs. Accel backs entrepreneurs who have what it takes to build a world-class, category-defining business. Founded in 1983, Accel brings more than three decades of experience building and supporting hundreds of companies. Accel's vision for entrepreneurship and business enables it to identify and invest in the companies that will be responsible for the growth of next-generation industries. Accel has backed a number of iconic global platforms, which are powering new experiences for mobile consumers and the modern enterprise, including Atlassian, Avito, BlaBlaCar, Celonis, Deliveroo, Dropbox, Etsy, Facebook, Flipkart, Funding Circle, Kayak, QlikTech, Simplivity, Slack, Spotify, Supercell, UiPath, WorldRemit and others.

SELECTED PORTFOLIO COMPANIES



Largest global social network



Largest global music subscription service



Game studio behind among others Clash of Clans, highest ever grossing mobile app

Full Portfolio

• www.accel.com

KEY CONTACTS



Sonali De Rycker
Partner

Sonali De Rycker focuses on consumer, software and financial services businesses. She led Accel's investments in Avito (acquired by Naspers), Lyst, Spotify, Wallapop, KupiVIP, Calastone, Catawiki, JobToday, Shift Technology, SilverRail (acquired by Expedia), Kry and Soldo. Prior to Accel, Sonali was with Atlas Ventures.



Andrei Brasoveanu
Principal

Andrei Brasoveanu focuses on software, fintech and data businesses. He helped lead Accel's investments and ongoing work in Celonis, UiPath, Instana, DashDash, Carto, Semmler and JobToday. Prior to Accel, Andrei worked with Foundation Capital and KCG, the largest equities high-frequency trading firm in the US. Previously, he helped build an algorithmic trading startup on Wall Street focused on commodity futures.

KEY CORPORATE FACTS / KPIS

Offices	Greenwich, Connecticut
Active Markets	Global
Founded	2010
Employees	8 (of which 1 in Europe)
Current Fund Size	\$130m
Use of Debt	No
AUM	\$246m
Target Investment Size	\$10m – \$40m
Target Geographies	Global
Target Sectors	Commerce Infrastructure, IoT
Investment Style	Active
Deal Structures	Minority, Equity
Key Investment Criteria	Growth
Website	www.activantcapital.com
Contact Email	info@activantcapital.com
Contact Phone	n/a

INVESTOR DESCRIPTION

Activant is a growth equity firm that invests globally in commerce infrastructure and IoT technology companies. Our team of investors, entrepreneurs, and operators bring their expertise to a concentrated portfolio. By developing a deep understanding of our target sectors, we are able to identify and invest in companies with breakout potential before they reach an inflection point. We utilize a deep ecosystem of software buyers and provide extensive operational support to create a distinctive growth platform for our portfolio companies.

SELECTED PORTFOLIO COMPANIES



NewStore is a mobile-first commerce platform that enables retailers to have omni-channel capabilities. With offices in Berlin, NewStore was founded by Stephan Schambach who previously founded Demandware (acquired by Salesforce for \$2.8 billion) and Intershop (publicly traded)



Turvo is a project management software platform for the logistics market. Turvo provides global supply chain visibility to shippers, brokers and carriers through its platform



Indigo is an ag-tech platform that partners with growers through a revenue-share model to significantly increase crop yields, improve farmer profitability, and align agricultural practices with consumer demand

Full Portfolio

• www.activantcapital.com/

KEY CONTACTS



Steve Sarracino
Founding Partner
Email: steve@activantcapital.com



Andrew Steele
Investment Team (Europe)
Email: andrew@activantcapital.com

KEY CORPORATE FACTS / KPIS

Offices	Paris, Brussels, Frankfurt
Active Markets	European Economic Area
Founded	2010
Employees	25 (all of which in Europe)
Current Fund Size	€ 150m+
Use of Debt	No
AUM	€ 700m+
Target Investment Size	€1m - €10m
Target Geographies	European Economic Area
Target Sectors	Fintech, Insurtech & Regtech
Investment Style	Active
Deal Structures	Influential minority
Key Investment Criteria	Team with knowledge of financial services, looking to become EU/world champions
Website	www.blackfin-tech.com
Contact Email	hello@blackfincp.com
Contact Phone	+33 1 83 79 17 14

INVESTOR DESCRIPTION

As the VC arm of BlackFin Capital Partners, BlackFin Tech invests solely in fintechs, insurtechs and regtechs having reached series A & B maturity across Europe. We leverage our pan-European networks and expertise across all subsegments (payments, banking, insurance, regulatory compliance, ECM/DCM) to support entrepreneurs in becoming European champions.

We aim to become the go-to platform for fintech, insurtech & regtech entrepreneurs as we provide solid regulatory knowledge across national jurisdictions, superior understanding of value chains as well as access to C-level decision-makers at large financial institutions. You have come to the right place if you're looking to take the long journey in transforming the financial services industry!

Looking forward to hearing from you,
The BlackFin Tech Team

SELECTED PORTFOLIO COMPANIES



FRISS

Friss is a Dutch insurtech providing tools leveraging AI for fraud investigators at insurance companies to be better equipped to detect fraud as well as to better assess risk and adapt quotes accordingly during the underwriting process.



NewAccess is a provider of front-office and middle-office software for Swiss and international private banks. Its software offering is made of Equalizer (Portfolio Management System), Branch (Customer Data Management) and Logical Access (Confidential Document Management). These products are adapted to meet the specific needs of the private banking industry.



Finanzen.de is the leading real-time marketplace for financial leads in Europe, with operations in Germany, France, Switzerland and the UK.

Full Portfolio

- <https://blackfin-tech.com/portfolio>
- <http://www.blackfincp.com/portfolio>

KEY CONTACTS



Julien Creuzé

Senior Investment Director
Previously VC at Aster Capital & entrepreneur at Agoranov



Maxime Mandin

Investment Director
Previously VC at Seventure



Gabrielle Thomas

Investment Manager
Previously VC at Siparex/XAnge



Romain Grimal

Associate
Previously VC at XAnge & M&A at Invest Corporate Finance

KEY CORPORATE FACTS / KPIS

Offices	Munich, London, Singapore
Active Markets	Europe including Germany, UK, Nordics, and France; USA; South East Asia
Founded	2015
Employees	13 (of which 8 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€5m - €25m
Target Geographies	Europe including Germany, UK, Nordics, and France; USA; South East Asia
Target Sectors	E-Commerce, Marketplaces, Digital Networks
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Proven business model, scalability, right vertical and team
Website	www.burdaprincipalinvestments.com
Contact Email	investments@burda.com
Contact Phone	n/a

Burda Principal Investments

INVESTOR DESCRIPTION

Burda Principal Investments (BPI), a division of Hubert Burda Media, provides long term growth equity for fast growing digital technology and media companies. Hubert Burda Media is one of Europe's largest media and technology conglomerates with a strong investment track record in internet-centric businesses since 1998.

We have been partners for visionary entrepreneurs, leveraging Burda's capital, brands and sector expertise, particularly in the areas of business expansion, internationalisation and localisation.

BPI is invested in a portfolio of highly successful consumer internet companies in Europe, the U.S. and Asia. In the past, Hubert Burda Media has invested in internet platforms such as Etsy, zooplus, HolidayCheck, or Xing AG.

BPI is run by a dedicated team of investment professionals based in Munich, London and Singapore.

SELECTED PORTFOLIO COMPANIES



International market place for second hand fashion



Fresh flower delivery, pioneering the letter box format



Digital network for neighbourhoods



Fashion, beauty and lifestyle marketplace with headquarters in Singapore

Full Portfolio

www.burdaprincipalinvestments.com/investments/

KEY CONTACTS



Martin Weiss
Managing Director / CEO
Email: investments@burda.com



Christian Teichmann
Managing Director
Email: investments@burda.com



Capital D

KEY CORPORATE FACTS / KPIS

Offices	London, Luxembourg
Active Markets	Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Ireland, Israel, Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal, Spain, Sweden, Switzerland
Founded	2017
Employees	11 - 25 (of which 16 in Europe)
Current Fund Size	n/a
Use of Debt	Yes
AUM	n/a
Target Investment Size	€10m - €60m
Target Geographies	Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Ireland, Israel, Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal, Spain, Sweden, Switzerland
Target Sectors	E-Commerce Technology, Marketplaces, EdTech, Travel & Transportation, FinTech, Gaming, Health, Marketing, Analytics, Digital Services
Investment Style	Active
Deal Structures	Majority, Minority, Lead
Key Investment Criteria	High growth, disruptive business, platform potential, profitable company, ambitious team
Website	www.capitald.com
Contact Email	n/a
Contact Phone	n/a

INVESTOR DESCRIPTION

Capital D is a pan-European private equity fund manager focused on investing in companies that show clear evidence of transforming legacy business models or have demonstrable potential to do so.

Change is accelerating and in every sector innovative, fast-moving companies are disrupting their industries. Capital D seeks to be their partner of choice. A new model is necessary to identify and accompany these winners in their journey. Our distinctive approach integrates three competencies: intelligence, investment and impact. Our senior team combines skills in private equity, corporate and digital transformation, innovation and entrepreneurship.

SELECTED PORTFOLIO COMPANIES

Full Portfolio • www.capitald.com/investment-portfolio/

KEY CONTACTS



Jean-Marc Jabre
Partner
Email: jeanmarc@capitald.com

- Co-founded Capital D to invest in disruptive businesses
- Started investment career in early-stage healthcare and technology in Menlo Park, CA
- Last role as Head of Morgan Stanley Private Equity in Europe
- Leads Capital D's investment in business services, fintech, edtech, e-health and mobility



Stephan Lobmeyr
Partner
Email: stephan@capitald.com

- Co-founded Capital D to invest in disruptive businesses
- Started investment career at Hicks, Muse, Tate and Furst
- Last role as Partner at Change Capital Partners
- Leads Capital D's investment in consumer, retail, sustainability, TIC and tourism

EGMONT

KEY CORPORATE FACTS / KPIS

Offices	Copenhagen, Oslo, Stockholm, Gothenburg
Active Markets	Denmark, Finland, Germany, Norway, Poland, Sweden, UK Global
Founded	1878
Employees	4,000 (of which all in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	€10m - €100m
Target Geographies	Europe
Target Sectors	E-Commerce
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	High growth potential, high customer interest niches, category experts to create sustainable positions
Website	www.egmont.com
Contact Email	cap@egmont.com
Contact Phone	n/a

Egmont

INVESTOR DESCRIPTION

Egmont is a leading media group in the Nordic region with activities in 30 countries and 6,200 employees. The Egmont group includes Nordisk Film and TV 2 in Norway, book publishing and Egmont Publishing, and is part owners of other joint venture businesses. Egmont is a commercial foundation which generated revenue amounting to EUR 1.5 billion in 2018. Egmont donates 15% of its profits million a year to help improve the lives of children and young people.

Through a separate ecommerce investment entity Egmont has invested in e-commerce companies since early 2013. The strategy is to obtain leading positions in high consumer interest niche areas. Egmont typically focus on ecommerce categories where inspiration and other factors demands a sector specific approach more than a mass market approach. Egmont acts as an active owner with a long term perspective and has a dedicated team of experts focused on ecommerce solely that cooperates closely with the portfolio companies.

