

» LEADERS CONNECTED

NOAH18

London

NOAH
10 YEARS
ANNIVERSARY

SERVICE PROVIDER 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

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Jan Brandes
Managing Director

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Nikhil Parmar
Director

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Aleksander Skwarczek
Analyst

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Selected Completed NOAH Transactions

August 2017

Acquisition of a Majority Stake in



by



at a valuation of \$200m

Financial Advisor to EMK Capital

December 2016

Investment in



by



Financial Advisor to Silver Lake

October 2016

Investment in



by



84% Ownership

Exclusive Financial Advisor to KäuferPortal and its Shareholders

September 2016

Acquisition of a Majority Stake in



by



from



at a valuation of €300m

Financial Advisor to Oakley Capital

December 2014

Sale of 100% of



for \$800m to



Exclusive Financial Advisor to Fotolia and the Selling Shareholders

October 2014

Sale of 100% of



for €80m to



Exclusive Financial Advisor to Trovit and its Shareholders

September 2014

Sale of controlling stake in



to



Exclusive Financial Advisor to Facile.it and its Shareholders

May 2014



sold 100% of



for \$228m to a joint venture between



Exclusive Financial Advisor to Yad2 and its Shareholders

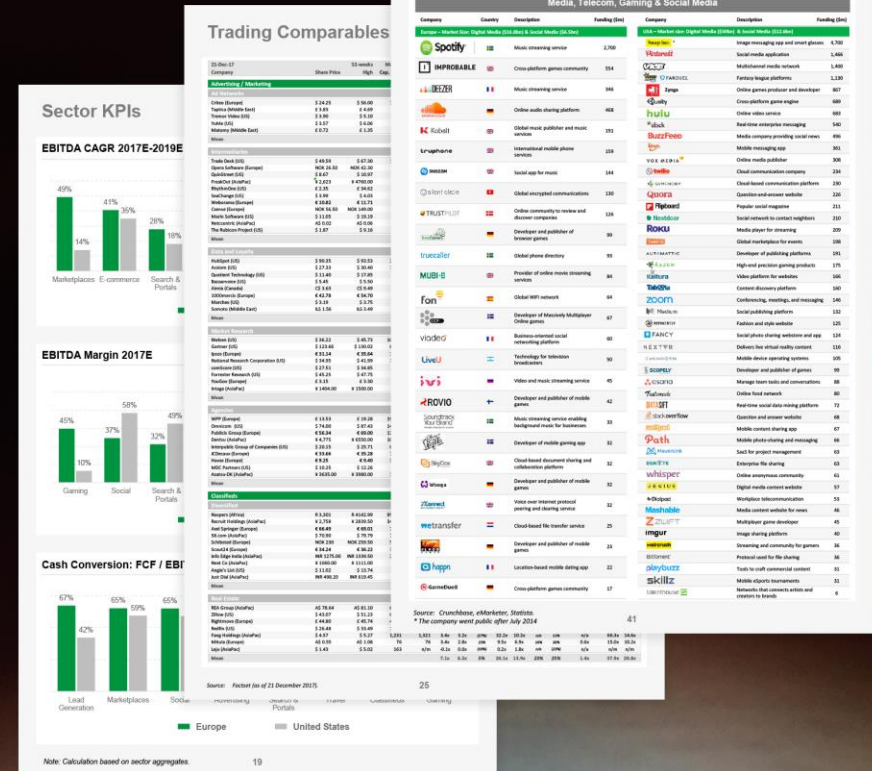
THE NOAH BIBLE

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	LEADERS CONNECTED NOAH ADVISORS	9:30 - 9:35	Day 1 Summary NOAH Advisors	Marco Rodzynek	Founder & CEO
Travel & Mobility	FC	Gett	9:35 - 9:45	Gett	Dave Waiser 	Founder & CEO
	CP	AUTO1 GROUP	9:45 - 10:05	AUTO1 Group	Hakan Koç 	Co-Founder & Co-CEO
	FC	cars24	10:05 - 10:15	Cars24	Vikram Chopra	Founder & CEO
	FC	FCG FRONTIER CAR GROUP	10:15 - 10:25	Frontier Car Group	Sujay Tyle	Co-Founder & CEO
	CP	carwow	10:25 - 10:35	Carwow	James Hind	Founder & CEO
	CP	Balderton Capital	10:35 - 10:45	Balderton Capital	Rob Moffat	Partner
	CP	Via	10:45 - 10:55	Via	Daniel Ramot	Co-Founder & CEO
	CP	Glovo	10:55 - 11:05	Glovo	Oscar Pierre	Co-Founder & CEO
	CP	lm group	11:05 - 11:15	Lastminute.com Group	Fabio Cannavale	CEO
	FC	wanderu	11:15 - 11:25	Wanderu	Polina Raygorodskaya	CEO
Travel & Mobility	FC	eDreams ODIGEO	11:25 - 11:35	eDreams ODIGEO	Dana Dunne	CEO
	FC	viselio	11:35 - 11:45	Viselio	Niklas Zeller	Co-Founder & CEO
	FC	TravelPerk	11:35 - 11:45	Travelperk	Avi Meir 	Co-Founder & CEO
	FC	monzo	11:45 - 11:55	Monzo	Tom Blomfield	CEO
	FC	rtp RTP Global	11:55 - 12:05	RTP Global	Leonid Boguslavsky 	Founder & Chairman
	FC	NUCOM GROUP	12:05 - 12:15	NUCOM GROUP	Claas van Delden	Co-CEO
	FC	EY PARTHENON	12:05 - 12:15	EY-Parthenon	Andreas von Buchwaldt	Partner
Classifieds & Marketplaces	FC	allegro	12:15 - 12:30	Allegro	Francois Nuyts 	CEO
	FC	PERMIRA	12:30 - 12:40	Permira	David Erlong	Principal
	FC	catawiki	12:30 - 12:40	Catawiki	Ravi Vora	CEO
	CP	Northzone	12:40 - 12:50	Northzone	Michiel Kotting	Partner
	CP	CHRONEXT	12:50 - 13:00	CHRONEXT	Philipp Man	Founder & CEO
	FC	Brayola	13:00 - 13:10	Brayola	Orit Hashay	Founder & CEO
	FC	depop	13:10 - 13:20	Depop	Marie Petrovicka	Chief of Staff
	FC	HV	13:20 - 13:30	HV Holtzbrinck Ventures	Jan Miczaika	Partner
	FC	gousto	13:30 - 13:40	Gousto	Timo Boldt	Founder & CEO
	CP	MMC VENTURES	13:30 - 13:40	MMC Ventures	David Kelnar	Partner and Head of Research
Classifieds & Marketplaces	CP	imena Group	13:40 - 13:50	iMENA Group	Khaldoon Tabaza	Founder & MD
	CP	STUDENT.COM	13:50 - 13:55	iMENA Group	Saygin Yalcin	Founder & CEO of SellAnyCar.com
	CP	NOAH Berlin 2018 Startups	13:40 - 13:45	KIDSORTED	Julia Brucher	Co-Founder & CEO
	CP	KIDSORTED	13:45 - 13:50	KIDSORTED	Lindsay Trombley	Co-Founder & COO
	CP	FinCompare	13:50 - 13:55	Zana	Julia Hoxha	Co-Founder & CEO
	CP	FinCompare	13:50 - 13:55	FinCompare	Stephan Heller	Founder & CEO
	FC	SOSV	13:55 - 14:05	SOSV	Benjamin Joffe 	Partner
B2B & SaaS	CP	TeamViewer	14:05 - 14:15	TeamViewer	Oliver Steil	CEO
	CP	Personio	14:15 - 14:25	Personio	Hanno Renner	Co-Founder & CEO
	FC	NATIVE INSTRUMENTS	14:25 - 14:35	Native Instruments	Daniel Haver 	Co-Founder & CEO
	FC	AVENSO	14:35 - 14:45	Avenso	Daniel Raab	CEO
	CP	Vilynx	14:45 - 14:55	Vilynx	Juan Carlos Riveiro	Co-Founder & CEO
	CP	KALTURA	14:55 - 15:05	Kaltura	Elisenda Bou	Co-Founder & CTO
	FC	Caixa CapitalRisc	15:05 - 15:15	Caixa Capital	Xavier Álvarez	Director
	FC	BehavioSec	15:15 - 15:25	BehavioSec	Jenny Kalenderidis	VP & General Manager, EMEA
	FC	CISCO	15:25 - 15:35	Cisco Investments	Neil Costigan	CEO
	FC	@engineer.ai	15:35 - 15:45	engineer.ai	Jon Koplin	Managing Director
B2B & SaaS	CP	LAKE STAR	15:45 - 15:55	Lakestar	Sachin Dev Duggal	Co-Founder
	CP	DARKTRACE	15:55 - 16:05	Darktrace	Manu Gupta	Partner
	CP	Talis Capital	16:05 - 16:15	Talis Capital	Emily Orton	CMO
	FC	DocuSign	16:15 - 16:25	DocuSign	Vasile Foca	Co-Founder & Managing Partner
	FC	eye/o	16:25 - 16:35	Eyeo	Olivier Pin	VP Product Management EMEA
	FC	AU10TIX	16:35 - 16:45	AU10TIX	Tim Schumacher	Chairman
	FC	playsight	16:45 - 16:55	PlaySight	Ron Atzmon	Managing Director
	FC	Streetbees	16:55 - 17:05	Streetbees	Chen Shachar	Co-Founder & CEO
	FC	PEPSICO	16:55 - 17:05	PepsiCo	Tugce Bulut	Founder & CEO
	FC	PEPSICO	16:55 - 17:05	PepsiCo	Paul Kelly	Head of Strategy and Business Development EMEA
HR Tech	CP	JOB TODAY	16:25 - 16:35	Job Today	Polina Frolova-Montano	COO
	FC	coople	16:35 - 16:45	Coople	Viktor Calabrò	Founder & Executive Chairman
	CP	DN Capital	16:45 - 16:55	Jobandtalent	Juan Urdiales	Co-Founder & Co-CEO
	CP	ASHOKA	16:55 - 17:05	Ashoka	Thomas Rubens	Partner
	CP	PTSCIENTISTS	17:05 - 17:15	Ashoka	Matthias Scheffmeier	Partner, Germany
	CP	PTSCIENTISTS	17:05 - 17:15	PTScientists	Robert Böhme	Founder & CEO
	K	LEADERS CONNECTED NOAH ADVISORS	17:15 - 17:20	Closing Note NOAH Advisors	Marco Rodzynek	Founder & CEO

