

» LEADERS CONNECTED

**NOAH15**

London

---

**FUND BOOK**

EDITION  
OCTOBER 2015

» LEADERS CONNECTED

**NOAH15**

London

---

**FUND BOOK**

VENTURE CAPITAL

## KEY CORPORATE FACTS / KPIs

Offices	Bucharest, Budapest, Istanbul, Prague, Vienna, Warsaw
Founded	1998
Employees	14, all in Europe
Current Fund Size	€100+m
Use of Debt	Flexible
Assets under Mgmt	€300+m
Target Investment Size	€300k - €15m
Target Geographies	Central and Eastern Europe
Target Sectors	Technology & Internet, Media & Communications and Technology-Enabled Services
Investment Style	Active, Board support
Deal structures	Significant Minority or Majority
Key Investment Criteria	High growth Global Challengers, or Local Leaders
Website	<a href="http://www.3tscapital.com">www.3tscapital.com</a>
Contact Email	<a href="mailto:pmaki@3tscapital.com">pmaki@3tscapital.com</a>
Contact Phone	+ 43 1 4023679

## FUND DESCRIPTION

3TS Capital Partners is one of the leading private equity and venture capital firms in Central and Eastern Europe operating in the whole region through offices in Budapest, Bucharest, Istanbul, Prague, Vienna and Warsaw. 3TS targets investments in growth sectors including Technology & Internet (Software, Hardware, Mobile, Ecommerce, Social, etc.), Media & Communications and Technology-Enabled Services (Consumer and Business Services, Healthcare Services, etc.). Investors in the current and earlier 3TS funds totalling over € 300 million include Cisco, EIF, EBRD, OTP, Sitra, 3i and KfW among others.

## SELECTED PORTFOLIO COMPANIES












Full Portfolio

• [www.3tscapital.com/portfolio.html](http://www.3tscapital.com/portfolio.html)

## KEY CONTACTS



- Pekka Santeri Mäki
- Managing Partner, Vienna
- Email: [pmaki@3tscapital.com](mailto:pmaki@3tscapital.com)

- Elbruz Yilmaz
- Investment Manager, Istanbul
- Email: [eyilmaz@3tscapital.com](mailto:eyilmaz@3tscapital.com)



- Daniel Lynch
- Managing Partner, Prague
- Email: [dlynch@3tscapital.com](mailto:dlynch@3tscapital.com)



- József Köver
- Partner, Budapest
- Email: [jkover@3tscapital.com](mailto:jkover@3tscapital.com)

# Accel

## KEY CORPORATE FACTS / KPIs

Offices	Palo Alto, New York, London, Bangalore
Founded	1983
Employees	52 investment professionals, of which 12 in Europe
Current Fund Size	\$2.25bn across US, Europe (\$475m) and India
Use of Debt	No
Assets under Mgmt	\$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	<a href="http://www.accel.com">www.accel.com</a>
Contact Email	<a href="mailto:mtreskow@accel.com">mtreskow@accel.com</a>
Contact Phone	+44 20 7170 1000

## Accel Partners

### FUND 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, BlaBlaCar, Dropbox, Funding Circle, Etsy, Facebook, Flipkart, Funding Circle, Kayak, QlikTech, Simplify, Spotify, Slack, Supercell, World Remit 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](http://www.accel.com)

### KEY CONTACTS



- Sonali DeRycker
- Partner

- CV: 15+ years European VC investing, Harvard Business School
- Companies: Avito, Calastone, KupiVIP, Spotify, Wallapop



- Michael Treskow
- Principal

- CV: 10+ years technology investing, Stanford Business School
- Companies: FundingCircle, GoCardless, Packlink, SpaceApe, WorldRemit

# A C T O N

## KEY CORPORATE FACTS / KPIs

Offices	Munich, Germany
Founded	2008
Employees	14 (of which 13 in Europe)
Current Fund Size	€150m
Use of Debt	No
Assets under Mgmt	ca. €350m
Target Investment Size	€5m - €20m
Target Geographies	Europe (>70%) RoW, particularly North America (up to 30%)
Target Sectors	Consumer Internet & B2SmallB (E-Commerce, E-Services, Marketplaces, SaaS)
Investment Style	Active (seeking board membership)
Deal structures	Qualified minority stakes
Key Investment Criteria	B2C or B2SmallB focus; Growth stage, selectively early (no seed)
Website	<a href="http://www.actoncapital.com">www.actoncapital.com</a>
Contact Email	<a href="mailto:info@actoncapital.com">info@actoncapital.com</a>
Contact Phone	+49 89 2421 887-0

## Acton Capital Partners

### FUND DESCRIPTION

Acton Capital Partners is an independent, partner-led specialist investor in digital consumer-oriented businesses. With investments in more than 60 companies since 1999, the Acton team brings a wealth of expertise to the companies in which it invests, delivering superior capital returns. With its last fund (Heureka Growth Fund I, 2008-2013), Acton has invested in companies such as Linas Matkasse, Windeln.de (FRA:WDL), MyOptique Group, mytheresa.com, Etsy (NASDAQ:ETSY), Audibene, Momox, KupiVIP and Clio. Before that, the Acton team invested through the Burda Digital Ventures fund I and II in companies like Ciao, HolidayCheck, Zooplus, OnVista, Cyberport, AbeBooks and Alando.

Acton's current fund (Heureka Growth Fund II) was initiated in 2014. The ideal investment candidates are Internet and mobile based companies with proven and scalable business models, striving to take their growth opportunities to the next level. The fund's capital comes from international institutional and private investors.

### SELECTED PORTFOLIO COMPANIES



- iwoca provides short-term finance to SMEs. Launched in 2012, iwoca has already grown into one of Europe's leading fintech lenders.



- Started in 2004 as the pioneer, Momox is now the leading European re-commerce provider in the media and fashion categories.



- Linas Matkasse is the leading European recipe bag service, delivering recipes together with all required groceries as complete meal kits.

#### Full Portfolio

- [www.actoncapital.com/#Portfolio](http://www.actoncapital.com/#Portfolio)
- [www.crunchbase.com/organization/acton-capital-partners](http://www.crunchbase.com/organization/acton-capital-partners)

### KEY CONTACTS



- Fritz Oidtmann
- Managing Partner
- Email: [fo@actoncapital.com](mailto:fo@actoncapital.com)



- Frank Seehaus
- Managing Partner
- Email: [fs@actoncapital.com](mailto:fs@actoncapital.com)



- Christoph Braun
- Managing Partner
- Email: [cb@actoncapital.com](mailto:cb@actoncapital.com)

**KEY CORPORATE FACTS / KPIs**

Offices	Frankfurt a. M., Munich, Zurich, Hong Kong
Founded	1999
Employees	30 (of which 27 in Europe)
Current Fund Size	NA
Use of Debt	Yes
Assets under Mgmt	NA
Target Investment Size	€250k - €10m
Target Geographies	Europe
Target Sectors	TMT, Mobile, Software, Service Provider, Healthcare
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	MVP, USP, Management, Scalability, Market Potential
Website	www.acxit.com
Contact Email	ramme@acxit.com
Contact Phone	+49 (69) 770606111

**FUND DESCRIPTION**

Founded in 1999, Acxit Capital Management's principal investment arm invests in international technology companies operating in the TMT, software, service, mobile and/or healthcare space. We also provide strategic and operational advice/experience and access to our international network of high profile industry advisors. We act as a cooperative investor contributing to the decision making processes with resources and experience to improve a company's market position. Acxit does not interfere with day-to-day business. We support our portfolio companies in capital structuring, interim management and capital market transactions. In addition, we structure and lead club deals with affiliated investors.

**SELECTED PORTFOLIO COMPANIES**



- Leading European eFinance enabler providing seamless e-identity verification and authentication solutions across Europe for eFinance, eGovernment, Online Gambling and eCommerce marketers



- Leading international system- and service provider for digital/hybrid post and mail management



- Founder and lead investor of Europe's leading ASP and Wireless Local Loop (WLL) operator. Largest tech startup in Europe ever with total financing of more than €800m. Exited amongst others to GE Capital and Bechtel Group/Incepta in 2001

**KEY CONTACTS**



- Johannes H. Lucas
- Founding Partner
- Email: lucas@acxit.com
- Founder and MD of ACM in 1999
- Previously SBC Warburg (UBS), Lehman Brothers, KPMG, Deutsche Bank
- Initiator of German Equity Forum
- Former Board Member EASD/EASDAQ



- Christian Ramme
- Head of Growth Capital
- Email: ramme@acxit.com
- Joined ACM in 2014
- Previously SevenVentures, Ernst & Young, PriceWaterhouseCoopers



Amadeus Capital Partners

## Amadeus Capital Partners

» LEADERS CONNECTED

**NOAH15**  
London

**FUND BOOK**

### KEY CORPORATE FACTS / KPIs

Offices	London, Cambridge, San Francisco
Founded	1997
Employees	28
Current Fund Size	N/A
Use of Debt	Occasionally
Assets under Mgmt	£550m
Target Investment Size	£1m - £10m
Target Geographies	Europe, Israel
Target Sectors	Technology
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Outstanding entrepreneur Strong market demand
Website	www.amadeuscapital.com
Contact Email	richard.anton@amadeuscapital.com
Contact Phone	+44 (0)207 024 6900

### FUND DESCRIPTION

We back entrepreneurs to win.

We believe the most exciting innovations originate from the power of networks - physical, social and commercial: the smart connected world.

Over the past 15 years we have funded and supported more than 85 young companies, led by entrepreneurs who share this vision. Their contributions to the smart connected world range from creating the infrastructure of today's networks, to building the products and services that leverage and transform those networks into economic success.

We have the imagination to see where new businesses can be created and the technical insight, operational experience and global network to help entrepreneurs make their vision a reality.

### SELECTED PORTFOLIO COMPANIES



- Customer experience analytics SaaS



- Ultra-low power video storage appliances



- Social video advertising platform

Full Portfolio

- [www.amadeuscapital.com/portfolio](http://www.amadeuscapital.com/portfolio)

### KEY CONTACTS



- Richard Anton
- Partner
- Email: [richard.anton@amadeuscapital.com](mailto:richard.anton@amadeuscapital.com)

- Amadeus since 1998. Previously at Autonomy.
- Companies: Celltick, ClickTale, ForeScout, Openbravo, Unruly



- Jason Pinto
- Investment Manager
- Email: [jpinto@amadeuscapital.com](mailto:jpinto@amadeuscapital.com)

- Amadeus since 2007. Previously at E Ink Corporation in Massachusetts
- Companies: ComQi, Edgeware, Unruly



# ASTUTIA

## KEY CORPORATE FACTS / KPIs

Offices	Munich, Berlin
Founded	2006
Employees	8 of which 8 in Europe
Current Fund Size	N/A
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	From €100k
Target Geographies	D/A/CH, Europe
Target Sectors	Internet and Digital Media
Investment Style	Passive
Deal structures	Minority stakes
Key Investment Criteria	Team and Proof of Concept
Website	www.astutia.de
Contact Email	astutia@astutia.de
Contact Phone	+49 89 189083880

## FUND DESCRIPTION

ASTUTIA is an independent investment company with headquarters in Munich and an office in Berlin. Our investments focus lies in the areas of internet and digital media. We invest in early stages and growth stages, usually after the prove of concept. Since the founding in 2006, ASTUTIA has invested in more than 15 start-ups and growth companies throughout Europe. Moreover, we have supported portfolio companies in various transactions and have structured high-profile club deals with affiliated investors. We offer venture capital, an outstanding international network, and industry-related know-how to add to our portfolio companies' growth.

## SELECTED PORTFOLIO COMPANIES

-  **DREAMLINES.de** • International platform for placement and booking of cruises worldwide
-  **FLACONI** • Online store for fragrances and beauty products with outstanding shopping experience
-  **URBANARA®** • Direct provider of globally sourced, high quality homeware
- Full Portfolio • [www.astutia.de/en/about-us/investments.html](http://www.astutia.de/en/about-us/investments.html)

## KEY CONTACTS

- 
  - Benedict Rodenstock
  - Partner
  - Email: [b.rodenstock@astutia.de](mailto:b.rodenstock@astutia.de)
  - Partner since 2006
  - Companies: Urbanara, Fashionette, MySportworld
- 
  - Bernd Schruefer
  - Partner
  - Email: [b.schruefer@astutia.de](mailto:b.schruefer@astutia.de)
  - Partner since 2007
  - Companies: Mister Spex, Dreamlines, Flaconi

### KEY CORPORATE FACTS / KPIs

Offices	London
Founded	2000
Employees	30 (of which 30 in Europe)
Current Fund Size	\$305m
Use of Debt	No
Assets under Mgmt	\$2.3bn
Target Investment Size	\$1m - \$20m
Target Geographies	Europe
Target Sectors	Tech
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Team, disruptive
Website	www.balderton.com
Contact Email	rmoffat@balderton.com
Contact Phone	020 7016 6800

### FUND DESCRIPTION

Our focus is on early stage, European technology businesses, with ambitious founders and unique approaches.

Balderton is the largest Europe focused venture fund, with funds totalling £2.3bn. We invest between \$1m to \$20m into companies with the potential to disrupt huge industries, and the ambition to scale globally.

We invest for the long term, with the ability to support our companies from start to exit.

### SELECTED PORTFOLIO COMPANIES



- Leading mobile games, developer, based in Berlin



- Using data to save the music industry



- UK's fastest growing e-commerce company

Full Portfolio

- www.balderton.com

### KEY CONTACTS



- Daniel Waterhouse
- Partner
- Email: dwaterhouse@balderton.com

- Daniel has over 15 years' experience investing and working with Internet and software companies
- Companies: Loveknitting, Roli, Thread, Tictail, Top10, TrademarkNow



- Rob Moffat
- Principal
- Email: rmoffat@balderton.com

- Principal at Balderton since 2009, previously at Google
- Companies: Wooga, Qubit, Nutmeg, Carwow, Housetrip, Rentify



# Bauer Venture Partners

## Bauer Venture Partners

### KEY CORPORATE FACTS / KPIs

Offices	Hamburg, Stockholm
Founded	2014
Employees	7 (of which 7 in Europe)
Current Fund Size	€100m
Use of Debt	No
Assets under Mgmt	n/a
Target Investment Size	€1m - €7m
Target Geographies	Germany, Austria, Switzerland, Nordics
Target Sectors	Digital Media & Publishing Tech
Investment Style	Active, hands-on
Deal structures	Flexible
Key Investment Criteria	Top-notch team // scaling by technology
Website	www.bauerventurepartners.vc
Contact Email	info@bauerventurepartners.vc
Contact Phone	+49 40 3019 1078

### FUND DESCRIPTION

Bauer Venture Partners focusses on Digital Media (Owned Content, Aggregators, Functional Apps, Classifieds) and Publishing Technologies (Content Creation, Distribution & Monetization), early and later stages and the German and Nordic Regions.

We are a financial, profit-oriented investor. But if it provides value, we could offer the advantages of a strategic investor: Access to the assets and infrastructure of one of the leading international media companies with a strong footprint in markets like Germany, UK, Poland, USA, Australia, Nordics and more.

### SELECTED PORTFOLIO COMPANIES



- Global leading meta-search and recommendation engine for food and recipes. California-based.



- A leading calory and fitness tracking app. Featured by Apple. Stockholm-based.



- Global category leader in plus-size premium fashion for women. Aachen- and London-based.

Full Portfolio • N/A

### KEY CONTACTS



- Iskender Dirik
- Managing Director
- Email: info@bauerventurepartners.vc
- MD at BVP, M&A for Bauer Media Group, Founder of several Product-Startups, MD at Technology & Digital Media Consulting Boutique, Management Consulting for Clients like Axel Springer, Deutsche Telekom, Bertelsmann, Pro7Sat1, Straits Times, Porsche, Volkswagen, TUI.
- Companies: Navabi, Contorion



- Sven-Olof Reimers
- Managing Director
- Email: info@bauerventurepartners.vc
- MD at BVP, M&A for Bauer Media Group, COO Bauer Xcel Media, Publishing Director Bauer Media Group, MD Bauer Interior GmbH, Manager Bauer Digital KG, MD Bauer Living GmbH
- Companies: Yummly, Lifesu

## KEY CORPORATE FACTS / KPIs

Offices	Cologne (HQ), Berlin (Germany)
Founded	2012
Employees	8 (of which 8 in Europe)
Current Fund Size	N/A
Use of Debt	N/A
Assets under Mgmt	N/A
Target Investment Size	€0.5m – €2.5m
Target Geographies	Germany, Europe
Target Sectors	Digital Media
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Digital Business Model, Team, Growth
Website	www.capnamic.de
Contact Email	info@capnamic.de
Contact Phone	+49 221 67781930

## FUND DESCRIPTION

Capnamic Ventures is an independent venture capital enterprise with offices in Cologne and Berlin that invests in business models along the digital value added chain. These include growth markets such as mobile, eCommerce, gaming, payment, advertising and software-as-a-service models. The Capnamic Ventures team can rely on the expertise acquired in the course of over 100 equity interests and 30 years of investment experience. The investors chiefly are enterprises and entrepreneurial families. In addition to its own fund, Capnamic Ventures also takes care of the entire portfolio of DuMont Venture, the holding company of the media group M. DuMont Schauberg. Further particulars are available at: [www.capnamic.de](http://www.capnamic.de)

## SELECTED PORTFOLIO COMPANIES

 • Mobile tracking and analytics solution provider

 • Online platform for short- and adventure trips

**CHRONEXT** • Online platform for luxury watches

Full Portfolio • [www.capnamic.de/#companies](http://www.capnamic.de/#companies)



## KEY CONTACTS



- Jörg Binnenbrücker
- Managing Partner
- Email: [jb@capnamic.de](mailto:jb@capnamic.de)



- Christian Siegele
- Managing Partner
- Email: [cs@capnamic.de](mailto:cs@capnamic.de)

**KEY CORPORATE FACTS / KPIs**

Offices	Frankfurt am Main
Founded	2014
Employees	6 (of which 6 in Europe)
Current Fund Size	Commerzbank Balance Sheet
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	€2m – €10m
Target Geographies	Globally
Target Sectors	FinTech & Insurance
Investment Style	lead, Co-Lead, Follower, actively involved with the Company
Deal structures	Standard VC terms / minorities
Key Investment Criteria	Revenue traction, B and C rounds
Website	N/A
Contact Email	info@commerzventures.com
Contact Phone	+49 69 348773496

**FUND DESCRIPTION**

Established in 2014, CommerzVentures is the corporate VC arm of Commerzbank investing in early and growth stage start ups in the FinTech sector. At CommerzVentures we want to work with the best entrepreneurs who can articulate why they can dominate a given market segment.

Our team has >25 years in venture capital. Typically we invest at series B/C stage and no less than € 2 Mio., initially.

CoV reports directly to the management board of Commerzbank AG. Martin Blessing (Commerzbank's CEO) chairs the investment committee.

**SELECTED PORTFOLIO COMPANIES**



- eToro is the world's leading social investment network company based in Israel

**KEY CONTACTS**



- Stefan Tirtey
- Managing Director
- Email: stefan.tirtey@commerzventures.com

- MBA, Insead; Dipl.-Ing., RWTH Aachen
- Previously: Doughty Hanson, early investor in SoundCloud



- Patrick Meisberger
- Managing Director
- Email: patrick.meisberger@commerzventures.com

- MBA, Eastern Illinois University;
- MA Business Administration, University of Cologne
- Previously: T-Venture, Allianz Venture

## Creathor Venture

### KEY CORPORATE FACTS / KPIs

Offices	5
Founded	2003
Employees	16
Current Fund Size	€180m
Use of Debt	No
Assets under Mgmt	€180m
Target Investment Size	Up to €10m
Target Geographies	Germany, Switzerland, France, Austria Nordics
Target Sectors	Mobile, E-commerce, Digital Media, Cloud Technology, Internet of Things, Shared Economy, Fintech, eHealth and Life Science
Investment Style	Active
Deal structures	Control, joint control, minority, etc.
Key Investment Criteria	N/A
Website	<a href="http://www.creathor.com">www.creathor.com</a>
Contact Email	<a href="mailto:creathor@creathor.com">creathor@creathor.com</a>
Contact Phone	+49 6172 139720

### FUND DESCRIPTION

Creathor Venture manages funds of more than €180m and invests in technology-oriented companies in Mobile, E-commerce, Digital Media, Cloud Technology, Internet of Things, Shared Economy, Fintech, eHealth and Life Science.

The management team of Creathor Venture consists of the CEO Dr. Gert Köhler, Cédric Köhler and Karlheinz Schmelig. The team has been investing successfully in the early-stage venture capital business for 30 years. During that time, more than 200 technology companies have been funded, more than 20 international IPOs conducted and many companies were successfully sold.

Being a Pan-European Venture Capital company Creathor Venture holds offices in Bad Homburg, in Cologne, near Munich, in Zurich and in Stockholm while managing a portfolio of currently over 30 investments.

### SELECTED PORTFOLIO COMPANIES



- World's smartest connected biking system



- Social shopping platform



- Mobile shopping and payment platform

Full Portfolio

- [www.creathor.de/en/portfolio/](http://www.creathor.de/en/portfolio/)

### KEY CONTACTS



- Dr. Christian Weiss
- Investment Manager
- Email: [creathor@creathor.com](mailto:creathor@creathor.com)



- Klaus-Christian Glueckert
- Investment Manager
- Email: [creathor@creathor.com](mailto:creathor@creathor.com)

## KEY CORPORATE FACTS / KPIs

Offices	London, Menlo Park, Berlin
Founded	2000
Employees	N/A
Current Fund Size	€144m
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	€0.25m - €20m
Target Geographies	75% Europe (UK, Germany, France, Nordics) 25% US & ROW
Target Sectors	Ecommerce Marketplaces Digital Media Enterprise software & Fin Tech 5)Mobile
Investment Style	Active
Deal structures	N/A
Key Investment Criteria	Team, Market, Product, Traction and Deal
Website	www.dncapital.com
Contact Email	mariam@dncapital.com
Contact Phone	02073401600

## FUND DESCRIPTION

DN Capital is a global early stage and growth capital investor in software, mobile applications, digital media, marketplace and e-commerce companies. The firm has operations in London, Berlin and Menlo Park and its objectives is to identify, invest in and actively support its portfolio companies to become global leaders.

