



# Tech Tour Community

Impact Data 2011 – H1 2016

Data as of Dec 2016

July 2017

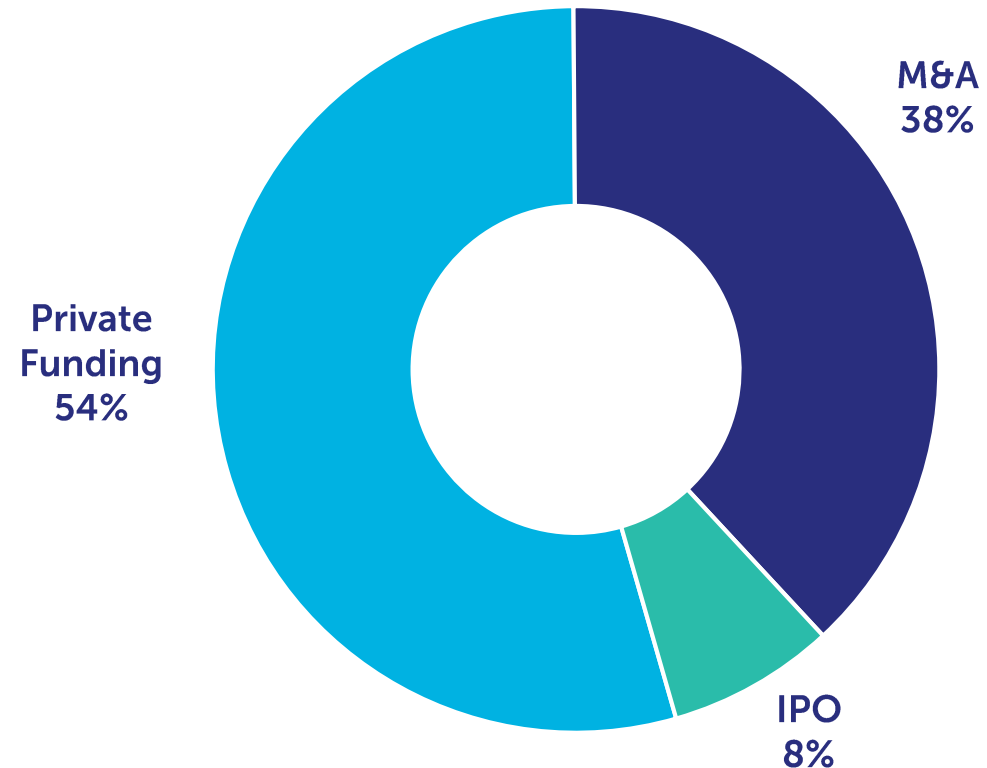
# Tech Tour Impact

**€8.5\* bIn impact**

Period: 2011 – H1 2016

# of presenting companies reaching a deal:  
412

# of events: 111



# Overview

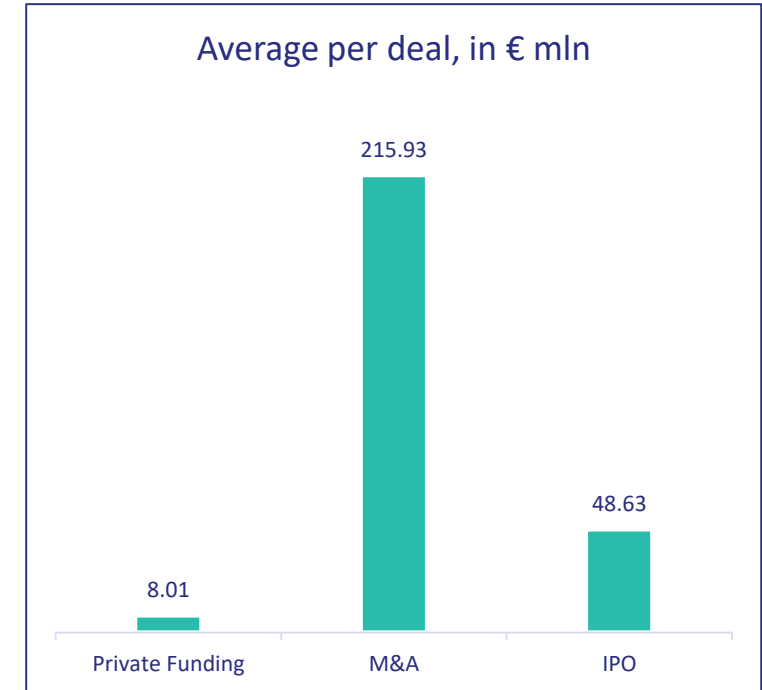
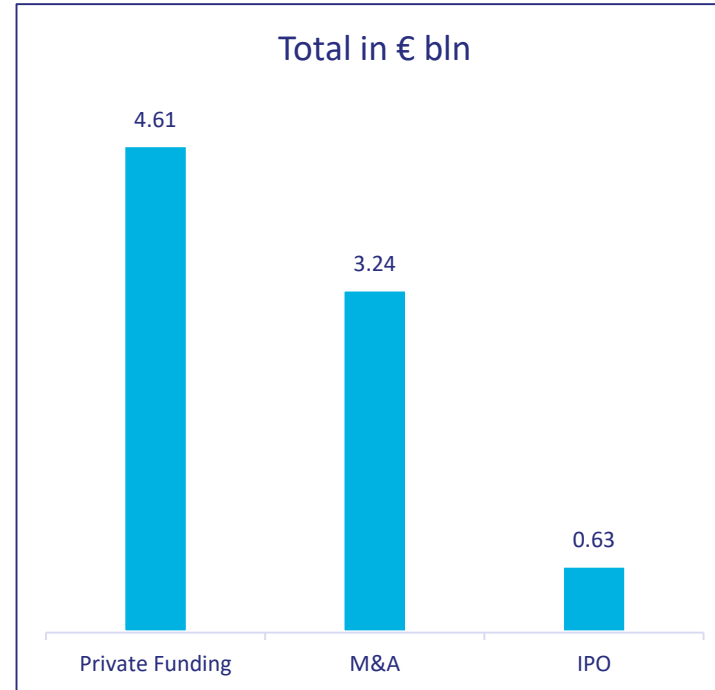
- A **total of €8.5 bln** deals were done in the last 6 years involving Tech Tour presenting companies
- **5 companies grew into unicorns: Just EAT, Delivery Hero, Klarna, Skyscanner, MindMaze**
- 3 countries - **UK, Switzerland & France** amounted to 64% of all deals
- Companies in **Digital Tech & Healthtech** are the most attractive across the top 5 regions
- With 12 M&A deals and 343 private funding rounds, **Digital Tech had the highest impact**
- **More than ½ of the deal impact came through private funding.** They involved 391 companies in 575 transactions
- **The DACH region had the highest impact** with a total of €2 bln in **private funding**
- **M&A deals were the highest in the UK & Ireland**, where companies such as Skyscanner and other Digital Tech companies shaped the statistics, attracting €2.1 mln
- **Companies going IPO raised €630m**
- Main funds were attracted by companies that presented at **Tech Tour events in 2013**, while **2015 & 2016 presenters are about to accelerate**

# Impact Data - Breakdown

The majority of deals raised private funding from angel to growth stage

Private funding includes:

- VC & corporate venturing
- Debt financing & convertible notes
- Angel investments & crowdfunding