Service Providers



500Tech



KEY CORPORATE FACTS / KPIS

Headquarters		Tel Aviv, Israel	
Other Offices in EU		-	
Website	www.500tech.com	Founded	2013
Employees	11-25	Employees in Europe	20
Active Markets		Israel	
Ownership		-	
Revenues		-	

SALES CONTACTS

Chen Kamin

*Business development and Client Success Director at
500Tech - React, React Native and Blockchain experts*

chenk@500Tech.com

Business development and Client Success Director at 500Tech - React,
React Native and Blockchain experts

BUSINESS SERVICES OFFERED

Product Name		Description	
Front-end development and consulting		When it comes to Front-end we can either build it for you or teach you to build it. We do: Development Consulting Training Meetups Conferences	
Active Markets		Israel	
Product Categories		Digital Services	
Target Clients Industries		Retail, E-Commerce Technology, Marketplaces, Education Technology, Travel & Transportation, Financial Services, Gaming, Health, Financial Services, Other	
Pricing	-	Video Link	-
		Product Website	-

COMPANY DESCRIPTION

When it comes to Front-end we can either build it for you or teach you to build it. We do: Development Consulting Training Meetups Conferences



KEY CORPORATE FACTS / KPIS

Headquarters	Mannheim, Deutschland		
Other Offices in EU	-		
Website	www.adtelligence.com	Founded	2009
Employees	51-100	Employees in Europe	55
Active Markets	Germany		
Ownership	-		
Revenues	-		

SALES CONTACTS



Michael Altendorf
CEO and Co-Founder
am@adtelligence.de

Michael is CEO & Co-Founder of ADTELLIGENCE and founding member of several programs, clubs and events on tech-topics around the world.

BUSINESS SERVICES OFFERED

Product Name	Description
AI driven Sales Platform	The software enables optimized websites to react in real time to search criteria and individual needs of users. Displayed content is always personalized.
Active Markets	Germany
Product Categories	Financial Technology, Analytics, Digital Services
Target Clients Industries	Financial Technology, Financial Services, Analytics, Digital Services, Financial Services
Pricing	-
Video Link	-
Product Website	-

COMPANY DESCRIPTION

The software enables optimized websites to react in real time to search criteria and individual needs of users. Displayed content is always personalized.

KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	London UK		
Website	www.aklamio.com	Founded	2011
Employees	51-100	Employees in Europe	60
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, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS



Robert Wetzker

CEO

robert.wetzker@aklamio.com

Founder and CEO Aklamio

BUSINESS SERVICES OFFERED

Product Name	Description
Customer Referral Portals	Add a customer referral solution to your website, POS, or call center and turn your own customers into your most effective growth channel.
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, United Kingdom
Product Categories	Marketing, Analytics, Digital Services
Target Clients Industries	Retail, E-Commerce Technology, Communications, Education Technology, Travel & Transportation, Financial Technology, Financial Services, Gaming, Digital Services, Financial Services
Pricing	-
Video Link	-
Product Website	www.aklamio.com/for-companies

COMPANY DESCRIPTION

Add a customer referral solution to your website, POS, or call center and turn your own customers into your most effective growth channel.

KEY CORPORATE FACTS / KPIS

Headquarters	Zielona Gora, Poland		
Other Offices in EU	Berlin, Germany		
Website	www.ambsoft.de	Founded	2000
Employees	51-100	Employees in Europe	60
Active Markets	Europe		
Ownership	Juanita Goniewicz		
Revenues	-		

SALES CONTACTS



Hartmut Lösch

Business Development Director

h.loesch@ambsoft.de

Internationally experienced sales and business development manager with sound digital business expertise. www.ambsoft.de & www.wwlab.de

BUSINESS SERVICES OFFERED

Product Name	Description
IT-Outsourcing / Nearshoring	Software development services & IT outsourcing
Active Markets	Germany, Poland, Switzerland
Product Categories	Digital Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Financial Technology, Financial Services, Gaming, Digital Services
Pricing	-
Video Link	
Product Website	www.ambsoft.de

Product Name	Description
IT-Outsourcing	
Active Markets	-
Product Categories	-
Target Clients Industries	-
Pricing	-
Video Link	
Product Website	

COMPANY DESCRIPTION

AMB Software GmbH is an experienced IT outsourcing provider and AWS & Docker Partner in Germany. For more than 18 years AMB provides its experienced software engineers in dedicated agile scrum teams, as an extension for client teams or as a single expert (Senior Software Architect, Cloud Engineer, DevOps) for specific needs. AMB guarantees cost efficient & reliable software development services.

KEY CORPORATE FACTS / KPIS

Headquarters	Hamburg, Germany
Other Offices in EU	Multiple offices in all European countries
Website	www.bdo.de
Employees	Over 1,000
Employees in Europe	74000
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, United Kingdom
Ownership	partnership, main sharevalue family-owned
Revenues	215 Mio € in Germany, about 7,6 billion USD globally

SALES CONTACTS



Daniel Dr. Wied

Partner

daniel.wied@bdolegal.de

Partner of BDO Legal since 2018, Dr. jur., specialisation in corporate law and M&A as well as Private Equity and Venture Capital

BUSINESS SERVICES OFFERED

Product Name	Description
Audit, tax and legal services	Audits, tax advice, IT advice and legal advice of all kind and in all major industry areas (including public sector)
Active Markets	Austria, Belgium, France, Germany, Italy, Spain, Switzerland, United Kingdom
Product Categories	Offline Services, Financial Services
Target Clients Industries	Investor
Pricing	Unit: EUR/hour Min: 250 - Max: 400
Video Link	-
Product Website	-

COMPANY DESCRIPTION

Audits, tax advice, IT advice and legal advice of all kind and in all major industry areas (including public sector)

KEY CORPORATE FACTS / KPIS

Headquarters	Stockholm, Sweden		
Other Offices in EU	Msida Malta		
Website	www.besedo.com	Founded	2002
Employees	100-1,000	Employees in Europe	350
Active Markets	Austria, Belgium, Denmark, France, Germany, Italy, Netherlands, Norway, Spain, Sweden, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS



Patrik Frisk

CEO

patrik@besedo.com

Patrik is passionate about AI, the digital world and data. As the CEO of Besedo he works to help build trust and user safety online.

BUSINESS SERVICES OFFERED

Product Name	Description
Implio	Featuring a moderation UI optimized for efficiency, insights and automation modules powered by high level filter technology and AI (incl. image vision).
Active Markets	Austria, Belgium, Denmark, France, Norway, Spain, Sweden, United Kingdom
Product Categories	Marketplaces, Digital Services
Target Clients Industries	Retail, Marketplaces, Communications, Gaming
Pricing	-
Product Website	www.besedo.com/product/all-in-one-tool/

COMPANY DESCRIPTION

Featuring a moderation UI optimized for efficiency, insights and automation modules powered by high level filter technology and AI (incl. image vision).

KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	-		
Website	www.businessbuddies.berlin/en/	Founded	2014
Employees	1-3	Employees in Europe	2
Active Markets	Austria, Germany, Switzerland		
Ownership	-		
Revenues	-		

SALES CONTACTS



Marc Mogalle

MD

info@businessbuddies.berlin

Marc is a seasoned investor & entrepreneur with 18+ years of experience in Venture Capital: www.linkedin.com/in/marcmogalle

BUSINESS SERVICES OFFERED

Product Name	Description	
Company building	We support founders in building a solid company: Team, company set-up, strategy, financing etc.	
Active Markets	Austria, Germany, Switzerland	
Product Categories	Analytics	
Target Clients Industries	Marketplaces, Education Technology, Travel & Transportation, Financial Technology, Investor	
Pricing	-	Video Link -
		Product Website www.businessbuddies.berlin/en/companybuilding/

Product Name	Description	
Fundraising	We support founders in raising the necessary funds, starting as low as 1 million Euro and going up to 10+ million (pre-series to Series B).	
Active Markets	Austria, Germany, Switzerland	
Product Categories	Financial Services	
Target Clients Industries	Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Financial Technology, Analytics, Investor	
Pricing	-	Video Link -
		Product Website www.businessbuddies.berlin/en/financing/

COMPANY DESCRIPTION

We support founders in building a solid company: Team, company set-up, strategy, financing etc.

KEY CORPORATE FACTS / KPIS

Headquarters		Hamburg, Germany	
Other Offices in EU		Berlin Germany	
Website	www.careerteam.de	Founded	2011
Employees	100-1,000	Employees in Europe	140
Active Markets	France, Germany, Netherlands, Switzerland, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS

**Ole Mensching**

CEO

mensching@careerteam.de

Ole Mensching is the founder of CareerTeam, a doctorate from the University of Cologne and the University of California, Berkeley.