Portfolio companies include Shazam Entertainment, Auto1 Group, Apsmart (sold to Thomson Reuters), Book A Tiger, Datanomic (sold to Oracle), Delectable, Endeca Technologies (sold to Oracle), Happn, JacobsRimell (sold to Amdocs), Mister Spex, OLX (sold to Naspers), Performance Horizon Group, PurpleBricks, Quandoo (sold to Recruit Holdings), Tbricks (sold to Orc Holdings) and Windeln.de. 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.

## SELECTED PORTFOLIO COMPANIES



- #1 music and media recognition on mobile devices.
- Valued at \$1+ bn



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



- Leading baby and toddler e-commerce platform in DACH
- IPO in May 2015

Full Portfolio

- [www.dncapital.com/portfolio](http://www.dncapital.com/portfolio)

## KEY CONTACTS



- Nenad Marovac
- Managing Partner and CEO
- Email: [Nenad@dncapital.com](mailto:Nenad@dncapital.com)
- Partner at Advent International
- MBA Harvard Business School
- Focus on Digital Media, Ecommerce, Marketplaces, Mobile
- Companies: Book a Tiger, Datanomic, Happn, Mister Spex, OLX, Quandoo, Shazam, Windeln



- Thomas Rubens
- Investment Manager
- Email: [Thomas.rubens@dncapital.com](mailto:Thomas.rubens@dncapital.com)
- Barclays M&A
- University of Bristol
- Focus on Ecommerce, Marketplaces, Software
- Companies: Book a Tiger, ShipHawk, Quandoo, Videdressing

## KEY CORPORATE FACTS / KPIs

Offices	Berlin, Munich, Istanbul
Founded	1997
Employees	28 (of which 28 in Europe)
Current Fund Size	€700m
Use of Debt	N/A
Assets under Mgmt	34
Target Investment Size	€0.5m – €15m
Target Geographies	Europe
Target Sectors	Consumer and enterprise internet, Fin-tech, marketplaces,
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Disruptive business models or technologies with forward looking lock-in in large markets lead by an outstanding team
Website	<a href="http://www.earlybird.com">www.earlybird.com</a>
Contact Email	<a href="mailto:schmidt@earlybird.com">schmidt@earlybird.com</a>
Contact Phone	+49 30 46724700

## FUND DESCRIPTION

Stage agnostic Venture Fund investing in Europe

## SELECTED PORTFOLIO COMPANIES



- Cloud-based telecommunication infrastructure



- Banking product for smartphones



- Enterprise-ready, open core, in memory computing software

Full portfolio [www.earlybird.com](http://www.earlybird.com)

## KEY CONTACTS



- Hendrik Brandis
- Co-Founder and Partner
- Email: [brandis@earlybird.com](mailto:brandis@earlybird.com)

- Prior: Partner at McKinsey & Co in Munich and Madrid
- Companies: nfon, B2X, Videdressing, Onefootball, Simscale, Enevo



- Cem Sertoglu
- Partner
- Email: [sertoglu@earlybird.com](mailto:sertoglu@earlybird.com)

- Prior: Founder & CEO Select Minds
- Focusing on technology ventures in Turkey and CEE
- Companies: dcs, flips, hazelcast, peak games, tapu.com, tjobs

**KEY CORPORATE FACTS / KPIs**

Offices	Paris
Founded	2002
Employees	8
Current Fund Size	€45m
Use of Debt	No
Assets under Mgmt	€150m
Target Investment Size	Pre-seed, Seed, Series A
Target Geographies	France and Europe
Target Sectors	Digital
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Technology, Seed
Website	<a href="http://www.elaia.com">www.elaia.com</a>
Contact Email	<a href="mailto:deal@elaia.com">deal@elaia.com</a>
Contact Phone	+33 1 76 74 92 50

**Elaia Partners**
**FUND DESCRIPTION**

Elaia partners is an independent Venture capital company founded in 2002 and focused on the Digital Economy. Elaia's team builds partnership with its portfolio companies over the long run. Investments range from €500,000 to €1 million at the seed round and can reach up to several million euros in the later rounds. Elaia also supports technological innovation and invests up to €300,000 in pre-seed cutting-edge technology startups led by researchers.

Elaia commonly leads the first investment round and then actively partners with companies from its portfolio, usually sitting at their board. Its team has over 50 years of cumulated experience in Venture Capital and Digital technology. This expertise and Elaia's mentoring network helps creating tomorrow's most successful startups.

The company is at the heart of the French digital ecosystem and is a founding and leading member of France Digitale, the French startups and investors organisation.

**SELECTED PORTFOLIO COMPANIES**


- Global leader in digital performance display advertising. Went public on the NASDAQ in 2013.



- First and only company in IOT networks for M2M telecommunication.



- Leading provider of Marketplace solutions for e-retailers and media websites.

Full Portfolio

- [www.elaia.com/portefeuille](http://www.elaia.com/portefeuille)

**KEY CONTACTS**


- Samantha Jérusalmy
- Partner
- Email: [sjerusalmy@elaia.com](mailto:sjerusalmy@elaia.com)

• Prior to joining Elaia Partners in 2008, Samantha worked in strategy consulting at Eurogroup and as an analyst at Clipperton Finance

• Companies: 1001 Menus, Agnitio, Carnet de mode, Cook Angels, Mirakl, Scoop.it, Selectionnist, Seven Academy, Smartangels, Vodkaster, Ykone



- Xavier Lazarus
- Principal
- Email: [xlazarus@elaia.com](mailto:xlazarus@elaia.com)

• After founding an educational software company and launching a VC fund within Credit Agricole, Xavier cofounded Elaia Partners in 2002. He holds a PhD in mathematics.

• Companies: Adomik, Agnitio, Criteo, Cryptosense, Goom, Marfeel, Mirakl, Mobirider, Sensorly, Smartangels, Tinyclues, Wplay

## KEY CORPORATE FACTS / KPIs

Offices	Amsterdam (NL), Hamburg (GE)
Founded	2006
Employees	7 (of which 7 in Europe)
Current Fund Size	€110m
Use of Debt	No
Assets under Mgmt	€260m
Target Investment Size	€3m - €10m
Target Geographies	W-EU
Target Sectors	Digital Media/Marketing, EdTech, Ecommerce, Enterprise Services
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Growth Phase, Internationalisation
Website	www.endeit.com
Contact Email	martijn@endeit.com, christoph@endeit.de
Contact Phone	+31-653726743 +49-1726615538

## FUND DESCRIPTION

Endeit invests in pan-European "Connected Consumer" firms in digital media & marketing, e-commerce and enterprise services, supporting them to becoming leading international players in their industries. With entrepreneurial roots in digital media, internationalisation and M&A, Endeit provides buy & build expertise, while leveraging its network across Europe and the USA. Endeit supports serial entrepreneurs heading high growth innovative companies with proven recurring scalable business models. Natural leaders who need additional growth capital for branding and extending their product portfolio, or for growth Internationally. Endeit is an independent investment firm, backed by both institutional and funds from successful entrepreneurs in Internet, media and other industries.

## SELECTED PORTFOLIO COMPANIES

 **spilgames** • Operator of online social-gaming platforms

 **UNRULY** • Leading global social video advertising platform

 **smartclip** • Leading European online (video) advertising network

Full Portfolio • [www.endeit.com](http://www.endeit.com)

## KEY CONTACTS



- Martijn Hamann
- Founding Partner
- Email: [martijn@endeit.com](mailto:martijn@endeit.com)

- 10 years in VC / Private Equity
- 12 years in M&A and Operations
- Endeit (2006), Endemol (1996-2006), Investec (1994-1996)



- Christoph Neuhaus
- Managing Director DACH
- Email: [christoph@endeit.de](mailto:christoph@endeit.de)

- 3 years in VC / Private Equity, 3 years in M&A
- Corporate Finance Partners (2010-2012), Jung von Matt (2006-2008)

**KEY CORPORATE FACTS / KPIs**

Offices	San Fransisco, Sao Paolo, Berlin, Hamburg, Moscow, Beijing, Toyko
Founded	1998
Employees	25 (of which 9 in Europe)
Current Fund Size	€100m for Europe
Use of Debt	No
Assets under Mgmt	€1bn
Target Investment Size	Series A - €1m - €5m
Target Geographies	US, Europe, Brazil, China
Target Sectors	Consumer Internet, Digital Media; We really like mobile, marketplaces, SaaS
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Got-to-market, recurring revenue streams, clear business model, rapid growth, strong team
Website	www.eventures.vc
Contact Email	europe@eventures.vc
Contact Phone	+49 40 8222555 0

**FUND DESCRIPTION**

Founded in 1998 and built on a strong, shared culture of entrepreneurship, e.ventures is a venture capital firm with global scale. The firm invests out of dedicated funds in five geographies, namely BV e.ventures (formerly known as BV Capital), e.ventures Europe, e.ventures Russia, Infinity e.ventures (China and Japan) and Redpoint e.ventures (Brazil and Latin America).

The e.ventures team has been investing in Internet companies for more than 15 years and operates as one team by combining a global investment strategy and philosophy with local presence and insights.

**SELECTED PORTFOLIO COMPANIES**



- Farfetch.com brings together independent fashion boutiques to provide a wide selection of the most elegant brands and styles



- E-commerce auction company for art, antiques, vintage luxury goods etc.



- Temperature based fertility tracking

Full Portfolio

- [www.eventures.vc/portfolio/](http://www.eventures.vc/portfolio/)

**KEY CONTACTS**



- Andreas Haug
- General Partner
- Email: andreas@eventures.vc

- e.ventures since 2008
- Companies: CityDeal (Groupon), sapato (Ozon), shutl



- Christian Leybold
- General Partner
- Email: christian@eventures.vc

- e.ventures since 2003
- Companies: Farfetch.com, KaufDa (Axel Springer), auctionata

## KEY CORPORATE FACTS / KPIs

Offices	London
Founded	2008
Employees	13 (all in London)
Current Fund Size	€100+m
Use of Debt	No
Assets under Mgmt	€180m
Target Investment Size	Up to €20m
Target Geographies	Europe
Target Sectors	IT, Digital Media & Resource Efficiency
Investment Style	Active
Deal structures	Minority or majority
Key Investment Criteria	Generating €3m-€30m of revenue
Website	<a href="http://www.frogcapital.com">www.frogcapital.com</a>
Contact Email	<a href="mailto:Daniel.Tarver@frogcapital.com">Daniel.Tarver@frogcapital.com</a>
Contact Phone	+44 (0)20 7833 0555

## FUND DESCRIPTION

Frog Capital is a leading growth capital investor focused on technology-led businesses in Europe. Frog's experienced team has invested in over 100 companies, and in the last five years has exited companies with a total transaction value over €1 billion.

Frog is a committed long-term partner, investing in ambitious companies with revenue up to €30m and requiring up to €20m of growth capital.

By applying industry knowledge, a network of relationships and operating expertise, Frog actively supports exceptional company growth and builds significant shareholder value. For further information, please visit [www.frogcapital.com](http://www.frogcapital.com).

## SELECTED PORTFOLIO COMPANIES



- Seamless content monetisation for digital publishers



- Global leader in cloud-based commerce solutions



- Disruptive leader in real-time market analytics for fashion

Full portfolio

- [www.frogcapital.com/portfolio/](http://www.frogcapital.com/portfolio/)



## KEY CONTACTS



- Iyad Omari
- Partner



- Jens Düing
- Principal



- Mike Reid
- Managing Partner



- Joe Krancki
- Partner



- Stephen Lowery
- Partner

## KEY CORPORATE FACTS / KPIs

Offices	2
Founded	2012
Employees	10 (of which 10 in Europe)
Current Fund Size	N/A
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	€100k – €3m
Target Geographies	German-speaking regions
Target Sectors	E-Commerce, Online Services, Social Network/Sharing Economy, SaaS/BigData/AdTech, Digital Content/Publishing/CRM, FinTech, High Tech
Investment Style	Active
Deal structures	Minority, some control stakes
Key Investment Criteria	Disruption, scalability, entrepreneurial talent
Website	<a href="http://www.german-startups.com">www.german-startups.com</a>
Contact Email	<a href="mailto:info@german-startups.com">info@german-startups.com</a>
Contact Phone	+49 03 6098890 80

## FUND DESCRIPTION

German Startups Group is an investment company based in Berlin that focuses on young, fast-growing companies. The company acquires majority and minority shareholdings mainly by providing venture capital. Its focus is on companies whose products or business models represent a disruptive innovation, allow for a high degree of scalability to be expected, and in which it has a great deal of trust in the entrepreneurial abilities of the founders. Since it commenced with operations in 2012, German Startups Group has in its opinion built up a diversified portfolio of investments in young companies and become the second most active venture capital investor in Germany since 2012 (CB Insights, Germany Venture Capital Overview). According to German Startups Group, its investment portfolio reflects a cross-section of extremely promising German startups of various maturity stages and includes some of the most successful and best-known German startups.

## SELECTED PORTFOLIO COMPANIES











Full Portfolio

 • [www.german-startups.com/about-us/#holdings](http://www.german-startups.com/about-us/#holdings)

## KEY CONTACTS



- Christoph Gerlinger
- Founder and CEO
- Serial entrepreneur, two successful IPOs
- Founder and CEO of Frogster Interactive Pictures AG, >200 employees, IPOed in 2006
- Founder and CFO of CDV Software Entertainment AG, >200 employees, IPOed in 2000
- Manager Finance & Administration of Psygnosis Deutschland (formerly member of Sony Group)



- Nikolas Samios
- COO
- Long-standing expert in venture capital investments
- Founder and CEO of Cooperativa Group (a leading Berlin Family Office for Business Angel shareholdings)
- Formerly CEO of Brandenburg Ventures GmbH (VC fund of MP3 inventor)

### KEY CORPORATE FACTS / KPIs

Offices	2
Founded	2000
Employees	5 (all in Europe)
Current Fund Size	N/A
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	> €500k
Target Geographies	Germany, USA, GB
Target Sectors	Internet, Digital Media, Mobile, Telecommunication
Investment Style	Board seats if possible, networking on demand
Deal structures	N/A
Key Investment Criteria	Attractive market potential + scalability, significant added value
Website	www.grazia.com
Contact Email	j.klueppel@grazia.com
Contact Phone	+49 711 90 710 90

### FUND DESCRIPTION

Grazia Equity, based in Stuttgart and Munich, is one of Europe's top names in venture capital. Grazia specializes in start-up or early-stage financing for innovative companies with market-changing potential and opportunities for superior returns. Our successful track record and expanding global network now enable us to fund selected start-ups elsewhere in Europe as well as in the US.

Unlike traditional venture capital companies, Grazia works exclusively with private-sector capital, with no institutional funding involved. That gives our portfolio companies all the advantages of speed, flexibility and a pragmatic approach. This may sound more typical of a business angel but, at Grazia, we back up agility with the solid funding and business development expertise you would normally expect of a VC firm. This combination, paired with our uncompromising ethical standards and commitment to sustainability, makes Grazia the ideal choice for businesses early in their life cycle.

### SELECTED PORTFOLIO COMPANIES



**MISTER SPEX**

- E-commerce enterprise specialized in the sale of glasses, sunglasses and contacts



- Fastest growing movie community in the world with large properties on Facebook, YouTube, and 2 of the leading movie sites: moviepilot.de and moviepilot.com



- The first statistics portal in the world to integrate over 60,000 diverse topics of data and facts from over 10,000 sources onto a single professional platform

Full Portfolio

- [www.grazia.com/en/portfolio.html](http://www.grazia.com/en/portfolio.html)

### KEY CONTACTS



- Jochen Klueppel
- Partner
- Email: [j.klueppel@grazia.com](mailto:j.klueppel@grazia.com)

**KEY CORPORATE FACTS / KPIs**

Offices	Hamburg, Germany
Founded	2010
Employees	approx. 30
Current Fund Size	N/A
Use of Debt	N/A
Assets under Mgmt	N/A
Target Investment Size	N/A
Target Geographies	Hamburg
Target Sectors	Internet & mobile
Investment Style	Founding of 2-4 start-ups p.a.
Deal structures	Incubator model: Straight equity, resources and infrastructure
Key Investment Criteria	Scalable online based concepts, talented people and good match with the expertise of Hanse Ventures
Website	www.hanseventures.com
Contact Email	alexander.eulenburg@hanseventures.com
Contact Phone	+49 40 38 66 25 95

**FUND DESCRIPTION**

We are an incubator for internet ventures, combining...

- start-up concepts,
- talented people seeking to become founders who we scout and train,
- skills and resources to accelerate growth (like coding, online marketing, PR and recruitment),
- seed funding from our own resources and an extensive network of co-investors

... in order to build great companies.

**SELECTED PORTFOLIO COMPANIES**



- Crowd-based high-end B2B translation services



- Network of voucher code sites in fast growing e-commerce markets

**REBELLE**

- Market place for second hand designer fashion and accessories

Full Portfolio

- [www.hanseventures.com/en/portfolio/](http://www.hanseventures.com/en/portfolio/)

**KEY CONTACTS**



- Jochen Maaß
- CEO
- Email: jochen.maass@hanseventures.com

- Founder of artaxo AG and Hanse Ventures
- Degree in business informatics



- Alex Eulenburg
- CFO
- Email: alexander.eulenburg@hanseventures.com

- 12 years TMT investment banking in London and Hamburg
- PhD in applied physics



## KEY CORPORATE FACTS / KPIs

Offices	1
Founded	2005
Employees	465
Current Fund Size	20m
Use of Debt	Yes
Assets under Mgmt	N/A
Target Investment Size	250k
Target Geographies	EU
Target Sectors	Digital
Investment Style	Active
Deal structures	Joint control / minority, etc.
Key Investment Criteria	N/A
Website	<a href="http://www.h-farmventures.com">www.h-farmventures.com</a>
Contact Email	<a href="mailto:mrossi@h-farmventures.com">mrossi@h-farmventures.com</a>
Contact Phone	N/A

## H-FARM Ventures

### FUND DESCRIPTION

H-FARM explores the frontiers of the internet in search of dynamic business models and new digital technologies, providing a unique support to start-ups, from capital resources to a full range of services to enable a rapid growth.

We invest in selected ideas, providing capital support from the seed throughout the early stage and deliver bootstrap services facilities, mentorship.

### SELECTED PORTFOLIO COMPANIES

N/A • N/A

N/A • N/A

N/A • N/A

Full Portfolio • N/A

### KEY CONTACTS



- Maurizio Rossi
- Co-Founder
- Email: [mrossi@h-farmventures.com](mailto:mrossi@h-farmventures.com)
- Companies: H-FARM

## KEY CORPORATE FACTS / KPIs

Offices	Munich, Berlin, Stuttgart
Founded	N/A
Employees	11
Current Fund Size	Evergreen
Use of Debt	No
Assets under Mgmt	Not disclosed
Target Investment Size	€0.5m – €25m
Target Geographies	D/A/CH, Central Europe
Target Sectors	Content/Digital Publishing, eLearning
Investment Style	Active
Deal structures	Control, Minority in early-stage
Key Investment Criteria	Market leading position (potential), outstanding people and strategic fit
Website	<a href="http://www.holtzbrinck-digital.com">www.holtzbrinck-digital.com</a>
Contact Email	<a href="mailto:susanne.ziegler@holtzbrinck.com">susanne.ziegler@holtzbrinck.com</a>
Contact Phone	+49 89 452285100

## Holtzbrinck Digital

### FUND DESCRIPTION

Holtzbrinck Digital is the strategic digital investment holding of Holtzbrinck Publishing Group. Home to a range of top internet brands, it is one of Germany's leading internet investors. Holtzbrinck Digital serves as a strategic management holding company taking a hands-on approach to manage and develop its portfolio of leading, fast-growing digital companies, many majority owned.

### SELECTED PORTFOLIO COMPANIES

	<ul style="list-style-type: none"> <li>The pioneer and leading global enterprise platform for search experience optimization, which combines SEO, content, social media, PR &amp; analysis</li> </ul>
	<ul style="list-style-type: none"> <li>An early stage SaaS company in the education space offering educators an intuitive online learning platform as a white label solution</li> </ul>
	<ul style="list-style-type: none"> <li>The leading German question-and-answer website and among the most popular 20 pages in Germany</li> </ul>
	<ul style="list-style-type: none"> <li>The leading online matchmaking company in Germany / DACH region</li> </ul>
Full Portfolio	<ul style="list-style-type: none"> <li><a href="http://www.holtzbrinck-digital.com">www.holtzbrinck-digital.com</a></li> </ul>

### KEY CONTACTS

	<ul style="list-style-type: none"> <li>Markus Schunk</li> <li>Managing Director</li> <li>Email: <a href="mailto:markus.schunk@holtzbrinck.com">markus.schunk@holtzbrinck.com</a></li> </ul>	<ul style="list-style-type: none"> <li>Joined Holtzbrinck in 2004</li> <li>MD of Holtzbrinck Digital since 2011</li> <li>Vast experience in digital media M&amp;A transactions</li> </ul>
	<ul style="list-style-type: none"> <li>Michael Hock</li> <li>Senior Investment Manager</li> <li>Email: <a href="mailto:michael.hock@holtzbrinck.com">michael.hock@holtzbrinck.com</a></li> </ul>	<ul style="list-style-type: none"> <li>Holtzbrinck Digital since 2011</li> <li>10+ years experience in VC/M&amp;A</li> <li>Actively involved in multiple M&amp;A and IPO transactions</li> </ul>
	<ul style="list-style-type: none"> <li>Stefan Peters</li> <li>Senior Investment Manager</li> <li>Email: <a href="mailto:stefan.peters@holtzbrinck.com">stefan.peters@holtzbrinck.com</a></li> </ul>	<ul style="list-style-type: none"> <li>Holtzbrinck Digital since 2012</li> <li>12+ years experience in M&amp;A transactions</li> <li>Expertise in digital content &amp; community businesses</li> </ul>

**KEY CORPORATE FACTS / KPIs**

Offices	2
Founded	2000
Employees	17
Current Fund Size	€285m
Use of Debt	N/A
Assets under Mgmt	€635m
Target Investment Size	€500k - €40m
Target Geographies	Europe + high growth global markets
Target Sectors	Internet/Mobile/Digital
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Multi stage, early-in Teams focused on execution
Website	www.holtzbrinck-ventures.com
Contact Email	N/A
Contact Phone	N/A

**FUND DESCRIPTION**

"We like to invest at seed stage and quickly provide additional capital at the moment of initial success!"