SELECTED PORTFOLIO COMPANIES



Ecommerce company in parenting niche selling toys, baby equipment and fashion items



Ecommerce companies specialised within outdoor sports equipment niche



KitchenOne
ROBOTEKSPERTEN

Ecommerce companies specialised within high end kitchen equipment, interior and home appliance robots

KEY CONTACTS



Carsten Pingel
Head of International Investment
Email: cap@egmont.com

- 10 years experience with management consulting, strategy and business development with focus on online and technology focused businesses
- Specialised in creating value and growth in established businesses and new Ventures

KEY CORPORATE FACTS / KPIS

Offices	London
Active Markets	UK, Europe etc
Founded	2016
Employees	15
Current Fund Size	£575m
Use of Debt	Yes
AUM	£1bn+
Target Investment Size	£30-£100m+
Target Geographies	UK, Europe etc
Target Sectors	Business Services, Consumer etc
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	Growth and change
Website	www.emkcapital.com
Contact Email	info@emkcapital.com
Contact Phone	+44 20 7591 4200

EMK Capital

INVESTOR DESCRIPTION

EMK Capital is a UK based private equity fund which invests in businesses where it can support growth and change. In partnering with EMK, businesses and management teams get access to more than just capital – they work together to generate ideas on how to take a business forward and act as a catalyst for delivering change.

EMK Capital has the capability to commit to over £100m of equity to a single investment from its fund, and in partnership with limited partners could commit far more, should a portfolio company require that through the life of an investment.

EMK Capital typically makes majority investments over periods of three to seven years in the business services and consumer sectors. Whilst they are flexible about the situations they target, they have extensive experience supporting management buyouts, corporate carve outs, growth equity, special situations and management succession.

SELECTED PORTFOLIO COMPANIES



Luminati was acquired by EMK in 2017. Luminati is the world's leading IP proxy network for businesses.



Verivox was acquired in 2009 by OCEP and is the largest independent consumer portal for energy in Germany. Verivox offers price comparisons of telecommunications, insurance and finance.



Facile was acquired in 2014 by OCEP and has built a leading market position in the fast-growing Italian online price comparison market particularly in car insurance.



Parship was acquired in April 2015 by OCEP from Holtzbrinck Digital. As the inventor of scientific matchmaking in Europe, Parship has helped its members since 2001 to find the right match for a happy long-term relationship.

Full Portfolio www.emkcapital.com/investments/

KEY CONTACTS



Mark Joseph
Managing Partner

- Mark Joseph Co-founded EMK Capital having previously been a founding partner at Oakley Capital Private Equity.
- 25 years of private equity investment and financial advisory experience.
- Investments including Luminati, Verivox, intergenia, Parship, Facile.
- Formerly Managing Director at UBS where he advised on over \$60 billion of transactions.



Simon Dexter
Investment Director

- Investment Director at EMK Capital (Dec 2016 – Present) – Director at Oakley Capital Private Equity (Jun 2011 – Oct 2016) – Non Executive Director at Facile.it (Jul 2015 – Sep 2016) – Non Executive Director at PARSHIP GmbH (Apr 2015 – Sep 2016).

KEY CORPORATE FACTS / KPIS

Offices	New York, Munich, London (+10 other offices globally)
Active Markets	Global
Founded	1980
Employees	100 – 1,000 (of which 30 in Europe)
Current Fund Size	> \$13bn
Use of Debt	Selectively
AUM	> \$24bn
Target Investment Size	\$25m - \$500m
Target Geographies	Global
Target Sectors	Technology, Technology-enabled services
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	Market position, management, market dynamics, competitive advantage with intellectual property, barriers to entry
Website	www.generalatlantic.com
Contact Email	munich@generalatlantic.com
Contact Phone	+49 89 558 932 710

INVESTOR DESCRIPTION

General Atlantic is a leading global growth equity firm providing capital and strategic support for growth companies. Established in 1980, General Atlantic combines collaborative global approach, sector-specific expertise, long-term investment horizon, and deep understanding of growth drivers and partners with great management to build exceptional businesses worldwide.

The three main differentiators are (i) the exclusive focus on growth investing, (ii) a patient capital base and (iii) a global, collaborative team consisting of investment professionals, our Resources Group and a Special Advisors network of current and former senior executives. While most of our investments are minorities, General Atlantic is an active investor that steadily adds value by leveraging our global resources, helping our companies with growth acceleration, performance improvement, global access, human capital and capital markets topics.

SELECTED PORTFOLIO COMPANIES



Leading consumer internet portfolio in the segments of price comparison, experience gift vouchers, matchmaking, beauty and well-being in Germany that is a carve-out of ProSiebenSat.1, one of the largest European TV conglomerates



Tech-enabled mobility provider in Germany, offering travelers a comprehensive range of bus routes across the EU and the U.S. through its online platform



Adyen is a technology company that provides businesses with a single solution to accept payments anywhere in the world and delivers frictionless payments across online, mobile, and in-store

Full Portfolio

• www.generalatlantic.com/portfolio

KEY CONTACTS



Joern Nikolay
Managing Director, Head of DACH
Email: jnikolay@generalatlantic.com

- Joined General Atlantic in 2008
- Previously at TA Associates, Bain & Company and Morgan Stanley
- Board Memberships: Axel Springer Digital Classifieds (previous), FlixBus, KäuferPortal, Hemnet (previous), ControlExpert, NuCom Group



Christian Figge
Principal
Email: cfigge@generalatlantic.com

- Joined General Atlantic in 2012
- Previously at BC Partners and L.E.K. Consulting
- Board Memberships: Käuferportal, Flixbus, NuCom Group

KEY CORPORATE FACTS / KPIS

Offices	London, New York
Active Markets	North America, SEA
Founded	2016
Employees	10-20
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	\$50m - \$300m
Target Geographies	Western Europe, North America, China, SEA
Target Sectors	Consumer, Technology, Industrials
Investment Style	Strategy and management-supportive
Deal Structures	Structured minority equity
Key Investment Criteria	Backing late stage growth businesses offering innovative products in sizeable addressable markets
Website	www.gpicap.com
Contact Email	francois.poulin@gpicap.com
Contact Phone	+44 (0) 203 198 1645 (Francois Poulin)

INVESTOR DESCRIPTION

GPI Capital is a growth-oriented private-equity firm dedicated to non-controlling investments. GPI leads equity and equity-like financings, typically investing US\$50 million to \$300 million for stakes of up to 20% in privately-held late-stage businesses or through negotiated investments in listed companies. GPI's investment team has extensive experience structuring equity capital solutions in Western Europe, North America, China, SEA, and focuses on the consumer, technology and industrials sectors. The firm is partner-owned and operated with offices in London and New York.

Our mission is to be the minority partner of choice to high quality businesses, serving as a management and strategy-supportive, core, stable, long-term partner. We engage closely at a strategic level with the companies in which we invest, while ensuring our partners have the operating and strategic freedom to execute on their vision.

SELECTED PORTFOLIO COMPANIES



Social Finance ("SoFi") is an online personal finance company that provides student loan refinancing, mortgages and personal loans

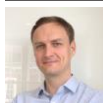


Zeta Global is customer lifecycle management marketing company helping Fortune 1000 brands and large middle-market companies create, maintain and monetize customers, using "people-based, precision marketing" to provide customers with enhanced multi-channel marketing solutions to help them manage the full customer life-cycle



Grab is a Singapore-based technology company that offers ride-hailing, ride sharing and logistics services through its app in Singapore and neighbouring Southeast Asian nations such as Malaysia, Indonesia, Philippines, Vietnam, Thailand, Myanmar, and Cambodia

KEY CONTACTS



Alex Migon
Partner
alex.migon@gpicap.com

- Partner of GPI Capital and a member of the Investment Committee
- Previously Portfolio Manager at Ontario Teachers Pension Plan ("OTTP")



Francois Poulin
Partner
francois.poulin@gpicap.com

- Partner of GPI Capital and a member of the Investment Committee
- Previously Partner and Portfolio Manager at BTG Pactual



Pavel Prokofiev
Investment Professional
pavel.prokofiev@gpicap.com

- Joined GPI Capital in 2014, from Capital Group
- Previously at KPMG

KEY CORPORATE FACTS / KPIS

Offices	Boston
Active Markets	North America, Europe, Latin America
Founded	1998
Employees	34 Investment Professionals
Current Fund Size	\$1.6B
Use of Debt	Occasional
Target Investment Size	\$30-300m
Target Geographies	North America, Europe, Latin America
Target Sectors	Business Services, Consumer Services, Financial Technology, Healthcare Technology, Internet, Logistics, Media/Communications, Software & Transactions Processing
Investment Style	Active
Deal Structures	Control, joint control, minority
Key Investment Criteria	Growth Oriented: All Stages Beyond Early Stage
Website	www.greathillpartners.com
Contact Email	mkumin@greathillpartners.com pgarran@greathillpartners.com kmagan@greathillpartners.com
Contact Phone	617-790-9435 617-790-9475 617-790-9414

INVESTOR DESCRIPTION

Great Hill Partners is a Boston-based private equity firm that has raised over \$5 billion in commitments since its inception. We seek to partner with rapidly growing middle market companies operating in the following sectors; business services, consumer services, financial technology, healthcare technology, Internet, logistics, media/communications, software and transaction processing. We partner with premier management teams in our areas of expertise to help them achieve their objectives. We typically invest \$30-\$300 million in equity in each investment transaction.

SELECTED PORTFOLIO COMPANIES

The RealReal

The leading online marketplace to consign and buy previously-owned luxury goods



New York City-based direct-to-consumer retailer of premium quality socks



The leading online marketplace for purebred and designer-breed puppies, connecting consumers with a screened and vetted network of thousands of responsible breeders nationwide



• <https://www.greathillpartners.com/active-investments/>

KEY CONTACTS



Michael Kumin
Managing Partner
mkumin@greathillpartners.com

- Responsible for transaction origination, investment policy, fundraising, investor relations and the general management of Great Hill Partners. His investment experience covers a broad group of industries, including media, Internet, software, and business and consumer services.
- Bombas, CliqStudios, Educaedu, PuppySpot, Sugarfina, The RealReal, The Shade Store, Momondo and Wayfair



Peter Garran
Partner
pgarran@greathillpartners.com

- Responsible for originating and evaluating investment opportunities in the media, Internet, software, and business and consumer services sectors.
- Bombas, The Shade Store, Momondo, Educaedu, PuppySpot, CliqStudios and Sugarfina



Kevin Magan
Vice President
magan@greathillpartners.com

- Responsible for originating and evaluating investment opportunities in the media, Internet, software, and business and consumer services sectors.
- Bombas, Educaedu and Intapp

KEY CORPORATE FACTS / KPIS

Offices	Kiev, Chicago
Active Markets	Global
Founded	2005
Employees	11 - 25 (of which 25 in Europe)
Current Fund Size	n/a
Use of Debt	No
AUM	\$750m
Target Investment Size	\$5m - \$25m
Target Geographies	n/a
Target Sectors	Opportunistic
Investment Style	Active
Deal Structures	Minority, flexible
Key Investment Criteria	Opportunistic
Website	www.horizoncapital.com.ua
Contact Email	tbega@horizoncapital.com.ua
Contact Phone	n/a

INVESTOR DESCRIPTION

Horizon Capital is a leading private equity firm in Ukraine, managing over \$700 million in AUM. We invest in fast-growing, export-oriented companies that generate global revenues and have a presence in Ukraine, usually an R&D center. Horizon Capital invested in a number of highly successful internet and e-commerce companies, including Rozetka, Jooble, Ciklum (exited) and several other technology companies.

SELECTED PORTFOLIO COMPANIES



Online Retail

Full Portfolio

• www.horizoncapital.com.ua/portfolio/

KEY CONTACTS



Denis Tafintsev
 Senior Partner
 Email: dtafintsev@horizoncapital.com.ua

• Denis Tafintsev is a Senior Partner and a member of the Investment Committee. Denis led several notable technology deals, including investments in Rozetka, Jooble and Ciklum (exited). Denis joined Horizon Capital in 2010 after graduating from Stanford Business School previously working for McKinsey.