BUSINESS SERVICES OFFERED

Product Name	Description		
Datadriven Headhunting	CareerTeam is one of Europe's leading executive search agency for the digital space. We find unique Executives or builds digital teams		
Active Markets	France, Germany, Netherlands, Switzerland, United Kingdom		
Product Categories	Marketplaces, Media, Communications, Financial Technology, Marketing, Analytics, Digital Services		
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Travel & Transportation, Financial Technology, Gaming, Health, Marketing, Analytics, Digital Services, Hardware, Association, Investor		
Pricing	-	Video Link	-
		Product Website	-

COMPANY DESCRIPTION

CareerTeam is one of Europe's leading executive search agency for the digital space. We find unique Executives or builds digital teams

KEY CORPORATE FACTS / KPIS

Headquarters	Los Angeles, United States		
Other Offices in EU	Multiple offices across Europe - Austria, Belgium, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Netherlands, Poland, Portugal, Romania, Slovakia, Spain, Sweden, United Kingdom,		
Website	https://www.cbre.co.uk	Founded	1906
Employees	Over 1,000	Employees in Europe	Mor
Active Markets	Worldwide		
Ownership	-		
Revenues	-		

SALES CONTACTS



Simon Calvert

Senior Director, Central London Tenant Advisory Group

simon.calvert@cbre.com

Simon brings over 25 years experience to the Tenant Advisory Team, advising clients on their central London office requirements.

BUSINESS SERVICES OFFERED

Product Name	Description
Property advisory and transaction services	Our dedicated team of advisors are experts in helping start-up and early stage companies to find the perfect office space to suit their business needs.
Active Markets	Austria, Belgium, Czech Republic, Denmark, Finland, France, Germany, Greece, Ireland, Israel, Italy, Latvia, Lithuania, Netherlands, Poland,
Product Categories	Offline Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Travel & Transportation, Financial Technology, Financial Services, Health, Marketing, Analyt
Pricing	-
Video Link	
Product Website	www.cbre.co.uk/services/industri

COMPANY DESCRIPTION

CBRE Group, Inc. (NYSE:CBRE), a Fortune 500 and S&P 500 company, is the world's largest commercial real estate services and investment firm (based on 2017 revenue). The company has more than 80,000 employees (excluding affiliates), and serves real estate investors and occupiers through approximately 450 offices (excluding affiliates) worldwide.



Chris Philipps Tech DD

KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	working worldwide		
Website	www.linkedin.com/in/chris-philipps-a523758/	Founded	2012
Employees	1-3	Employees in Europe	1
Active Markets	Finland, Germany, Israel, Italy, Lithuania, Poland, Spain, Switzerland, United Kingdom		
Ownership	-		
Revenues	-		
Number of Tech DD's	> 60		
Biggest transaction volume under DD	> EUR 400M		
Number of countries	14		

SALES CONTACTS



Chris Philipps

Owner

cphilipps@me.com

Being in the Tech and startup industry for 18 years, Chris Philipps has held various positions as Interim CTO and Senior Tech Advisor.

BUSINESS SERVICES OFFERED

Product Name	Description
Tech Due Diligence	Product and technology reviews for funding and M&A contexts. Tech and Product strategy, leadership, teams, architecture, infrastructure, data, etc.
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, United Kingdom
Product Categories	Marketplaces, Media, Communications, Financial Technology, Marketing, Analytics, Digital Services, Financial Services
Target Clients Industries	Investor
Pricing	-
Video Link	-
Product Website	-

COMPANY DESCRIPTION

Product and technology reviews for funding and M&A contexts. Tech and Product strategy, leadership, teams, architecture, infrastructure, data, etc.

KEY CORPORATE FACTS / KPIS

Headquarters	Paris, France		
Other Offices in EU	Berlin Germany		
Website	www.clipperton.net	Founded	2003
Employees	26-50	Employees in Europe	30
Active Markets	Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Ireland, Israel, Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal, Spain, Sweden, Switzerland, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS

**Stephane Valorge***Managing Partner*

svalorge@clipperton.net

Before co-founding Clipperton in 2003, Stéphane worked for eight years in consulting and investment banking.

BUSINESS SERVICES OFFERED

Product Name	Description
Corporate Finance Advisory (M&A and fundraisings)	Clipperton provides advisory services to high-tech companies on M&A transactions, debt financings and equity offerings.
Active Markets	Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Ireland, Israel, Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal, Spain, Sweden, Switzerland, United Kingdom
Product Categories	Financial Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Financial Technology, Financial Services, Gaming, Gambling and Betting, Health, Marketing, Analytics, Digital Services, Financial Services, Hardware, Investor, Other
Pricing	-
	Video Link
	-
	Product Website

COMPANY DESCRIPTION

Clipperton provides advisory services to high-tech companies on M&A transactions, debt financings and equity offerings.

KEY CORPORATE FACTS / KPIS

Headquarters	Hamburg, Germany		
Other Offices in EU	Berlin, Germany		
Website	hwww.collect.ai	Founded	2016
Employees	26-50	Employees in Europe	40
Active Markets	Austria, Belgium, Denmark, Germany, Netherlands, Norway, Sweden, United Kingdom		
Ownership	Otto Group		
Revenues	-		
Receivables management volume	70000000		

SALES CONTACTS



Steve Emecz

Chief Commercial Officer

steve.emecz@collect.ai

Steve has been in e-commerce and payments for two decades in various leadership roles. Short Bio: www.collect.ai/about-us/

BUSINESS SERVICES OFFERED

Product Name	Description
AI-based payment and debt collection software platform to manage accounts receivables	The services cover the end-to-end process including e-invoicing, dunning, debt collection, payment links and business process outsourcing.
Active Markets	Austria, Belgium, Denmark, Germany, Netherlands, Norway, Sweden, United Kingdom
Product Categories	Financial Technology
Target Clients Industries	E-Commerce Technology, Financial Services, Financial Services, Other
Pricing	-
Video Link	www.youtube.com/watch?v=5QkbA4sZ
Product Website	www.collect.ai

COMPANY DESCRIPTION

collectAI offers a digital, AI-based payment and debt collection software platform to manage accounts receivables. With its proprietary technology, collectAI fundamentally improves the customer experience, putting the needs and behaviour of the end consumer to the centre of the service. collectAI is part of Germany's largest e-commerce retailer, the Otto Group.

KEY CORPORATE FACTS / KPIS

Headquarters	Valletta, Malta		
Other Offices in EU	-		
Website	www.credorax.com	Founded	2007
Employees	101-1000	Employees in Europe	110
Active Markets	Worldwide		
Ownership	-		
Revenues	-		

SALES CONTACTS

Sveta Bulshtein

Director of Sales & Business Development

sveta.bulshtein@credorax.com

As Director of Sales Business Development at Credorax, Sveta has vast experience in the payments ecosystem and the Fintech arena.

BUSINESS SERVICES OFFERED

Product Name	Description
Credorax	One platform for all your global payments processing needs. Simple integration, smart tools to optimise your conversion, and fast secured processing.
Active Markets	Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Ireland, Israel, Italy, Latvia, Lithuania, Netherlands
Product Categories	Financial Technology, Financial Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Gaming, Gambling and Bett
Pricing	-
Video Link	
Product Website	

COMPANY DESCRIPTION

Credorax is the first technology company to evolve into a full-fledged, licensed commercial bank. Credorax provides cross-border Smart Acquiring services to global merchants and payment service providers.

Remaining true to its hi-tech roots and focus, the company continues to create the next generation of technology-driven banking solutions for the eCommerce arena.

KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	-		
Website	www.ctrl-qs.com	Founded	2009
Employees	51-100	Employees in Europe	65
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, United Kingdom		
Ownership	by founder		
Revenues	-		

SALES CONTACTS



Mirja Silverman

Founder & CEO

msilverman@ctrl-qs.com

Founder and Managing Director of ctrl QS, background in international Digital Strategy, former eBay and Beiersdorf, ESCP-EAP

BUSINESS SERVICES OFFERED

Product Name	Description
steering international digital activities	Rollout Management for international digital projects, Country Management & Support, Consulting, Content Mgmt, Localisation Services, Change Management
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, United Kingdom
Product Categories	Digital Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Financial Technology, Financial Services, Gaming, Gambling and Betting, Health, Marketing, Digital Services, Offline Services, Financial Services, Hardware, Association, Other
Pricing	-
Video Link	-
Product Website	-

COMPANY DESCRIPTION

Rollout Management for international digital projects, Country Management & Support, Consulting, Content Mgmt, Localisation Services, Change Management

KEY CORPORATE FACTS / KPIS

Headquarters	Düsseldorf, Germany		
Other Offices in EU	Frankfurt Germany		
Website	www.deloittelegal.de	Founded	1997
Employees	100-1,000	Employees in Europe	2000
Active Markets	Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Ireland, Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal, Russia, Spain, Sweden, Switzerland, Turkey		
Ownership	-		
Revenues	-		

SALES CONTACTS



Dr. Julia Petersen

Partner

jpetersen@deloitte.de

Julia Petersen is a Corporate/M&A partner with a strong track record in transactions (including real estate).



Felix Felleisen

Partner

ffelleisen@deloitte.de

Felix is a Corporate/M&A partner with a strong track record in transactions involving software players.

BUSINESS SERVICES OFFERED

Product Name	Description
Legal Services	Deloitte Legal advises on all issues related to Corporate/M&A, Commercial, Employment and Pensions, Tax Controversy and Business Integrity.
Active Markets	Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Ireland, Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal, Russia, Spain, Sweden, Switzerland, Turkey
Product Categories	Analytics, Digital Services, Financial Services
Target Clients Industries	Other
Pricing	-
Product Website	http://www.deloittelegal.de

COMPANY DESCRIPTION

Deloitte Legal advises on all issues related to Corporate/M&A, Commercial, Employment and Pensions, Tax Controversy and Business Integrity.

Dr. Graf von Westarp Executive Search for Digital Business and High Tech

KEY CORPORATE FACTS / KPIS

Headquarters	München, Germany		
Other Offices in EU	-		
Website	www.de.linkedin.com/in/westarp/de	Founded	2013
Employees	4-10	Employees in Europe	7
Active Markets	Austria, Germany, Switzerland		
Ownership	-		
Revenues	-		

SALES CONTACTS



Falk Graf von Westarp

Founder/Owner

falk@westarp.com

Founder and owner of a specialized executive search company for Digital Business and High Tech.