- Sixth fund generation
- Over \$3bn of co-investment capital raised
- Were seed invested in 5 companies that currently have >\$1Bn valuation
- Were seed invested in 10 companies that each surpass \$100M in yearly sales
- Consistent top decile performance across funds (no dependency on "one hit wonders")
- Over 110 years of combined relevant work experience

**SELECTED PORTFOLIO COMPANIES**



**KEY CONTACTS**



- Martin Weber
- General Partner
- Email: martin.weber@holtzbrinck.net



- Rainer Maerkle
- General Partner
- Email: rainer.maerkle@holtzbrinck.net

# Hubert Burda Media

## KEY CORPORATE FACTS / KPIs

Offices	More than 40 sites worldwide
Founded	1903
Employees	>10300 of which 2900 are based outside Germany
Current Fund Size	Evergreen
Use of Debt	No
Assets under Mgmt	> 50 companies
Target Investment Size	€5m - €200m
Target Geographies	Western Europe, US
Target Sectors	Consumer Internet
Investment Style	Active
Deal structures	Control, Minority in early-stage
Key Investment Criteria	Market leading position, strong management team, fit to digital activities
Website	www.hubert-burda-media.com
Contact Email	Please refer to the key contacts
Contact Phone	Please refer to the key contacts

# Hubert Burda Media Digital Brands

## FUND DESCRIPTION

Hubert Burda Media is one of the leading European media companies with a strong international footprint. In 2014 it consolidated external revenues of ca. 2.5bn EUR. Hubert Burda Media has a proven track record of digital investments for almost 20 years and has build up a strong global network among digital thought leaders through its well known DLD conferences.

Burda pools the group's strategic internet activities in German speaking countries in the executive board's division "Digital Brands Germany" of Stefan Winners. The division consolidates successful brands like *Xing*, *HolidayCheck*, *FocusOnline*, *Cyberport* etc. and contributes more than 50% of the group's revenues. The holding company, Burda Digital, is continuously searching for new investment opportunities to strengthen its portfolio.

Since 2015 Burda's international investment activities are managed by the new unit "Digital Brands International" with Martin Weiss as Managing Director to accelerate international growth within the Consumer Internet.

## SELECTED PORTFOLIO COMPANIES



- XING AG is the leading social network for business professionals in German-speaking countries (DACH) with nine million members.



- HolidayCheck AG operates the biggest German-language travel and holiday reviews portal on the internet.



- Etsy is a marketplace where millions of people around the world connect, both online and offline, to make, sell and buy unique goods.

### Full Portfolio

- Mode Media is the number one digital lifestyle media platform globally.

## KEY CONTACTS



- Martin Weiss
- Managing Director, Digital Brands International
- Email: mw@burda.com
- Founder and Managing Director of Solon Management Consulting
- EVP Strategy & M&A at Millicom International SA



- Mathias Wahrenberger
- Head of Corporate Development/M&A, Digital Brands Germany
- Email: mathias.wahrenberger@burda.com
- Principal at The Boston Consulting Group
- General Manager Classifieds at Axel Springer SE

## Idinvest Partners

### KEY CORPORATE FACTS / KPIs

Offices	Paris, France
Founded	1997
Employees	60
Current Fund Size	~€100m / per year in the digital space
Use of Debt	No
Assets under Mgmt	€6bn, of which €1.3bn in VC
Target Investment Size	€1m - €15m in VC investments
Target Geographies	Europe
Target Sectors	Internet / Software
Investment Style	Active / Board
Deal structures	Minority
Key Investment Criteria	Team & market potential
Website	<a href="http://www.idinvest.com">http://www.idinvest.com</a>
Contact Email	<a href="mailto:gd@idinvest.com">gd@idinvest.com</a>
Contact Phone	+33 6 73 12 38 78

### FUND DESCRIPTION

Idinvest Partners has one of the most active and successful Venture Capital teams in Europe. In the last 10 years, we have invested in ~100 companies in the digital space with landmark investments such as Criteo (IPO), Lastminute.com (sold to Travelocity), Dailymotion (sold to Orange in 2013), Deezer, Meetic (sold to Match.com), Talend, Vestiaire Collective, Pretty Simple (the French studio behind Criminal Case) and Sigfox (which recently raised over \$100m). We recently started building our presence outside of France with investments in companies such as Social Point, Kantox, Nosto, Clear2Pay, etc. and our ambition is to put more emphasis on that geographical expansion and be a pan-European venture firm. We focus on taking minority investments at the Series A / Series B stage (with occasional participation in seed deals and later stage transactions), both in the B2B and B2C space and take board seats in order to try to help building the next "Eunicorns".

### SELECTED PORTFOLIO COMPANIES



- Ad retargeting leader - NASDAQ successful IPO in 2013 with a €2.6bn market capitalization



- The French Spotify rumored to have entered the very private Unicorn group of startups



- Global marketplace for the resale of luxury goods



- Mobile dating app based on hyper location and real time

#### Full Portfolio

- [www.idinvest.com/en/growth-capital-internet.php](http://www.idinvest.com/en/growth-capital-internet.php)

### KEY CONTACTS



- Guillaume Durao (attending NOAH)
- Investment Director
- Email: [gd@idinvest.com](mailto:gd@idinvest.com)
- Joined Idinvest in March 2015.
- Previously with Mangrove Capital Partners, Bryan Garnier & Co, Credit Agricole Investment Banking and Canal+.



- Matthieu Baret
- Partner
- Email: [mb@idinvest.com](mailto:mb@idinvest.com)
- Joined Idinvest in 2005.
- 9 years in the Telecom industry with Capgemini, Italtel, Europatweb and Bouygues Telecom.



**KEY CORPORATE FACTS / KPIs**

Offices	London, Geneva, San Francisco, Jersey
Founded	1996
Employees	58 (49 in Europe)
Current Fund Size	€500m Growth Fund, €350m Early Stage and €150m Life Sciences
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	€50k - €50m
Target Geographies	Wherever the best entrepreneurs are looking to build market defining global businesses
Target Sectors	Wherever tech is reshaping the economy
Investment Style	Active, Supportive, Handmade
Deal structures	minority
Key Investment Criteria	+ scalability + originality + missionary + product DNA
Website	www.indexventures.com
Contact Email	@indexventures.com
Contact Phone	+44 207 154 2020

**Index Ventures**

Partner – Event Sponsor

**FUND DESCRIPTION**

We are an international venture capital firm based in London, Geneva and San Francisco. Since 1996, we've teamed up with exceptional entrepreneurs who are using technology to reshape the world around us. They include ASOS, Criteo, Dropbox, Etsy, Last.fm, Lovefilm, Moleskine, MySQL, Nasty Gal, Net-a-Porter, Playfish, Soundcloud, Sonos and Supercell -- among many others.

**SELECTED PORTFOLIO COMPANIES**



- Funding Circle is a P2P lending network for small businesses. Freeing up critical liquidity for SMEs, the company has created a digital marketplace which matches deposits from investors, seeking better returns, with loans to carefully screened businesses, who need finance fast.



- Just Eat has reinvented the takeaway. From keystroke to doorstep, the London-headquartered company has built a seamless multi-platform service, with 34,000 takeaways on its roster, covering 14 countries from Scandinavia to Latin America.



- The brainchild of e-tail trailblazer Sophia Amoruso, NastyGal is the global hub for fashion-forward, taste-making girls. Turbo-charged by social media buzz, NastyGal has grown by over 500% each year since inception.

Full Portfolio

- [www.indexventures.com/portfolio](http://www.indexventures.com/portfolio)

**KEY CONTACTS**



- Dominique Vidal
- Partner
- Email: dominique@indexventures.com
- Joined Index in 2007
- Companies: Criteo, Outbrain, Squarespace, Adconion, be2, Best of Media Group



- Jan Hammer
- Partner
- Email: jan@indexventures.com
- Joined Index in 2010
- Companies: Adyen, Just-Eat, Novus, Socialbakers, Zendesk, Zuora

# Inventure Partners

## KEY CORPORATE FACTS / KPIs

Offices	Moscow
Founded	2012
Employees	8 (8 in Europe)
Current Fund Size	\$100m
Use of Debt	No
Assets under Mgmt	\$100m
Target Investment Size	\$1m - \$5m
Target Geographies	Russia, CIS, Europe, US
Target Sectors	Technology, Internet, Financial Technologies, Marketing, Digital Media, Mobile, Telecommunication
Investment Style	Board and operational support on demand
Deal structures	Minority
Key Investment Criteria	Established business model and rapid growth potential
Website	<a href="http://www.inventurepartners.com">www.inventurepartners.com</a>
Contact Email	<a href="mailto:Victoria.Kiseleva@ivprs.com">Victoria.Kiseleva@ivprs.com</a>
Contact Phone	+7 495 641 3635

## FUND DESCRIPTION

Inventure Partners is an innovative investment firm helping inventive entrepreneurs start and grow disruptive technology businesses. We look for teams with a novel approach to solving real problems and back a wide range of ventures across technology industry with an emphasis on internet, mobile, software and e-commerce segments. Although, our sweet spot is an investment of \$1-5MM, we are generally flexible on the investment size and can back attractive business models both at the earliest stages of their development as well as at the reasonably late stages.

## SELECTED PORTFOLIO COMPANIES



- Taxi aggregator service allowing smartphone users to book a taxi



- Online tourist agency selling packaged tourist tours via its web-site



- Mobile payment solution allowing users to accept payments through mobile phones

Full Portfolio

- [www.inventurepartners.com/portfolio/](http://www.inventurepartners.com/portfolio/)

## KEY CONTACTS



- Sergey Azatyan
- Managing Partner
- Email: [Sergey.Azatyan@inventurepartners.com](mailto:Sergey.Azatyan@inventurepartners.com)

- Inventure Partners since 2012
- Companies: Marshall Capital, MDM Bank



- Anton Inshutin
- Managing Partner
- Email: [Anton.Inshutin@inventurepartners.com](mailto:Anton.Inshutin@inventurepartners.com)

- Inventure Partners since 2012
- Companies: Morgan Stanley, Deutsche Bank

## Iris Capital

### KEY CORPORATE FACTS / KPIs

Offices	Paris (HQ), Cologne, Dubai, Riyadh, Montreal, San Francisco, Beijing, Tokyo
Founded	1986
Employees	28
Current Fund Size	Multiple funds for different stages and geographies under management
Use of Debt	N/A
Assets under Mgmt	> €1bn
Target Investment Size	€1m - €20m
Target Geographies	Europe, North-America, Asia, MENA
Target Sectors	Early- and later- stage investments in the digital economy
Investment Style	Proactive
Deal structures	Minority, special situations
Key Investment Criteria	High-growth potential coupled with exceptional management teams
Website	www.iriscapital.com
Contact Email	c.micoski@iriscapital.com
Contact Phone	+33 (0) 1 45 62 73 73

### FUND DESCRIPTION

Iris Capital is a pan-European venture capital fund manager specializing in the digital economy. Since its inception in 1986, the Iris Capital team has invested more than € 1 billion in more than 230 companies. Iris Capital targets opportunities in service or technology companies, seeking growth capital in order to realize their strategy. It provides active support to its portfolio companies on the basis of its strong sector specialization and experience, and has offices in Paris, Cologne, San Francisco, Montreal, Riyadh, Dubai, Beijing and Tokyo. In 2012 Iris Capital has entered into a strategic partnership with Orange and Publicis to manage their joint venture capital initiative.

### SELECTED PORTFOLIO COMPANIES



- Search Analytics software provider, Germany/USA



- Online re-Commerce for entertainment products, Germany



- Big data integration software solutions, USA/France



- Pan-European on-line video network, Germany

### KEY CONTACTS



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

- MBA Harvard, MSEE Bochum/Bordeaux, McKinsey & Co., Technologieholding
- Companies: 1-2-3.tv, Searchmetrics, Tyntec, reBuy, Mediakraft



- Curt Gunsenheimer
- Partner
- Email: c.gunsenheimer@iriscapital.com

- MBA MIT, ESSEC Paris, Cornell, Goldman Sachs, Robertson Stephens
- Companies: Alyotech, Kyriba, Talend, dotsoft

### KEY CORPORATE FACTS / KPIs

Offices	London, Luxembourg
Founded	2015
Employees	8
Current Fund Size	\$500m
Use of Debt	No
Assets under Mgmt	\$500m
Target Investment Size	\$1m - \$20m
Target Geographies	Global
Target Sectors	Tech, telecom, healthcare, automotive, alternative energy
Investment Style	Active
Deal structures	Significant minority or majority
Key Investment Criteria	Team, disruptive technology, scalability
Website	<a href="http://www.kinetik.vc">www.kinetik.vc</a>
Contact Email	<a href="mailto:hello@kinetik.vc">hello@kinetik.vc</a>
Contact Phone	+44 203 709 5123

### FUND DESCRIPTION

Kinetik is an unconventional investment company; we're a team of technology-mad professionals. We don't have the limitations of VC companies; we invest in ideas we believe in at any stage of development with flexibility to accept risks, unique products and innovative operational models. We back entrepreneurs with ideas that have the potential to disrupt markets, redefine industries and empower people to alter the way they live. We work with them to take their ideas to production and profit using our vision, operational know-how and US\$500m of initial financial backing.

What are we looking for? Businesses whose values we share. Ideas free of the constraints of country and culture. The companies we invest in share life-changing ideas and brave progressive people. We want Kinetik to be the first choice partner for entrepreneurs and inventors with ideas and products which are crazy enough to be the next big thing.

### SELECTED PORTFOLIO COMPANIES



- Charge is developing a modular powertrain for commercial electric vehicles. Our mission is to turn all commercial vehicles electric.

#### Full Portfolio

- <http://www.kinetik.vc/portfolio/>

### KEY CONTACTS



- Denis Sverdlov
- Founder
- Email: [denis@kinetik.vc](mailto:denis@kinetik.vc)



- Alexey Tikhonov
- Director
- Email: [alexey@kinetik.vc](mailto:alexey@kinetik.vc)



- Vladislav Shevyrev
- Director
- Email: [vlad@kinetik.vc](mailto:vlad@kinetik.vc)

## KEY CORPORATE FACTS / KPIs

Offices	San Francisco, CA
Founded	2011
Employees	8
Current Fund Size	N/A
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	Expansion Stage: \$2m - \$20m Early Stage: \$100k - \$500k
Target Geographies	US, Latin America, EMEA
Target Sectors	Mobile, Enterprise Cloud, Fintech, Marketplaces
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Expansion Stage: \$10m+ net revenue Early Stage: \$1m net revenue
Website	www.lumiacapital.com
Contact Email	info@lumiacapital.com
Contact Phone	N/A

## FUND DESCRIPTION

Lumia is an expansion-stage VC partnering with leading tech companies in under-invested emerging markets and forward-thinking US companies targeting these markets to accelerate growth. Lumia employs a hands-on strategy, working closely with management teams by pairing Silicon Valley insights and contacts with global knowledge sharing and relationships to propel companies through expansion-stage challenges and opportunities.

## SELECTED PORTFOLIO COMPANIES



- Kabbage is a next generation financial services company utilizing propriety algorithms to extend credit to small businesses online. The platform focuses on providing sub \$100K loans to a segment that is undeserved by traditional banks.



- Hired is a two-sided marketplace that matches talent, particularly high-skilled tech talent, with job opportunities. Hired is differentiated by the transparency and relevancy achieved for both job-seekers and employers.



- OpenDNS (acquired by Cisco) is a leading cloud-based network security and DNS service company. Their Umbrella security service blocks advanced attacks, malware, botnets and phishing threats outside of the network perimeter before they can reach customers.

Full Portfolio

- N/A

## KEY CONTACTS



- Martin Gedalin
- Partner
- Email: martin@lumiacapital.com
- Founder of Lumia Capital
- Previously Focus Ventures, Oracle, NCR
- Companies: MarkaVIP, Xtime (acquired by Cox Automotive), Hired, OpenDNS (acquired by Cisco), Kabbage



- Chris Rogers
- Partner
- Email: chris@lumiacapital.com
- Joined Lumia in 2012
- Previously Co-founder, Nextel Communications, Head of Corporate Development, Sprint
- Companies: Kahuna, Pitzi, Hinge, Lenddo, Telly, Betable

## KEY CORPORATE FACTS / KPIs

Offices	Luxembourg
Founded	2000
Employees	13
Current Fund Size	\$180m
Use of Debt	No
Assets under Mgmt	\$650m
Target Investment Size	\$100k - \$15m
Target Geographies	Europe, Israel, Russia, India
Target Sectors	mobile, ecommerce, media, fintech
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Category defining technologies, Disruptive product or service, Exceptional and ambitious founders
Website	www.mangrove.vc
Contact Email	deals@mangrove.vc
Contact Phone	+352 26 25 34-1

## FUND 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), KupuVip (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. Mangrove chases bold, transformational ideas around the world and invests across a variety of sectors, with an emphasis on mobile, e-commerce, media technologies and fintech.

## SELECTED PORTFOLIO COMPANIES



- Web platform to create HTML5 websites and mobile sites. IPO 2013



- Russia's leading online luxury fashion retailer.



- Israeli provider of productivity tools for online user experience.



- The leading free mobile internet provider in the US.



- The largest Indian online shopping network focused on rural consumers

Full Portfolio

- www.mangrove.vc

## KEY CONTACTS



- Hans-Jürgen Schmitz
- Partner
- Email: hans-juergen@mangrove.vc
- Mangrove Co-Founder
- 15 years of VC investing
- Portfolio: Helping, Outfittery, Storeking



- Mark Tluszczy
- Partner
- Email: mark@mangrove.vc
- Mangrove Co-Founder
- 15 years of VC investing
- Portfolio: JobToday, FreedomPop, Wix



- Michael Jackson
- Partner
- Email: michael@mangrove.vc
- With Mangrove since 2007
- Previously Tele 2, Skype
- Portfolio: Churchdesk, Nimbuzz, Riddle

## KEY CORPORATE FACTS / KPIs

Offices	1
Founded	1999
Employees	25 (of which 25 in Europe)
Current Fund Size	Over 35 investments
Use of Debt	Yes
Assets under Mgmt	Over €500m
Target Investment Size	Up to €50m
Target Geographies	CEE, DACH, Russia and Turkey
Target Sectors	E-commerce, digital entertainment, mobile Internet, TMT, IoT, Fintech, BigData, Cloud Computing
Investment Style	Active
Deal structures	Control, joint control, minority, etc.
Key Investment Criteria	MCI invests in companies at the stage of growth and expansion in the sectors of new technologies.
Website	www.mci.eu
Contact Email	sabak@mci.eu
Contact Phone	+48 697 888 110

## FUND DESCRIPTION

MCI is one of the most dynamic private equity groups in Emerging Europe. MCI invests in digital disruption, adaptation and ecosystem through early stage, growth stage and expansion/buy-out stage investments in CEE, Germany and Austria (DACH), Russia and Turkey. The value of AUM reaches above 500 M EUR. The MCI Group has so far closed over 60 investment projects and near 30 full exits. Since 1999 MCI generated net IRR at the level of 20-25%. MCI Management SA is listed on the Warsaw Stock Exchange since February 2001.

## SELECTED PORTFOLIO COMPANIES



- Gett is a leader of the market of on-demand transport services and a major global B2B player.



- Auctionata is a global disruptor which enables its users to bid for unique works of art, antiques and luxury collectibles through online auctions broadcast in real time from Berlin and New York.



- Azimo is a London-based online money transfer service, changing the way people send money around the world. Azimo operates in over 200 countries across the world.

### Full Portfolio

- [www.mci.eu](http://www.mci.eu)

## KEY CONTACTS



- Tomasz Czechowicz
- Managing Partner
- Email: [czechowicz@mci.eu](mailto:czechowicz@mci.eu)

- Entrepreneur since 1985, in 1990-98 Co-founder and CEO of JTT Computer SA - leading CE computer manufacturer with USD 100M+ revenue. Since 1999 VC/PE investor, founder of MCI. In 2000 one of the TOP-10 most influential people in the European Internet by Business Week.



- Sylwester Janik
- Partner
- Email: [janik@mci.eu](mailto:janik@mci.eu)

- More than 10 years experience in strategic mgmt, new business development, M&A and VC/PE investments. He was a Director of Strategy & Development at ATM SA, a Vice President of mPay, strategy and mgmt consultant for PricewaterhouseCoopers, London and Lockheed Martin, Poland. Since 2008 Partner in MCI.

### KEY CORPORATE FACTS / KPIs

Offices	6
Founded	2005
Employees	20 in Europe plus international hub teams
Current Fund Size	N/A
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	€250k –€1.5m initial investment
Target Geographies	Europe and emerging markets
Target Sectors	Technology & Security, e-Commerce & Services, Digital Payments & Fintech
Investment Style	Active, hands-on
Deal structures	Minority
Key Investment Criteria	Team, scalability, early stage
Website	mountain.partners
Contact Email	contact@mountain.partners
Contact Phone	N/A

## Mountain Partners

### FUND DESCRIPTION

Mountain Partners is a global venture builder and investor. Our business model is based on identifying, incubating and/or investing in scalable technology and internet companies and business models. We also have established an international hub network in selected emerging markets where we can help our companies internationalise into these markets. Portfolio exits of last 18 months included Secusmart (sold to Blackberry), Lieferando (sold to Takeaway), MeinProspekt (sold to AxelSpringer), bab.la (sold to Oxford University Press) and RegioHelden (sold to Ströer Media).