Vasile Tofan
 Partner
 Email: vtofan@horizoncapital.com.ua

• Vasile Tofan is a Partner at Horizon Capital in charge of investments in the Technology and FMCG sectors. Vasile joined Horizon Capital in 2012, bringing over five years of management consulting and industry experience. Vasile received an MBA from Harvard Business School.



Dmytro Boroday
 Investment Director
 Email: dboroday@horizoncapital.com.ua

• Dmytro is an Investment Director covering Technology sector. Dmytro is managing Horizon's portfolio companies in e-commerce, IT product and telecom sectors. Dmytro joined Horizon Capital from McKinsey, where he advised clients in the Middle East. Dmytro received an MBA from Harvard Business School



Hanna Shuvalova
 Associate
 Email: hshuvalova@horizoncapital.com.ua

• Hanna is an Investment Associate covering Technology sector. Dmytro is involved in portfolio management of companies in e-commerce, IT product sectors. Hanna joined Horizon Capital from Genesis, leading global IT product company

KEY CORPORATE FACTS / KPIS

Offices Amsterdam, Düsseldorf, San Francisco

Active Markets Belgium, Germany, Netherlands

Founded 2010

Employees 11-25 (of which 14 in Europe)

Current Fund Size €230m

Use of Debt No

AUM €400m

Target Investment Size €10m - €30m

Target Geographies Austria, Belgium, Denmark, Germany, Netherlands, Norway, Sweden

Target Sectors E-Commerce Technology, Media, Financial Technology, Financial Services, Hardware

Investment Style Active

Deal Structures Minority

Key Investment Criteria Technology & business model, traction & growth potential, management team, min. €500k MRR or €10m revenue

Website www.hpegrowthcapital.com

Contact Email info@hpegrowthcapital.com

Contact Phone +31 20 714 3400

INVESTOR DESCRIPTION

HPE Growth Capital ("HPE") is a technology growth equity specialist targeting investments in high-growth firms (c. 50 – 250 employees) in Northern Europe, with an emphasis on Germany and the Benelux.

Through the investments in fast growing profitable technology companies HPE seeks to become active partners of the portfolio companies with the objective to accelerate growth and create future market leaders through internationalization, expansion of sales and marketing, operational excellence and buy-and-build.

The HPE team typically invests between EUR 10 and 30 million per investment in exchange for a significant minority stake with a strong preference for primary capital to be used as catalyst for expansion. The skillset of HPE spans across capital markets, lower mid-market technology advisory, operational corporate development and growth investing in both the US and Europe.

SELECTED PORTFOLIO COMPANIES



SaaS based digital location marketing platform



Develops connected fitness equipment and software solutions that enable a fully digitalized gym training



Payment processing solution for Alternative Payment Methods

Full Portfolio

• www.hpegrowthcapital.com/companies/

KEY CONTACTS



Manfred Krikke
Partner
mkrikke@hpegrowthcapital.com

- 16 years of technology experience in Silicon Valley, incl. investment banking, growth equity investing and operations.
- HPE portfolio companies: eGym, Kreditech, NGdata, uberall



Tim van Delden
Partner
tvandelden@hpegrowthcapital.com

- Co-Founder and Chief Investment Officer at HPE. Formerly at Morgan Stanley, General Atlantic and Avenue Capital Group.
- HPE portfolio companies: Aevi, PPRO, AOG, SFC Energy, Airborne



Martin Karschkes
Senior Associate
mkarschkes@hpegrowthcapital.com

- Martin is responsible for the identification and evaluation of investment opportunities, due diligence and portfolio support.
- HPE portfolio companies involvement: eGym, uberall, SFC Energy, PPRO

Insight Venture Partners

KEY CORPORATE FACTS / KPIS

Offices	New York
Active Markets	Global
Founded	1995
Employees	51 - 100 (of which 0 in Europe)
Current Fund Size	\$6.3bn
Use of Debt	Yes
AUM	\$18bn
Target Investment Size	\$20m - \$200m
Target Geographies	Global
Target Sectors	Software, Internet & Tech-enabled Services
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	Growth
Website	www.insightpartners.com
Contact Email	hmiller@insightpartners.com
Contact Phone	+1 212 2309200

INVESTOR DESCRIPTION

Insight Venture Partners is a leading global venture capital and private equity firm investing in high-growth technology and software companies that are driving transformative change in their industries. Founded in 1995, Insight has raised more than \$8bn and invested in more than 200 companies worldwide. Its mission is to find, fund and work successfully with visionary executives providing them with practical, hands-on growth expertise to foster long-term success.

SELECTED PORTFOLIO COMPANIES



Europe's largest hotel meta-search destination, where visitors can easily find the best deal by comparing prices from over 500,000 hotels and over 100 booking sites worldwide



Every week HelloFresh sends fresh ingredients needed to prepare delicious recipes at home



Worldwide network of online food ordering sites with over 55,000 restaurants connected to its service

Full Portfolio

• www.insightpartners.com/portfolio/

KEY CONTACTS



Harley Miller
Vice President
Email: hmiller@insightpartners.com

- Harley Miller joined Insight in 2011. He previously worked as an analyst at Lubert Adler Real Estate Funds in Philadelphia, focusing on acquisition and asset management



Molly Alter
Associate
Email: malter@insightpartners.com

- Molly Alter joined Insight in 2016.

LetterOne Technology

KEY CORPORATE FACTS / KPIS

Offices	London
Active Markets	Europe, Israel, Emerging Markets
Founded	2015
Employees	10-20
Current Fund Size	Permanent capital; part of \$24bn investment group
Use of Debt	Depending on investment profile
AUM	~\$5bn
Target Investment Size	> \$100m per investment
Target Geographies	Europe, Israel, Emerging Markets
Target Sectors	Software, B2B data, marketplaces, telecom
Investment Style	Active
Deal Structures	Control, joint control, large minority
Key Investment Criteria	Platforms with international expansion potential
Website	www.letterone.com/our-businesses/l1-technology
Contact Email	office@l1technology.co.uk
Contact Phone	+44 20 7046 6150

INVESTOR DESCRIPTION

L1 Technology looks for investment opportunities within the global technology space with a strong focus on the software and data sectors. We seek to invest in technology businesses which can be leveraged as platforms to expand internationally, through acquisitions or broadening the product set. Our permanent capital and long term operational focus, provides L1 Technology with the ability to underwrite hold periods longer than a typical private equity fund. In addition, we have the flexibility to own majority control positions or large minority stakes. We have appointed an Advisory Board of internationally renowned Industry leaders and specialists. They are deeply involved in supporting the investment team. L1 Technology's Advisory Board includes Nadeem Syed (CEO of Finastra and former group VP at Oracle), Jos White (Founder of MessageLabs), Brent Hoberman (Founder of Lastminute.com and Made.com), Osama Bedier (former Vice President of Payments at Google and head of Google Wallet, current Founder/CEO of Poynt), and Denis O'Brien (Founder of Digicel and ESAT Telecom Group). Based in London, L1 Technology has recruited a strong team of deal professionals from Blackstone, Summit Partners, Morgan Stanley and McKinsey.

SELECTED PORTFOLIO COMPANIES



With +235m subscribers, Veon is #8 largest telecom operator globally. Veon operates across 12 markets (key markets: Italy, Russia, Pakistan, Bangladesh, Ukraine and CIS). Veon is headquartered in Amsterdam and listed on Nasdaq and Amsterdam stock exchanges



Largest converged telecom operator in Turkey with 50m subscribers. With its extensive digital app portfolio, Turkcell leads digital revolution in the telecom sector globally. Turkcell is listed on Istanbul and New York stock exchanges



\$200m investment. L1T strategic partner for Russia



Telco Billing & CRM system, strategic partnership with Ericsson, Helsinki headquartered



Data based MVNO, freemium model, California headquartered

KEY CONTACTS



Nicolas Slim

Partner

Email: Slim@l1technology.co.uk

• Previous experience: Summit Partners, Goldman Sachs

KEY CORPORATE FACTS / KPIS

Offices	Palo Alto, Helsinki, Beijing
Active Markets	Global
Founded	2005
Employees	c. 12
Current Fund Size	\$500m
Use of Debt	No
AUM	\$1.2bn
Target Investment Size	\$5m - \$15m
Target Geographies	Global
Target Sectors	E-Commerce Technology, EdTech, Travel & Transportation, Analytics
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Shipping product or service, a few million in revenue and experienced management team
Website	www.ngpcap.com
Contact Email	n/a
Contact Phone	n/a

INVESTOR DESCRIPTION

Providing deep industry expertise and an extensive network, NGP Capital helps entrepreneurs accelerate company growth. With offices in the US, Europe, India and China, NGP capital extends the reach of companies making their products and services local everywhere. The active portfolio includes companies such as Deliveroo, Moovit, GetYourGuide, Clue, Babbel and more. Among NGP Capital's portfolio exits are China's largest M&A exits of all time; Ganji and Ucweb and one of the largest exits in Europe 2017; heptagon. Visit www.nokiagrowthpartners.com for more information.

SELECTED PORTFOLIO COMPANIES



Babbel is the market-leading app for language learning



Deliveroo is a technology company that focuses on marketing, selling, and delivering restaurant meals to the household or office



GetYourGuide is a booking platform for tours and activities, offering a variety of travel experiences through their global supplier network

Full Portfolio

• www.ngpcap.com/companies

KEY CONTACTS



Bo Ilsoe
Partner



Jacob Fellman
Associate



Walter Masalin
Partner



Ossi Tiainen
Associate

NuCom Group

KEY CORPORATE FACTS / KPIS

Offices	Unterföhring, Germany
Active Markets	International
Founded	2018
Employees	100-1,000
Current Fund Size	n/a
Use of Debt	n/a
AUM	€1.8bn
Target Investment Size	n/a
Target Geographies	International
Target Sectors	n/a
Investment Style	Active
Deal Structures	n/a
Key Investment Criteria	n/a
Website	www.nucom.group
Contact Email	info@nucom.group
Contact Phone	n/a

INVESTOR DESCRIPTION

NuCom Group is a majority-owned subsidiary of ProSiebenSat.1 Media SE, one of Europe's leading media companies and Germany's biggest TV Network.

Since 2018, General Atlantic as one of the leading global growth equity firms has also invested a significant stake in the NuCom Group.

Through leveraging ProSiebenSat.1's media power and expertise combined with General Atlantic's operational and investment excellence, we accelerate the strong growth path of our portfolio companies and create superior value both for Investors and our portfolio companies.

Ownership split: 75% ProSiebenSat.1 and 25% General Atlantic.

SELECTED PORTFOLIO COMPANIES



A leading online price comparison (OPC) player in Germany



Number one online matchmaker in Germany, Switzerland and Austria



The leading German marketplace in experience and gift vouchers

Full Portfolio • <https://www.nucom.group>

KEY CONTACTS



Claas van Delden
Co-CEO and Managing Director
Email: Claas.Van.Delden@NuCom.Group

- Claas van Delden is Co-CEO of NCG – NuCom Group SE and Managing Director of NCG Commerce GmbH. He has been involved in ProSieben's digital business since 2012 and was initially responsible for growing the strategic digital commerce portfolio as Managing Director of SevenVentures. Before joining ProSiebenSat.1's investment arm, Claas worked at Holtzbrinck Digital and the Boston Consulting Group, among others.



Florian Tappeiner
Co-CEO and Managing Director
Email: Florian.Tappeiner@NuCom.Group

- Dr. Florian Tappeiner is Co-CEO of NCG – NuCom Group SE and Managing Director of NCG Commerce GmbH. Florian Tappeiner has been at ProSiebenSat.1 since 2015 and has led the Group's M&A Department as Executive Vice President M&A. Before ProSiebenSat.1, Florian was Director of the Private Equity firm H.I.G. Capital.