BUSINESS SERVICES OFFERED

Product Name	Description
Executive Search for Digital Business and High Tech	We are an executive search firm specialized on C-Level positions in (young) digital and/or technology driven companies in DE, AT and CH. In the recent year
Active Markets	Austria, Germany, Switzerland
Product Categories	Offline Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Financial Technology, Financial Services, Gaming, Gambling and Betting, Health, Marketing, Analytics, Digital Services, Financial Services, Hardware
Pricing	-
Video Link	-
Product Website	www.de.linkedin.com/in/westarp/de

COMPANY DESCRIPTION

We are an executive search firm specialized on C-Level positions in (young) digital and/or technology driven companies in DE, AT and CH. In the recent year

KEY CORPORATE FACTS / KPIS

Headquarters	New York, United States		
Other Offices in EU	Munich Germany		
Website	www.drakestar.com	Founded	2004
Employees	51-100	Employees in Europe	50
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, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS



Ralf Philipp Hofmann

Managing Partner & Member of the Executive Committee

ralf.hofmann@drakestar.com

Ralf Philipp Hofmann is Managing Partner & Co-Founder, Member of the Group's Executive Committee and CEO of Drake Star Germany.



Julian Ostertag

Managing Partner

julian.ostertag@drakestar.com

Julian Ostertag is Managing Partner & Co-Founder of Drake Star Partners.

BUSINESS SERVICES OFFERED

Product Name	Description
M&A Advisory, Corporate Finance, Co-Investment	Drake Star Partners focuses on M&A and corporate finance for its clients worldwide. The firm completed over 300 transactions since 2004.
Active Markets	Austria, Belgium, Czech Republic, Denmark, Finland, France, Germany, Ireland, Israel, Italy, Netherlands, Spain, Sweden, Switzerland, United Kingdom
Product Categories	Financial Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Financial Technology, Financial Services, Gaming, Health, Marketing, Analytics, Digital Services, Offline Services, Financial Services, Hardware
Pricing	-
Video Link	-
Product Website	http://www.drakestar.com/our-services/merger-and-acquisition-advisory-services

COMPANY DESCRIPTION

Drake Star Partners focuses on M&A and corporate finance for its clients worldwide. The firm completed over 300 transactions since 2004.

KEY CORPORATE FACTS / KPIS

Headquarters		Hamburg, Germany
Other Offices in EU		Berlin Germany
Website	www.cribb.de	Founded 1998
Employees	11-25	Employees in Europe 15
Active Markets		Austria, Germany, Switzerland
Ownership		privately owned
Revenues		-

SALES CONTACTS



Nicole Mai

Director of Executive Search

nmai@cribb.de

Director of Executive Search. Prior at ZEIT/Handelsblatt and founder of a media startup.

BUSINESS SERVICES OFFERED

Product Name	Description
Executive Search	Search and selection of senior executives.
Active Markets	Austria, Germany, Switzerland
Product Categories	Offline Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Travel & Transportation, Financial Services, Gaming, Marketing, Analytics, Digital Services, Financial Services, Association, Investor
Pricing	-
Video Link	-
Product Website	-

COMPANY DESCRIPTION

Search and selection of senior executives.

KEY CORPORATE FACTS / KPIS

Headquarters	Paris, France		
Other Offices in EU	London United Kindgom		
Website	www.earlymetrics.com	Founded	2015
Employees	26-50	Employees in Europe	45
Active Markets	Belgium, France, Germany, Israel, Netherlands, Sweden, Switzerland, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS



Gene Gerrienne

Head Business Development DACH

gene@earlymetrics.com

Giving Corporates from the DACH region access to the future with the most qualified startups through Sourcing & Rating on Demand

Simon Jacobs

Business Developer DACH

simon_ja@earlymetrics.com

BUSINESS SERVICES OFFERED

Product Name	Description
Rating on Demand & Sourcing	Assess the growth potential and reliability of a targeted start-up and manage the inherent risk and detect start-ups in line with your innovation strategy.
Active Markets	Austria, Belgium, France, Germany, Israel, Netherlands, Sweden, United Kingdom
Product Categories	Analytics, Offline Services, Financial Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Travel & Transportation, Financial Services, Health, Financial Services, Investor
Pricing	-
Video Link	-
Product Website	-

COMPANY DESCRIPTION

Assess the growth potential and reliability of a targeted start-up and manage the inherent risk and detect start-ups in line with your innovation strategy.

KEY CORPORATE FACTS / KPIS

Headquarters	Sevilla, Spain		
Other Offices in EU	Gibraltar UK		
Website	www.easypaymentsgateway.com	Founded	2015
Employees	51-100	Employees in Europe	62
Active Markets	Austria, Belgium, Czech Republic, Denmark, Finland, France, Germany, Greece, Ireland, Israel, Italy, Netherlands, Norway, Poland, Portugal, Russia, Spain, Sweden, Switzerland, Turkey, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS



Marcos Toran

Head of Business Development

marcos.toran@easypaymentgateway.com

Head of business development a EPG deciding what global strategies should be carried out. Prior to this head of ecomm at Santander Ban

BUSINESS SERVICES OFFERED

Product Name	Description
Easy Payment Gateway Checkout	With Easy Payment Gateway create complex payment architectures to reduce costs, eliminate fraud and increases conversions all through one simple API.
Active Markets	Austria, Belgium, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Ireland, Israel, Italy, Netherlands, Norway, Poland, Portugal, Russia, Spain, Sweden, Switzerland, Turkey, United Kingdom
Product Categories	Financial Technology, Financial Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Education Technology, Travel & Transportation, Financial Services, Gaming, Gambling and Betting, Health, Digital Services, Financial Services
Pricing	-
Video Link	www.vimeo.com/245364098
Product Website	-

COMPANY DESCRIPTION

With Easy Payment Gateway create complex payment architectures to reduce costs, eliminate fraud and increases conversions all through one simple API.

KEY CORPORATE FACTS / KPIS

Headquarters	Munich, Germany		
Other Offices in EU	Berlin Germany		
Website	www.enable2grow.com	Founded	2013
Employees	1-3	Employees in Europe	3
Active Markets	Austria, France, Germany, Italy, Switzerland, United Kingdom		
Ownership	Private		
Revenues	-		

SALES CONTACTS

**Katharina Le Thierry***Senior Advisor*

katharina.lethierry@enable2grow.com

Track record in the consumer goods industry (FMCG, luxury, sporting & lifestyle), consulting, advisor and non executive board member

BUSINESS SERVICES OFFERED

Product Name	Description
Digital Wheel	Tool helping to analyze the digital status quo of a company.
Active Markets	Germany
Product Categories	Digital Services, Offline Services
Target Clients Industries	Retail, Media, Communications, Education Technology, Travel & Transportation, Health, Investor
Pricing	-
Video Link	-
Product Website	-

COMPANY DESCRIPTION

Tool helping to analyze the digital status quo of a company.

KEY CORPORATE FACTS / KPIS

Headquarters		Bonn, Germany	
Other Offices in EU		Berlin Germany	
Website	www.fgs.de	Founded	1972
Employees	100-1,000	Employees in Europe	550
Active Markets		Germany	
Ownership		-	
Revenues		-	

SALES CONTACTS



Alexander Goertz

Associated Partner

alexander.goertz@fgs.de

Investors and startups seek my advice to guide them through complex VC financings, M&A transactions and the establishment of VC funds.

BUSINESS SERVICES OFFERED

Product Name	Description
Deal counsel	We provide legal assistance to VC investors and startups as deal counsel in all stages from the first financing round to the exit transaction.

Active Markets		Germany
Product Categories		Financial Services
Target Clients Industries		Investor, Other
Pricing	-	Video Link -
		Product Website -

Product Name	Description
Fund formation & fund restructuring	We advise initiators, managers and investors in structuring and restructuring VC and PE funds, including all corporate, tax and regulatory aspects.

Active Markets		Germany
Product Categories		Financial Services
Target Clients Industries		Investor, Other
Pricing	-	Video Link -
		Product Website -

COMPANY DESCRIPTION

We provide legal assistance to VC investors and startups as deal counsel in all stages from the first financing round to the exit transaction.



KEY CORPORATE FACTS / KPIS

Headquarters	NOIDA, INDIA		
Other Offices in EU	-		
Website	www.fsltechnologies.com	Founded	2000
Employees	51-100	Employees in Europe	1
Active Markets	United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS



Rakesh Jain

Chairman

chairman@fsltechnologies.com

Mentor for the group , first generation entrepreneur over 35 years of experience .

BUSINESS SERVICES OFFERED

Product Name	Description
LEX MANTRA	Litigation Management tool for corporate houses having multi locations , provides bird eye view of legal matters , alerts , planning next dates & much more

Active Markets	United Kingdom		
Product Categories	Financial Technology, Financial Services		
Target Clients Industries	E-Commerce Technology, Communications, Travel & Transportation, Financial Services, Health, Financial Services		
Pricing	-	Video Link	-
		Product Website	www.lexmantra.co.in

Product Name	Description
Compliance Mantra	Cloud based, right based, responsibility based corporate compliance management & comprehensive reporting across acts , agencies , departments etc

Active Markets	United Kingdom		
Product Categories	Financial Technology, Financial Services		
Target Clients Industries	Travel & Transportation, Financial Technology, Financial Services, Financial Services		
Pricing	-	Video Link	-
		Product Website	www.compliancemantra.com

COMPANY DESCRIPTION

Litigation Management tool for corporate houses having multi locations , provides bird eye view of legal matters , alerts , planning next dates & much more

KEY CORPORATE FACTS / KPIS

Headquarters	Munich, Germany		
Other Offices in EU	-		
Website	www.germanaccelerator.com	Founded	2012
Employees	26-50	Employees in Europe	10
Active Markets	Germany		
Ownership	-		
Revenues	-		

SALES CONTACTS



Konstantin Krauss

Company Scout

konstantin@germanaccelerator.com

Studied Computer Science at LMU 2009-2017: CTO Property Base since 2017: Company Scout German Accelerator

BUSINESS SERVICES OFFERED

Product Name	Acceleration of German companies to the U.S. and Southeast-Asia		
Description	hands-on, individual mentoring, free office space, tactical support for setting up your operations, immediate access to a top-notch network		
Active Markets	Germany		
Product Categories	Marketplaces, Marketing, Offline Services, Financial Services		
Target Clients Industries	Retail, Marketplaces, Media, Education Technology, Financial Services, Health, Analytics, Digital Services, Offline Services, Financial Services, Hardware, Other		
Pricing	-	Video Link	https://youtu.be/8DOawcJbLS0
		Product Website	

COMPANY DESCRIPTION

hands-on, individual mentoring, free office space, tactical support for setting up your operations, immediate access to a top-notch network

KEY CORPORATE FACTS / KPIS

Headquarters	Matosinhos, Portugal		
Other Offices in EU	-		
Website	www.gestluz.pt	Founded	1994
Employees	11-25	Employees in Europe	14
Active Markets	Portugal		
Ownership	-		
Revenues	-		

SALES CONTACTS



Marta Luz

Partner

mluz@gestluz.pt

Degree in Economics, MBA and MSc Management; Marketing Management | Business Developer | Project Manager | Partnerships | Fundraising.