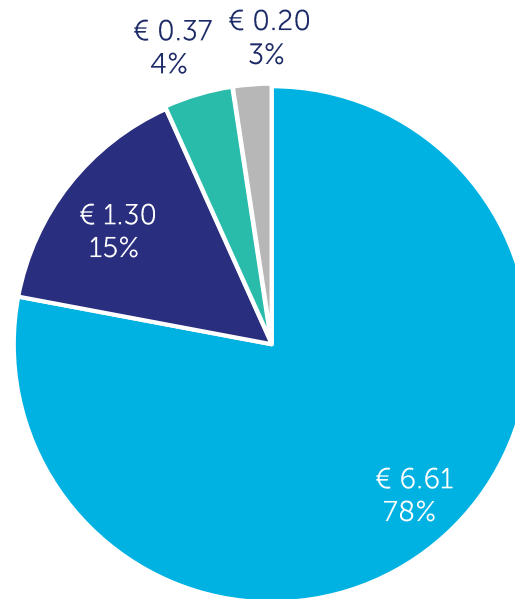


# Impact by Tech Tracks

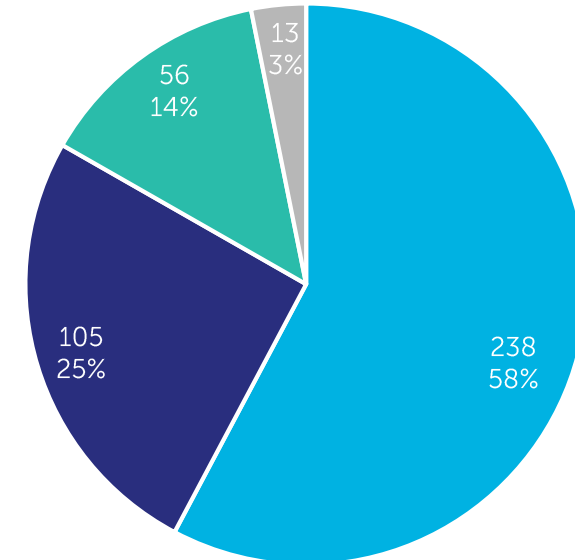
Digital Tech deals  
amounted to  
**€ 6.6 bln**