Scottish Equity Partners (SEP)

KEY CORPORATE FACTS / KPIS

Offices	London, Glasgow, Edinburgh
Active Markets	Europe
Founded	2000
Employees	45 (all in Europe)
Current Fund Size	€300m
Use of Debt	No
AUM	€1bn
Target Investment Size	€10m to €30m
Target Geographies	UK, Ireland, Europe
Target Sectors	Software, internet and tech-enabled services
Investment Style	Active
Deal Structures	Minority in B rounds, secondary alongside primary in later stage deals
Key Investment Criteria	Equity for growth stage technology companies
Website	www.sep.co.uk
Contact Email	enquiries@sep.co.uk
Contact Phone	+44 207 758 5900

INVESTOR DESCRIPTION

Scottish Equity Partners (SEP) is a leading, technology specialist, growth equity firm. SEP invests across Europe in ambitious, innovative technology companies with a global outlook.

With an experienced team, deep sector knowledge and substantial networks, the firm actively engages with its portfolio companies to accelerate growth and international expansion. The firm has €1 billion under management and one of the longest and strongest track records in Europe having invested in over 150 technology companies over the last 20 years. Sectors of interest include software, internet and tech-enabled service businesses.

Global travel search business Skyscanner is one of four SEP investments to have secured an exit of over \$1bn in recent years and its current portfolio contains some of Europe's most exciting and innovative companies including luxury fashion retailer Matchesfashion.com, scientific informatics software provider Dotmatics, cloud contact centre software provider Content Guru, language learning business Babbel, online eyewear retailer Mister Spex and sports flash sales business SportPursuit.

SELECTED PORTFOLIO COMPANIES



Almost 2 million customers use Babbel for online language learning and its products cover 8,500 hours of content in 14 languages. Babbel has a team of more than 600 people in Berlin and New York.



Content Guru provides cloud-based contact centre software to large enterprise customers across a diverse range of sectors. The business is focussed on international expansion, especially in Asia Pacific having recently signed a large partnership deal with the Japanese technology conglomerate Rakuten.



Founded in 2005, Dotmatics' cloud-based informatics software is used by scientific researchers within large pharmaceutical and biotech companies. More than 50% of revenue is generated in the US with ambitious expansion plans in Europe and Asia.

Full Portfolio

• www.sep.co.uk/companies/

KEY CONTACTS



Stuart Paterson
Partner
Email: stuart.paterson@sep.co.uk

- A founding Partner of SEP, Stuart has been investing in technology companies for over 20 years. He focuses on investment opportunities in software, internet and digital media.
- Companies: Babbel, Mister Spex, Peppermint Technology, SportPursuit



Tim Ankers
Principal
Email: tim.ankers@sep.co.uk

- Tim focuses on investments in software and consumer internet businesses.
- Companies: Content Guru, Babbel, Mister Spex, Lovecrafts



Stripes Group

KEY CORPORATE FACTS / KPIS

Offices	New York
Active Markets	US, UK, Europe, Asia
Founded	2008
Employees	40 (of which 0 in Europe)
Current Fund Size	~\$500m
Use of Debt	Yes
AUM	\$2.2bn
Target Investment Size	\$10m - \$100m
Target Geographies	US, UK, Europe, Asia
Target Sectors	Internet, Software, Consumer
Investment Style	Active
Deal Structures	Flexible.
Key Investment Criteria	\$5m+ in revenue, rapid growth, category leading tech/brand
Website	www.stripesgroup.com
Contact Email	Reshma@stripesgroup.com
Contact Phone	n/a

INVESTOR DESCRIPTION

Stripes Group is a leading growth equity firm that makes \$10-150 million investments in Internet, Software, Healthcare IT and Branded Consumer Products businesses.

SELECTED PORTFOLIO COMPANIES

Full Portfolio • www.stripesgroup.com/investments

KEY CONTACTS



Reshma Kalimi Casale
VP
Email: Reshma@stripesgroup.com



Rachael Foo
Associate
Email: Rachael@stripesgroup.com

KEY CORPORATE FACTS / KPIS

Offices	London, Boston (HQ), Menlo Park
Active Markets	Global
Founded	1984
Employees	85 (of which 18 in Europe)
Current Fund Size	€700m in Europe (\$9.5bn globally)
Use of Debt	In certain situations
AUM	\$21bn
Target Investment Size	\$10m - \$150m
Target Geographies	Global
Target Sectors	Technology, Internet, Enterprise Software, Mobile, Telecommunications
Investment Style	Active (with on demand operational resources)
Deal Structures	Flexible
Key Investment Criteria	Growth and capital efficiency
Website	www.summitpartners.com
Contact Email	sdunlop@summitpartners.com
Contact Phone	+44 2076597528

INVESTOR DESCRIPTION

Summit Partners is a leading global growth equity firm. They work with owners and management teams to maximize the long-term value of their companies. Since their inception in 1984, Summit has raised over \$21bn of capital on behalf of a prestigious group of institutional investors. They have invested in more than 460 companies in technology, healthcare and other growth sectors. These companies have completed more than 150 public offerings, and in excess of 180 have been acquired through strategic mergers and sales. Summit opened its European office in 2001 and has since invested more than €2bn in capital across 12 European countries.

Recent news worth highlighting: Avast, a Summit portfolio company, recently completed a \$5bn IPO on the London Stock Exchange, representing the largest ever software IPO in European history. Summit was the first institutional investor into Avast and helped grow the company from \$29 million in revenue and \$21 million in EBITDA in CY 2009, the first full year before Summit invested, to \$780 million in revenue and \$451 million in EBITDA for CY 2017.

SELECTED PORTFOLIO COMPANIES



Provider of cyber security technology. Darktrace's solution represents a new class of cyber defense software that helps large enterprises and governments detect advanced threats and anomalous behavior within their networks.



Provider of enterprise SaaS process and decision management systems



Provider of enterprise SaaS marketing information systems

Full Portfolio

• www.summitpartners.com/companies

KEY CONTACTS



Steffan Peyer
Investment Professional

- Steffan first joined Summit Partners as an Associate in 2007. Today, he focuses on the technology sector in Europe
- Prior to rejoining Summit in 2013, Steffan was a member of the management team of Turbulenz Limited. Before that, he worked for UBS Investment Bank



Shaun Dunlop
Investment Professional

- Shaun focuses primarily on the technology sector in Europe
- Prior to Summit, Shaun worked for Goldman Sachs in London, where he was a member of the TMT & Industrials M&A team and subsequently the Fundamental Strategies Group, covering TMT on the proprietary trading desk

KEY CORPORATE FACTS / KPIS

Offices	Berlin, Moscow, Tel Aviv, San Francisco
Active Markets	Europe, Israel, US
Founded	2012
Employees	c. 40
Current Fund Size	\$300m
Use of Debt	Yes
AUM	\$533m
Target Investment Size	\$5m - \$30m
Target Geographies	Europe, Israel, US
Target Sectors	B2C and B2 SMB companies in E-Commerce, FinTech, Travel, Software, Mobile
Investment Style	Active
Deal Structures	Minority
Key Investment Criteria	Digital transformation, scalable international businesses
Website	www.targetglobal.vc
Contact Email	info@targetglobal.vc
Contact Phone	n/a

INVESTOR DESCRIPTION

Target Global is an international Venture Capital firm headquartered in Berlin, with over EUR 600 million in assets under management. Connecting the key European startup ecosystems we leverage the unique DNA of each of our target geographies, across our global network. Building on our experienced team with substantial operational and investment experience, we help exceptional entrepreneurs to build market leaders. Target Global follows a lifecycle approach, investing in fast-growing online platforms, targeting trillion \$ markets. Our partners have been investing for more than 15 years in the digital technology space, backing some of the European success stories. The Target Global portfolio includes companies such as Auto1, Delivery Hero, GoEuro, Dreamlines and WeFox. More about Target Global: www.targetglobal.vc

SELECTED PORTFOLIO COMPANIES



AUTO1.com – The online marketplace for efficient buying and selling of inspected used cars. It is exclusively for car dealers



BAT is a Facility Management platform . It connects customers with cleaning services as well as additional services through its network



DocPlanner is an online healthcare platform enabling patients to find local physicians online and book appointments

Full Portfolio

• www.targetglobal.vc/portfolio/

KEY CONTACTS



Yoran Valler
General Partner



Shmuel Chafets
General Partner



Alex Frolov
General Partner

KEY CORPORATE FACTS / KPIS

Offices	San Francisco, California
Active Markets	Global
Founded	1999
Employees	25-35
Current Fund Size	
Use of Debt	No
AUM	\$7.6b capital committed
Target Investment Size	\$5m - \$25m
Target Geographies	Global
Target Sectors	Technology and Healthcare
Investment Style	
Deal Structures	Flexible
Key Investment Criteria	Thoughtful venture capitalists and passionate entrepreneurs looking to evolve the European ecosystem with a global partner
Website	www.ttcp.com
Contact Email	jarchibald@ttcp.com
Contact Phone	+1 415 835 7500

Top Tier Capital Partners

INVESTOR DESCRIPTION

Top Tier Capital Partners is a San Francisco based registered investment adviser building customized venture capital portfolios. With \$7.3 billion capital commitments, Top Tier offers funds and customized solutions by investing in primary and secondary investments in venture capital and growth equity funds and co-investments in select portfolio companies.

Top Tier's value-add lies in the experience, deep networks, industry insights and superior client service accumulated over two decades in Silicon Valley. When selecting managers, Top Tier uses both quantitative and qualitative data, including their proprietary database (The Mine), which holds extensive data regarding market dynamics for potential exits. Using this balanced approach to due diligence and access, the team seeks to create diverse portfolios that are built to spot emerging trends early and to deliver optimal venture returns.

SELECTED PORTFOLIO COMPANIES



Zuora is an enterprise software company that designs and sells SaaS applications for companies with a subscription business model. Zuora's applications are designed to automate billing, commerce, and finance operations.



Smartsheet is a collaborative, cloud-based project management and workflow tool which utilizes a grid-like interface that resembles Excel. The software platform is used by individuals and companies of all sizes to manage projects and get work done from any device or browser. The online application combines the ease of use of a spreadsheet with collaborative file sharing and discussions, visual timeline management and automated workflow capabilities.



Carbon Black provides a complete solution against advanced threats that target organizations' endpoints and servers, making it easier to see and stop those threats. Carbon Black enables organizations to arm their endpoints by combining continuous, real-time visibility into what's happening on every computer; real-time signature-less threat detection; incident response that combines a recorded history with live remediation; and prevention that is proactive and customizable.

Full Portfolio www.ttcp.com/#portfolio

KEY CONTACTS



Jessica Archibald
Managing Director
Email: jarchibald@ttcp.com

- Jessica is a Managing Director and member of the Investment Committee at Top Tier Capital Partners. She is dedicated to the fund Investment Team and currently leads the capital formation efforts for the Firm. She was the driving force behind establishing the Investment Team's database, The Mine. It was Jessica's analytical vision to leverage data to enhance the risk-adjusted returns for Top Tier's investors. Her focus on data has helped the Investment Team balance the promise frontier technologies offer with the financial returns LPs desire/.



Verdane

KEY CORPORATE FACTS / KPIS

Offices	6
Active Markets	Northern Europe
Founded	2003 (spin-out from FSV founded 1985)
Employees	36 (of which 36 in Europe)
Current Fund Size	Verdane Capital IX: GBP 255m Verdane Edda: GBP 255m
Use of Debt	Yes
AUM	GBP 1bn
Target Investment Size	GBP 10m – GBP 50m
Target Geographies	Northern Europe
Target Sectors	Consumer Internet, Software, Energy, Advanced Industrial
Investment Style	Active
Deal Structures	Control, joint control, minority
Key Investment Criteria	Rapid growth trajectory, supported by long-term structural growth trends with technology as a fundamental driver
Website	www.verdane.com
Contact Email	office@verdane.com
Contact Phone	+46 844 682 840

INVESTOR DESCRIPTION

Verdane funds seek to be the preferred investor and active owner of technology-enabled growth companies in Northern Europe. They provide flexible growth capital to fast-growing software, consumer internet, energy or high-technology industry businesses. Verdane funds invest in companies with a strong growth potential, mainly within consumer internet, software, energy and advanced industrial sectors.