BUSINESS SERVICES OFFERED

Product Name	Description
Advisory	Entrepreneurship Training; European Funds applications; Quality Management Systems; I&DI; HR; Business Process Management; Internationalisation Strategies
Active Markets	Portugal
Product Categories	Marketing, Financial Services
Target Clients Industries	Association
Pricing	-
Video Link	-
Product Website	-

COMPANY DESCRIPTION

Entrepreneurship Training; European Funds applications; Quality Management Systems; I&DI; HR; Business Process Management; Internationalisation Strategies

KEY CORPORATE FACTS / KPIS

Headquarters		Moscow, Russia	
Other Offices in EU		-	
Website	www.townmoney.ru	Founded	2012
Employees	26-50	Employees in Europe	no
Active Markets		Russia	
Ownership		Co.Ltd.	
Revenues		1.5 EUR	

SALES CONTACTS

**Sergey Demchuk***Vice President*

s.demchuk@townmoney.ru

He started his banking career in 2005 as a loan officer at Pro-Credit Bank Ukraine. He was part of TACIS agreement with EU.

BUSINESS SERVICES OFFERED

Product Name		Description
P2P lending platform		Gorod Deneg specialises in reciprocal commercial loans P2B, allowing companies to attract financing from private investors registered on the site.
Active Markets		Russia
Product Categories		Marketplaces, Financial Technology, Digital Services
Target Clients Industries		Financial Services
Pricing	Unit: 1	Video Link
	Min: 1 - Max: 1	
Product Website		www.townmoney.ru

COMPANY DESCRIPTION

Town Money, part of the Mikro Kapital Group, is a P2P lending platform through which investors and borrowers can meet and agree on loans to launch new development in existing companies.

KEY CORPORATE FACTS / KPIS

Headquarters		Boston, USA
Other Offices in EU		London, UK
Website	www.goodwinlaw.com	Founded 1912
Employees	Over 1,000	Employees in Europe 270
Active Markets		Worldwide
Ownership		Partnership
Revenues		1,000 USD

SALES CONTACTS

Bill Schnoor

Partner

WSchnoor@goodwinlaw.com

Bill specialises in all stages of corporate law including financings, exits, private equity and public company representation.

Markus Bauman

Partner

MBauman@goodwinlaw.com

Markus specialises in corporate finance, including equity and debt offerings, and mergers and acquisitions.

BUSINESS SERVICES OFFERED

Product Name

Sophisticated Technology Company Legal Representation

Description

• Company formation • Venture financings • M+A transactions • Intellectual property counseling and transactions • Fund formations
• IPOs+capital markets

Active Markets

France, Germany, United Kingdom

Product Categories

Marketplaces, Media, Communications, Financial Technology, Marketing, Analytics, Digital Services, Financial Services

Target Clients Industries

Retail, E-Commerce Technology, Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Financial Technology, Fin

Pricing

-

Video Link

Product Website

COMPANY DESCRIPTION

At Goodwin, we possess deep domain expertise serving technology companies and ably assist clients navigate the challenges they encounter. We advise founders, high-growth companies, investors and investment bankers at all stages of the corporate lifecycle across the USA, Europe and Asia. Clients rely on our cross-border capabilities to achieve their global strategies. Learn more: www.goodwinlaw.com

KEY CORPORATE FACTS / KPIS

Headquarters	Hamburg, Germany		
Other Offices in EU	Berlin Germany		
Website	www.headfinders.com	Founded	2008
Employees	4-10	Employees in Europe	5
Active Markets	Austria, Czech Republic, Estonia, Germany, Latvia, Lithuania, Netherlands, Switzerland		
Ownership	-		
Revenues	-		

SALES CONTACTS



Dr. Frank Knoche

CEO

info@headfinders.com

Frank can draw on over 20 years of experience at large corporations and nimble new businesses. Frank will support your success.

BUSINESS SERVICES OFFERED

Product Name	Description
Executive Search / Headhunting	Executive Search for Startups We strongly believe that we have a good instinct for young leaders who can elevate a startup to the next level.
Active Markets	Austria, Czech Republic, Estonia, Germany, Latvia, Lithuania, Netherlands, Switzerland
Product Categories	Offline Services
Target Clients Industries	Marketplaces, Media, Communications, Travel & Transportation, Financial Technology, Financial Services, Gaming, Health, Marketing, Digital Services, Offline Services, Financial Services, Hardware, Investor
Pricing	-
Video Link	-
Product Website	https://ceosearch.de

COMPANY DESCRIPTION

Executive Search for Startups We strongly believe that we have a good instinct for young leaders who can elevate a startup to the next level.



Indigo Headhunters

KEY CORPORATE FACTS / KPIS

Headquarters	Frankfurt am Main, Germany		
Other Offices in EU	-		
Website	www.indigo-headhunters.com/uk/home	Founded	2007
Employees	11-25	Employees in Europe	25
Active Markets	Austria, Belgium, Denmark, France, Germany, Ireland, Netherlands, Switzerland, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS



Britta Bene

Consultant / Head of Alternative Investments

britta.bene@indigo-headhunters.com

Built Alternative Investment business at Indigo Headhunters. Prior, Director at BlackRock and Associate at Bridgewater Associates.

BUSINESS SERVICES OFFERED

Product Name	Description
Executive Search / Headhunting	Executive Search, Headhunting, Market Mapping, Industry Expertise, Coaching, Compensation Analysis, Competitor Analysis, Networking, Benchmarking, Advisory
Active Markets	Austria, Belgium, Denmark, France, Germany, Ireland, Netherlands, Switzerland, United Kingdom
Product Categories	Marketplaces, Offline Services, Financial Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Financial Technology, Financial Services, Gaming, Gambling and Betting, Health, Marketing, Analytics, Digital Services, Offline Services, Financial Services, Hardware, Association, Investor, Other
Pricing	-
Video Link	-
Product Website	-

COMPANY DESCRIPTION

Executive Search, Headhunting, Market Mapping, Industry Expertise, Coaching, Compensation Analysis, Competitor Analysis, Networking, Benchmarking, Advisory

KEY CORPORATE FACTS / KPIS

Headquarters	London, UK		
Other Offices in EU	Hamburg, Germany		
Website	www.inskinmedia.com	Founded	2009
Employees	1-3	Employees in Europe	80
Active Markets	Europe, Worldwide, France, Germany, United Kingdom		
Ownership	Privately Held		
Revenues	-		

SALES CONTACTS



Hugo Drayton

CEO

marketing@inskinmedia.com

Hugo has led Inskin from start-up to a profitable, international business.

BUSINESS SERVICES OFFERED

Product Name	Description
Pageskin	Inskin designs, builds and delivers high-impact page takeover campaigns across our network of top tier publishers across the world.
Active Markets	France, Germany, United Kingdom
Product Categories	Digital Services
Target Clients Industries	Retail, Marketplaces, Media, Communications, Marketing, Digital Services
Pricing	-
	Video Link
	Product Website

COMPANY DESCRIPTION

Inskin Media is an advertising technology business, specialising in rich-media branding formats. We combine a focus on design and technology to maximise the value of every single impression. Our business is based on long-term partnerships, to deliver brand campaigns on every device across brand-safe editorial inventory which can only be accessed through Inskin.

KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	-		
Website	www.leverate.de/en/	Founded	2013
Employees	100-1,000	Employees in Europe	60
Active Markets	Austria, France, Germany, Italy, Netherlands, Spain, Sweden, Switzerland, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS



Christian Hubel
Managing Director
chubel@leverate.de

Responsible for the digital business of Leverate Media Group in Europe.

BUSINESS SERVICES OFFERED

Product Name	Description
ROI Driven Digital Marketing	We are experts in optimizing digital campaigns in all available digital channels like Search, Social, Display, Content, Native for specific ROI goals.
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, United Kingdom
Product Categories	Marketplaces, Media, Marketing, Analytics, Digital Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Travel & Transportation, Financial Technology, Financial Services, Gaming, Health, Digital Services, Offline Services, Financial Services, Hardware
Pricing	-
	Video Link -
	Product Website www.leverate.de/en/advertising/

COMPANY DESCRIPTION

We are experts in optimizing digital campaigns in all available digital channels like Search, Social, Display, Content, Native for specific ROI goals.

KEY CORPORATE FACTS / KPIs

Headquarters	Vienna, Austria		
Other Offices in EU	Düsseldorf Germany		
Website	www.match-maker.ventures	Founded	2015
Employees	11-25	Employees in Europe	12
Active Markets	Austria, Czech Republic, Denmark, Estonia, France, Germany, Greece, Israel, Italy, Netherlands, Norway, Poland, Portugal, Russia, Spain, Sweden, Switzerland, Turkey, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS



Karin Carpentier

Associate Partner

karin@match-maker.ventures

Multilingual and entrepreneurial leader with long-standing international experience in managing front-line organisations and alliances.