...but 1/4 of the  
number of  
companies were in  
Healthtech

Tech Tracks, in values



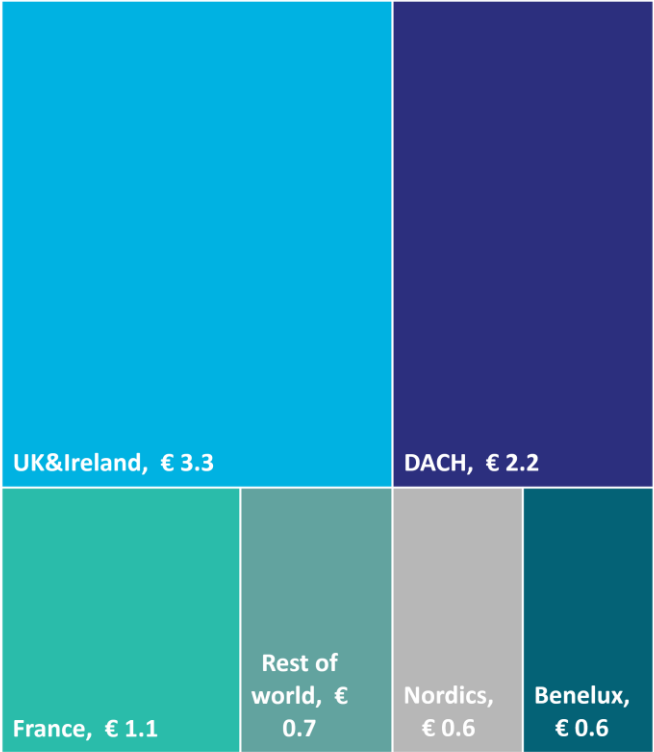
...and in numbers



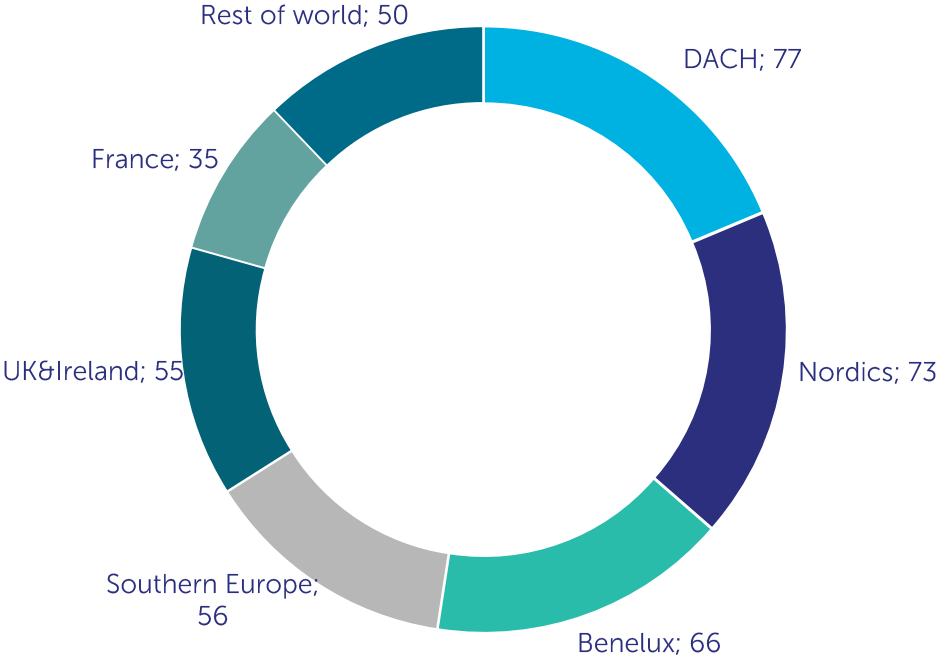
■ Digital Tech ■ Healthtech ■ Sustainability Tech ■ Fintech

# Regional distribution

**3 countries - UK, Switzerland & France – amounted to 64% of all deals**



Data is in billions of euro



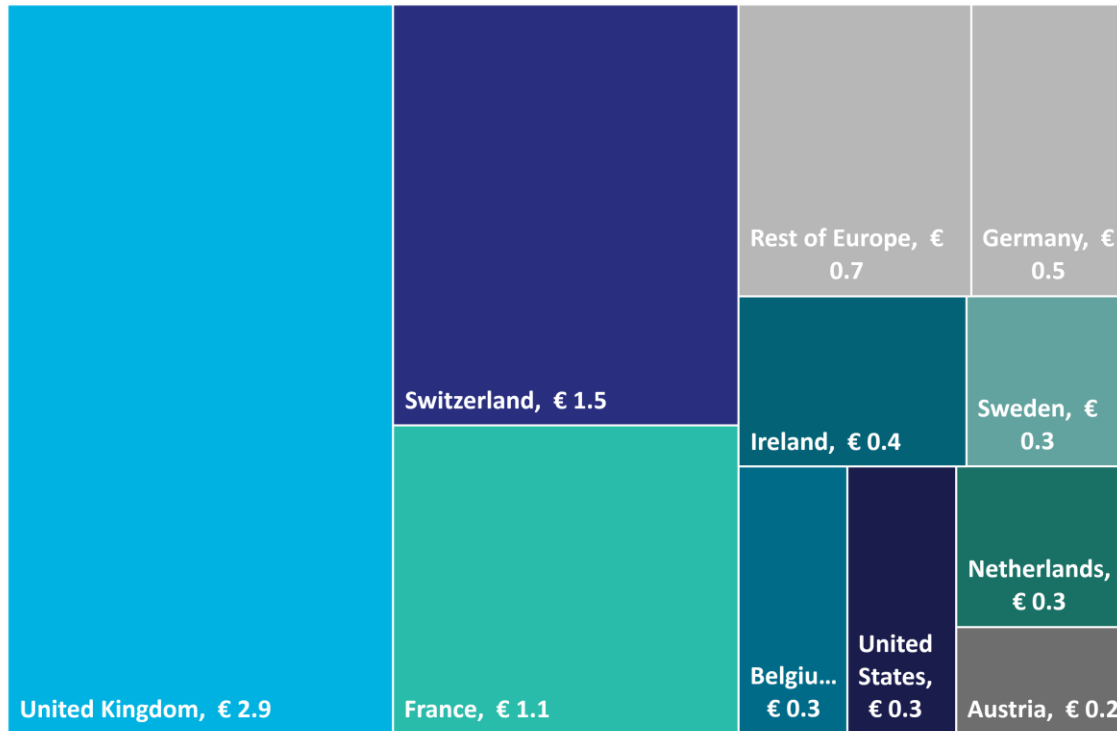
Data is in number of companies

Rest of World includes: United States, CEE&Russia, Southern Europe, Israel, Canada, United Arab Emirates