Verdane approaches each investment by seeking to build value and boost growth. Taking advantage of deep industry insights and expertise, the funds have an active-ownership approach, investing significant time in understanding a company's opportunities, challenges and growth potential. Verdane's portfolio companies gain access to extensive networks, in the Nordics and globally, as well as key growth enablers, such as potential industrial, commercial and channel partners, management hires, board members and local advisers in new regions. Verdane's goal is to always deliver more than capital.

SELECTED PORTFOLIO COMPANIES



European leader in digital parking marketplace. Verdane came on board in 2012 and from 2012 to 2017, revenue and EBITDA CAGR has been +30.4% and 38.4% p.a. with a Net Promotor Score (customer satisfaction) of 86%



Leading German online platform for digital lending, with comprehensive product suite. Verdane came on board in 2016 and supported Smava in M&A discussions and adding adjacent products to build tighter customer relationships.



Leading European SaaS provider of proprietary enterprise Search Engine Optimisation (SEO) and content marketing suite. Verdane came on board in 2016 and has invested for further growth and supported a new go-to-market model.

Full Portfolio

www.verdane.com/holdings

KEY CONTACTS



Name: Henrik Aspen

Title: Partner

Email: henrik.aspen@verdane.com

- Henrik is the co-head of the Consumer Internet sector at Verdane and has been active in the acquisition of several portfolios and direct investments. He works closely with companies active in the internet retail and software space.
- Companies: EasyPark, Smava, Desenio, Eleven



Name: Emanuel Johnsson

Title: Director

Email: emanuel.johnsson@verdane.com

- Emanuel has more than 10 years of experience from growth equity transactions and managing assets within the broader cloud enabled software industry
- Companies: Hornetsecurity, Searchmetrics

KEY CORPORATE FACTS / KPIS

Offices	London, Munich, Stockholm, San Francisco, Luxembourg
Active Markets	Europe & US
Founded	2007
Employees	51-100 (of which over 50 in Europe)
Current Fund Size	€2.4bn
Use of Debt	Yes
AUM	€5bn
Target Investment Size	€30m - €250m
Target Geographies	Europe & US
Target Sectors	Technology & Internet, Life Science & Healthcare, Travel & Transportation, Financial Services, Business Services
Investment Style	Active
Deal Structures	Majority, Minority, Flexible
Key Investment Criteria	Strong growth supported by sustainable business model
Website	www.vitruvianpartners.com
Contact Email	ludwig.scherm@vitruvianpartners.com
Contact Phone	+44 20 7518 2883

Vitruvian Partners

INVESTOR DESCRIPTION

Vitruvian is a growth investment firm, offering innovative companies and entrepreneurs both primary and secondary capital across majority and minority investment structures, spanning growth capital and growth buyouts in Europe. The firm focuses on investing in 'dynamic situations' – fast growing businesses in industries characterised by growth and change such as digital, software, media, telecoms, healthcare, financial services, business services and leisure.

Vitruvian is currently investing its third fund of €2.4 billion, one of the largest pools of capital supporting growth companies in Europe. It has offices in London, Munich, Stockholm, San Francisco and Luxembourg.

SELECTED PORTFOLIO COMPANIES

FARFETCH

World's largest luxury online destination, enabling high end fashion boutiques to sell branded luxury apparel and accessories to consumers in more than 150 countries. Listed on NYSE since September 2018.

DARKTRACE

World's leading artificial intelligence company for cyber defence. Applies biological principles of the human immune system to identify and protect against cyber threats in over 7,000 deployments globally across industries.

DEPOSIT SOLUTIONS

Leading global retail deposit marketplace connecting over 70 banks to more than 30 million savers. The Company doubled the total volume of transmitted deposits within the last nine months to over €9 billion.

smava

Germany's largest independent consumer loan portal connecting borrowers with personal loan offerings from over 25 partner banks. The Company has originated over €3 billion in loans to date.

KEY CONTACTS

Torsten Winkler Partner

- At Vitruvian since 2009, responsible for the firm's activities in DACH and focused on Technology and Life Sciences & Healthcare sectors
- Companies include Deposit Solutions, Doctari, Smava, Technogroup and Verastar

Thomas Studd Partner

- At Vitruvian since 2009, focused on the Media and Technology, Telecoms & Internet sectors
- Companies include Just Eat, Farfetch, Ebury, Trustpilot, Vestiaire Collective and Carwow

Jussi Wuoristo Partner

- At Vitruvian since 2007, responsible for the firm's activities in the Nordics and focused on Technology, Internet and Business Services sectors
- Companies include Just Eat, Easypark, Smava, CRF Health, Unifaun, Accountor and Benify

Sophie Bower-Straziota Managing Director

- At Vitruvian since 2012, focused on the Financial Services, Internet and Software sectors
- Companies include Darktrace, CFC Underwriting, Phlexglobal, CRF Health, Farfetch, Skyscanner and RL360

Buyout

KEY CORPORATE FACTS / KPIS

Offices	London
Active Markets	Europe
Founded	2005
Employees	63
Current Fund Size	€725m
Use of Debt	Yes
AUM	€3.8bn
Target Investment Size	€50 - €250m
Target Geographies	Europe
Target Sectors	Financial Services
Investment Style	Active
Deal Structures	Control or Influential Minority
Key Investment Criteria	Digital Transformation, High Growth, Scalable Operating Model, Clear Path to Profitability
Website	www.anacapfp.com
Contact Email	contact@anacapfp.com
Contact Phone	+44 207 070 5250

INVESTOR DESCRIPTION

AnaCap is Europe's largest specialist private equity investor solely focusing on the European financial services sector. Founded in 2005, the firm has raised €3.8bn of funds to date for its complementary private equity and credit strategies and completed over 60 investments across 14 European jurisdictions.

The AnaCap private equity funds target buy-outs of European mid-market Financial Services companies, investing across the sector from capital-intensive to fee-based/services operating models. AnaCap seeks opportunities to transform businesses, leveraging the benefits of sector specialism through a proven and replicable value creation model, into disruptive digital players positioned for rapid growth and sustained profitability.

SELECTED PORTFOLIO COMPANIES



Heidelpay is a DACH omni-channel payment service provider with a leading technology platform for e-commerce



Ellisphere is a leading French B-2-B credit data-service provider, delivering solutions for Credit Risk Management, Marketing, and Compliance



Nest Bank is a full-service Polish Retail and SME bank with a market leading digital platform and distribution model

Full Portfolio

• www.anacapfp.com/portfolio

KEY CONTACTS



Nassim Cherchali
Managing Director
Email: Nassim.Cherchali@anacapfp.com

- Nassim is a Managing Director in the M&A team
- He joined AnaCap in 2008 and previously worked at Lehman Brothers and PAI Partners



Tassilo Arnhold
Managing Director
Email: Tassilo.Arnhold@anacapfp.com

- Tassilo is a Managing Director in the M&A team
- He joined AnaCap in 2015 and previously worked at Barclays Capital and Wills Capital Markets & Advisory

KEY CORPORATE FACTS / KPIS

Offices	London, Barcelona, New York, Hong Kong, Munich, Mumbai, Sao Paolo, Shanghai, Tel Aviv
Active Markets	Global
Founded	1969
Employees	Approx. 100
Current Fund Size	\$7.5bn
Use of Debt	Yes
AUM	\$40bn
Target Investment Size	€200m - €500m
Target Geographies	North America, Europe, Brazil, India, China
Target Sectors	Consumer, Healthcare, Services, Tech & Telco
Investment Style	Active
Deal Structures	Control
Key Investment Criteria	Sector focus
Website	www.apax.com
Contact Email	N/A
Contact Phone	+44 207 872 6380

INVESTOR DESCRIPTION

With over \$40 billion raised over the last 30 years, Apax Funds have a proven strategy of sector focused investing, looking for opportunities where capital, experience and insight can release the potential of businesses and lead to significant growth. Our sector focus, combined with an established network of local offices and a global platform, represents the foundation of Apax Partners' strategy. Currently, the portfolio companies in which our funds invest employ in excess of 270,000 and have an enterprise value in excess of €72 billion.

SELECTED PORTFOLIO COMPANIES



SoYoung: The largest online marketplace for aesthetic medical treatments in China



Leading B2B travel technology and service provider



The leading consumer internet business in Israel with the largest digital yellow pages, largest online price comparison and several other leading specialized websites including Rest, Doctors and Mitchatnim.

Full Portfolio

• www.apax.com/investments/all-investments/

KEY CONTACTS



Mark Beith
Managing Director

- Mark Beith is Managing Director of Apax Digital and leads the team in Europe. He focuses on minority and buyout investments in high-growth software, internet and tech-enabled services businesses. He joined Apax in 2017 and has over 13 years of experience. He is based in London.



Nicolas Dupuis
Associate

- Nicolas Dupuis joined Apax Digital in 2017 as part of the team covering Europe. He focuses on minority and buyout investments in high-growth software, consumer internet and tech-enabled services businesses.

KEY CORPORATE FACTS / KPIS

Offices	Paris, London, Frankfurt, Milan, Madrid, Zurich, New York, San Francisco, Beijing, Singapore, Jersey and Luxembourg
Active Markets	Global
Founded	1996
Employees	>490
Current Fund Size	Direct Fund: \$16bn
Use of Debt	Yes
AUM	\$67bn
Target Investment Size	n/a
Target Geographies	Global
Target Sectors	Consumer Goods & Services, Energy, Business Services and TMT
Investment Style	Active
Deal Structures	Control
Key Investment Criteria	n/a
Website	www.ardian.com
Contact Email	press@ardian.com
Contact Phone	+1 212 641 8604

INVESTOR DESCRIPTION

Ardian, founded in 1996 and led by Dominique Senequier, is an independent private investment company with assets of US\$62bn managed or advised in Europe, North America and Asia. The company, which is majority-owned by its employees, keeps entrepreneurship at its heart and delivers investment performance to its global investors while fuelling growth in economies across the world. Ardian's investment process embodies three values: excellence, loyalty and entrepreneurship.

SELECTED PORTFOLIO COMPANIES



T2O media is a Digital Media Agency founded in 2004, that designs and manages marketing and communication strategies with a results orientated approach (Paid, Owned, Earned Media, relying always on Technology).



Sarbacane Software was founded in 2001 and has established itself over the past 15 years as a leader in email and digital marketing in France and Europe.



Founded in 1985 by French architects, Abvent is a group currently based in Paris, the leader in software and services for architects and construction professionals (ARCHICAD, ClimaBIM, Rhino 3D, BIMoffice), and a key player in the imaging segment (Twinmotion, Artlantis, iVIsit360, RenderIn).

Full Portfolio

- www.ardian.com/en/companies-list

KEY CONTACTS



Yannic Metzger
Investment Manager
Email: yannic.metzger@ardian.com

- Yannic Metzger joined Ardian in Frankfurt in 2015 as an Analyst within the Expansion team. Previously, he worked in the private equity practice of Deutsche Beteiligungs AG and in Commerzbank's leveraged finance department.