### SELECTED PORTFOLIO COMPANIES



- High-performance database used for business intelligence applications such as data warehousing, web analytics, data mining applications



- Digital contract management solution



- Product insurance online with only one click, by integrating into the checkout processes of online retailers



- Automatically creates and optimizes millions of tailor-made ads, helping its partners to make advertising more profitable



- One of Europe's leading ecommerce companies for entertainment products

Full Portfolio

- www.balderton.com

### KEY CONTACTS



- Ingo Drexler
- CIO
- Email: id@mountain-partners.ch
- Companies: reBuy, Lieferando, Crealytics, Simpleurance, Exasol, Volders, Regiohelden, Lingoda, MovingImage24, Customer Alliance

## KEY CORPORATE FACTS / KPIs

Offices	London, Boston, Barcelona
Founded	2006
Employees	15, of which 12 in Europe
Current Fund Size	\$120m
Use of Debt	No
Assets under Mgmt	\$260m
Target Investment Size	\$500k to \$4m
Target Geographies	Mainly UK/Ireland, East Coast in USA and Spain
Target Sectors	B2B Software propositions and enabling tech for digital, mobile and internet
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Tech disruption, team, size of problem solved
Website	<a href="http://www.nautacapital.com">www.nautacapital.com</a>
Contact Email	<a href="mailto:Carles.Ferrer@nautacapital.com">Carles.Ferrer@nautacapital.com</a>
Contact Phone	+44 (0) 203 553 5757 / +34 93 5035900

## Nauta Capital

### FUND DESCRIPTION

Nauta Capital is a Venture Capital firm investing in early stage technology companies. Main areas of interest include B2B Software propositions, disruptive Digital Media companies, and enabling technologies for Mobile and the Internet. Nauta has \$260 million under management and invests in Western Europe and the USA. Nauta has presence in London (UK), Boston, MA (USA), and Barcelona (Spain). Nauta has led investments in 30+ companies including ScytI, Brandwatch, Fizzback, GreatCall, Eyeview Digital, Basekit, Rifiniti, ForceManager, Marfeel, Getapp, Incrowd, Privalia and Social Point.

### SELECTED PORTFOLIO COMPANIES

	<ul style="list-style-type: none"> <li>• Electronic voting and election modernisation Company</li> </ul>
	<ul style="list-style-type: none"> <li>• Leading Social intelligence player for corporations</li> </ul>
	<ul style="list-style-type: none"> <li>• Ad-optimised mobile design for major publishers and professional bloggers</li> </ul>
Full Portfolio	<ul style="list-style-type: none"> <li>• <a href="http://www.nautacapital.com">www.nautacapital.com</a></li> </ul>

### KEY CONTACTS



- Carles Ferrer Roqueta
- General Partner
- Email: [carles.ferrer@nautacapital.com](mailto:carles.ferrer@nautacapital.com)

- Carles has over 15 years of VC experience across different funds, plus previous industry experience in telco, auto/defence and finance
- Companies: ScytI, Brandwatch, Getapp, Basekit, Agntio, iJento, Abiquo, ChannelSight



- Jordi Viñas Bricall
- General Partner
- Email: [Jordi.vinas@nautacapital.com](mailto:Jordi.vinas@nautacapital.com)

- Jordi has over 10 years of VC experience plus 15 years experience in telco and management consulting
- Companies: Fizzback, Marfeel, ForceManager, Aba English, TapTap

# Nokia Growth Partners

## Partner – Event Sponsor

### KEY CORPORATE FACTS / KPIs

Offices	4
Employees	20 of which 4 investors in Europe
Current Fund Size	\$700m
Use of Debt	No
Assets under Mgmt	\$700m
Target Investment Size	\$5m - \$15m
Target Geographies	US, Europe, India, China
Target Sectors	Connected Enterprise, Connected Car, Mobile Consumer, Data & Analytics, Local Commerce
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Established business model, shipping product, about to expand internationally
Website	www.nokiagrowthpartners.com
Contact Email	ngpteam@nokiagrowthpartners.com
Contact Phone	N/A

### FUND DESCRIPTION

Nokia Growth Partners (NGP) is an independent fund sponsored solely by Nokia backing entrepreneurs focused on building a connected world. NGP offers industry expertise, capital and an extensive network, enabling entrepreneurs to build disruptive, industry-changing companies and take them to the global market. With offices in the US, Europe, India and China, NGP extends the reach of companies making their products and services local everywhere.

Nokia Growth Partners is a Sponsor of NOAH 15 London.

### SELECTED PORTFOLIO COMPANIES



- Offers high quality language learning on the go. With 14 languages, the Babbel app sees over 120.000 downloads per day.



- Worlds largest local transportation app used by 28 million people across 700 cities in 58 countries.



- Heptagon provides intelligent micro optics systems for smart devices. Has shipped over 1.5bn units.

#### Full Portfolio

- [www.nokiagrowthpartners.com/portfolio](http://www.nokiagrowthpartners.com/portfolio)

### KEY CONTACTS



- Bo Ilsoe
- Managing Partner
- Email: [bo.ilsoe@nokiagrowthpartners.com](mailto:bo.ilsoe@nokiagrowthpartners.com)

- Over 25 years of experience in venture capital, investment management, fundraising, organizational and strategic development as well as sales and marketing.
- Companies: Fyber, Heptagon, Swype, Moovit, Pelican Imaging,



- Upal Basu
- Partner
- Email: [upal.basu@nokiagrowthpartners.com](mailto:upal.basu@nokiagrowthpartners.com)

- Focuses on mobile enterprise and Internet of Things investments
- Responsible for managing NGP's investments in India
- Previously worked in Mformation Technologies and McKinsey & Co
- Graduated from Harvard University (MBA), Stanford University and Imperial College London



- Vivek Goyal
- Senior Analyst
- Email: [vivek.goyal@nokiagrowthpartners.com](mailto:vivek.goyal@nokiagrowthpartners.com)

- Vivek has extensive operating and strategy consulting experience across Telecomm, Media, Consumer Goods, Chemicals, Private Equity and Auto industries.
- Companies: Digital Lumens, Indix, Kaltura



# Nova Founders Capital

## KEY CORPORATE FACTS / KPIs

Offices	Hong Kong and London
Founded	2012
Employees	30
Current Fund Size	N/A
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	\$100k - \$30m
Target Geographies	Global
Target Sectors	Financial Services
Investment Style	Long-term value adding investor
Deal structures	Minority and majority
Key Investment Criteria	Great founders, right DNA, scalable and sustainable
Website	<a href="http://www.novafounders.com">www.novafounders.com</a>
Contact Email	<a href="mailto:info@novafounders.com">info@novafounders.com</a>
Contact Phone	+85225678890

## FUND DESCRIPTION

Nova Founders Capital builds and invests in sustainable large-scale business models with a strong emphasis on the fintech sector. We are very disciplined company builders and investors and understand how to efficiently grow companies. We believe value can only be created through a rigorous focus on execution, operational excellence and constant innovation. We provide companies with the continuous financial and operational support they need to be successful.

## SELECTED PORTFOLIO COMPANIES



- CompareGlobalGroup is the most comprehensive financial product comparison group in the world, active across 15 countries.



- GlassesGroupGlobal is Asia-Pacific's largest online eyewear retailer, with the largest selection of sunglasses, prescription glasses and contact lenses.



- Lion&Lion is the leading data-driven digital marketing agency in Asia. The company utilizes analytical insights to drive campaigns that integrate creativity and performance marketing.

Full Portfolio

- [www.novafounders.com/portfolio](http://www.novafounders.com/portfolio)

## KEY CONTACTS



- Raphael Strauch
- Managing Partner
- Email: [raphael@novafounders.com](mailto:raphael@novafounders.com)

- Before founding Nova Founders Capital, Raphael worked as a Global Partner at Rocket Internet and as Managing Director at Groupon in Asia. Prior to this, Raphael was in Investment Banking at Goldman Sachs and Lazard in London and Frankfurt



- Mads Faurholt-Jorgensen
- Managing Partner
- Email: [mads@novafounders.com](mailto:mads@novafounders.com)

- Before founding Nova Founders Capital, Mads worked as a Global Partner at Rocket Internet and Managing Director at Groupon in Asia. Prior to this, Mads was a Management Consultant at McKinsey and an Analyst with the Private Equity Fund DanKap.

## KEY CORPORATE FACTS / KPIs

Offices	London & Amsterdam
Founded	2013
Employees	8 of which 8 in Europe
Current Fund Size	€50m - €100m
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	Pre-Series A (€1m - €2m) to €10m over the lifetime of the company
Target Geographies	Primarily EMEA
Target Sectors	FinTech
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Fit with mandate, solution for real problem, superior product, stellar team, market potential, attractive investment potential
Website	<a href="http://www.ogc-partners.com">www.ogc-partners.com</a>
Contact Email	<a href="mailto:info@ogc-partners.com">info@ogc-partners.com</a>
Contact Phone	+31(0)207607800

## FUND DESCRIPTION

Orange Growth Capital ("OGC") is a Financial Technology Investment firm founded in the summer of 2013. We invest in high growth companies primary in EMEA and prefer to invest after the seed round, when there is proof of concept and there are some revenues. Our investments range from EUR 250k to EUR 10 million over the lifetime of the company, which typically represents a minority stake. Our team consists of 8 professionals and 25 industry advisers that operates from our offices in London and Amsterdam.

We support founders to scale their companies into successful international leaders through the experience of our team and our network of Global leading Financial and Technology Institutions and advisors to accelerate the scaling and monetization of the growth.

We offer entrepreneurs access to a platform where they can quickly get market input, pilot their innovations and get access to potential customers.

## SELECTED PORTFOLIO COMPANIES



- KNIP is revolutionizing Insurance (P&C and Health) distribution, having created a digital broker that combines the benefit of traditional brokers and direct distribution in an app.



- Salviol is a leading provider of fraud detection and prevention software for Banks, Insurers, Telecom Operators and Government.



- Zopa, the first lender in the world of its type and the largest European Lending Platform, allows savers to beat the bank lending rates by lending money to people looking for low cost loans.

Full Portfolio

- [www.ogc-partners.com](http://www.ogc-partners.com)

## KEY CONTACTS



- Radboud Vlaar
- Founding Partner
- Email: [radboud@ogc-partners.com](mailto:radboud@ogc-partners.com)



- Reinier Musters
- Founding Partner
- Email: [reinier@ogc-partners.com](mailto:reinier@ogc-partners.com)

### KEY CORPORATE FACTS / KPIs

Offices	Paris , Berlin, San Francisco
Founded	1982
Employees	Omri Benayoun, Philippe Collombel, Bruno Crémel, Nicolas El Baze, Romain Lavault, Gabriel Matuschka, Mark Menell, Jean-Marc Patouillaud
Current Fund Size	\$200m
Use of Debt	No
Assets under Mgmt	\$650m
Target Investment Size	Seed, earl-stage, growth stage
Target Geographies	US and Europe
Target Sectors	IT & Digital
Investment Style	Active
Deal structures	Joint control, minority
Key Investment Criteria	N/A
Website	www.partechventures.com
Contact Email	contact@partechventures.com
Contact Phone	+33 1 53 65 65 53

## Partech Ventures

### FUND DESCRIPTION

Partech Ventures is a venture capital firm based in San Francisco, Paris and Berlin. Started in 1982, we are a partnership with \$650 million under active management.

Our mission is to help outstanding entrepreneurs to succeed in a global economy. We look for companies with a substantial technology or innovation leverage, both in IT and Digital. We manage seed and venture funds, allowing ourselves to invest from \$250,000 to \$10 million in the early institutional rounds of high growth companies. We believe in the unique transatlantic model of our firm. For us, long term success is based on being extremely open, proactive and supportive to our entrepreneurs. In 2014, Partech Ventures has been nominated the first non-American fund by the Private Equity Intelligence (Preqin) and ranked as the 7th best worldwide venture capital fund.

### SELECTED PORTFOLIO COMPANIES



- Internet of things data network infrastructure and operator



- Largest european video adserver



- Menswear fashion ecommerce site

Full portfolio

- [www.partechventures.com/portfolio](http://www.partechventures.com/portfolio)

### KEY CONTACTS



- Philippe Collombel
- Managing Partner
- Email  
[pcollombel@partechventures.com](mailto:pcollombel@partechventures.com)

- Prior experience: Accenture (Partner), Carrefour
- Graduated from the « Institut d'Etudes Politiques » of Paris and of the Kellogg Graduate School of Business



- Jean-Marc Patouillaud
- Managing Partner
- Email  
[jmpatouillaud@partechventures.com](mailto:jmpatouillaud@partechventures.com)

- Prior experience: Finovelec (Partner), Alstom
- Engineering graduate (Supelec) and MBA (HEC Paris)





# Piton Capital

## KEY CORPORATE FACTS / KPIs

Offices	London
Founded	2010
Employees	6 (of which 6 in Europe)
Current Fund Size	N/A
Use of Debt	No
Assets under Mgmt	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 (0) 207 408 0451

## FUND 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, DaWanda, RedBubble, Watchfinder, BullionVault, videdressing, Take Eat Easy and docplanner

## SELECTED PORTFOLIO COMPANIES



- FanDuel is the leading daily fantasy sports game



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



- Watchfinder is the leading end-to-end marketplace for second-hand watches



- Redbubble is an online marketplace where people can shop for lifestyle products featuring work from independent artists and designers worldwide



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



- DaWanda is the leading online marketplace for unique and handmade

Full portfolio

- www.pitoncap.com/portfolio/

## KEY CONTACTS



- Andrin Bachmann
- Partner
- Email: Andrin.Bachmann@pitoncap.com
- Instrumental investor in QXL Ricardo
- Co-founder Glocalnet of (Swedish telco)
- Companies: Auto1, FanDuel, DaWanda, DocPlanner, Videdressing, etc.



- Greg Lockwood
- Partner
- Email: Greg.Lockwood@pitoncap.com
- Ran UBS Capital's VC business
- Investor and former Chairman of Betfair
- Companies: BullionVault, Watchfinder, MBA&Company, RedBubble, etc.

# PRIMEVENTURES

## KEY CORPORATE FACTS / KPIs

Offices	Amsterdam, Cambridge
Founded	1999
Employees	9 (all in Europe)
Current Fund Size	€170m
Use of Debt	Yes
Assets under Mgmt	€465m
Target Investment Size	€5m - €25m
Target Geographies	Europe
Target Sectors	Consumer internet, digital media, enterprise software, mobile computing, communications, infrastructure services, semiconductor
Investment Style	Active support (board membership)
Deal structures	Sizable minority stake
Key Investment Criteria	Fast growing European technology companies with the first proof points of success
Website	<a href="http://www.primeventures.com">www.primeventures.com</a>
Contact Email	<a href="mailto:info@primeventures.com">info@primeventures.com</a>
Contact Phone	+31 20 20 508 20

## Prime Ventures

### FUND DESCRIPTION

Prime Ventures is a leading venture capital and growth equity firm focusing on investing in European companies in the technology and related industries and leverages its capital, experience and network to actively guide them into global category leaders. The firm has invested in companies in the Benelux countries, the United Kingdom, France, Germany, Spain, Finland and Sweden. From its offices in The Netherlands and the UK the independent partnership manages over 465 million euro in committed capital.

### SELECTED PORTFOLIO COMPANIES



- Enables business change by helping companies rapidly develop, deploy and integrate business apps at a fraction of the time and cost



- With Takeaway.com hungry consumers can order their favourite takeaway food on the company's websites or through its mobile applications



- Through its mobile games marketing platform, AppLift helps mobile game advertisers acquire loyal, quality gaming users at scale on a CPI basis



- With Falcon Social customers can navigate the rapidly-expanding world of social media easily and efficiently.

#### Full Portfolio

- [www.amadeuscapital.com/portfolio](http://www.amadeuscapital.com/portfolio)

### KEY CONTACTS



- Sake Bosh
- Managing Partner
- [sake@primeventures.com](mailto:sake@primeventures.com)
- Sake Bosch is a founder and Managing Partner of Prime Ventures as of 1999.
- He is actively involved in Civolution, Dealerdirect, Digital Origin, Greetz, MarkaVIP and Takeaway.com



- Roel de Hoop
- Partner
- [roel@primeventures.com](mailto:roel@primeventures.com)
- Roel is a Partner at Prime Ventures as of 1999.
- Companies: Bright Computing, Falcon Social, Mendix, GenKey and Applift



# ProSiebenSat.1 Accelerator

## KEY CORPORATE FACTS / KPIs

Offices	Berlin/Munich
Founded	2013
Employees	4
Current Fund Size	N/A
Use of Debt	Yes
Assets under Mgmt	N/A
Target Investment Size	€25K — €525k
Target Geographies	GAS/CEE/US/UK/Nordics/Israel
Target Sectors	Internet/B2C
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	First revenues and proof Fully committed team Scalable B2C business model
Website	<a href="http://www.p7s1accelerator.com">www.p7s1accelerator.com</a>
Contact Email	<a href="mailto:Jakob.pranter@prosiebensat1.com">Jakob.pranter@prosiebensat1.com</a>
Contact Phone	+49 151 441 65 65 1

## ProSiebenSat.1 Accelerator

## FUND DESCRIPTION

The ProSiebenSat.1 Accelerator is a leading 3-month program to support start-ups. We provide 500k gross media volume, 25k funding, mentoring and office space at our offices in Berlin. In addition, we provide start-ups with access to the extensive network of the ProSiebenSat.1 Group – one of the largest media corporations in Europe. Our goal is to help the start-ups scale at record pace and secure follow-on funding. We run two batches a year. In each round we select up to five teams to join our Accelerator. We do not only invest in media start-ups. We invest across all industries with a focus on B2C businesses. Typical industries are: media, entertainment, e-commerce, internet of things, smart home, health, fin-tech. Furthermore we welcome B2B startups from the ad-tech and online video space.

Start-ups applying should have realized some revenues, gained some traction and have a clear understanding of their customer acquisition strategy to fully benefit from the TV media volume offered.

## SELECTED PORTFOLIO COMPANIES



- Platform for simple online investing and wealth management



- Online door-to-door shipping service



- Subscription model and online shop for food delicacies

Full Portfolio

- [www.p7s1accelerator.com/en/portfolio/](http://www.p7s1accelerator.com/en/portfolio/)

## KEY CONTACTS



- Dr. Jens Pippig
- Managing Director
- Email: [jens.pippig@prosiebensat1.com](mailto:jens.pippig@prosiebensat1.com)

- MD of the P7S1 Accelerator.
- Head of Strategy & Operations at ProSiebenSat.1 Media Group
- McKinsey & Company
- Co-Founder of Entrypark/Potentialpark



- Jakob Pranter
- Manager Strategy & Operations
- Email: [jakob.pranter@prosiebensat1.com](mailto:jakob.pranter@prosiebensat1.com)

- Manager of ProSiebenSat.1 Accelerator
- Strategy & Operations Management Trainee at ProSiebenSat.1 Media AG
- Previously: Minds+Machines (TLDH), LVMH



# Redalpine Venture Partners

## KEY CORPORATE FACTS / KPIs

Offices	1
Founded	2007
Employees	7 (of which 7 in Europe)
Current Fund Size	CHF 50m
Use of Debt	No
Assets under Mgmt	CHF 50m
Target Investment Size	CHF 0.5m – CHF 2m
Target Geographies	Europe (with focus on CH, GE)
Target Sectors	ICT, Life Sciences
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 44 271 15 30

## FUND 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 2006 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 two funds currently in operation have invested in over 20 companies active within the ICT and life science sectors.

## SELECTED PORTFOLIO COMPANIES



- The first fully digitalised insurance broker



- Art. Everywhere. Online Shop for Art, Apparel and Accessories



- Europe's most modern and entirely smartphone-based current account

Full Portfolio

- [www.redalpine.com/portfolio/](http://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: InSphero, Poken, Number26, Trekksoft, Junique, Knip



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

- PhD in Life Sciences, Consultant at Boston Consulting group, Business developer at Prionics, CTI- startup coach
- Companies: Redbiotec, Biognosys, Malcisbo, Onsite-Lab (Medmira)

KEY CORPORATE FACTS / KPIs

Offices	London and Luxembourg
Founded	N/A
Employees	N/A
Current Fund Size	\$350m
Use of Debt	No
Assets under Mgmt	\$350m
Target Investment Size	\$10m - \$35m in equity
Target Geographies	Europe, North America and Israel
Target Sectors	Technology and Life Sciences
Investment Style	Minority, with and without board representation
Deal structures	N/A
Key Investment Criteria	Team, IP, growth track record, market potential
Website	www.redline-capital.com
Contact Email	N/A
Contact Phone	N/A

FUND DESCRIPTION

Redline Capital is a global Venture Capital and Growth Equity fund  
Redline's funds originate from Vladimir Evtushenkov, one of Russia's most successful entrepreneurs who started as a Technology investor and entrepreneur more than 20 years ago. He is the majority shareholder and principal founder of London listed JSFC Sistema, one of Russia's largest publicly traded investment groups and the controlling shareholder of NYSE listed MTS, the largest mobile phone service provider in Russia and CIS with over 100 million subscribers  
Redline's funded structure, without the need for LP drawdowns, allows for efficient and quick decision-making and execution

SELECTED PORTFOLIO COMPANIES



- ironSource is a world leading platform for software discovery, distribution and delivery across platforms and devices



- iwoca offers flexible credit to small businesses across Europe, allowing them to take advantage of opportunities previously only available to their larger peers



- Touch Surgery is a surgery simulator that allows you to practice and rehearse operations before ever setting foot in the Operating Room

Full portfolio • N/A

KEY CONTACTS



- Tatiana Evtushenkova
- Managing Partner and BoD member
- Email: tevtushenkova@redline-capital.com
- Previously worked at MTS, a NYSE listed, leading Telco in Russia and CIS. De-facto deputy CEO, member of the BoD and VP for Strategy & Development notably leading all M&A and Corporate Finance activities
- After MTS, advisor to the CEO of Sberbank of Russia, Head of Private Equity Initiative
- Started her career with Salomon Brothers' Investment Banking division in London



- Benno Jering
- Associate
- Email: bjering@redline-capital.com
- Previously with two boutique tech investment banks in London and Credit Suisse's TMT Investment Banking team



**REDSTONE**  
DIGITAL

## KEY CORPORATE FACTS / KPIs

Offices	Rosenthaler Strasse 2, Berlin, 10119
Founded	2014
Employees	9 (of which 9 in Europe)
Current Fund Size	Managing six different funds
Use of Debt	When applicable
Assets under Mgmt	Managing six different funds
Target Investment Size	Stage Agnostic
Target Geographies	Europe
Target Sectors	B2B , Fin-tech, Cybersecurity, Data, IoT, SaaS,
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	€500k - €100m
Website	www.redstonedigital.de
Contact Email	info@redstonedigital.de
Contact Phone	+491742333459

## Redstone Digital

» LEADERS CONNECTED

**NOAH15**  
London

**FUND BOOK**

## FUND DESCRIPTION

Redstone is a Berlin based Venture Capital firm. We work with industry leaders activating their capital, knowledge and network enabling entrepreneurs to grow their businesses.