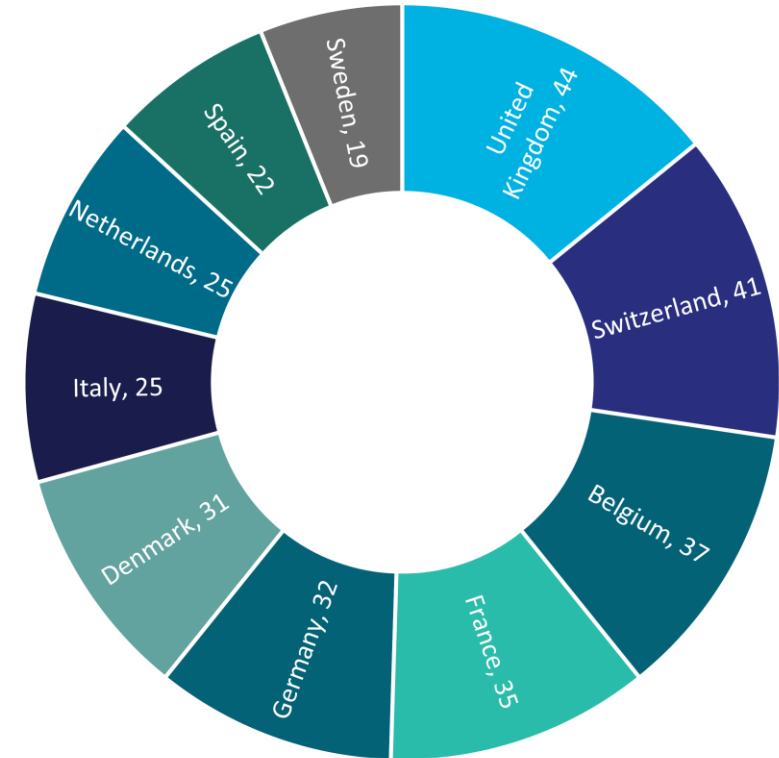


# Country Distribution - Top 10 countries

**3 countries - UK, Switzerland & France – amounted to 64% of all deals**



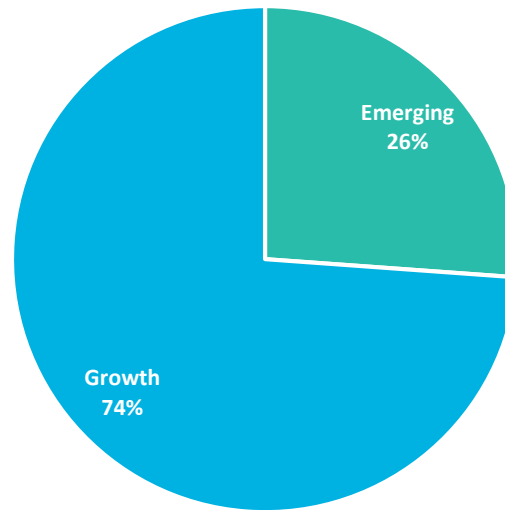
Data is in billions of euro



Data is in number of companies

# Impact by Stage

Naturally Growth stage companies involve larger amounts...