KEY CORPORATE FACTS / KPIS

Offices	14 offices worldwide
Active Markets	Global
Founded	1984
Employees	>900
Current Fund Size	> \$75bn
Use of Debt	Yes
AUM	> \$75bn
Target Investment Size	n/a
Target Geographies	Global
Target Sectors	Across sectors
Investment Style	n/a
Deal Structures	n/a
Key Investment Criteria	n/a
Website	www.baincapital.com
Contact Email	n/a
Contact Phone	n/a

Bain Capital

INVESTOR DESCRIPTION

Bain Capital, LP is one of the world's leading private multi-asset alternative investment firms that creates lasting impact for investors, teams, businesses, and communities. Since the founding in 1984, Bain Capital has applied their insight and experience to organically expand into several asset classes including private equity, credit, public equity and venture capital. Bain Capital leverages its shared platform to capture cross-asset class opportunities in strategic areas of focus. With offices on four continents, the global team aligns Bain Capital's interests with those of the investors for lasting impact.

SELECTED PORTFOLIO COMPANIES



SurveyMonkey is the world's leading online survey platform



DocuSign is the global standard for Digital Transaction Management (DTM)



Flywire is a leading provider of international payment solutions, connecting their clients with other businesses and consumers on six continents

Full Portfolio

- www.baincapitalventures.com/portfolio/

KEY CONTACTS



Tobias Weidner
Principal

- Previously: Wittur Board Director, Minxli Board Director

KEY CORPORATE FACTS / KPIS

Offices	Baar, Frankfurt, Shanghai
Active Markets	Switzerland, Germany and Austria
Founded	1990
Employees	11 - 50
Current Fund Size	€720m
Use of Debt	Yes
AUM	€1.9bn
Target Investment Size	€50m - €500m
Target Geographies	Switzerland, Germany and Austria
Target Sectors	Service/Trading, Engineering, Consumer Goods, Industrial Goods, Electronics, Automotive Supplier, Chemicals
Investment Style	Active
Deal Structures	Majority, Minority
Key Investment Criteria	Dynamic entrepreneurialism focused on achieving ambitious targets
Website	www.capvis.ch
Contact Email	n/a
Contact Phone	+44 1534780789

INVESTOR DESCRIPTION

Capvis Equity Partners AG is the exclusive advisor to the Capvis Funds and is domiciled in Baar, Switzerland, with a subsidiary in Frankfurt and a representative office in Shanghai. The team is supported by a broad network of industry sector specialists. The primary point of contact for companies, investors, management and the public is Capvis Equity Partners AG.

The Management Team of Capvis Equity Partners AG looks back on a success story of over 15 years. The team established the Capvis I Fund in 1999 and founded the management company Capvis Equity Partners AG. Capvis is the successor organization of SBC Equity Partners. From 1995 until the merger of UBS and Swiss Bank Corporation SBC in 1998, SBC Equity Partners was the Private Equity investment division of Swiss Bank Corporation. Before 1995, the investments were made by the equity banking division of Swiss Bank Corporation.

Capvis has been fully independent since 2003.

The Capvis Management team has been working together for many years and looks back on a track record that spans over two decades. Since 1990, Capvis has concluded 52 transactions with a total volume of more than EUR 5 billion.

SELECTED PORTFOLIO COMPANIES



arena is one of the world's reference brands in aquatic sports. For over 40 years, arena has equipped the world's Olympic gold medalists and watersport lovers with racing, training and leisure swimwear built on a foundation of technology and innovation. (Fund Capvis III)



VAT Holding AG is the global market leader in the development, manufacture and sale of vacuum valves for the semiconductor and vacuum coating industries. (Fund Capvis IV)



RENA is a global leading supplier of production equipment for wet chemical surface treatment. RENA products are used in the areas of application Renewable Energy, Medical and Electronics. (Fund Capvis IV)

Full Portfolio

• www.capvis.ch/en/capvis-funds/structure-capvis-funds-overview.html

KEY CONTACTS



Jens Abend

Market Advisor

Email: jens.abend@capvis.com

- Jens has been working with Capvis since 2016. Jens was previously CEO of LR-Health & Beauty Systems GmbH, Ahlen and spent over 15 years at McKinsey & Company. Inc. Jens was a member of the board at Fielmann AG. Jens holds a Dr. rer. pol., from the University of Augsburg.

KEY CORPORATE FACTS / KPIS

Offices In 14 countries over three continents

Active Markets Europe, Asia, US

Founded EQT Partners AB 1994

Employees In total: ~562

Current Fund Size EQT VIII: €10.75bn, raised in 2018
EQT MM Europe: €1.6bn, raised 2017

Use of Debt Yes

AUM ~ €50bn capital raised in 26 funds

Target Investment Size Mid – to Large-Cap companies, Equity investments will typically range between €50m – €1,000m

Target Geographies Europe

Target Sectors Software, IT Services, Data Monetization, Fiber, FinTech, Classifieds / Market places / OPC

Investment Style Buyout Investments

Deal Structures Control, joint control

Key Investment Criteria Growth opportunities, leading market position, performance improv. potential

Website www.eqt.se

Contact Email Dominik.Stein@eqtpartners.com

Contact Phone +46850655300

INVESTOR DESCRIPTION

EQT seeks high-quality, market-leading, medium-sized to large companies in Northern and Central Europe with significant value-creation opportunities. Targeted companies should have the potential for value creation by investing in growth, in performance improvement, and e.g. active participation in industry consolidation through add-on acquisitions. The typical equity investment opportunity ranges between EUR 50 million and EUR 1000 million.

SELECTED PORTFOLIO COMPANIES



- Largest Secure SD-WAN Provider in Europe which unites network operations, data analytics, and security operations as a service



- Leading online price comparison site in Italy



- Global leading provider of customer experience mgmt., digital marketing and e-commerce software enabling customers to drive performance via personalized content, increasingly facilitated by machine learning / artificial intelligence



- Leading global hotel B2B wholesale platform



- Music-tech company offering high-quality music, primarily targeting video content production clients, in-store music and streaming platforms



- Germany's largest online retailer for automotive spare parts & accessories

Full Portfolio

- www.eqt.se/Portfolio-Companies/Current-Portfolio/

KEY CONTACTS



- Dominik Stein
- Partner, Head of TMT Sector
- Joined EQT in September 2006
- Email: Dominik.Stein@eqtpartners.com



- Florian Funk
- Partner, Head EQT Mid Market DACH & BeNeLux
- Joined EQT in May 2008
- Email: Florian.Funk@eqtpartners.com



- Jens Zuber
- Director, Deputy Head of TMT Sector
- Joined EQT in April 2011
- Email: Jens.Zuber@eqtpartners.com



- Hajo Krösche
- Director
- Joined EQT in August 2013
- Email: Hajo.Kroesche@eqtpartners.com

KEY CORPORATE FACTS / KPIS

Offices	Oslo, Copenhagen, Stockholm, Munich
Active Markets	Nordics
Founded	2000
Employees	30 - 40 (of which all in Europe)
Current Fund Size	€1bn
Use of Debt	Yes
AUM	€2.1bn
Target Investment Size	n/a
Target Geographies	Nordics
Target Sectors	Industrial, Business Services, Consumer & Retail, Healthcare & Education and TMT
Investment Style	Active
Deal Structures	n/a
Key Investment Criteria	n/a
Website	www.fsncapital.com
Contact Email	admin@fsncapital.com
Contact Phone	+45 33134800

INVESTOR DESCRIPTION

FSN Capital is a leading Nordic private equity investment company focused on the middle-market segment. Originally established in 2000, FSN Capital seeks to make control investments in Nordic companies with significant potential to become international leaders.

SELECTED PORTFOLIO COMPANIES



Mørenot Group consists of companies with leading positions in the international market as suppliers to customers in fisheries, aquaculture and marine seismic



Gram Equipment is a global market leader within advanced ice cream processing equipment



Holmbergs Safety System is a leading global supplier of mission critical safety systems to the child safety seat industry

Full Portfolio

• www.fsncapital.com/index.php/investments

KEY CONTACTS



Justin Kent
Partner
Email: jk@fsncapital.com

• Justin joined FSN Capital in 2018. Prior to joining FSN, Justin spent nearly four years at Capvis Equity Partners, where he was responsible for investments in the Consumer sector. Before that, Justin spent nearly eight years at The Riverside Company, focusing on investments throughout Europe.

KEY CORPORATE FACTS / KPIS

Offices	Hamburg
Active Markets	Austria, Germany, Switzerland
Founded	2014
Employees	4-10 (of which all in Europe)
Current Fund Size	€407m
Use of Debt	No
AUM	n/a
Target Investment Size	€15m - €75m
Target Geographies	Austria, Germany, Switzerland
Target Sectors	Retail, E-Commerce Technology, Media, Health, Marketing, Analytics, Digital Services, Software
Investment Style	Active
Deal Structures	Majority, Minority, Joint Control, Control
Key Investment Criteria	Strong management, profitable growth-oriented business, established business
Website	www.genui.de
Contact Email	info@genui.de
Contact Phone	+49 40 32086690

INVESTOR DESCRIPTION

GENUI is a private investment firm established by a group of exceptional entrepreneurs and investment professionals. What sets GENUI apart is a unique combination of entrepreneurial ability, a strong network, and expertise in processes and governance. The GENUI entrepreneurs have built up larger businesses successfully and have also added value to enterprises by taking active ownership roles as non-executive board members when making substantial investments in the respective companies.

SELECTED PORTFOLIO COMPANIES



Leading food manufacturer for premium mass customised muesli in Germany



Leading German market online boutique for luxury and premium handbags and related accessories



Fast growing B2B e-commerce player

KEY CONTACTS



Sumeet Gulati

Partner

Email: g@genui.de

• Previously: Partner at EQT Partners, Angermann & Partner Consulting



Patrick Gehlen

Partner

Email: pg@genui.de

• Previously: Investment Director at EQT Partners, Senior Banker at Deutsche Bank



Oliver Serg

Partner

Email: os@genui.de

• Previously: Investment Director at EQT Partners, CFC Industriebeteiligungen (small/mid cap special situations fund)

KEY CORPORATE FACTS / KPIS

Offices	New York, London, Menlo Park, Hong Kong, Tokyo, Sao Paulo and others
Active Markets	Global
Founded	1976
Employees	190 Investment Professionals 50 Operational Professionals
Current Fund Size	€6bn (Europe III)
Use of Debt	Flexible
AUM	€131bn globally
Target Investment Size	Growth Equity: \$10m - \$100m Private Equity: \$100m - \$2bn equity
Target Geographies	Global
Target Sectors	Media, Technology, Consumer, Retail, Energy, Financial Services, Healthcare, Infrastructure and others
Investment Style	Active
Deal Structures	Flexible deal structuring, including minority positions or partnerships
Key Investment Criteria	Best-in-class Management team, operational & technology excellence, growth potential, profitability or clear path to profitability
Website	www.kkr.com
Contact Email	n/a
Contact Phone	n/a

INVESTOR DESCRIPTION

Global Presence: 22 offices in 16 countries and a unique network for global roll-outs.

Focus on Operational Value Creation: KKR's average holding period is 7 years and over 50 Operating Partners (KKR Capstone) support companies with operational expertise.

Large portfolio: With 98 portfolio companies globally with more than 800,000 employees, KKR offers a unique roll-out opportunity to B2B companies.

Highly Experienced in Partnership Transactions: BMG, Fotolia, Scout24 Schweiz, Ping Identity, and many others. Deep Sector Knowledge: >50 TMT deals with aggregate deal value in excess of \$100bn.

Dedicated Growth Fund: Targeting tech-enabled growth investments ranging from \$10m-\$100m.