We believe in transparent and fast communication between the funds we manage and the start-ups we support. Working with our investors we enable entrepreneurs to access additional valued services alongside any capital investment.

Our approach involves investing from several funds simultaneously to support our vision to invest globally at every stage and in every sector.

## SELECTED PORTFOLIO COMPANIES



- Kreditech: Build a digital bank for everyone. Last fundraise €82.5m.



**Atheneum Partners**

- Atheneum Partners: World's leading experts and empowering new business decisions. Last fundraise €10m.



- Inventorum: Inventorum's software enables small retailers to manage their offline and online businesses by supporting daily processes

Full Portfolio

- www.redstonedigital.de

## KEY CONTACTS



- Samuli Siren
- Managing Partner
- Email: Samuli@redstonedigital.de

- Samuli is a serial entrepreneur. He previously worked for the Klingel Group building their in-house corporate venture arm for three years.
- Companies: Ubermetrics, PixRay, Ladenzeile, Adspert



- Michael Brehm
- Partner
- Email michael@redstonedigital.de

- Michael is a serial tech entrepreneur and founder of Rebate Networks. He co-founded German social networking site StudiVZ.
- Companies: Atheneum Partners, Kreditech, KaufDA, Brands4friends, Amiando, DailyDeal

**KEY CORPORATE FACTS / KPIs**

Offices	1
Founded	2011
Employees	10
Current Fund Size	€30m
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	€250k - €2.75m
Target Geographies	Germany
Target Sectors	Internet (Marketplaces, InsuranceTec, E-Health, B2B)
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Team, Early Stage, USP, Market Potential
Website	www.rheingau-founders.com
Contact Email	contact@rheingau-founders.com
Contact Phone	+49-30-695 358 00

## Rheingau Founders

**FUND DESCRIPTION**

The professional co-founder Rheingau Founders GmbH was founded by Rheingau Ventures and Mountain Partners in May 2011 and is located in Kreuzberg, Berlin's most traditional scene district. The founders Dr. Tobias Johann, Philipp Hartmann, Kai Hansen and their team support extern founderteams of online- and mobile-startups, especially as a professional partner in the b2b sector. The „Rheingau-Boys“ not only provide the first and following financing rounds with up to 2,75 mio. €, they even work operational as co-founder with the ventures, which are located in the so-called Rheingau Campus at Berlins Oranienplatz for the first two years of their foundation phase. By specializing in only 2-3 ventures per year and with the focus on the creation of new international business models, Rheingau Founders are able to maintain their high level of quality by this boutique approach. Following their co-founder approach, Rheingau Founders actively accompany founders at eye level - with the aim of a sustainable and trustful partnership. Most recent highlights from the Rheingau Portfolio are for example the exit of Lieferando to Takeaway.com, as well as the successful international roll-out and the entry of the American company Fortune500 at Itembase and Schutzlick.

**SELECTED PORTFOLIO COMPANIES**


- Lieferando is one of Germany's largest online food ordering platform for B2C and B2B in terms of variety with > 10,000 delivery services.



- Through partnerships with insurance companies, Schutzklick offers product insurance online with only a few clicks. Integrated directly into the checkout processes.



- Brings medicine online. Based on a self-learning medical engine operating on big data patients get fast and affordable access to online consultations validated by qualified doctors.

## Full portfolio

- [www.rheingau-founders.com/#portfolio](http://www.rheingau-founders.com/#portfolio)

**KEY CONTACTS**


- Philipp Hartmann
- Managing Partner
- Email: [ph@rheingau-founders.com](mailto:ph@rheingau-founders.com)

- Graduate of EBS Business School, University of Sydney and UADE (Argentina)
- Companies: Deutsche Bank, E&Y, Jamba, Sportme, Madvertise, Rheingau Ventures, Rheingau Founders



- Dr. Tobias Johann
- Managing Partner
- Email: [tj@rheingau-founders.com](mailto:tj@rheingau-founders.com)

- Doctoral Researcher, EBS Business School
- Portfolio Entrepreneur: Sportme, Customer Alliance, Rheingau Ventures, Rheingau Founders
- Board member of Lieferando, Rebuy and currently Schutzklick & Itembase

### KEY CORPORATE FACTS / KPIs

Offices	1
Founded	2013
Employees	5 (Europe)
Current Fund Size	€40m
Use of Debt	N/A
Assets under Mgmt	€40m
Target Investment Size	€5m
Target Geographies	Spain & LATAM
Target Sectors	Computing & Storage Infrastructure, Consumer & Internet Media, Consumer & Mobile Media, Enterprise and Consumer, Software and Services, Internet & Payments
Investment Style	Active
Deal structures	Majority, minority, control, joint control
Key Investment Criteria	Deals based in Spain, Latam and Europe Growing companies in need of expansion / growth capital Proven business models that have already shown certain level of traction Proceeds used for international expansion, buy and build strategy and/or simple scale of a working model via increased spend in marketing and/or sales
Website	www.seayaventures.com
Contact Email	info@seayaventures.com
Contact Phone	+34 91 110 86 97

### FUND DESCRIPTION

Seaya Ventures is a Spanish venture fund founded in Madrid in 2013, investing in early and growth stage Internet and technology-enabled businesses in Spain, Latam and Europe. The fund seeks to transform early and growth stage companies into category leaders. Being entrepreneurs ourselves, we look for innovative businesses that can build a lasting value. We empower outstanding teams and businesses and help them navigate from early and growth stages into rapid growth and sustainable profitability.

### SELECTED PORTFOLIO COMPANIES

	• DIY ticketing platform for Spanish Speaking countries.
	• Online Platform for food delivery and takeout.
	• Provider of real-time online restaurant reservations for diners; reservation and guest management solutions for restaurants.
	• Digital Marketing Technology and Services to SMEs.
Full Portfolio	• <a href="http://www.seayaventures.com/portfolio/">www.seayaventures.com/portfolio/</a>

### KEY CONTACTS



- Beatriz González Ordóñez
- Founder and Managing Partner
- Email: [bg@seayaventures.com](mailto:bg@seayaventures.com)
- Worked at Darby Overseas Investments, Excel Partners, Morgan Stanley, Qarana, Institutional Limited Partners Association
- Business degree from CUNEF University and an MBA from Columbia Business School (2002)



- Michael Kleindl
- Founder and Managing Partner
- Email: [mk@seayaventures.com](mailto:mk@seayaventures.com)
- Co-founder and CEO of AdLINK Internet Media AG.
- Successfully invested in and exited companies such as ZanoX.de AG, MAILPROFILER, United MailSolutions AG, Eyewonder Inc., Buy VIP S.L.
- Current portfolio includes Smartclip Mexico, Crossinx, PayCo, Mediasmart and, above all, Plenummedia

## KEY CORPORATE FACTS / KPIs

Offices	London, Glasgow, Edinburgh
Founded	2000
Employees	39 of which all in Europe
Current Fund Size	£200m
Use of Debt	No
Assets under Mgmt	£630m
Target Investment Size	Up to £20m
Target Geographies	UK, Ireland, Europe
Target Sectors	Software, digital media, e-commerce, healthcare, energy
Investment Style	Active
Deal structures	Minority, replacement, MBO
Key Investment Criteria	Growth equity for innovative companies in technology or technology enabled sectors with substantial potential for growth.
Website	<a href="http://www.sep.co.uk">www.sep.co.uk</a>
Contact Email	<a href="mailto:enquiries@sep.co.uk">enquiries@sep.co.uk</a>
Contact Phone	+44(0)207 758 5900

## FUND DESCRIPTION

Scottish Equity Partners (SEP) is a leading UK venture capital firm. Operating from offices in London, Glasgow and Edinburgh, we make equity investments of up to £20 million in innovative high growth technology companies.

We are investors in some of the UK's most exciting technology companies, including Skyscanner, the world's fastest growing travel search company. SEP was named 'Venture Capital Firm of the Year' at the Unquote British Private Equity Awards 2014 for the fourth time in recent years.

In addition to venture capital and growth equity, we also provide infrastructure finance for small scale clean energy projects.

## SELECTED PORTFOLIO COMPANIES



- Over 35 million people are now using Skyscanner to find their flights, hotels and car hire each month and the Skyscanner app has been downloaded over 35 million times.



- Europe's leading online eyewear retailer active in over 10 countries and with more than 1 million customers.



- A global omni-channel retailer delivering the best luxury fashion experience to an international client base with on average 3 million visitors per month.

Full portfolio

- [www.sep.co.uk/portfolio](http://www.sep.co.uk/portfolio)

## KEY CONTACTS



- Stuart Paterson
- Partner
- Email: [contact\\_stuart@sep.co.uk](mailto:contact_stuart@sep.co.uk)

- A founding partner of SEP, Stuart is interested in new investment opportunities in software, internet and new media
- Companies: Mister Spex, Intelligent Reach, SocialBro



- Mark Gracey
- Associate
- Email: [contact\\_mark@sep.co.uk](mailto:contact_mark@sep.co.uk)

- Mark is a Principal at SEP and considers information technology investments with a particular focus on software and e-commerce.
- Companies: hetras, SocialBro



## KEY CORPORATE FACTS / KPIs

Offices	1
Founded	2009
Employees	10 (of which 10 in Europe)
Current Fund Size	Deal by Deal
Use of Debt	Yes
Assets under Mgmt	\$150m
Target Investment Size	\$1m - \$10m
Target Geographies	In Digital - Any
Target Sectors	Cyber Security, FinTech, Data Analytics, Business Support services, Offline-to-Online
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	<a href="http://www.taliscapital.com/digital_ventures">www.taliscapital.com/digital_ventures</a>
Website	<a href="http://www.taliscapital.com">www.taliscapital.com</a>
Contact Email	<a href="mailto:info@taliscapital.com">info@taliscapital.com</a>
Contact Phone	+44 203 542 6260

## Talis Capital

### FUND DESCRIPTION

Talis Capital is a Private Equity and Venture Capital firm based in London. The tech venture arm, Talis Ventures, focuses on B2B business support services and intelligence via data analytics - mainly sold as SaaS. Talis Capital have completed over \$350m of transactions since 2009.

### SELECTED PORTFOLIO COMPANIES



- One of the world's fastest-growing cyber threat defence companies and the leader in Enterprise Immune System technology



- Award winning FinTech company providing instant loans to online retailers to improve their working capital



- The leader in enterprise Digital Customer Experience Analytics, optimising usability, customer engagement and maximising conversion rates of any website across all mediums

#### Full Portfolio

- [www.taliscapital.com/dv\\_portfolio](http://www.taliscapital.com/dv_portfolio)

### KEY CONTACTS



- Vasile Foca
- Co-founder and MD
- Email: [vasile@taliscapital.com](mailto:vasile@taliscapital.com)
- His entrepreneurial career began by co-founding INTRESCO Ltd and Ukraine Capital Partners. Vasile holds an MBA degree from London Business School.
- Companies: Darktrace, Reevo, Iwoca, Clicktale, Navmii, ParcelBright, bd4Travel, FuelQuest, ZyTax/Avalara, C3, Cygnet, Talis Shipping, New Era, Centar



- Matus Maar
- Co-founder and Director
- Email: [matus@taliscapital.com](mailto:matus@taliscapital.com)
- Matus has a degree from the University of Manchester and is an active alumni of Singularity University and CISI.
- Companies: Darktrace, Reevo, Iwoca, Clicktale, Navmii, ParcelBright, bd4Travel, [www.ThreadsStyling.co.uk](http://www.ThreadsStyling.co.uk), FuelQuest, ZyTax/Avalara, C3



## Target Global

### KEY CORPORATE FACTS / KPIs

Offices	Berlin, Moscow, Tel-Aviv, San Francisco
Founded	2012
Employees	11
Current Fund Size	\$300m
Use of Debt	Special Situations only
Assets under Mgmt	\$350m
Target Investment Size	Seed fund: <\$1m Late stage: \$5m - \$30m
Target Geographies	Europe, Israel and the USA
Target Sectors	Consumer internet, Marketplaces, FinTech, Technological innovation
Investment Style	Active, Board support
Deal structures	Flexible
Key Investment Criteria	Late stage fund: growth rounds in companies with exponential growth. Seed fund: excellent teams with groundbreaking ideas.
Website	<a href="http://www.targetglobal.vc">www.targetglobal.vc</a>
Contact Email	<a href="mailto:info@targetglobal.vc">info@targetglobal.vc</a>
Contact Phone	N/A

### FUND DESCRIPTION

Target Global is an international VC firm with over 300m\$ of assets under management and offices in San Francisco, Berlin, Tel Aviv and Moscow. We have clear investment focus on digital enabled businesses that include consumer internet, marketplaces, FinTech, technological innovation, etc. We invest in Europe, Israel and the USA.

### SELECTED PORTFOLIO COMPANIES



- #1 Food delivery service outside the USA



- #2 Peer-to-peer marketplace in the world



- #1 Cruise OTA outside the USA

Full Portfolio

- [www.targetglobal.vc/portfolio/](http://www.targetglobal.vc/portfolio/)

### KEY CONTACTS



- Yaron Valler
- Partner
- Email: [yvaller@targetglobal.vc](mailto:yvaller@targetglobal.vc)

- Board Member Fyber, GoEuro;
- Over 10 years of asset management in VC;
- Previously: Hasso Plattner Ventures, Giza Venture Capital



- Alexander Frolov
- Partner
- Email: [afrolov@targetglobal.vc](mailto:afrolov@targetglobal.vc)

- Board Member Dreamlines, Timepad;
- Over 10 years of asset management experience;
- Previously: DFJ Esprit

**KEY CORPORATE FACTS / KPIs**

Offices	1
Founded	2013
Employees	6
Current Fund Size	N/A
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	N/A
Target Geographies	Germany
Target Sectors	Digital business models
Investment Style	Equity-based Crowdfunding
Deal structures	Partiarisches Nachrangdarlehen
Key Investment Criteria	German companies, pre-existing deal captain
Website	www.venturate.com
Contact Email	info@venturate.com
Contact Phone	+49 89 416 11 77-0

**FUND DESCRIPTION**

In 2014, Venturate has started as a matchmaking platform for startups on the one hand and experienced investors (angel investors, venture capitalists and corporations) on the other. Since July 2015, Venturate additionally offers "Curated Crowdfunding". We provide retail investors the opportunity to invest directly (starting from 100 Euros) on our platform into startups, which already have received a substantial part of their funding from experienced investors. Therewith, we can ensure substantial validation as well as professional care of the venture until a possible liquid event (exit or IPO). Most importantly, the interests of founders, business angels, crowd investors and Venturate are fully aligned. The integrated Venturate investment platform is complemented by our editorial online magazine magazine.venturate.com, which consistently reports about angel investing and our partnerships with top-class events in the startup scene.

**SELECTED PORTFOLIO COMPANIES**

**twinkind**<sup>3d</sup> • 3D Portraits from the future. Berlin-based TWINKIND is the pioneer in 3D-printed photo figurines. Based on 3D scans faster than the blink of an eye.

**lingoda** • Lingoda is an online language school for German, English, French and Spanish. Discover a new way to learn languages online!

**SOCCA 360** • Socca360 brings professional player analysis to youth / amateur football. With unique, high scalable technology bundles, they offer the chance to gain an impression of your own performance level.

Full Portfolio • [www.venturate.com/aktuelleinvestments](http://www.venturate.com/aktuelleinvestments)

**KEY CONTACTS**



- Alexander Lasslop
- Co-Founder and CEO
- alexander@venturate.com

- Executive partner at Voltis GmbH & Co KG (1993-2000)
- Co-founder mydays GmbH (2004-2010)
- Business Angel



- René Seifert
- Co-Founder and CEO
- rene@venturate.com

- Marketing director at radio station Bayern 3 (1997-99)
- Consultant for Holtzbrinck eLAB (2002)
- Co-founder Brain-Pirates GmbH (2011)
- Business Angel at Mumbai Angels



## KEY CORPORATE FACTS / KPIs

Offices	Oslo, Stockholm and Helsinki
Founded	1985
Employees	22 (of which 22 in Europe)
Current Fund Size	Skr 2bn (€220m)
Use of Debt	No
Assets under Mgmt	€700m
Target Investment Size	€10m - €50m
Target Geographies	Northern Europe
Target Sectors	E-commerce, IT, energy and advanced industrials
Investment Style	Active
Deal structures	Minority, control and joint control
Key Investment Criteria	Assets with high growth potential
Website	<a href="http://www.verdanecapital.com">www.verdanecapital.com</a>
Contact Email	<a href="mailto:info@verdane-capital.com">info@verdane-capital.com</a>
Contact Phone	+46 407 42 00

## Verdane Capital VIII K/S

» LEADERS CONNECTED

**NOAH**15  
London

**FUND BOOK**

## FUND DESCRIPTION

Verdane VIII has the flexibility to invest in either a complete portfolio, parts of a portfolio or a single company. The fund primarily seeks to invest in growth companies in Northern Europe, active in the IT, energy and advanced industrial sectors.

Verdane Capital Advisors is the exclusive investment advisor to Verdane funds. Its ' goal is to always deliver more than capital. The team invests the time required to thoroughly understand the opportunities and challenges facing each business and to help devise structured action plans to address those. The team has deep sector knowledge and more general ownership experience from over 250 companies acquired since 2003.

Verdane VIII is backed by international blue-chip investors, with a strong appetite for co-investment, meaning there is ample capital available to fund large deals.

## SELECTED PORTFOLIO COMPANIES



- Online fashion specifically targeted at women 25-45



- PIM (Product Information Management) for omni-channel B2B and B2C



- Complete online grocer that also provides "grocery bags" with recipes

Full Portfolio

- [www.verdanecapital.com/kategori/7/holdings.html](http://www.verdanecapital.com/kategori/7/holdings.html)

## KEY CONTACTS



- Henrik Aspén
- Partner
- Email: [ha@verdane-capital.com](mailto:ha@verdane-capital.com)

- Companies: EasyPark, Eleven and previously Codenomicon



- Pål Malmros
- Partner
- Email: [pm@verdane-capital.com](mailto:pm@verdane-capital.com)

- Companies: eBuilder, Newscycle and NYX



- Staffan Mörndal
- Partner
- Email: [sm@verdane-capital.com](mailto:sm@verdane-capital.com)

- Companies: Boozt, Caliroots, Mathem, Liaison and MM Sports



# Vito Ventures

## KEY CORPORATE FACTS / KPIs

Offices	Munich
Founded	2015
Employees	4 (of which 4 in Europe)
Current Fund Size	N/A
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	€1 - €3m (in rounds up to €10m)
Target Geographies	Global
Target Sectors	IoT (B2B and B2C) Energy & Building Tech Cyber / Industrial Security
Investment Style	Passive
Deal structures	Minority
Key Investment Criteria	>€1m annual revenue Globally scalable product Proven product market fit
Website	www.vito.vc
Contact Email	herbert@vito.vc
Contact Phone	N/A

## FUND DESCRIPTION

Vito Ventures is an IoT-centered VC fund, investing globally in break-through technology and business innovations. We back ambitious founders and startups applying technology to solve fundamental problems of society ranging from climate change to industrial security. Vito Ventures is backed by the Viessmann group, a market leading global innovator in energy- and climate-technologies. Our portfolio companies actively leverage the firm's massive resources and knowledge base ranging from R&D to production and market access.

## SELECTED PORTFOLIO COMPANIES

- N/A
- N/A
- N/A
- N/A
- N/A
- N/A
- Full Portfolio
- N/A

## KEY CONTACTS



- Dr. Benedikt Herles
- Managing Partner
- e.ventures Investment Team
- Consultant Bain & Company
- Dr. rer. pol. EBS University Wiesbaden
- Dipl. economics. LMU München



- Daria Saharova
- Principle
- Previously: SevenVentures, Holtzbrinck Ventures, Jefferies International, KPMG
- Founder of Bellegs and Munich Founders
- Dipl. Business Administration, LMU München



- Herbert Mangesius
- Associate
- Researcher in network and mathematical systems theory, TU München, UC Louvain
- Dipl. Ing. Mechanical engineering, TU München, École Polytechnique Paris
- Hrs MA Technology Management, CDTM



## KEY CORPORATE FACTS / KPIs

Offices	Wuppertal, Germany
Founded	2008
Employees	4
Current Fund Size	Not disclosed
Use of Debt	Yes
Assets under Mgmt	Not disclosed
Target Investment Size	€1m - €10m
Target Geographies	Focus on Europe
Target Sectors	Direct to consumer
Investment Style	Passive
Deal structures	Joint control, minority
Key Investment Criteria	Team Ecommerce & social commerce Proven concept Sizeable market Scalability
Website	<a href="http://www.vorwerk-ventures.de">www.vorwerk-ventures.de</a>
Contact Email	<a href="mailto:dirk.meurer@vorwerk.de">dirk.meurer@vorwerk.de</a>
Contact Phone	+49 202 564 1923

## Vorwerk Ventures

### FUND DESCRIPTION

Vorwerk Ventures is an investment vehicle of the Vorwerk Group. Its investment approach focuses on fast growing companies with direct-to-consumer business models. The corporate venture capital arm makes global investments and holds shares in companies in Europe and the US.