BUSINESS SERVICES OFFERED

Product Name	Description
Sales Acceleration for startups	We connect startups with their future customers.
Active Markets	Austria, Estonia, France, Germany, Greece, Israel, Portugal, Switzerland
Product Categories	Media, Communications, Financial Technology, Marketing, Analytics, Digital Services
Target Clients Industries	Retail, E-Commerce Technology, Media, Communications, Education Technology, Travel & Transportation, Financial Services, Marketing, Analytics, Digital Services, Financial Services
Pricing	-
Video Link	-
Product Website	

Product Name	Description
Corporate Innovation Services (CIS)	We enable a shortcut to start-up innovation for corporates.
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, United Kingdom
Product Categories	Media, Communications, Marketing, Analytics, Digital Services, Financial Services
Target Clients Industries	Media, Financial Services, Digital Services, Financial Services, Other
Pricing	-
Video Link	-
Product Website	

COMPANY DESCRIPTION

We connect startups with their future customers.

KEY CORPORATE FACTS / KPIS

Headquarters	Chicago, Illinois, USA		
Other Offices in EU	London, Paris, Munich, Düsseldorf, Frankfurt, Milan, Brussels		
Website	www.mwe.com/en	Founded	1934
Employees	Over 1,000	Employees in Europe	500
Active Markets	Worldwide		
Ownership	-		
Revenues	-		

SALES CONTACTS



Dr. Nikolaus von Jacobs

Partner njacobs@mwe.com

Dr. Nikolaus von Jacobs is a Corporate/M&A Partner and leads McDermott's German Private Equity and Venture Capital Practice.

BUSINESS SERVICES OFFERED

Product Name	Description		
Legal Services	McDermott advises on all areas of Venture Capital, Private Equity, Corporate/M&A, Health, Tax, IP, Litigation, TMT, Employment, PC, Finance and Antitrust.		
Active Markets	Belgium, France, Germany, Italy, United Kingdom		
Product Categories	Offline Services		
Target Clients Industries	Retail, E-Commerce Technology, Media, Communications, Travel & Transportation, Financial Services, Gambling and Betting, Health, Analytics, Digital Services, Offline Services, Hardware, Associations, Investors, Other		
Pricing	-	Video Link	
		Product Website	

COMPANY DESCRIPTION

McDermott Will & Emery is one of the leading international law firms. Established 1934 in Chicago, Illinois, McDermott has grown its core practices and offices around the globe with more than 1,000 lawyers in 20 locations and a strategic alliance with MWE China in Shanghai, China.

Meucci Media

Meucci Media

KEY CORPORATE FACTS / KPIS

Headquarters		Berlin, Germany	
Other Offices in EU			
Website	www.meucci.media		Founded 2018
Employees	4-10	Employees in Europe	5
Active Markets		Worldwide	
Ownership			
Revenues			

SALES CONTACTS



Fabian Tausch

Podcast Consultant

fabian@meucci.media

Running the most successful podcast for young entrepreneurs in Germany; helping clients like DuMont, KURZ and more developing podcasts.

BUSINESS SERVICES OFFERED

Product Name		Description
Podcast Workshop		Developing a podcast concept that helps your business grow.
Active Markets		Germany
Product Categories		Media, Communications, Marketing, Digital Services
Target Clients Industries		Marketplaces, Media, Communications, Education Technology, Financial Technology, Financial Services, Health, Marketing, Digital Services, Offline Services, Fina
Pricing	Unit: 1	Video Link
	Min: 1 - Max: 1	Product Website

COMPANY DESCRIPTION

At Meucci Media we're helping companies to reach their goals faster by using a podcast.

KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	-		
Website	www.mvpfactory.co	Founded	2017
Employees	26-50	Employees in Europe	27
Active Markets	Europe		
Ownership	-		
Revenues	-		

SALES CONTACTS



Philipp Petrescu

Founder

philipp@mvpfactory.co

Co-founder of Lendico and Redi, venture partner of HOF Capital, and Angel Investor of 10+ startups; awards: Forbes 30 under 30.

BUSINESS SERVICES OFFERED

Product Name	Description
Fixed Price Projects	You want to see your project realized? Our fixed price projects are planned & delivered over multiple milestones, managed through a transparent process.

Active Markets	Austria, Germany, Switzerland		
Product Categories	Digital Services		
Target Clients Industries	Digital Services		
Pricing	-	Video Link	
		Product Website	https://mvpfactory.co/services/fixed-pri

Product Name	Description
Managed Team	Our platform allows you to get the best people with relevant experience for your project. Optionally complemented by a product manager and designer.

Active Markets	Austria, Germany, Switzerland		
Product Categories	Digital Services		
Target Clients Industries	Digital Services		
Pricing	-	Video Link	
		Product Website	www.mvpfactory.co/services/managed-t

COMPANY DESCRIPTION

MVP Factory empowers companies to build scalable high-quality technology products. Customers benefit from a fully coordinated development process and a global network of talented engineers, designers and product managers. Whether VC-financed startups, German medium-sized enterprises or multibillion- strong corporations – MVP Factory works with customers of various industries and sizes.

KEY CORPORATE FACTS / KPIS

Headquarters -

Other Offices in EU -

Website www.noah-advisors.com **Founded** 2009

Employees 26-50 **Employees in Europe** 30

Active Markets Pan-European

Ownership -

Revenues -

CONTACTS



Marco Rodzynek

Founder & Managing Director

marco.rodzynek@noah-advisors.com

Founder & CEO of NOAH Advisors



Jan Brandes

Managing Director

jan.brandes@noah-advisors.com

MD at NOAH Advisors

BUSINESS SERVICES OFFERED

Product Name	Description
M&A Advisory	NOAH Advisors is the leading European corporate finance boutique focused on the Internet sector. The team advises on M&A transactions and major capital raises.

Active Markets Pan-European

Product Categories Financial Services

Target Clients Industries Internet & Technology

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

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

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

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

KEY CORPORATE FACTS / KPIS

Headquarters	London, UK		
Other Offices in EU	Frankfurt Germany		
Website	www.nortonrosefulbright.com	Founded	1794
Employees	Over 1,000	Employees in Europe	2087
Active Markets	Belgium, France, Germany, Greece, Italy, Netherlands, Poland, Russia, Turkey, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS



Nils Rahlf

Partner

Nils.Rahlf@nortonrosefulbright.com

Corporate lawyer advising strategic and financial investors on high-profile cross-border M&A, PE and VC transactions and corporate law.

BUSINESS SERVICES OFFERED

Product Name	Description
Legal advice	Global law firm providing the world's preeminent corporations and financial institutions with a full business law service.
Active Markets	Belgium, France, Germany, Greece, Italy, Netherlands, Poland, Russia, Turkey, United Kingdom
Product Categories	Offline Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Financial Technology, Financial Services, Gaming, Health, Marketing, Analytics, Digital Services, Offline Services, Financial Services, Hardware, Association, Investor, Other
Pricing	-
Video Link	
Product Website	www.nortonrosefulbright.co

COMPANY DESCRIPTION

Global law firm providing the world's preeminent corporations and financial institutions with a full business law service.

KEY CORPORATE FACTS / KPIS

Headquarters	Toronto, Canada		
Other Offices in EU	Istanbul Turkey		
Website	www.oppsense.com	Founded	2018
Employees	1-3	Employees in Europe	1
Active Markets	Israel, Portugal, Turkey		
Ownership	-		
Revenues	-		

SALES CONTACTS



Cagdas Onen

Managing Director

cagdas@oppsense.com

10+ years of experience as Marketing Director in fast growing fintech and technology companies. SXSW Accelerator Advisory Board Member

BUSINESS SERVICES OFFERED

Product Name	Description		
INTERNATIONAL BUSINESS CATALYST	International Business Development B2B Trade Delegations Startup Innovation Champion for Corporates Executive Masterclass Programs in North America		
Active Markets	Israel, Turkey		
Product Categories	Marketing, Offline Services		
Target Clients Industries	Retail, E-Commerce Technology, Media, Education Technology, Financial Services, Gaming, Financial Services, Association		
Pricing	-	Video Link	-
		Product Website	www.oppsense.com

Product Name	Description		
INTERNATIONAL STARTUP CATALYST	International Expansion Country-Launcher as a Service (CLaaS) Innovation Champion for Startups International Bootcamp Programs in North America-Israel		
Active Markets	Israel, Portugal, Turkey		
Product Categories	Marketing, Offline Services		
Target Clients Industries	E-Commerce Technology, Marketplaces, Education Technology, Financial Services, Gaming, Health, Analytics, Financial Services		
Pricing	-	Video Link	-
		Product Website	www.oppsense.com

COMPANY DESCRIPTION

International Business Development B2B Trade Delegations Startup Innovation Champion for Corporates Executive Masterclass Programs in North America

KEY CORPORATE FACTS / KPIS

Headquarters	Immenstadt, Germany		
Other Offices in EU	Chur, Switzerland		
Website	www.corporate.outdooractive.com	Founded	2008
Employees	51-100	Employees in Europe	99
Active Markets	Europe, USA		
Ownership	Shareholder Structure: Outdooractive GmbH & Co. KG; Outdoora		
Revenues	6000000 EUR		

SALES CONTACTS

Hartmut Wimmer

Founder and CEO of Outdooractive

marketing@outdooractive.com

Hartmut Wimmer is one of the trail blazers in the digitization of outdoor tourism with over two decades of experience.

Albert Rinn

Sales Director

sales@outdooractive.com

At Outdooractive since: 12.2013 Job experience: over 20 years Dipl. Ing. Landscape Design TU

BUSINESS SERVICES OFFERED

Product Name	Description
Destination Suite - The only holistic solution in digital destination management	Ranging from the planning of touristic projects to the development of database solutions, map-based tools and content marketing.
Active Markets	Austria, Belgium, Czech Republic, Finland, France, Germany, Israel, Italy, Netherlands, Norway, Poland, Portugal, Spain, Sweden, Switzerland
Product Categories	Digital Services
Target Clients Industries	Marketplaces, Travel & Transportation, Marketing, Digital Services, Offline Services
Pricing	Video Link
	Product Website www.destination.outdooractive.com/en

COMPANY DESCRIPTION

We're building the world's digital travel guide by connecting all tourism stakeholders and the community with pioneering technology in one platform. The international platform is based on a central content database for the tourist sector. In line with the principle of solidarity everyone contributes to the content quality.