SELECTED PORTFOLIO COMPANIES



Leading provider of wireless audio and home theatre products for the connected home



Community and e-commerce sites in the automotive, careers, home, shopping, and travel and leisure verticals



Leading multi-vertical eRetailer focused on health & fitness, beauty & apparel

Growth Portfolio



KEY CONTACTS



Lucian Schoenfelder

Director

- With KKR since 2007, responsible for European growth equity. Previously Associate at J.P. Morgan
- Companies: trainline.com, Scout24 Switzerland, arago, Clicktale, Optimal+ and GetYourGuide

KEY CORPORATE FACTS / KPIS

Offices	Sydney, New York, London, San Francisco, Hong Kong and others
Active Markets	Global
Founded	2000
Employees	1,136 (as of March 2017)
Current Fund Size	n/a
Use of Debt	Yes
AUM	n/a
Target Investment Size	\$20m - \$200m
Target Geographies	Global
Target Sectors	Infrastructure, Utilities and Renewables, Real Estate, TMT, Media, Entertainment & Tech, Resources, Industrials
Investment Style	Active & Passive
Deal Structures	Flexible
Key Investment Criteria	Market Leading, High Growth, Best-In-Class, Management, Mature Companies, Cash Flow Characteristics, Late Growth
Website	www.macquarie.com
Contact Email	n/a
Contact Phone	+1 212 2310409

INVESTOR DESCRIPTION

Macquarie Group Ltd. is a leading provider of banking, financial, advisory, investment and funds management services through its six core segments: Macquarie Funds Group, Corporate and Asset Finance, Banking and Financial Services Group, Macquarie Securities Group, Macquarie Capital; and Fixed Income, Currencies and Commodities.

Macquarie Capital is the merchant banking segment of Macquarie and provides M&A and restructuring advisory and debt and equity capital raising services to corporate and government clients. In addition, Macquarie Capital deploys a principal / merchant banking strategy and invests debt, structured debt and equity and common equity capital in companies in its focus sectors of TMT, industrials, infrastructure, financial institutions, gaming and leisure, real estate, and resources.

SELECTED PORTFOLIO COMPANIES



Takeaway.com is an online food delivery marketplace



IO.com provides modular data center technology and services for enterprises, governments and service providers.



CommonBond is an online lending platform that connects borrowers and investors to make education finance better

Full Portfolio

• www.macquarie.com

KEY CONTACTS



Ben Bailey
Head of EMEA TMT



Elmar Broscheit
Senior Vice President



Stephan Feilhauer
Senior Vice President



Constantine Manos
Senior Vice President



Maryland

KEY CORPORATE FACTS / KPIS

Offices	Hamburg
Active Markets	Global
Founded	2004
Employees	7
Current Fund Size	N/A
Use of Debt	Yes
AUM	N/A
Target Investment Size	€50m - €1bn
Target Geographies	Europe, Americas
Target Sectors	Digital, Media, Consumer, Business Services
Investment Style	N/A
Deal Structures	control, joint control, minority, etc.
Key Investment Criteria	long-term growth prospects unique assets global business model low capital intensity strong management team
Website	N/A
Contact Email	hl@maryland-gmbh.de
Contact Phone	N/A

INVESTOR DESCRIPTION

Maryland GmbH is the direct investment division of Mayfair SE, the private family office of Günter and Daniela Herz, former owners of the Tchibo Group. Maryland aims to establish a portfolio of long-term direct investments. The focus is on companies with a strong business model and long-term growth prospects preferably in branded consumer & retail, online/digital media, or the services sector. Transaction structures may range from minority to majority holdings, private or public companies, typically on an all-equity basis.

SELECTED PORTFOLIO COMPANIES



Global leader in Testing, Inspection & Certification (ship classification, oil & gas, energy and business assurance/ISO certification)

#3 global TIC services company, €2.5bn revenues, 13,500 employees



Innovative, Italian fast-casual restaurant concept
180 restaurants in 32 countries worldwide (€0.5bn system-wide revenues)
Mayfair acquired 44% holding in 2011
Support for global roll-out of the business



#3 global sporting goods brand leading in the sport lifestyle segment
Mayfair acquired 27% holding in 2005; sold to PPR in 2007

KEY CONTACTS



Hinrich Stahl
Managing Director
Email: hs@maryland-gmbh.de

- Responsible for Mayfair's direct investments since 2004
- Previously Apax Partners and McKinsey & Co.
- MBA INSEAD (Fontainebleau)



Helge Lützen
Director
Email: hl@maryland-gmbh.de

- Joined Maryland in 2008
- Previously Citigroup Global Markets
- EBS Oestrich-Winkel

KEY CORPORATE FACTS / KPIS

Offices	London, UK Munich, Germany
Active Markets	Western Europe, North America
Founded	2001
Employees	30 – 50
Current Fund Size	€800m
Use of Debt	Yes
AUM	€1.6bn
Target Investment Size	€50m – €100m
Target Geographies	Western Europe, North America
Target Sectors	Digital Consumer, TMT, Education
Investment Style	Active
Deal Structures	Primarily majority
Key Investment Criteria	Growth investments (carve-outs, buy & build, often founder-led)
Website	www.oakleycapital.com
Contact Email	enquiries@oakleycapital.com
Contact Phone	+44 (0)207 766 6900

INVESTOR DESCRIPTION

Oakley Capital is a leading mid-market private growth investor with over €1.6 billion under management. We invest primarily in Western Europe and have a particular focus on the Digital Consumer, TMT and Education sectors. The firm was founded by serial entrepreneur Peter Dubens to be the kind of partner he would have wanted to work with when growing his own businesses: straightforward, decisive, and focussed on building lasting partnerships with entrepreneurs over many years. Oakley targets mid-market companies with EVs in the €100 – €300 million range and seeks to deploy capital of €50 – €100 million in each deal.

Oakley has a strong track record of investing in DACH markets (with many household names such as ParshipEliteGroup, Verivox and Schülerhilfe), Italy (Facile, Casa.it) and the UK (Inspired, Host Europe Group, Daisy)

We are able to cultivate a pipeline of interesting opportunities with our network of long-term partners which helps us to unlock proprietary situations. Our main value levers are organic revenue and EBITDA growth, buy & build platform strategies, as well as leveraging our deep sector expertise to realise operational improvements.

SELECTED PORTFOLIO COMPANIES



- Founded in 2008, Facile is Italy's leading online destination for consumers to compare prices for motor insurance, energy, telecoms and personal finance



- TechInsights is a global leader in the intellectual property and technology intelligence services market. The business specialises in reverse engineering, used to prove patent infringement and track innovation in the semi-conductor industry



- Plesk is one of the most widely used control panels and software platforms for simplifying the lives of developers and Web Professionals

Full Portfolio

- www.oakleycapital.com/portfolio/

KEY CONTACTS



Arthur Mornington

Partner

Email: arthur.mornington@oakleycapital.com

- Arthur has 15 years of private equity experience. He was previously a partner at Charterhouse, where he was involved in origination, execution and Management – especially in the media, education and business services sectors.



Ralf Schremper

Partner

Email: ralf.schremper@oakleycapital.com

- Ralf has more than 15 years of M&A and investment experience. He previously served as a Member of the Executive Board and CIO at ProSiebenSat.1 SE. His sector experience includes media, digital, marketing services, commerce and healthcare.

KEY CORPORATE FACTS / KPIS

Offices	Frankfurt, London, Luxembourg, Madrid, Milan, Paris, Stockholm, New York, Menlo Park, Hong Kong, and others
Active Markets	Global
Founded	1985
Employees	240
Current Fund Size	€7.5bn
Use of Debt	Yes
AUM	€32bn
Target Investment Size	n/a
Target Geographies	Europe, North America and Asia
Target Sectors	Consumer, Financial Services, Healthcare, Industrials, Technology
Investment Style	Active
Deal Structures	n/a
Key Investment Criteria	n/a
Website	www.permira.com
Contact Email	n/a
Contact Phone	n/a

INVESTOR DESCRIPTION

Permira is a global investment firm that finds and backs successful businesses with ambition. Founded in 1985, the firm advises funds with a total committed capital of approximately €32 billion.

The Permira funds make long-term investments in companies with the ambition of transforming their performance and driving sustainable growth.

In the past 30 years, the Permira funds have made over 200 private equity investments in five key sectors: Consumer, Financial Services, Healthcare, Industrials and Technology.

Permira employs over 200 people including 130 investment professionals in 14 offices across North America, Europe and Asia.

SELECTED PORTFOLIO COMPANIES



Klarna provides e-commerce payment solutions for merchants and shoppers



TeamViewer is an all-in-one solution for remote access, support, collaboration and desktop sharing over the internet



Magento is the leading platform for open commerce innovation

Full Portfolio

• www.permira.com/portfolio/

KEY CONTACTS



Dipan Patel
Partner



Andrew Young
Principal



Stefan Dziarski
Partner

KEY CORPORATE FACTS / KPIS

Offices	17 offices worldwide
Active Markets	Global
Founded	1992
Employees	>500 professionals globally
Current Fund Size	Multiple platforms
Use of Debt	Yes
AUM	\$94bn
Target Investment Size	Flexible
Target Geographies	Global
Target Sectors	Across sectors
Investment Style	Active
Deal Structures	Control, minority
Key Investment Criteria	Thematic focus
Website	www.tpg.com
Contact	www.tpg.com/contact
Contact Phone	+44 (0) 20 7544 6500

INVESTOR DESCRIPTION

- Founded in San Francisco in 1992, TPG is a global alternative asset firm with more than \$94 billion of assets under management
- The firm has a long history of investing in change, growth, and innovation through a platform that spans private equity, credit, public equity, real estate, and impact investing. Launched in 2016, TPG's \$2 billion Rise Fund is considered the largest private impact fund ever raised
- TPG is a hands-on partner to entrepreneurs, founders, and management teams in helping them grow and scale their business. The firm has a track record of partnering with some of today's most innovative and dynamic businesses, including Airbnb, CAA, Spotify, Uber, and Zscaler
- TPG's global network, sector expertise, and industry-leading operations group, which features more than 100 functional specialties, allows the firm to help its partners build their businesses, find creative solutions, and unlock greater possibilities

SELECTED PORTFOLIO COMPANIES


Full Portfolio: <https://www.tpg.com/portfolio>

KEY CONTACTS



Malte Janzarik
Partner



Peter James
Vice President
Healthcare



Scott Myers
Vice President
Software



Esat Kolege
Vice President,
Data and Tech Services

Debt



KEY CORPORATE FACTS / KPIS

Offices	Luxembourg, Zurich, London, Paris
Active Markets	Western Europe, Turkey
Founded	2014
Employees	4-10 (of which all in Europe)
Current Fund Size	€80m
Use of Debt	Yes
AUM	€100m
Target Investment Size	€1m - 10m
Target Geographies	Western Europe, Turkey
Target Sectors	Technology, Life Sciences
Investment Style	Active
Deal Structures	Venture Debt
Key Investment Criteria	Innovative, fast growing, can sustain monthly reimbursements
Website	bootstrap-Europe.com
Contact Email	info@bootstrap-Europe.com
Contact Phone	+41 79 310 6978

INVESTOR DESCRIPTION

Fast growth companies often require additional money to fuel scale, yet their founders and their investors do not want to be diluted. Venture Debt is a way to postpone the next valuation event, and to provide a company with additional time to increase its value prior to a future funding round or an acquisition. The Bootstrap Europe team has supported entrepreneurs and their investors in more than 200 European transactions.

The Venture Debt fund is backed by successful entrepreneurs who in turn are providing a stable source of capital to the next generation of innovators.