### SELECTED PORTFOLIO COMPANIES



- On-demand grocery-delivery service

#### JUNIQE

- Marketplace for affordable art

#### stylefruits

- Leading social commerce platform for fashion & furniture

#### Full Portfolio

- [www.corporate.vorwerk.de/vorwerk-ventures/en/portfolio/](http://www.corporate.vorwerk.de/vorwerk-ventures/en/portfolio/)

### KEY CONTACTS



- Dirk Meurer
- Managing Director
- Email: [dirk.meurer@vorwerk.de](mailto:dirk.meurer@vorwerk.de)
- Founding partner of Vorwerk Ventures; more than 18 years of international investment experience
- Companies: HelloFresh, JUNIQE, Neato Robotics, MeinAuto, Vaniday



# White Star Capital

## KEY CORPORATE FACTS / KPIs

Offices	London, New York
Founded	2007
Employees	5 (3 in Europe)
Current Fund Size	N/A
Use of Debt	No
Assets under Mgmt	N/A
Target Investment Size	\$250k - \$3m
Target Geographies	North America, Europe
Target Sectors	Mobile, big data, gaming, social, SaaS
Investment Style	Active; entrepreneur-friendly
Deal structures	Minority
Key Investment Criteria	Great founders and a product with potential
Website	www.whitestarvc.com
Contact Email	See team contact info
Contact Phone	N/A

## FUND DESCRIPTION

White Star Capital helps exceptional entrepreneurs build great technology companies. With a presence in Europe and North America and a truly global network, we invest in great teams and support them to scale globally.

## SELECTED PORTFOLIO COMPANIES



**betaworks**

- Betaworks creates, scales and acquires data centric media business



- Bloglovin' is the best place to discover inspiring blog content



**Summly**

- Summly uses NLP/AI to summarise the web for mobile, starting with the news

Full portfolio • [www.whitestarvc.com/portfolio](http://www.whitestarvc.com/portfolio)

## KEY CONTACTS



- Christian Hernandez Gallardo
- Managing Partner
- Email: christian@whitestarvc.com
- 16+ years operating experience at Facebook, Google, Microsoft & MicroStrategy
- Seedcamp Board of Advisors; EVCA Digital Task Force; Wired Magazine Top 100 Digital Influencer
- Former Facebook's Director for UK and Pan-Euro; led international expansion of BD, gaming & platform



- Eric Martineau-Fortin
- Managing Partner
- Email: eric@whitestarvc.com
- 18+ years IBD / VC experience
- Board member of Betaworks, Science, Execution Labs and Ludia
- Former founding member and partner at Messier & Associés Formerly M&A / PE at Merrill Lynch & ABN AMRO



- John Henderson
- Principal
- Email: john@whitestarvc.com
- Head of Biz Dev & Ops at Summly (acq. by Yahoo!)
- Formerly Strategy & BD at Facebook; Consultant at The Boston Consulting Group; M&A Lawyer at Linklaters

» LEADERS CONNECTED

**NOAH15**

London

---

**FUND BOOK**

GROWTH



# Atomico

## KEY CORPORATE FACTS / KPIs

Offices	London, Beijing, São Paulo, Istanbul, Tokyo
Founded	2006
Employees	27 (of which 23 in Europe)
Current Fund Size	\$475m
Use of Debt	No
Assets under Mgmt	\$850m
Target Investment Size	\$20m - \$50m
Target Geographies	Global outside Silicon Valley
Target Sectors	Technology
Investment Style	Active
Deal structures	Minority or Majority
Key Investment Criteria	Growth stage innovative technology companies
Website	www.atomico.com
Contact Email	contact@atomico.com
Contact Phone	+44 (207) 499 1093

## FUND DESCRIPTION

Atomico is a growth stage international investment firm, focused on helping the world's most disruptive technology companies scale and reach their full potential globally.

Founded by Niklas Zennström, the co-founder of Skype, we have become the investor of choice for ambitious entrepreneurs due to our experience of building global companies, unique international network, and ability to help companies operationally, with offices in London, Beijing, São Paulo, Istanbul and Tokyo.

## SELECTED PORTFOLIO COMPANIES



- Leading website in the US and Europe for design inspiration and sales. It is building an iconic global brand that is synonymous with great design.



- Supercell is a leading developer of free-2-play games for mobile and tablet devices, and is based in Helsinki. It has been incredibly successful in not just western markets, but also in Asia, where the market is much more mature and competitive.



- Klarna, an online payments service that lets people shop safely and simply. With 6 million shoppers already using Klarna for simpler online payments, Klarna is rapidly becoming the most trusted payment service in Europe.

### Full Portfolio

- [www.atomico.com/portfolio](http://www.atomico.com/portfolio)

## KEY CONTACTS



- Wouter Gort
- Principal, Europe, Value Creation
- Email: [wouter@atomico.com](mailto:wouter@atomico.com)

- Wouter is responsible for helping portfolio companies with business development in Continental Europe, and also manages the Open Office outreach programme



- Pogos Saiadian
- Vice President, Investments
- Email: [pogos@atomico.com](mailto:pogos@atomico.com)

- Pogos joined the firm in September 2010. His responsibilities included sourcing, evaluating, due diligence and execution of investment opportunities

## Catalyst Investors

### KEY CORPORATE FACTS / KPIs

Offices	New York, NY
Founded	1999
Employees	17, all New York-based
Current Fund Size	€330m
Use of Debt	Case-specific
Assets under Mgmt	> €745 mm
Target Investment Size	€10m - €50m
Target Geographies	U.S. / Europe
Target Sectors	SaaS, Wireless Infrastructure, Hosting, Digital Media, Ed Tech, HCIT, Business Services / BPO, Healthcare Services, Clean Tech
Investment Style	Active
Deal structures	Majority or minority
Key Investment Criteria	Revenue of at least €9m, EBITDA positive, or fully funded business plan
Website	www.catalyst.com
Contact Email	businessplans@catalyst.com
Contact Phone	(212) 863 – 4848

### FUND DESCRIPTION

Catalyst Investors is a New York City-based growth equity firm focused on technology-enabled services including cloud computing, wireless infrastructure and digital media. Founded in 1999 and investing out of its \$377 million (€330 million) fourth fund, Catalyst draws on its deep sector expertise and extensive network of industry leaders to work in true partnership with management to create long-term value. The firm makes both minority and majority investments of up to \$60 million (€53 million) in rapidly growing companies.

### SELECTED PORTFOLIO COMPANIES



- SaaS provider to the health, wellness and personal care industries
- Original investment in 2009; IPO in June 2015



- Copenhagen-based company offering analytics, research and advisory services for managing reputation
- Original investment in 2013



- Leading online video advertising platform enabling highly targeted audience segmentation
- Original investment in 2013

Full Portfolio

- [www.catalyst.com/our-investments/current-investments](http://www.catalyst.com/our-investments/current-investments)

### KEY CONTACTS



- Brian Rich
- Managing Partner, Co-Founder
- Email: [brian@catalyst.com](mailto:brian@catalyst.com)

Mr. Rich is responsible for the general management and investment policy of Catalyst Investors. He monitors all of the firm's investment opportunities and provides counsel for all portfolio companies. A veteran investor, he has more than 20 years of experience in the business services, technology and wireless sectors.



- Ryan McNally
- Partner, Co-Founder
- Email: [ryan@catalyst.com](mailto:ryan@catalyst.com)

Mr. McNally is responsible for developing and reviewing prospective investment opportunities, overseeing portfolio investments and participating in the management of the firm. He focuses on investments in the digital media, SaaS, publishing and business and consumer services sectors.

Companies: Clinicient, Jobvite, MediaMath, Videology, WeddingWire

# 8<sup>th</sup> EIGHT ROADS

## KEY CORPORATE FACTS / KPIs

Offices	London, Hong Kong, Beijing, Shanghai, Mumbai, Tokyo, Bermuda, Boston
Founded	1969
Employees	12 in Europe Ventures, 105 globally
Current Fund Size	Current European fund size: \$250m
Use of Debt	No
Assets under Mgmt	\$400m in Europe
Target Investment Size	\$5m - \$25m
Target Geographies	Europe
Target Sectors	Consumer Internet, Marketplaces, Software and Financial Technology
Investment Style	Active
Deal structures	Diverse
Key Investment Criteria	exceptional entrepreneurs building fast growing technology businesses
Website	www.eightrroads.com
Contact Email	info@eightrroads.com
Contact Phone	+44 20 7074 5400

## Eight Roads Ventures Europe

## FUND DESCRIPTION

Eight Roads Ventures Europe (new name of Fidelity Growth Partners) is the proprietary investment arm of Fidelity International. Established in 2010, Eight Roads invests in late stage venture capital and early growth equity opportunities. It forms part of a global platform with sister funds in Asia and the US, each with a track record of pioneering venture investing, for example, in Alibaba and Innovent. Building on Fidelity's 40-year heritage of venture investing, Eight Roads has since invested in Wahanda, Innogames, GoodData, Notonthehighstreet, to name just a few.

Recent investments include AppsFlyer out of Israel which has raised over \$27 million for its mobile ad platform, as well as Made.com, TakeEatEasy, PackLink and More2.

## SELECTED PORTFOLIO COMPANIES



- Mobile marketing attribution analytics (Israel)



- Online furniture retailer (UK)



- Online package shipping marketplace (Spain)



- Retail data analytics (UK)

### Full Portfolio

- InnoGames, GoodData, Neotechnology, Not On The High Street, Rivo, Appsflyer, Wallapop, Made, Take Eat Easy, Packlink, More 2

## KEY CONTACTS



- Davor Hebel
- Managing Partner
- Email: info@eightrroads.com

- Davor is the Managing Partner at Eight Roads Ventures and focuses on internet and software. Davor spent several years at McKinsey and was an entrepreneur in Croatia. He has degrees from HBS, CMU, and ASU.
- Companies: Eight Roads Ventures



- Michael Stephanblome
- Venture Partner
- Email: info@eightrroads.com

- Michael is a Venture Partner at Eight Roads Ventures. He is CEO and entrepreneur (Adjug, Typeless) who has held executive roles with both eBay and Gumtree.
- Companies: Eight Roads Ventures, Hubert Burda Media, Typeless



## KEY CORPORATE FACTS / KPIs

Offices	San Francisco, London
Founded	1999
Employees	44 (of which 8 in Europe)
Current Fund Size	\$2.85bn
Use of Debt	Yes
Assets under Mgmt	In excess of \$8bn
Target Investment Size	\$50m - \$1bn
Target Geographies	North America and EMEA
Target Sectors	Software, Internet, Services and Systems
Investment Style	Active
Deal structures	Control, joint control and minority
Key Investment Criteria	Providing capital to companies facing strategic or operational inflection points
Website	<a href="http://www.franciscopartners.com">www.franciscopartners.com</a>
Contact Email	<a href="mailto:razzini@franciscopartners.com">razzini@franciscopartners.com</a>
Contact Phone	+44 (020) 7907 8600

## Francisco Partners

### FUND DESCRIPTION

FP is a leading global private equity firm focused exclusively on investments in technology businesses. With approximately \$10 billion in cumulative capital commitments and a team of about 40 investment professionals working from offices in San Francisco and London, our objective is to work with management teams facing strategic or operational inflection points and to use our differentiated experience, network, and resources to build value for shareholders, employees and customers, thereby generating attractive investment returns for our investors.

### SELECTED PORTFOLIO COMPANIES



- Leading online wealth management platform



- Leading peer-to-peer financing platform



- Software that optimizes the business practices of service organizations

Full Portfolio

- [www.franciscopartners.com/investments](http://www.franciscopartners.com/investments)

### KEY CONTACTS



- Deep Shah
- Co-President

- Prior to FP, worked at Morgan Stanley in London
- Companies: ClickSoftware, Kewill, Lumata, Metaswitch Networks, Smartfocus



- Mario Razzini
- Vice President

- Prior to FP, worked at Citigroup and Arma Partners
- Companies: ClickSoftware, Metaswitch Networks, Smartfocus



**KEY CORPORATE FACTS / KPIs**

Offices	New York, London, Munich, Amsterdam, Greenwich, Palo Alto, São Paulo, Mexico City, Beijing, Hong Kong, Mumbai, Singapore
Founded	1980
Employees	200 (25 in Europe)
Current Fund Size	c. \$8bn of long-term capital
Use of Debt	Limited
Assets under Mgmt	c. \$20bn
Target Investment Size	\$25m – \$500m
Target Geographies	Global
Target Sectors	Internet & Technology, Retail & Consumer, Financial & Business Services, Healthcare
Investment Style	Active minority (70% of current portfolio are minority investments)
Deal structures	All
Key Investment Criteria	Growth
Website	www.generalatlantic.com
Contact Email	nbruls@generalatlantic.com
Contact Phone	+44 20 7484 3200

**General Atlantic**  
Partner – Event Sponsor

**FUND DESCRIPTION**

General Atlantic is a global leader in growth investing and trusted strategic partner for growth companies. Founded in 1980 to invest the funds of the Atlantic Philanthropies established by Charles Feeney, a global entrepreneur and one of the world's most notable philanthropists, we have added capital partners who share Mr. Feeney's philosophy of investing for the long-term, building value over time. Our 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, we are active investors who steadily add 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**



- Axel Springer Digital Classifieds



- FlixBus MeinFernbus



- Delivery Hero (through the acquisition of Yemeksepeti by Delivery Hero in May 2015)

Full Portfolio

- www.balderton.com

**KEY CONTACTS**



- Jörn Nikolay, *Munich*
- Principal, Head of DACH
- Email: jnikolay@generalatlantic.com

- Joined General Atlantic in 2008
- Prior at TA Associates, Bain & Company and Morgan Stanley
- Portfolio companies: Axel Springer Digital Classifieds, FlixBus MeinFernbus, Klarna



- Chris Caulkin, *London*
- Principal
- Email: ccaulkin@generalatlantic.com

- Leads Internet activities across Europe, Africa, Middle East and Turkey
- Investments include Yemek Sepeti / Delivery Hero, Axel Springer Digital Classifieds, Studio Moderna
- At GA since 2011, previously Warburg Pincus & BCG

# generation

## KEY CORPORATE FACTS / KPIs

Offices	London, New York
Founded	2004
Employees	76 (of which 65 in Europe)
Current Fund Size	Climate Solutions Fund II \$520m
Use of Debt	No
Assets under Mgmt	Growth Equity \$1.2bn
Target Investment Size	\$15m - \$50m
Target Geographies	Global
Target Sectors	Clean Energy, Energy Efficiency, Consumer Solutions, Technology, Transportation, Logistics, AgTech, Food, Recycling
Investment Style	Active
Deal structures	Minority
Key Investment Criteria	Growth-stage, commercial traction, strong management team, climate solution
Website	www.generationim.com
Contact Email	joy.tuffield@generationim.com
Contact Phone	+44 (0) 20 7534 4779

## Generation Investment Management

## FUND DESCRIPTION

Generation was established in April 2004 as an independent, private, owner-managed partnership with offices in London and New York. Generation's founding team includes Al Gore as Chairman and David Blood as CEO. The investment approach is based on our conviction that sustainability research integrated into a rigorous traditional investment process can deliver superior investment returns. Generation manages \$12bn across its Global Equity, Asia Equity, Growth Equity and Direct Lending strategies.

In 2008, Generation launched the growth equity Climate Solutions Fund seeking to capitalise on opportunities to invest in growth stage private and publicly listed businesses that are generating value by contributing towards the transition to a low carbon sustainable economy.

## SELECTED PORTFOLIO COMPANIES



- SolarCity is the largest US-based residential & commercial rooftop solar company



- DocuSign provides e-signature and digital transaction management solutions



- Seventh Generation produces and distributes consumer household products with human health and the environment in mind

Full Portfolio

- N/A

## KEY CONTACTS



- Colin le Duc
- Partner
- Email: colin.leduc@generationim.com

- Founding Partner, Generation Investment Management
- Director and Head of Research, Sustainable Asset Management ("SAM")
- Energy Consultant, Arthur D. Little



- Joy Tuffield
- Associate
- Email: joy.tuffield@generationim.com

- Energy, Environment, and Resources department, Chatham House
- Oil & Gas Investment Banking, Jefferies International

## KEY CORPORATE FACTS / KPIs

Offices	London, Moscow, Istanbul, New York, Hong Kong, Tokyo, Sydney
Founded	2002
Employees	40 (of which 18 in Europe)
Current Fund Size	Goldman Sachs Balance Sheet Investing
Use of Debt	Selectively
Assets under Mgmt	N/A
Target Investment Size	\$20m - \$100m
Target Geographies	Global
Target Sectors	Technology, Business Services, Software and Technology-Enabled Services
Investment Style	Late-Stage Venture Capital / Growth Equity
Deal structures	Minority equity / Convertible Debt
Key Investment Criteria	High Growth, Strong Management, Large Addressable Market
Website	www.gs.com
Contact Email	christian.resch@gs.com
Contact Phone	+44 (0)20 7051 0000

## FUND DESCRIPTION

The Goldman Sachs Private Capital Investing group is Goldman Sachs' investment platform dedicated to providing long term capital to growth and middle-market companies. The group focuses on investing as a lead or minority investor and can provide both minority equity and debt financing, investing between \$20m and \$100m per deal.

Key differentiating factors are: (i) As a balance sheet investor we can provide any type of flexible capital ranging from common, preferred and structured equity to junior and senior debt, (ii) long term investment horizon, and (iii) a global, coordinated team with a more than 10 year track record investing in high growth companies in developed as well as emerging markets.

## SELECTED PORTFOLIO COMPANIES



- Leading provider of enterprise feedback management EFM solutions (GER)



- Leading Russian online travel agency (RUS)



- Provider of work management and project management software (Israel/US)

- Other Investments
- Include Dr. First and SugarCRM

## KEY CONTACTS

- |  |                                |
|--|--------------------------------|
| • Nishi Somaiya                                      | • Joined Goldman Sachs in 2001 |
| • Head of GS Private Capital                         | • Based in London              |
| • Email: nishi.somaiya@gs.com                        |                                |
| • Christian Resch                                    | • Joined Goldman Sachs in 2004 |
| • Head of GS Private Capital Growth Equity Investing | • Based in London              |
| • Email: christian.resch@gs.com                      |                                |

## KEY CORPORATE FACTS / KPIs

Offices	New York, London, Mumbai, Bangalore, Hong Kong, Tokyo
Founded	2008
Employees	14 Investment Professionals (Private Investment Team)
Current Fund Size	\$1,23 Billion ("Global Private Opportunity Partners II")
Use of Debt	No
Assets under Mgmt	\$7.28bn
Target Investment Size	\$25m - \$100m
Target Geographies	Global
Target Sectors	Technology, Media, Consumer
Investment Style	Late-Stage Venture Capital / Growth Equity
Deal structures	Ownership: typically 5-30% of company's equity
Key Investment Criteria	High Growth, Likely Winners, Large Total Addressable Market, Strong Management
Website	www.gs.com
Contact Email	stefanie.sclafani@gs.com
Contact Phone	212-902-1000

## FUND DESCRIPTION

Goldman Sachs Investment Partners ("GSIP") seeks to capitalize on growth opportunities globally by pursuing minority investments in companies that we believe are benefitting from attractive "white space" opportunities, which can allow companies to achieve outsized growth by developing and marketing a product that addresses an existing problem, improves cost and efficiency, and/or creates an entirely new business opportunity. The team identifies compelling investment themes and proactively leverages the Goldman Sachs network to access deal flow outside of competitive auction processes. Within developed markets (target of ~60% of investments by cost), we seek out companies that are creating disruptive technologies that are transforming traditional ways of conducting business to accelerate growth, even in mature sectors. Within the emerging markets (target of ~40% of investments by cost), we focus on companies that are benefiting from the growing middle class and increase in consumer spending.

## SELECTED PORTFOLIO COMPANIES



- Foodpanda is a global online food delivery marketplace operating in more than 40 countries across five continents that allows users to select from a list of local restaurants and place orders online via a website or mobile app.



- Spotify is the largest and fastest growing music subscription streaming service, offering a catalogue of more than 30 million on-demand songs and increasingly becoming the dominant platform in the music industry.



- thredUP is an online marketplace for buying and selling like-new women's and children's clothing. Sellers have their clothes picked up from their home and processed, photographed, and listed for sale on the platform.

### Other Investments

- Pinterest, Shift, CompareAsiaGroup, Uber, Compass

## KEY CONTACTS



- Christopher Dawe
- Co-Head Private Investments
- Email: christopher.dawe@gs.com

- Previously led the TMT and consumer private investing effort for Goldman Sachs Principal Strategies and GSIP where he helped to lead more than \$3B of private investments

- Portfolio Companies: Pinterest, Spotify, Compass, Facebook



- Ian Friedman
- Co-Head Private Investments
- Email: ian.friedman@gs.com

- Previously led the public TMT investing effort within GSIP
- Previously: Bain Capital, Boston Consulting Group
- Portfolio Companies: Uber, Spotify, Foodpanda, Shift, thredUP

## KEY CORPORATE FACTS / KPIs

Offices	Boston, MA
Founded	1998
Employees	42 Employees
Current Fund Size	\$1.1bn
Use of Debt	Occasional
Assets under Mgmt	\$3bn
Target Investment Size	\$25m - \$150m
Target Geographies	North America, Europe, Latin America
Target Sectors	B2B, Cloud, IT Infrastructure, Consumer, Digital Media, eCommerce, Enterprise SaaS, Financial Technology, Healthcare IT
Investment Style	Active
Deal structures	Control, Joint Control, Minority
Key Investment Criteria	Growth Oriented; All Stages Beyond Early Stage
Website	<a href="http://www.greathillpartners.com">www.greathillpartners.com</a>
Contact Email	<a href="mailto:mkumin@greathillpartners.com">mkumin@greathillpartners.com</a> <a href="mailto:pgarran@greathillpartners.com">pgarran@greathillpartners.com</a>
Contact Phone	+ 1-617-790-9435 +1-617-790-9475

## Great Hill Partners

### FUND DESCRIPTION

Great Hill Partners is a leading private equity investment firm focused on growth expansion financing and buyout opportunities. The firm was founded in 1998 and is headquartered in Boston, MA. Since its inception, Great Hill has raised \$3.8 billion in capital commitments to finance the expansion, recapitalization or acquisition of growth companies within the business and consumer services, media, communications and software industries. Great Hill's investment strategy is based on rigorous sector research, proactive origination, value-added company-building tactics, focus on majority ownership positions, conservative use of leverage, and emphasis on exits to large, strategic buyers.