KEY CORPORATE FACTS / KPIS

Headquarters	Hamburg, Germany		
Other Offices in EU	-		
Website	www.parklane-capital.de	Founded	2004
Employees	4-10	Employees in Europe	10
Active Markets	Austria, Denmark, Germany, Norway, Sweden, Switzerland, United Kingdom		
Ownership	100% owned by Parklane's Partner Group		
Revenues	-		
Transactions completed	>100		
Cross-border deals	>60%		
Typical deal size	€20m – €300m		

SALES CONTACTS

**Bjoern Soeder***Managing Director*

office@parklane-capital.de

Co-founder getgo.de (exit to CTS Eventim), unique digital (exit to WPP)

Consulting/Banking at McKinsey & Co and M.M.Warburg

BUSINESS SERVICES OFFERED

Product Name	Description
M&A and Corporate Finance Advisory	Sell-side, Buy-side and Funding Advisory.
Active Markets	Austria, Denmark, Germany, Norway, Sweden, Switzerland, United Kingdom
Product Categories	Financial Services
Target Clients Industries	E-Commerce Technology, Media, Financial Technology, Marketing, Digital Services
Pricing	-
Video Link	-
Product Website	

COMPANY DESCRIPTION

Sell-side, Buy-side and Funding Advisory.



PIABO PR



KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	-		
Website	www.piabo.net	Founded	2006
Employees	26-50	Employees in Europe	45
Active Markets	Austria, France, Germany, Israel, Netherlands, Spain, Sweden, Switzerland, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS

Tilo Bonow

Founder & CEO

tilo.bonow@piabo.net

Tilo Bonow is a Platinum-level thought leader and value-adding investor who drives market ownership for entrepreneurs in global arenas.

BUSINESS SERVICES OFFERED

Product Name	Description
Public Relations, Social Media, Content Marketing	PIABO's goal is to help entrepreneurs actively achieve their growth goals through excellent international communication.
Active Markets	Austria, France, Germany, Israel, Netherlands, Spain, Sweden, Switzerland, United Kingdom
Product Categories	Media, Communications, Marketing
Target Clients Industries	E-Commerce Technology, Marketplaces, Media, Communications, Travel & Transportation, Financial Technology, Financial Services, Health, Marketing, Analytics, Digital Services, Financial Services, Hardware, Investor
Pricing	-
Video Link	-
Product Website	www.piabo.net/leistungen/

COMPANY DESCRIPTION

PIABO's goal is to help entrepreneurs actively achieve their growth goals through excellent international communication.

KEY CORPORATE FACTS / KPIS

Headquarters	Porto, Portugal		
Other Offices in EU	-		
Website	www.portuspark.org	Founded	1991
Employees	1-3	Employees in Europe	0
Active Markets	Portugal		
Ownership	Universities, City Halls, Government Organizations, Emblematic Companies, Business Associations		
Revenues	-		

SALES CONTACTS



Paula Costa

Responsible for the Management of Marketing

pcosta@portuspark.org

Works at APCTP/PortusPark - Association of the Science and Technology
Park of Porto Responsible for the Management of Marketing

BUSINESS SERVICES OFFERED

Product Name	Description
Services	Qualified Human Resources High Quality Infrastructures Incubation and Acceleration Support Programs Link to the Scientific and Technologic System
Active Markets	Portugal
Product Categories	Marketplaces, Communications, Marketing
Target Clients Industries	Other
Pricing	-
Video Link	www.youtube.com/watch?v=PXIrepCRTS4
Product Website	-

COMPANY DESCRIPTION

Qualified Human Resources High Quality Infrastructures Incubation and Acceleration Support Programs Link to the Scientific and Technologic System

KEY CORPORATE FACTS / KPIS

Headquarters	MADRID, SPAIN
Other Offices in EU	-
Website	www.sastreriafinanciera.com/en/
Founded	2014
Employees	1-3
Employees in Europe	3
Active Markets	Poland, Spain, United Kingdom
Ownership	-
Revenues	-

SALES CONTACTS



RICARDO OLABARRI

COFOUNDER

rolabarri@sastreriafinanciera.com

Graduated Law, MBA and FRM. Employed by Cuatrecasas, BBVA and Globalvia.
Involved Impact NGOs and Impact Investing

BUSINESS SERVICES OFFERED

Product Name	Description
CORPORATE FINANCE	Transaction financial services relating the origination, structuring, negotiation, closing, management and exit of investments
Active Markets	Spain
Product Categories	Financial Services
Target Clients Industries	Marketplaces, Education Technology, Travel & Transportation, Marketing, Digital Services, Investor
Pricing	-
Video Link	-
Product Website	-

COMPANY DESCRIPTION

Transaction financial services relating the origination, structuring, negotiation, closing, management and exit of investments

KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	Milano, Italy		
Website	www.saxenhammer-co.com	Founded	2006
Employees	11-25	Employees in Europe	30
Active Markets	Europe		
Ownership	-		
Revenues	-		

SALES CONTACTS

Christian Saxenhammer

Managing Director

cs@saxenhammer-co.com

Senior-Consultant, Roland Berger Restructuring Team Berlin Managing
Director, Lincoln International AG, Mid-Cap Investment Bank

Christian Kessels

Vice President

chk@saxenhammer-co.com

Master of Laws (LL.M.), Frankfurt School of Finance & Management Project
Manager, Bergfürst Bank AG Analyst, Blue Corporate Finance AG

BUSINESS SERVICES OFFERED

Product Name	Description		
M&A	Service offerings consist of M&A, Special Situations M&A and Debt Advisory/ Capital Raising		
Active Markets	Germany		
Product Categories	Financial Services		
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Financial Technology, Financial Services, Gam		
Pricing	-	Video Link	
		Product Website	

COMPANY DESCRIPTION

Saxenhammer & Co. is a leading boutique investment bank focused on special situations in Germany and across continental Europe. Saxenhammer & Co. ranks amongst the top firms in this segment. The firm's track record comprises the execution of over 170 successful transactions across all major industries with a success rate of over 90%.

KEY CORPORATE FACTS / KPIS

Headquarters		Berlin, Germany	
Other Offices in EU		-	
Website	www.scalebridge.io	Founded	2016
Employees	1-3	Employees in Europe	3
Active Markets		Germany, Netherlands	
Ownership		-	
Revenues		-	

SALES CONTACTS



Abhishek Gupta

Partner

ag@scalebridge.io

Product Manager @ N26 and McMakler Corporate Finance Stints at BNP Paribas, Allianz Global Investors, Berenberg WHU Graduate

BUSINESS SERVICES OFFERED

Product Name	Description
Technical Recruiting	Working together in defining and understanding the roles, sourcing best talent globally and providing with interview ready pre-vetted tech candidates
Active Markets	France, Germany, Netherlands
Product Categories	Digital Services, Offline Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Media, Education Technology, Travel & Transportation, Financial Technology, Financial Services, Gaming, Gambling and Betting, Health, Marketing, Analytics, Digital Services, Financial Services
Pricing	-
Video Link	-
Product Website	www.scalebridge.io

COMPANY DESCRIPTION

Working together in defining and understanding the roles, sourcing best talent globally and providing with interview ready pre-vetted tech candidates

KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	Cologne, Germany		
Website	www.smp.law	Founded	2017
Employees	51-100	Employees in Europe	67
Active Markets	Europe, Worldwide, Germany		
Ownership	-		
Revenues	-		

Benjamin Ulrich

Partner

benjamin.Ullrich

@smp.law

Ben specializes in M&A and VC transactions as well as corporate compliance. He studied law in Passau, Bonn and Christ Church, Oxford.

BUSINESS SERVICES OFFERED

Product Name	Description
Legal Advice	SMP provides legal advice in the firm's three core areas of practice: Tax, Funds and Transactions.
Active Markets	Germany
Product Categories	Offline Services
Target Clients Industries	E-Commerce Technology, Financial Technology, Financial Services, Digital Services, Financial Services, Investor, Other
Pricing	-
Video Link	
Product Website	www.smp.law/EN

COMPANY DESCRIPTION

Schnittker Möllmann Partners (SMP) is a specialist tax and commercial law firm operating in three core areas: tax, funds and transactions. The lawyers of SMP represent a wide range of clients. These include emerging technology companies and family-run medium-sized companies as well as corporations and private equity/venture capital funds.

KEY CORPORATE FACTS / KPIS

Headquarters	Minsk, Belarus		
Other Offices in EU	-		
Website	www.solbeg.com	Founded	2008
Employees	100-1,000	Employees in Europe	170
Active Markets	Germany, Israel, Lithuania, Russia, United Kingdom		
Ownership	Private Company		
Revenues	-		

SALES CONTACTS



Yegor Kudrytski

Business Development Manager

yegor.kudrytski@solbeg.com

Currently Business Development in SolbegSoft. 7 years experience as Head of Business Development in Cargo Aviation.

Sergey Siroezhkin

Chief Business Development Officer

sergey.siroezhkin@solbeg.com

Executive level professional with 15 years of experience in software\hardware R&D and production.