SELECTED PORTFOLIO COMPANIES

Full Portfolio • www.bootstrap-europe.com/transactions

KEY CONTACTS



Stephanie Heller
Managing Partner
stephanie@bootstrap-europe.com

- Stephanie is a partner and co-founder at Bootstrap, based in Zurich and London, where she focuses on the sourcing, risk evaluation, negotiation and due diligence of new investment opportunities



Fatou Diagne
Managing Partner
fatou@bootstrap-europe.com

- Fatou is a partner and co-founder at Bootstrap, based in Zurich, where she focuses on the sourcing, risk evaluation, negotiation and due diligence of new investment opportunities

KEY CORPORATE FACTS / KPIS

Offices	London
Active Markets	Belgium, Denmark, Finland, France, Germany, Ireland, Norway, Spain, Sweden, Switzerland, UK
Founded	2014
Employees	4 - 10 (of which 8 in Europe)
Current Fund Size	\$120m
Use of Debt	Yes
AUM	\$120m
Target Investment Size	\$1m - \$10m
Target Geographies	Belgium, Denmark, Finland, France, Germany, Ireland, Norway, Spain, Sweden, Switzerland, UK
Target Sectors	E-Commerce Technology, Marketplaces, Travel & Transportation, FinTech, Marketing, Analytics
Investment Style	Active
Deal Structures	Growth finance
Key Investment Criteria	High growth cash burning technology companies, typically working alongside an equity sponsor
Website	www.clpgrowth.com
Contact Email	contact@clpgrowth.com
Contact Phone	n/a

INVESTOR DESCRIPTION

Columbia Lake Partners is an experienced team of investors providing growth loans to European technology companies. CLP is backed by a knowledgeable group of investors, including partners at Bessemer Venture Partners. We have the capacity to invest up to \$250 million from our fund. Transactions are \$1 to \$10 million and we will partner with other providers to write larger cheques. Our experience through the ups and downs of the past decade has taught us that no company has a straight path to success. Because of this, our approach is to take a "light touch" with no board seats, light covenants and standard reporting. Since 2014, we have invested in over 20 companies across Europe and are actively seeking to meet new companies and other investors within the ecosystem.

SELECTED PORTFOLIO COMPANIES


EyeEm is a mobile app for amateur photographers with >20 million users worldwide (Berlin-based).



Amplience delivers rich content production, analytics and publishing, enabling more than 200 leading brands to improve content performance



Machine learning data transformation and analytics solution for insurance professionals

Full Portfolio

• www.crunchbase.com/organization/columbia-lake-partners

KEY CONTACTS


George Bartlett
Investment Manager
Email: george@clpgrowth.com

- George is an Investment Manager at Columbia Lake Partners, a European debt fund based in London with \$250 million in deal capacity. George focuses on investing in enterprise software and consumer businesses. He is responsible for deal sourcing, due diligence and working with portfolio companies.



Craig Netterfield
Managing Partner
Email: craig@clpgrowth.com

- Craig is the Founding Partner at Columbia Lake Partners, a European growth fund based in London with \$250 million in deal capacity. He originally set up the fund in 2014, having previously worked as a Partner for 9 years at Wellington, a North American venture debt fund.

KEY CORPORATE FACTS / KPIS

Offices	Berlin
Active Markets	Germany
Founded	2015
Employees	4 - 10 (of which all in Europe)
Current Fund Size	€100m
Use of Debt	Yes
AUM	€25m
Target Investment Size	€2m - €10m
Target Geographies	Germany, Israel, Switzerland, UK
Target Sectors	E-Commerce Technology, Marketplaces, Media, Financial Services, B2B, Mobile
Investment Style	Active
Deal Structures	Lead
Key Investment Criteria	Min. €10m annual revenues, loan facility should bring the company to break-even
Website	www.davidson-capital.com
Contact Email	eran@davidson-capital.com
Contact Phone	+49 30 2360767

INVESTOR DESCRIPTION

Growth Debt facility of 2 to 10m to companies with min 10m of annual revenues

SELECTED PORTFOLIO COMPANIES



Tausendkind operates as an e-commerce one-stop shop for infants up to the age of eight



MONOQI is all about passion for design, bringing amazing products from great international designers to their exclusive members, every day



SoundCloud is a social sound platform where anyone can create and share sounds

Full Portfolio

• www.davidson-capital.com

KEY CONTACTS



Eran Davidson
Managing Partner
Email: eran@davidson-capital.com

- Raising and managing six Venture Capital funds since 1996, this is Eran's fund #7m, first German Venture Debt fund and market leader, with already five portfolio companies in one year. Eran founded Hasso Plattner Ventures Germany, Europe and South Africa and was in charge of HP's Family Office

KEY CORPORATE FACTS / KPIS

Offices	London, Berlin
Active Markets	Global, focus Europe
Founded	2017
Employees	3
Target Fund Size	€500m
Use of Debt	Yes
AUM	€300m
Target Investment Size	€3m - €50m
Target Geographies	Global
Target Sectors	Agnostic (except biotech)
Investment Style	n/a
Deal Structures	Working capital lines, fintech, term loans
Key Investment Criteria	Proven business model
Website	www.globalgrowthcap.com
Contact Email	team@globalgrowthcap.com
Contact Phone	+41 79 297 4153

INVESTOR DESCRIPTION

- Global Growth Capital arranges innovative debt solutions enabling growth companies to develop in a sustainable manner.
- Our flexibility with regard to structures and terms make us an ideal partner to technology and fintech business.
 - Customised solutions driven by business model, cash flow profile and use of capital
 - Focus on technology-enabled businesses (no medtech / pharma)
- Offer structuring know-how across multiple jurisdictions, speed of execution and efficient decision-making process
- Our network of relationships allow us to have a trully global reach while offering you knowledge of local law

SELECTED PORTFOLIO COMPANIES

SIZE: €3 – 50 million

TENOR: 3 – 48 months

RETURN: Flexibility on structure, return components and/or equity upside

USE OF PROCEEDS: Growth, acquisition financing, refinancing, shareholder events

KEY CONTACTS



Olya Klueppel
Partner
+41 79 297 4153
olya.klueppel@globalgrowthcap.com



Harsh Patel
Partner
+44 7903 888 632
Harsh.patel@globalgrowthcap.com

Harbert European Growth Capital

KEY CORPORATE FACTS / KPIS

Offices	London
Active Markets	Europe
Founded	2013
Employees	4 - 10 (of which 9 in Europe)
Current Fund Size	€120m
Use of Debt	Yes
AUM	€120m
Target Investment Size	€2m - €30m
Target Geographies	Pan-European
Target Sectors	Technology, Life Sciences
Investment Style	Flexible
Deal Structures	Venture Debt
Key Investment Criteria	Growth Stage Business
Website	www.harbert.net
Contact Email	ldavenport@harbert.net
Contact Phone	n/a

INVESTOR DESCRIPTION

Harbert European Growth Capital Fund ("HEGCF") is an investment partner to high growth entrepreneurial businesses across Europe in the technology and life sciences sectors. Led by an experienced team with a 10+ track record of investing across Europe and over €120m in capital committed from institutional and private investors, HEGCF is one of the leading European debt funds in Europe with a strong USA and European network.

The fund is based in London and is corner sponsored by Harbert Management Corporation, a US headquartered independent investment firm, with \$4.3bn in assets and committed capital under management as at 01 February 2015. The fund looks for investment opportunities in high growth businesses and has a growing portfolio of 28 companies. Key focus is on proven management teams in need of capital to fuel organic growth, working capital requirements, acquisitions, equipment purchases, bridge loans and various forms of recapitalization.

SELECTED PORTFOLIO COMPANIES



Gets videos seen, shared and loved across the open web for brands that want to move people, not just reach people



Offers designer eyewear for men and women



UK-based online retailer of furniture and homewares

Full Portfolio

• www.harbert.net/investment-strategies/private-capital/european-growth-capital/

KEY CONTACTS



David Bateman
Managing Director
Email: dbateman@Harbert.net

• Co-Founder and Co-Managing Partner of HEGC, David has been investing in European growth stage businesses for over 10 years



Johan Kampe
Managing Director
Email: jkampe@Harbert.net

• Co-Founder and Co-Managing Partner of HEGC, Johan has been investing in European growth stage businesses for over 10 years

KEY CORPORATE FACTS / KPIS

Offices	London, Stockholm, Herzliya Pituach, St. Helier, Luxembourg
Active Markets	Europe, USA, UK, Israel
Founded	1998
Employees	11-50
Current Fund Size	€400m
Use of Debt	Yes
AUM	> €1.8bn
Target Investment Size	Up to €15m
Target Geographies	Europe and Israel
Target Sectors	Services, Cleantech, Communication, Consumer, Life Sciences, Semiconductors, Software, Gaming, E-Commerce
Investment Style	n/a
Deal Structures	Minority
Key Investment Criteria	High-growth companies
Website	www.kreoscapital.com
Contact Email	info@kreoscapital.com
Contact Phone	+44 20 77583450

INVESTOR DESCRIPTION

Kreos was founded 19 years ago with the single mission of pioneering unique financing solutions for high-growth companies across Europe and Israel. Since then, Kreos has committed more than €1.8 billion in over 450 portfolio company transactions, in a variety of industry sectors and located in 14 countries. Kreos has been a success because, unlike traditional lenders, Kreos understands the needs of high-growth companies and the unique challenges that they face as global competitors.

The Kreos team has worked with companies at all stages of development offering everything from operational runway extensions through acquisition financing. The common threads of the approach include operational flexibility, patience and commitment to creating value. Kreos takes both a credit and an equity view on each financing situation, offering quick feedback on any deal proposal – investing without the need for board seats, time-consuming audits, share revaluation, substantial equity dilution, deposits or personal guarantees. The Kreos team has the experience to understand what companies across all stages require, and is able to provide debt funding facilities that meet the real-world demands of growing businesses and equity sponsors and investors.

SELECTED PORTFOLIO COMPANIES



Kreditech Group's mission is to improve financial freedom for the underbanked with the use of technology. Combining non-traditional data sources and machine learning, the company is aiming to provide access to better credit and a higher convenience for digital banking services



Abiquo is a leading developer of Cloud management solutions



Adbrain is a London/US based big data company who have developed a sophisticated platform to harness big data giving marketers the ability to track consumers across multiple devices and as such can be utilised as a tool to drive marketing efficiency (both from a cost and performance point of view)

Full Portfolio

• www.capital.com/portfolio/

KEY CONTACTS



Marten Vading
Partner

- Mårten has more than 20 years of financial industry experience
- Previously: Director at UBS Warburg's technology investment banking arm and Management Consultant at Ernst & Young International
- M.Sc. from the Stockholm School of Economics and the Wharton School of the University of Pennsylvania



Silicon Valley Bank

KEY CORPORATE FACTS / KPIS

Offices	Over 30 offices in the US, UK, China, Israel and Germany – with representation in Ireland and Canada
Founded	1983
Employees	2000+ (250 are in Europe)
Current Fund Size	n/a
Use of Debt	Yes – debt provider
Website	svb.com/uk
Contact Email	ukevents@svb.com

LENDER DESCRIPTION

About Silicon Valley Bank

For more than 35 years, Silicon Valley Bank has helped innovators, enterprises and their investors move bold ideas forward, fast. Today, we provide a wide range of banking and financing services to businesses of all sizes in innovation centres around the world. SVB Financial Group, the parent company of Silicon Valley Bank, has had a presence in the UK since 2004. The bank is committed to supporting disruptive technology and life science businesses within the UK's vibrant innovation sector, including Made.com, SNYK, WorldRemit, The Hut Group and Trustpilot.

www.svb.com/uk

We are the only bank in the UK focused solely on the innovation economy. We work with the brightest minds in technology – and can help you move your big idea forward.

Financial highlights

At End Q2 2018



*Total client funds includes on-balance sheet deposits and off-balance sheet client investment funds

Where innovation can be found

Global Locations



- SVB Financial Group's offices
- SVB Financial Group's international banking network

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www.noah-conference.com

www.noah-advisors.com