### SELECTED PORTFOLIO COMPANIES



- One of the largest online home goods retailers focusing on hard-line specialty categories, such as furniture, home improvement, housewares and office. Founded in 2002, Wayfair provides customers in the U.S., Canada, U.K. and Germany unparalleled selection, excellent customer service, and competitive prices.



- Online travel media and technology company that provides travel search tools and inspiration to millions of visitors a month across 30 core international markets.



- Leading direct-to-consumer provider of custom window treatments sold through both the Internet and its branded retail showrooms.

#### Full Portfolio

- [www.greathillpartners.com/portfolio](http://www.greathillpartners.com/portfolio)

### KEY CONTACTS



- Michael Kumin
- Managing Partner
- Email: [mkumin@greathillpartners.com](mailto: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.
- Investments: Wayfair, Momondo, SheKnows, The Shade Store, Legacy, Educaedu, IGN, BuscaPé, D&B Credibility Corp.



- Peter Garran
- Principal
- Email: [pgarran@greathillpartners.com](mailto:pgarran@greathillpartners.com)

- Responsible for originating, evaluating and managing investments in the media, Internet, software and business and consumer services sectors.
- Investments: The Shade Store, Momondo, SheKnows Media, Educaedu, All Web Leads, D&B Credibility Corp.



# Harbert European Growth Capital Fund

## KEY CORPORATE FACTS / KPIs

Offices	1 In London
Founded	2013
Employees	9 (of which 9 in Europe)
Current Fund Size	€121m
Use of Debt	[Yes]
Assets under Mgmt	€121
Target Investment Size	€1m - €25m
Target Geographies	Pan-European
Target Sectors	Technology and Life Sciences
Investment Style	Growth Debt
Deal structures	Amortizing loans with equity incentive
Key Investment Criteria	Growth stage companies with revenues
Website	<a href="http://www.harbert.net/investment-strategies/private-capital/european-growth-capital">www.harbert.net/investment-strategies/private-capital/european-growth-capital</a>
Contact Email	N/A
Contact Phone	+44 (0) 207 408 4120

## FUND 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 €121 million 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 \$4.3 billion 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



- Unruly



- MyOptique



- Worldstores

Full Portfolio

- [www.harbert.net/investment-strategies/private-capital/european-growth-capital/](http://www.harbert.net/investment-strategies/private-capital/european-growth-capital/)

## KEY CONTACTS



- David Bateman
- Senior Managing Director]
- Email: [dbateman@Harbert.net](mailto:dbateman@Harbert.net)

- +10 years of experience in technology lending and financing.
- Previously with ETV Capital and Broadview International.



- Johan Kampe
- Senior Managing Director
- Email: [jkampe@Harbert.net](mailto:jkampe@Harbert.net)

- +15 years of experience in technology lending and financing.
- Previously with ETV Capital and Silicon Valley Bank.

### KEY CORPORATE FACTS / KPIs

Offices	Amsterdam (HQ), Düsseldorf
Founded	2010
Employees	10 investment professionals and 10 industry advisors
Current Fund Size	c. €100m (first close)
Use of Debt	No
Assets under Mgmt	c. €260m
Target Investment Size	€10m – €30m
Target Geographies	Northern Europe (emphasis on Germany & Benelux)
Target Sectors	Technology
Investment Style	Active
Deal structures	Significant minority stakes
Key Investment Criteria	Proven technology & business model Strong traction & growth potential Outstanding management team Minimum MRR of €500k or revenue of €10m
Website	<a href="http://www.hpegrowthcapital.com">www.hpegrowthcapital.com</a>
Contact Email	<a href="mailto:info@hpegrowthcapital.com">info@hpegrowthcapital.com</a>
Contact Phone	+ 31 (0) 20 714 34 00

### FUND 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.

We typically invest between €10m and €30m per investment in exchange for a significant minority stake. HPE has the ability to invest in both primary and secondary capital but has a strong preference for deals driven by a need for primary capital to be used as catalyst for expansion.

Through our investments in fast growing profitable technology companies we seek to become active partners of our 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.

### SELECTED PORTFOLIO COMPANIES



- Big Data online credit scoring and loan underwriting
- Fast, convenient, and responsible credit available from anywhere, at any time and from any device



- European provider of alternative online payment solutions and e-money services
- FCA regulated e-money institution active in acquiring, issuing & processing



- Game-changer in the design, qualification and production of fully bonded spoolable thermoplastic composite pipes for the deepwater offshore oil & gas industry
- Unique deployment characteristics and blue-chip customer base

#### Full Portfolio

- [www.hpegrowthcapital.com/portfolio.html](http://www.hpegrowthcapital.com/portfolio.html)

### KEY CONTACTS



- Manfred Krikke
- Partner
- Email: [mkrikke@hpegrowthcapital.com](mailto:mkrikke@hpegrowthcapital.com)

- 16 years of technology industry experience in Silicon Valley, including investment banking, growth equity investing and operations
- Companies: Kreditech, AOG



- Jonne de Leeuw
- Vice President
- Email: [jdeleeuw@hpegrowthcapital.com](mailto:jdeleeuw@hpegrowthcapital.com)

- 4 years of technology investing experience at Dasym Investments and HPE Growth Capital
- Companies: Kreditech

## KEY CORPORATE FACTS / KPIs

Offices	New York, NY
Founded	1995
Employees	75
Current Fund Size	~\$3bn
Use of Debt	Yes
Assets under Mgmt	~\$8bn
Target Investment Size	\$20 - \$200m
Target Geographies	Global
Target Sectors	Software, Internet & Tech-enabled Services
Investment Style	Active
Deal structures	Flexible
Key Investment Criteria	Growth
Website	<a href="http://www.insightpartners.com">www.insightpartners.com</a>
Contact Email	<a href="mailto:hmiller@insightpartners.com">hmiller@insightpartners.com</a>
Contact Phone	212-230-9200

## FUND 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 \$8 billion 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



- Trivago is 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.



- Delivery Hero is a worldwide network of online food ordering sites with over 55,000 restaurants connected to its service.

### Full Portfolio

- [www.insightpartners.com/portfolio](http://www.insightpartners.com/portfolio)

## KEY CONTACTS



- Jeff Horing
- Managing Director
- Email: [jhoring@insightpartners.com](mailto:jhoring@insightpartners.com)

- Jeff Horing has been a co-founder and managing director at Insight Venture Partners since 1995..
- Companies: Anaqua, Datasift, GFI, New Relic, Tintri, Shutterstock, WIX, Zumba Fitness, Airwatch, Think Systems, TeamViewer, Solarwinds



- Deven Parekh
- Managing Director
- Email: [dparekh@insightpartners.com](mailto:dparekh@insightpartners.com)

- Deven Parekh is a managing director & manages investments in e-commerce, consumer internet data, and application software businesses on a global basis.
- Companies: Alibaba, Automattic, Campaign Monitor, Twitter, JD.com, Syncsort, iParadigms, BuddyMedia, Football Fanatics, Tumblr, DrillingInfo, Despegar

## Kennet Partners

### KEY CORPORATE FACTS / KPIs

Offices	London and California
Founded	1997
Employees	11
Current Fund Size	€150m <sup>1</sup>
Use of Debt	No
Assets under Mgmt	\$700m
Target Investment Size	\$8m - \$40m
Target Geographies	Europe and USA
Target Sectors	Technology and technology enabled business services
Investment Style	Active
Deal structures	Minority, control, joint control
Key Investment Criteria	Revenues over €4 million, growing by at least 30%
Website	<a href="http://www.kennet.com">www.kennet.com</a>
Contact Email	<a href="mailto:hzidel@kennet.com">hzidel@kennet.com</a>
Contact Phone	+44(0)207 004 3252

<sup>1</sup>- Represents hard cap. First close at approx. €100m

### FUND DESCRIPTION

Kennet is a leading international growth equity and growth buyout firm that invests in companies in Europe and North America.

Kennet supports entrepreneurial technology businesses with expansion capital to accelerate growth and build exceptional shareholder value.

Kennet is an experienced investor with approximately \$700 million in funds under management including significant fresh capital to invest.

### SELECTED PORTFOLIO COMPANIES



- IT security provider of Cloud-based cyber defense solutions, such as distributed denial-of-service (DDoS) detection and mitigation. Sold to Akamai in 2014 for >\$400 million



- Through its leading cloud based enterprise safety, security and sustainability platform Rivo helps businesses manage compliance and business risk



- Spreadshirt allows anyone to create and sell promotional apparel and goods worldwide and risk free; utilizing its own virtual product, ecommerce platform and print on-demand technology

Full Portfolio • [www.kennet.com/the-kennet-portfolio/](http://www.kennet.com/the-kennet-portfolio/)

### KEY CONTACTS



- Hillel Zidel
- Managing Director
- Email: [hzidel@kennet.com](mailto:hzidel@kennet.com)
- Responsible for the origination, execution and management of growth equity investments.
- Companies: Rivo Software, Spreadshirt, NextPerf, Trademob.

**KEY CORPORATE FACTS / KPIs**

Offices	Stockholm, London
Founded	1936
Employees	35
Current Fund Size	N/A
Use of Debt	No
Assets under Mgmt	\$9bn
Target Investment Size	Flexible, focused on growth
Target Geographies	Global
Target Sectors	Consumer / tech-enabled
Investment Style	Active
Deal structures	Flexible
Key Investment Criteria	Best model, team and product
Website	kinnevik.se/en/
Contact Email	info@kinnevik.se
Contact Phone	+44 (0) 207 440 5760

**Kinnevik**
**FUND DESCRIPTION**

Kinnevik is an entrepreneurial investment group focused on building digital consumer businesses in four sectors: Communication, E-commerce & Marketplaces, Entertainment, and Financial Services. We work in partnership with talented founders and managers to create, invest in and lead fast growing digital businesses both in developed and developing countries. The company was founded in 1936 by the Stenbeck, Klingspor and von Horn families.

Kinnevik actively support the companies in which it invests and plays an influential role on their respective Boards.

**SELECTED PORTFOLIO COMPANIES**

- 
  - Europe's largest fashion e-commerce online platform
- 
  - The #1 online horizontal classifieds company in Russia
- 
  - India's leading horizontal classifieds platform
- 
  - Mobile-led microinsurance product for consumers in emerging markets

**KEY CONTACTS**

- 
  - Chris Bischoff
  - Senior Investment Director
  - Email: [chris.bischoff@kinnevik.se](mailto:chris.bischoff@kinnevik.se)
  - Companies: Avito, Bayport, BIMA, Iroko, Konga, Quikr, Saltside
- 
  - Christoph Barchewitz
  - Investment Director
  - Email: [christoph.barchewitz@kinnevik.se](mailto:christoph.barchewitz@kinnevik.se)
  - Companies: Global Fashion Group, Home24, Lazada, Linio, Westwing, Wimdu
- 
  - Jessica Thorell
  - Investment Manager
  - Email: [jessica.thorell@kinnevik.se](mailto:jessica.thorell@kinnevik.se)
  - Companies: BIMA, Dealdey, Iroko, Konga

# Oakley Capital Private Equity

## KEY CORPORATE FACTS / KPIs

Offices	London
Founded	2007
Employees	15
Current Fund Size	€500m
Use of Debt	Yes
Assets under Mgmt	€788m
Target Investment Size	€20m - €70m
Target Geographies	UK & Western Europe
Target Sectors	Technology, Media, Telecommunications, Consumer, Business Services, etc
Investment Style	Entrepreneurial
Deal structures	All types of majority investments
Key Investment Criteria	Value growth
Website	<a href="http://www.oakleycapital.com/private-equity">www.oakleycapital.com/private-equity</a>
Contact Email	<a href="mailto:mark.joseph@oakleycapital.com">mark.joseph@oakleycapital.com</a>
Contact Phone	+44 207 766 6921

## FUND DESCRIPTION

Headquartered in London, Oakley Capital Private Equity is a mid-market private equity fund with €500m of committed capital, investing in the UK and Western Europe.

We typically invest in growth opportunities where we can back management and/or founders. We have often invested alongside founders helping to accelerate revenue growth (organically and through M&A) in order to create substantial value. Within our core sector interests we invest in both performing and under-performing companies.

## SELECTED PORTFOLIO COMPANIES



- Leading price comparison portal in Germany



- An online global supplier of professional web hosting and server solutions



- Global entertainment listings publisher active in 32 cities worldwide

Full Portfolio

- [www.oakleycapital.com/private-equity/investments.aspx](http://www.oakleycapital.com/private-equity/investments.aspx)

## KEY CONTACTS



- Mark Joseph
- Partner
- Email: [mark.joseph@oakleycapital.com](mailto:mark.joseph@oakleycapital.com)
- Joined Oakley Capital in 2007 from UBS
- Companies: Verivox, Intergenia, Host Europe



- Alex Collins
- Partner
- Email: [alex.collins@oakleycapital.com](mailto:alex.collins@oakleycapital.com)
- Joined Oakley Capital in 2007 from Henderson Global Investors
- Companies: Emesa, Time Out, Intergenia

## KEY CORPORATE FACTS / KPIs

Offices	London
Founded	1999
Employees	27 (of which 27 in Europe)
Current Fund Size	€670m
Use of Debt	Yes
Assets under Mgmt	€530m
Target Investment Size	€10m – €80m
Target Geographies	Western Europe
Target Sectors	Business and Industrial Services, Communications, Consumer Goods and Retail, Energy and Environment, Financial Services, Other, Consumer Services: others
Investment Style	Active
Deal structures	Control
Key Investment Criteria	Revenue growth potential
Website	www.palamon.com
Contact Email	info@palamon.com
Contact Phone	0044 207 766 2000

## Palamon Capital Partners

## FUND DESCRIPTION

Palamon is a Pan-European growth equity provider with over 15 years track record of investing in fast growing mid-sized businesses. Palamon has invested 1.1 billion euros in over 35 companies in partnership with entrepreneurs. Palamon is a thematic investor, focusing on secular trends that fuel growth in services businesses across technology, retail, financial and business services.

In the technology space, we have completed and continue to pursue investments in e-commerce companies taking advantage of the offline to online channel shift, payment providers exploiting the move from cash to electronic payments, and enterprise software providers offering applications that improve productivity and reduce operating costs of companies, including SaaS and cloud based solutions.

## SELECTED PORTFOLIO COMPANIES

-  • The largest online retailer of premium beauty products in the UK
-  • One of Europe's largest on-line designer fashion outlets
-  • Online hotel booking website covering 11,000 hotels across Europe
- Full Portfolio • www.palamon.com

## KEY CONTACTS

- Fabio Giuseppetti  
• Partner  
• Email: guiseppetti@palamon.com
- Formerly at Bancroft Group, GE Capital, Chase Manhattan Bank
- Companies: Retail Decisions, budgetplaces.com, TeamSystem
- Ricardo Caupers  
• Partner  
• Email: caupers@palamon.com
- Formerly a Principal at BCG
- Focuses on e-commerce, payments, and enterprise software businesses. Responsible for Palamon's investment in feelunique.com, ReD Worldwide.

# SPECTRUM EQUITY

## KEY CORPORATE FACTS / KPIs

Offices	San Francisco and Boston
Founded	1994
Employees	30
Current Fund Size	\$1bn
Use of Debt	Where appropriate
Investment Capital Raised	Over \$5bn
Target Investment Size	\$20m - \$100m
Target Geographies	North America & Europe
Target Sectors	Internet, software and information services
Investment Style	Active
Deal structures	Flexible (minority deals to full buyouts)
Key Investment Criteria	High growth, recurring revenue
Website	<a href="http://www.spectrumequity.com">www.spectrumequity.com</a>
Contact Email	N/A
Contact Phone	+1 415 464 4600

## Spectrum Equity

### FUND DESCRIPTION

Spectrum Equity is a leading growth equity firm that provides capital and strategic support to innovative companies in the information economy. For over 20 years, Spectrum has partnered with high growth companies across the information economy. Founded in 1994, with offices in San Francisco and Boston, the firm is currently investing its seventh fund with \$1bn in capital.

### SELECTED PORTFOLIO COMPANIES



- Web-based website creation software that has allowed over 12 million users to quickly and easily create their own websites



- Cloud-based presentation and storytelling software platform used by over 60 million users around the globe



- Leading online and mobile food ordering platform in the U.S. with over \$2.5bn in transaction volume processed annually



- World's leading provider of web-based survey solutions that is used by over 30 million users

Full Portfolio

- [www.spectrumequity.com/portfolio](http://www.spectrumequity.com/portfolio)

### KEY CONTACTS



- Ben Spero
- Managing Director
- Email: [bspero@spectrumequity.com](mailto:bspero@spectrumequity.com)
- Ben joined the firm in 2001 and focuses on internet, software and information services investments.
- Companies: Ancestry.com, Animoto, ExactBid, GrubHub, Jimdo, SurveyMonkey and WeddingWire



- John Connolly
- Vice President
- Email: [john@spectrumequity.com](mailto:john@spectrumequity.com)
- John joined the firm in 2009 and focuses on internet, software and education technology investments.
- Companies: Examsoft, Finalsite, GrubHub, Jimdo, Prezi and Teachers Pay Teachers

## KEY CORPORATE FACTS / KPIs

Offices	New York City
Founded	2003
Employees	27 (of which 0 in Europe)
Current Fund Size	\$500m
Use of Debt	No
Assets under Mgmt	\$1.2bn
Target Investment Size	\$10m - \$100m
Target Geographies	Global
Target Sectors	Technology & Branded Consumer
Investment Style	Active
Deal structures	Control, joint control, minority
Key Investment Criteria	\$10+m run-rate revenue, 30+% YoY growth
Website	<a href="http://www.stripesgroup.com">www.stripesgroup.com</a>
Contact Email	<a href="mailto:jason@stripesgroup.com">jason@stripesgroup.com</a>
Contact Phone	+1 212 823 0720

## FUND DESCRIPTION

Based in New York City, Stripes Group is a leading growth equity firm that invests in Internet, Digital Media, Software / SaaS and Branded Consumer Products businesses around the world. For over a decade, Stripes Group has been partnering with market-leading companies with proven business models that are generating exceptional growth.

Our team is comprised of successful entrepreneurs and operators, and we work closely with our portfolio companies in a flexible way that adds value specific to each of their needs. We invest in just a few companies each year and expect every one to succeed, which translates to us providing whatever resources our companies need to achieve their goals. This includes a talent team for executive recruiting, and support with business development, M&A advice, and other operational areas of the business.

## SELECTED PORTFOLIO COMPANIES



- Delivers original recipes and all of the fresh ingredients needed to cook incredible meals at home.



- Leading global education marketplace.



- Leading online employment marketplace providing businesses with freelance labor and tools to hire, manage and pay for completed work.

Full Portfolio

- [www.stripesgroup.com/investments](http://www.stripesgroup.com/investments)

## KEY CONTACTS



- Jason Santiago
- Vice President
- Email: [jason@stripesgroup.com](mailto:jason@stripesgroup.com)
- Co-founded two Internet Companies
- Former Cowen & Company Investment Banker
- Former Director at PRIMEDIA
- Columbia University BA and MBA



## TA Associates

### KEY CORPORATE FACTS / KPIs

Offices	London, Boston, Menlo Park, Mumbai, Hong Kong
Founded	1968
Employees	130 (of which 15 in Europe)
Current Fund Size	\$7bn
Use of Debt	Yes
Assets under Mgmt	\$18bn
Target Investment Size	\$50m – \$500m
Target Geographies	US, Europe, Asia
Target Sectors	Technology, Healthcare, Consumer, Business Services
Investment Style	Active
Deal structures	Minority and Majority
Key Investment Criteria	Topline Growth and Profitability
Website	<a href="http://www.ta.com">www.ta.com</a>
Contact Email	<a href="mailto:sdandl@ta.com">sdandl@ta.com</a>
Contact Phone	+44 207 823 0223

### FUND DESCRIPTION

At TA Associates, we invest in exciting industries with the goal of helping management teams build their businesses into great international companies. TA is one of the oldest and largest growth private equity firms in the world. We offer our portfolio companies financial backing, strategic guidance and a significant network of contacts. Our more than 450 current and former portfolio companies and over 120 IPOs illustrate our commitment to provide steady support through the cycles of the global economy. We work with our companies to navigate the complicated paths of public offerings, debt financings, and mergers and acquisitions.