BUSINESS SERVICES OFFERED

Product Name	Description
Software Development	- Custom Applications Development - Enterprise Solutions - Re-engineering and Cloud Migration - Testing and QA - Software Maintenance and Support
Active Markets	Germany, Israel, Lithuania, Russia, United Kingdom
Product Categories	Digital Services
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Communications, Financial Technology, Financial Services, Health, Marketing, Digital Services, Financial Services
Pricing	-
Video Link	-
Product Website	www.solbeg.com

COMPANY DESCRIPTION

- Custom Applications Development - Enterprise Solutions - Re-engineering and Cloud Migration - Testing and QA - Software Maintenance and Support

KEY CORPORATE FACTS / KPIS

Headquarters		Zurich, Switzerland
Other Offices in EU		Munich, Germany
Website	www.stryber.com	Founded 2016
Employees	26-50	Employees in Europe 30
Active Markets		Austria, Germany, Switzerland
Ownership		-
Revenues		-

SALES CONTACTS

Alexander Mahr

Co-Founder & Managing Partner

alex@stryber.com

co-founder @ multiple startups corporate VC @ media innovation @ telco
strategy consulting @ top firm

BUSINESS SERVICES OFFERED

Product Name	Description
Corporate Ventures	Stryber builds venture portfolios for corporates.
Active Markets	Austria, Germany, Switzerland
Product Categories	Digital Services
Target Clients Industries	Retail, Media, Communications, Financial Technology, Financial Services, Health, Digital Services, Other
Pricing	-
Video Link	
Product Website	
www.stryber.com	

COMPANY DESCRIPTION

We are a team of startup enthusiasts, product & technology people, top management consultants and industry managers. We help our clients to execute on digital growth – from the first discussion in the board to the execution of M&A, corporate ventures or building a digital business unit.

KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	-		
Website	www.techgdpr.com	Founded	2017
Employees	1-3	Employees in Europe	3
Active Markets	Germany		
Ownership	-		
Revenues	-		

SALES CONTACTS

Silvan Jongerius

Founder

contact@techgdpr.com

I have over 14 years of experience as an entrepreneur and in private technology/media education in senior leadership/tech positions.

BUSINESS SERVICES OFFERED

Product Name	Description	
Initial GDPR compliance audit	A careful analysis of who your data subjects are, which data you store on them, where you store this, and what your business processes are workflow are.	
Active Markets	Germany	
Product Categories	Digital Services	
Target Clients Industries	Other	
Pricing	-	Video Link -
		Product Website -

COMPANY DESCRIPTION

A careful analysis of who your data subjects are, which data you store on them, where you store this, and what your business processes are workflow are.

KEY CORPORATE FACTS / KPIs

Headquarters	Iasi, Romania		
Other Offices in EU	Berlin Germany		
Website	www.thinslices.com	Founded	2010
Employees	51-100	Employees in Europe	60
Active Markets	Austria, Belgium, France, Germany, Netherlands, Switzerland, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS



Ilie Ghiciuc

CEO

ilie@thinslices.com

As a manager Ilie has delivered over 100 IT projects for companies in the finance, insurance, healthcare and publishing industries.

BUSINESS SERVICES OFFERED

Product Name	Description
Software Development Services	Design and build web apps, mobile apps, cloud solutions, back-end systems, complex technology platforms, PoC implementations, MVPs and SaaS solutions.

Active Markets

Austria, Belgium, France, Germany, Netherlands, Switzerland, United Kingdom

Product Categories

Digital Services

Target Clients Industries

Retail, Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Financial Technology, Financial Services, Health, Analytics, Digital Services, Offline Services, Financial Services

Pricing

-

Video Link

-

Product Website

www.thinslices.com/services

Product Name

Design & Prototyping Sprints

Description

A process for rapidly delivering high-quality design prototypes together with all the necessary artefacts required to start user testing and development.

Active Markets

Austria, Belgium, France, Germany, Netherlands, Switzerland, United Kingdom

Product Categories

Digital Services

Target Clients Industries

Retail, Marketplaces, Media, Communications, Education Technology, Travel & Transportation, Financial Technology, Financial Services, Health, Marketing, Analytics, Digital Services, Offline Services, Financial Services

Pricing

-

Video Link

-

COMPANY DESCRIPTION

Design and build web apps, mobile apps, cloud solutions, back-end systems, complex technology platforms, PoC implementations, MVPs and SaaS solutions.

KEY CORPORATE FACTS / KPIS

Headquarters		Berlin, Germany	
Other Offices in EU		-	
Website	www.hrlab.de	Founded	2016
Employees	11-25	Employees in Europe	21
Active Markets		Germany, Switzerland	
Ownership		-	
Revenues		-	

SALES CONTACTS



Kay Ackermann

Head of Business Development

info@hrlab.de

Kay Ackermann is co-founder, Head of Business Development and expert for digital HR processes with passion for innovative technology.

BUSINESS SERVICES OFFERED

Product Name		Description	
HRLab		HRLab is the modern Human Capital Management platform that combines all HR processes and data in one solution including smart interfaces and analyses.	
Active Markets		Germany, Switzerland	
Product Categories		Analytics, Digital Services	
Target Clients Industries		Other	
Pricing	-	Video Link	-
		Product Website	www.hrlab.de

COMPANY DESCRIPTION

HRLab is the modern Human Capital Management platform that combines all HR processes and data in one solution including smart interfaces and analyses.

KEY CORPORATE FACTS / KPIS

Headquarters	New York, United States		
Other Offices in EU	London UK		
Website	www.triplelift.com	Founded	2012
Employees	100-1,000	Employees in Europe	25
Active Markets	France, Germany, United Kingdom		
Ownership	-		
Revenues	> \$100M		

SALES CONTACTS



Eric Berry

CEO

eric@triplelift.com

CEO and co-founder of TripleLift, one of fastest growing private companies in America.

BUSINESS SERVICES OFFERED

Product Name	Description		
Programmatic Native Advertising	We provide a native advertising platform for publishers to monetize and for brands to buy through their DSPs.		
Active Markets	France, Germany, United Kingdom		
Product Categories	Marketplaces, Media, Marketing		
Target Clients Industries	Media, Marketing		
Pricing	-	Video Link	-
		Product Website	

COMPANY DESCRIPTION

We provide a native advertising platform for publishers to monetize and for brands to buy through their DSPs.

KEY CORPORATE FACTS / KPIS

Headquarters	Frankfurt, Germany		
Other Offices in EU	-		
Website	www.westend-cf.com	Founded	2013
Employees	1-3	Employees in Europe	3
Active Markets	Austria, Belgium, France, Germany, Italy, Netherlands, Poland, Switzerland		
Ownership	Private		
Revenues	NA		

SALES CONTACTS

Tina Kleingarn

Partner

tk@westend-cf.com

Founder and partner at Westend Corporate Finance Previously 12 yrs. with Goldman Sachs and Barclays Capital in Frankfurt, Tokyo, London

BUSINESS SERVICES OFFERED

Product Name	Description	
Exit Readiness	We provide exit readiness and readiness checks to the management of start-ups and PE owned portfolio companies acting as sparring partner to management.	
Active Markets	Austria, France, Germany, Italy, Netherlands, Poland, Switzerland	
Product Categories	Marketplaces, Financial Technology, Financial Services	
Target Clients Industries	Retail, E-Commerce Technology, Marketplaces, Communications, Travel & Transportation, Financial Technology, Financial Services, Health, Financial Services	
Pricing	-	Video Link -
		Product Website

COMPANY DESCRIPTION

We provide exit readiness and readiness checks to the management of start-ups and PE owned portfolio companies acting as sparring partner to management.



X1 Group

KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	Kharkiv, Ukraine		
Website	www.x1group.com/	Founded	2009
Employees	51-100	Employees in Europe	70
Active Markets	Germany, Netherlands, Norway, United Kingdom		
Ownership	-		
Revenues	-		

SALES CONTACTS

Valeriy Bykanov

Founder & CEO

vbykanov@x1group.com

Connecting great tech businesses with great engineers since 2009.

BUSINESS SERVICES OFFERED

Product Name	Description
Remote R&D Office	We launch and manage your very own R&D Office in Eastern Europe, taking over recruitment, HR, legal, office management and other activities for you.

Active Markets Germany, Netherlands, Norway, United Kingdom

Product Categories Digital Services, Offline Services

Target Clients Industries E-Commerce Technology, Marketplaces, Media, Financial Technology

Pricing -

Video Link

Product Website

COMPANY DESCRIPTION

Building R&D offices and software development teams in Eastern Europe for growing tech businesses worldwide.

KEY CORPORATE FACTS / KPIS

Headquarters	Berlin, Germany		
Other Offices in EU	London, UK		
Website	www.zeotap.com	Founded	2014
Employees	51-100	Employees in Europe	30
Active Markets	Europe, USA, Worldwide		
Ownership	-		
Revenues	-		

SALES CONTACTS



Oliver Kanders

SVP Marketing & EMEA

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Oliver is SVP Marketing & EMEA at zeotap, a certified Systemic and Speaker Coach (TEDx) and an experienced visionary keynote speaker.

BUSINESS SERVICES OFFERED

Product Name	Description
Targeting	Advertisers can choose from a wide range of high-performing segments that utilize Socio-Demographic, Interest and Purchase Data to target their users.
Active Markets	Austria, Belgium, Germany, Ireland, Italy, Netherlands, Spain, Switzerland, United Kingdom
Product Categories	Digital Services
Target Clients Industries	Retail, E-Commerce Technology, Travel & Transportation, Financial Services, Gaming, Health
Pricing	-
Video Link	
Product Website	https://zeotap.com/product/targeting

Product Name	Description
Connect	Advertisers or publishers that have customer offline data can activate it online for targeting purposes thanks to zeotap's deterministic device graph
Active Markets	Austria, Belgium, France, Germany, Ireland, Italy, Netherlands, Spain, Switzerland, United Kingdom
Product Categories	Digital Services
Target Clients Industries	Retail, E-Commerce Technology, Travel & Transportation, Financial Services, Gaming, Health
Pricing	-
Video Link	
Product Website	https://zeotap.com/product/connect

COMPANY DESCRIPTION

zeotap unites the world's most valuable data to fuel growth: Achieving better results through high-quality data at scale and intelligent technology across the digital advertising ecosystem. The first company to win major telecom operators as data partners around the world, zeotap today has become the leader in sourcing, refining & distributing high-value data from enterprise sources.

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