### SELECTED PORTFOLIO COMPANIES



access

- ERP Software, UK, 2015



flashtalking“,,

- Online advertising technology, UK, 2013



fotolia

- Fotolia, micro-stock photography marketplace, France, 2009 (exited)

Full Portfolio

- [www.ta.com/Investments/Portfolio.aspx](http://www.ta.com/Investments/Portfolio.aspx)

### KEY CONTACTS



- Morgan Seigler
- Director
- Email: [mseigler@ta.com](mailto:mseigler@ta.com)

- TA Associates since 2003
- Companies: AVG, Bigpoint, CMOSIS, Flashtalking, M&M Direct, ION Trading; eCircle, Smartstream



- Stefan Dandl
- Investment Professional
- Email: [sdandl@ta.com](mailto:sdandl@ta.com)

- TA Associates since 2013, previously at J.P. Morgan
- Companies: CMOSIS, ION, Flashtalking



## KEY CORPORATE FACTS / KPIs

Offices	London, Munich, Stockholm
Founded	2007
Employees	c30 (most of which in Europe)
Current Fund Size	£1bn (€1.4bn)
Use of Debt	Selectively, if appropriate
Assets under Mgmt	€2bn across two funds
Target Investment Size	€35m - €175m
Target Geographies	UK, DACH, Nordics, Benelux
Target Sectors	Internet, Software, Media, Consumer, Healthcare, Business/Financial Services
Investment Style	Board and operational support on demand
Deal structures	Flexible: Majority and minority
Key Investment Criteria	Strong growth supported by sustainable business model
Website	<a href="http://www.vitruvianpartners.com">www.vitruvianpartners.com</a>
Contact Email	<a href="mailto:jussi.wuoristo@vitruvianpartners.com">jussi.wuoristo@vitruvianpartners.com</a> <a href="mailto:thomas.studd@vitruvianpartners.com">thomas.studd@vitruvianpartners.com</a> <a href="mailto:michael.mitterlehner@vitruvianpartners.com">michael.mitterlehner@vitruvianpartners.com</a>
Contact Phone	+44 20 7518 2800

## Vitruvian Partners

### FUND DESCRIPTION

Vitruvian is an independent private equity firm which specialises in growth capital investments, growth buyouts and middle-market 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 second fund of £1 billion and has offices in London, Munich and Stockholm.

### SELECTED PORTFOLIO COMPANIES



- World's leading online and mobile marketplace for takeaway food. Proprietary technology benefiting over 8 million users and over 45,700 takeaway restaurants. Listed on the LSE since 2014.



- Online marketplace platform enabling high end fashion boutiques to sell branded luxury apparel and accessories to consumers in more than 150 countries.



- Software Asset Management to help organisations optimize software licensing & reduce costs across mobile, desktop, data center & cloud investments.

#### Full Portfolio

- [www.vitruvianpartners.com/portfolio/](http://www.vitruvianpartners.com/portfolio/)

### KEY CONTACTS

- Jussi Wuoristo
- Managing Director
- Email: [jussi.wuoristo@vitruvianpartners.com](mailto:jussi.wuoristo@vitruvianpartners.com)

- Member of the founding team at Vitruvian, focus on internet and software across verticals. Companies: Just-Eat, Snow Software, Benify, Linimed-Fazmed, CRF Health

- Thomas Studd
- Principal
- Email: [thomas.studd@vitruvianpartners.com](mailto:thomas.studd@vitruvianpartners.com)

- At Vitruvian since 2009, focus on internet and software across verticals. Companies: Farfetch, Just-Eat, Trustpilot, JAC Travel, IMD, Inenco, OpenBet

- Michael Mitterlehner
- Associate
- Email: [michael.mitterlehner@vitruvianpartners.com](mailto:michael.mitterlehner@vitruvianpartners.com)

- At Vitruvian since 2014, focus on internet and software across verticals. Companies: Farfetch, Just-Eat, ASP4all



# Vulcan Capital

## KEY CORPORATE FACTS / KPIs

Offices	Palo Alto and Seattle
Founded	1986
Employees	30+
Current Fund Size	Multi-billion
Use of Debt	Yes
Assets under Mgmt	Multi-billion
Target Investment Size	\$10m – \$100m
Target Geographies	US, Europe, Asia
Target Sectors	Internet, Mobile, Enterprise Applications
Investment Style	Growth stage
Deal structures	Minority or Majority, Debt or Equity
Key Investment Criteria	Rapid revenue growth
Website	capital.vulcan.com
Contact Email	natem@vulcan.com
Contact Phone	+1 650 329 5924

## FUND DESCRIPTION

Vulcan Capital is the multi-billion dollar investment arm of Microsoft co-founder and philanthropist Paul Allen. We are not limited by traditional deal structures, asset classes or holding periods. Instead we take an entrepreneur-friendly approach and can invest in both private and public companies with a long term investment horizon. Vulcan’s growth equity fund is focused on making \$10m - \$100m sized investments into leading internet and technology companies, including mid- to late-stage venture capital, recaps, growth buyouts and strategic public market block investments

## SELECTED PORTFOLIO COMPANIES



- Flipkart is the leading e-commerce destination in India



- Uber is the world’s largest transportation marketplace



- Scytl is the global leader in secure election management and electronic voting solutions

Full Portfolio

- [www.capital.vulcan.com](http://www.capital.vulcan.com)

## KEY CONTACTS



- Abhishek Agrawal
- CIO / Head of Growth Equity

- Previously at General Atlantic in NY
- Investments include: Flipkart, Uber, Alibaba, Avvo, TrueCar, Scytl, Zuora, Magic Leap, AKQA, Klarna, Red Ventures, Dice, Network Solutions



- Nate Mitchell
- Growth Equity
- Email: [natem@vulcan.com](mailto:natem@vulcan.com)

- Previously at Index Ventures in London
- Investments include: Flipkart, Uber, Avvo, Zuora, Alibaba, Scytl, Magic Leap, TrueCar, Mimecast, ASOS, Etsy

» LEADERS CONNECTED

**NOAH15**

London

---

**FUND BOOK**

BUYOUT

### KEY CORPORATE FACTS / KPIs

Offices	19 offices in 14 countries
Founded	EQT Partners AB 1994
Employees	In total: ~300 (of which 260 in Europe)
Current Fund Size	EQT VI: €4.75bn, raised in 2011 EQT MidMarket: €1.05bn, raised 2014
Use of Debt	Yes
Assets under Mgmt	€20bn capital raised in 15 funds
Target Investment Size	Mid – to Large-Cap companies, Equity investments will typically range between €35m – €600m
Target Geographies	Europe
Target Sectors	Online/Digital Media, Online Classifieds, Online Advertising, E-Commerce, Software, Payments, Education, Mobile, Content Rights
Investment Style	Buyout Investments
Deal structures	Control, joint control
Key Investment Criteria	Growth opportunities, leading market position, performance improvement potential
Website	www.eqt.se
Contact Email	Dominik.Stein@eqt.de Fabian.Wasmus@eqt.de Thomas.Klews@eqt.de
Contact Phone	+49 89 25 54 99 36 +49 69 247045 123 +49 89 25 54 99 45

### FUND 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 35 million and EUR 600 million.

### SELECTED PORTFOLIO COMPANIES



- Leading international provider of cloud-based Learning Management Systems (“LMS”)



- Market leading provider of live sports information and services, operating at the interface between sports and entertainment



- Leading online retailer for bikes and outdoor in Europe

Full Portfolio

- [www.eqt.se/Portfolio-Companies/Current-Portfolio/](http://www.eqt.se/Portfolio-Companies/Current-Portfolio/)

### KEY CONTACTS



- Dominik Stein
- Partner
- Email: Dominik.Stein@eqt.de
- Joined EQT in September 2006
- Head of TMT Sector
- Board member of Sportradar, Springer SBM, Blizoo



- Fabian Wasmus
- Partner
- Email: Fabian.Wasmus@eqt.de
- Joined EQT in January 2006
- Previously worked for KPMG in M&A and M Cap. Co-founder of internet start-up, squeaker.net
- Board member of internetstores, Avenso, UDG, Roeser



- Thomas Klews
- Director
- Email: Thomas.Klews@eqt.de
- Joined EQT in October 2007
- Previously worked for Credit Suisse in London and Frankfurt, focusing on European TMT

## KEY CORPORATE FACTS / KPIs

Offices	London
Founded	2004
Employees	20
Current Fund Size	£805m
Use of Debt	Yes
Assets under Mgmt	£1.2bn
Target Investment Size	£75m - £350m
Target Geographies	UK, Ireland
Target Sectors	Media, Business Services, Financial Services, Healthcare
Investment Style	Board membership and senior management support
Deal structures	Majority
Key Investment Criteria	N/A
Website	www.exponentpe.com
Contact Email	david.mcgovern@exponentpe.com carl.lavin@exponentpe.com
Contact Phone	+44 20 7845 8520

## FUND DESCRIPTION

Exponent is a private equity firm investing in UK headquartered businesses with enterprise values between £75m and £350m. We work with businesses across a broad range of sectors; where we can unlock value and drive growth.

We do this by finding the right companies, identifying their potential and working with great people to develop them.

## SELECTED PORTFOLIO COMPANIES



- UK's largest independent retailer of train tickets via thetrainline.com website and mobile app.



- Leading branded special interest content and platform company.



- Technology driven VAT refund and Dynamic Currency Conversion services for merchants, tourists and governments.

Full Portfolio

- [www.exponentpe.com/portfolio](http://www.exponentpe.com/portfolio)

## KEY CONTACTS



- Tom Sweet-Escott
- Senior Partner
- Exponent since 2004
- Companies: thetrainline.com, HSS Hire, Pattonair.



- David McGovern
- Principal
- Exponent since 2011
- Companies: thetrainline.com, Fintrax



- Carl Lavin
- Principal
- Exponent since October 2014
- Focus on technology and media investments

**KEY CORPORATE FACTS / KPIs**

Offices	Sydney, New York, London, San Francisco, Hong Kong, and Others
Founded	1,202*
Employees	1,141*
Current Fund Size	\$2+ bn
Use of Debt	Yes
Assets under Mgmt	\$486bn (as of March 2015)
Target Investment Size	\$20m – \$200m
Target Geographies	Global
Target Sectors	TMT, Industrials, Infrastructure, FIG, Real Estate, Gaming and Consumer
Investment Style	Active & Passive
Deal structures	Flexible, Common Equity, Preferred, Mezz
Key Investment Criteria	Market Leading, Best-In-Class Management, High Growth, and Cash Flow Characteristics
Website	www.macquarie.com
Contact Email	Gokay.Urenay@macquarie.com
Contact Phone	+1 (212) 231 0409

\*Macquarie Capital as of March 31, 2015

## Macquarie Capital

**FUND 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. The Company employs ~14.100 staff in 28 countries and has assets under management of \$486 billion.

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**


- Provides online literacy and science products via an adaptive learning platform for students in the US in grade 2 – adult learners



- Leading provider of mission-critical broadcasting services and outsourced services to a broad range of broadcasters and media companies



- Leading independent provider of enterprise data integration software and services



- Leading technological provider of cloud load testing, mobile performance testing, mobile test automation, real user monitoring, web performance testing, and managed testing solutions

**KEY CONTACTS – Investment Banking**


- Gokay Urenay
- Senior Vice President, Technology, Media, & Telecom
- Email: Gokay.Urenay@macquarie.com



- David Dorfman
- Senior Managing Director Head of US Technology, Media, & Telecom
- Email: David.Dorfman@macquarie.com

**KEY CONTACTS - Principal Investments**


- Stephan Feilhauer
- Vice President Principal Transactions Group
- Email: Stephan.Feilhauer@macquarie.com



- Larry Handen
- Senior Managing Director Principal Transactions Group
- Email: Larry.Handen@macquarie.com



# Maryland

## KEY CORPORATE FACTS / KPIs

Offices	1
Founded	2004
Employees	7
Current Fund Size	Not disclosed
Use of Debt	Yes
Assets under Mgmt	Not disclosed
Target Investment Size	€100m - €1bn
Target Geographies	Europe, Americas
Target Sectors	Consumer & Retail, Online, Business Services
Investment Style	Active
Deal structures	Control, joint control, minority, etc.
Key Investment Criteria	Sustainable long-term growth prospects Unique proprietary assets International/global business model Low capital intensity Strong management team
Website	www.maryland-gmbh.de
Contact Email	hl@maryland-gmbh.de
Contact Phone	+49 (0) 40 320 878 0

## FUND 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, 16,000 employees
- 36.5% holding in DNV GL (Mayfair merged its 100% investment in GL Group with direct competitor DNV in 2013 to create leading TIC services company)



- Innovative, Italian fast-casual restaurant concept
- 150 restaurants in 28 countries worldwide (€350m 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

# PROVIDENCE EQUITY

## KEY CORPORATE FACTS / KPIs

Offices	Providence, New York, London, Hong Kong, Beijing & New Delhi
Founded	1989
Employees	241 (25 in Europe)
Current Fund Size	\$5.25bn
Use of Debt	Yes
Assets under Mgmt	\$37bn
Target Investment Size	\$150m - \$350m
Target Geographies	USA, Europe & Asia
Target Sectors	Internet, Digital Media, Media, Communications, Internet Infrastructure, Education & Information Services
Investment Style	Active
Deal structures	Minority or Majority
Key Investment Criteria	Growth Equity
Website	www.provequity.com
Contact Email	info@provequity.co.uk
Contact Phone	+44 (0) 207 514 8800

## Providence Equity

## FUND DESCRIPTION

Providence is the world's leading private equity firm focused on media, communications, education and information investments. The firm manages funds with \$37 billion in commitments and has invested in more than 130 companies globally since its inception in 1989. Providence is headquartered in Providence, Rhode Island and also has offices in New York, London, Hong Kong, Beijing, and New Delhi.

## SELECTED PORTFOLIO COMPANIES



- Leading online automotive marketplace



- Leading website for premium video content in the US



- China's leading website for premium video content



- Pioneering global educational software provider

Full portfolio

- www.provequity.com

## KEY CONTACTS



- Andrew Tisdale
- Managing Director
- Companies: ATG, HSE24, M7



- Dany Rammal
- Managing Director
- Companies: Galileo, Study Group



- Karim Tabet
- Managing Director
- Companies: Academedia, Digiturk, Galileo



- Roderik Schlosser
- Vice President
- Companies: M7



TPG

**KEY CORPORATE FACTS / KPIs**

Offices	London, San Francisco, Beijing, Chongqing, Hong Kong, Melbourne, Moscow, Mumbai, New York, Paris, São Paulo, Shanghai, Singapore and Tokyo
Founded	1992
Employees	Over 250 (of which ~25 in Europe)
Current Fund Size	\$19bn
Use of Debt	Yes
Assets under Mgmt	\$66bn
Target Investment Size	\$100m+
Target Geographies	Europe, US, Asia
Target Sectors	Technology, Internet, Digital Media
Investment Style	Active board members
Deal structures	Minority or Majority
Key Investment Criteria	Market leaders; strong growth prospects; unit economics that work
Website	www.tpg.com
Contact Email	mjanzarik@tpg.com
Contact Phone	+442075446518

**FUND DESCRIPTION**

TPG has a long history of successful investments in leading internet and media franchises such as Victoria Plumb, Airbnb, Box, Sabre/Travelocity/Lastminute.com, Hotwire.com, Univision, Creative Artists Agency (CAA), and RentPath (ApartmentGuide.com; Rent.com). We have also helped digitize many of the world's leading offline businesses through multiple online platforms, including NeimanMarcus.com, Petco.com, JCrew.com, and Become.com. TPG has a long history of successful minority investments, including many with specific focus in the digital media and internet sector. Minority investments within the media, digital media and internet sector include Airbnb, Box, Uber, SurveyMonkey, Hotwire.com and CAA.

**SELECTED PORTFOLIO COMPANIES**

	<ul style="list-style-type: none"> <li>UK's market leading online seller of bathrooms</li> </ul>
	<ul style="list-style-type: none"> <li>World's leading short term residential bookings marketplace</li> </ul>
	<ul style="list-style-type: none"> <li>World's leading private car / taxi booking service</li> </ul>
	<ul style="list-style-type: none"> <li>UK's #1 online teacher job and resources platform</li> <li>World's leading marketplace for teacher content exchange</li> </ul>
Full Portfolio	<ul style="list-style-type: none"> <li>www.tpg.com</li> </ul>

**KEY CONTACTS**



- Karl Peterson
- Head of Europe. Former founder / CEO of Hotwire.com
- TPG since 1995
- Email: kpeterson@tpg.com



- Malte Janzarik
- Vice President
- TPG since 2005
- Email: mjanzarik@tpg.com

» LEADERS CONNECTED

**NOAH15**

London

---

**FUND BOOK**

DEBT

**KEY CORPORATE FACTS / KPIs**

Offices	Berlin, Germany
Founded	2014
Employees	5 (of which 4 in Europe)
Current Fund Size	€100m
Use of Debt	Yes
Assets under Mgmt	N/A
Target Investment Size	€3m - €10m
Target Geographies	Europe
Target Sectors	VC and PE backed companies
Investment Style	Passive, unless help required
Deal structures	Debt
Key Investment Criteria	€10m in revenues
Website	www.davidson-capital.com
Contact Email	eran@davidson-capital.com
Contact Phone	+49(0)30 521 325 465

**FUND DESCRIPTION**

Davidson Technology Growth Debt fund provides debt and equity financing to mid/late stage tech and IT companies, in Europe (including Israel) with a focus on Germany  
Eran Davidson is the only VC veteran (20 years and 6 funds under management) in the debt sector, meaning tons of contacts and experience. Eran's team include Venture Lending and Wall Street M&A experts  
Davidson's investors include top German and Israel family offices.  
Davidson's loans should bridge the companies to profitability and liquidity event

**SELECTED PORTFOLIO COMPANIES**

N/A	• N/A
N/A	• N/A
N/A	• N/A
Full Portfolio	• N/A

**KEY CONTACTS**



- Eran Davidson
- Founder
- Email: eran@davidson-capital.com
- 2005 till to 2013 Eran founded and managed Hasso Plattner Venture group of funds, which includes HPV Germany, HPV Europe and HPV Africa. From 1996 to 2005 Eran co-managed Inventech and Eurofund VC's and was the CEO of Proseed Venture Capital fund. Eran is co-founder of Hasso Plattner Capital Eran led over a 100 investments in technology companies, which resulted in more than €1bn in exits volume. Eran lives with his family in Berlin since 2005.



- Andreas Frank
- Partner
- Email: andreas@davidson-capital.com
- Andreas joined Davidson Technology Growth Debt Fund in 2014. Andreas is an experienced investment professional with more than 20 years tenure. He spent more than 10 years in Debt Capital Markets in the UK. Prior to Davidson he was a Director at Noble Group, a 100m Euro Venture Debt Fund, and worked for Deutsche Bank and JnJ.
- Andreas graduated Magna Cum Laude with a BA from the University of Applied Sciences Cologne, Germany, and received an MBA from the School of Management at Cranfield University in Bedfordshire, UK.

## KEY CORPORATE FACTS / KPIs

Offices	London, Zurich
Founded	2006
Employees	20+ (of which 20+ in Europe)
Current Fund Size	€250m
Use of Debt	Yes
Assets under Mgmt	500 mil
Target Investment Size	€7m – €40m
Target Geographies	Europe
Target Sectors	Agnostic, except biotech
Investment Style	N/A
Deal structures	Flexible
Key Investment Criteria	Proven commercialisation
Website	<a href="http://www.esocapital.com">www.esocapital.com</a>
Contact Email	<a href="mailto:info@esocapital.com">info@esocapital.com</a>
Contact Phone	+41 44 200 3822 / +44 203 642 2600

## FUND DESCRIPTION

ESO Capital is an independent investment boutique focused on providing transitional capital to European small and medium-sized enterprises, including high growth businesses. Founded in 2006, the firm has offices in London and Zurich. We provide flexible debt solutions, with a targeted deal size is €7 to 40 million and a typical investment horizon of 2 to 5 years. Besides the high degree of flexibility in structuring our engagement, we can provide companies with the comfort of a long-term partner with a clearly structured and quick execution process. ESO manages funds on behalf of institutional investors and has deployed over €500 million in capital since inception.

## TYPICAL LOAN TERMS

<b>Size</b>	• €7m – €40m
<b>Tenor:</b>	• 2 – 5 years
<b>Return components:</b>	• Interest (cash or PIK), fees, equity kicker or exit fees
<b>Repayment:</b>	• Flexible structures on amortization vs bullet, early repayment possible

## KEY CONTACTS



- Olya Klueppel
- Partner
- Email: [ok@esocapital.com](mailto:ok@esocapital.com)



- Greg Beamish
- Director
- Email: [gb@esocapital.com](mailto:gb@esocapital.com)



- Natalia Nowak
- Managing Director
- Email: [nn@esocapital.com](mailto:nn@esocapital.com)



- Karim Askar
- Director
- Email: [ka@esocapital.com](mailto:ka@esocapital.com)



Silicon Valley Bank

# Silicon Valley Bank

## KEY CORPORATE FACTS / KPIs

Offices	28 US offices and international operations in China, India, Israel and UK
Founded	1983
Employees	1800+
Current Fund Size	\$2.5bn
Use of Debt	Yes
Assets under Mgmt	\$40bn
Target Investment Size	€1m – €30m
Target Geographies	US, UK, DACH, Nordics, Benelux, Israel
Target Sectors	Software, Hardware, Digital, Life Science, Medtech, Venture Capital, Private Equity
Investment Style	Passive
Deal structures	Loans, Credit Lines, Working Capital, Acquisition Finance
Key Investment Criteria	Proven business traction
Website	www.svb.com
Contact Email	ajennett@svb.com
Contact Phone	+44(0) 207 367 7832

## FUND DESCRIPTION

Silicon Valley Bank is the premier bank for technology, life science, energy & resource, venture capital, private equity and premium wine businesses. Silicon Valley Bank and its affiliates within SVB Financial Group provides industry knowledge and connections, financing, treasury management, corporate investment and international banking services to its clients worldwide through 28 US offices and seven international operations in China, India, Israel and the UK. (Nasdaq: SIVB)

## SELECTED PORTFOLIO COMPANIES



- Brandwatch is a social media monitoring company headquartered in Brighton, UK.



- Pinterest is a visual discovery tool that you can use to find ideas for all of your projects.



- Space Ape Games is an award-winning mobile/social gaming startup founded in 2012.

Full Portfolio

- [www.svb.com/newslist.aspx](http://www.svb.com/newslist.aspx)

## KEY CONTACTS



- James Downing
- Vice President, Business Development
- jadowning@svb.com

- James works with a range of growing technology businesses, both venture backed and independently funded. He joined Silicon Valley Bank from Barclays, where he was a director working with large and mid cap companies across the TMT space.



- Anna Jennett
- Associate, Business Development
- ajennett@svb.com

- Anna has been with Silicon Valley Bank for 5 years, focusing on building relationships with early and growth stage technology businesses. She has a BA in English and French from the University of Durham.