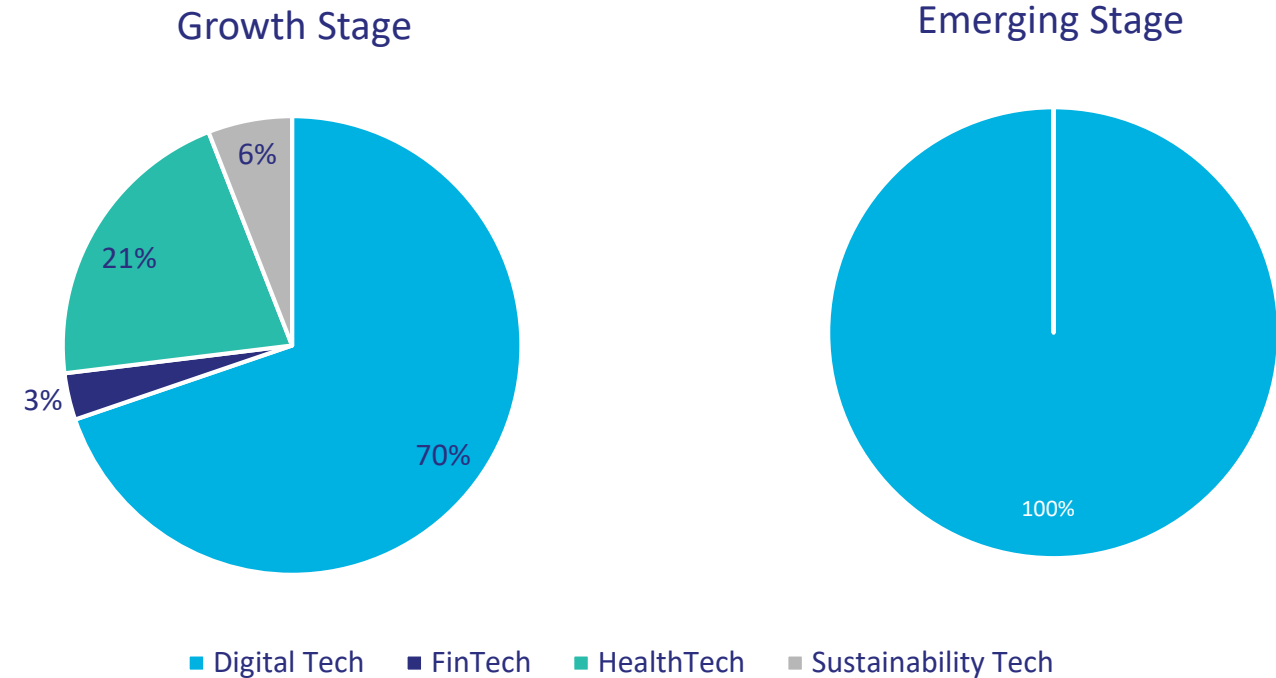


*Stage is defined based on the type of event companies were selected to present at*



# Impact by Stage and Tech Tracks

Digital Tech involved the largest deal amount both in growth and emerging stage

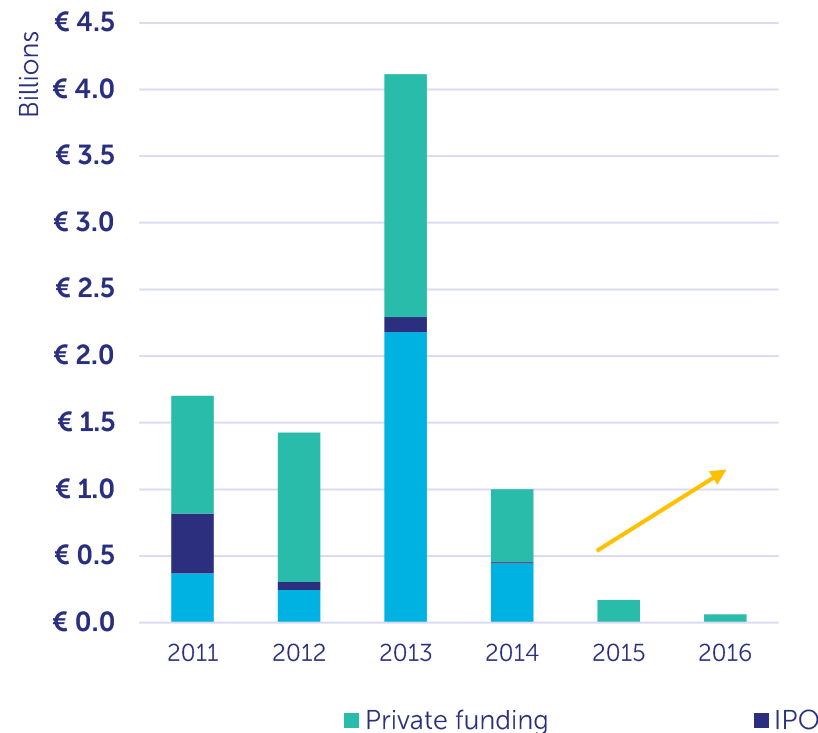


*Stage is defined based on the type of event companies were selected to present at*

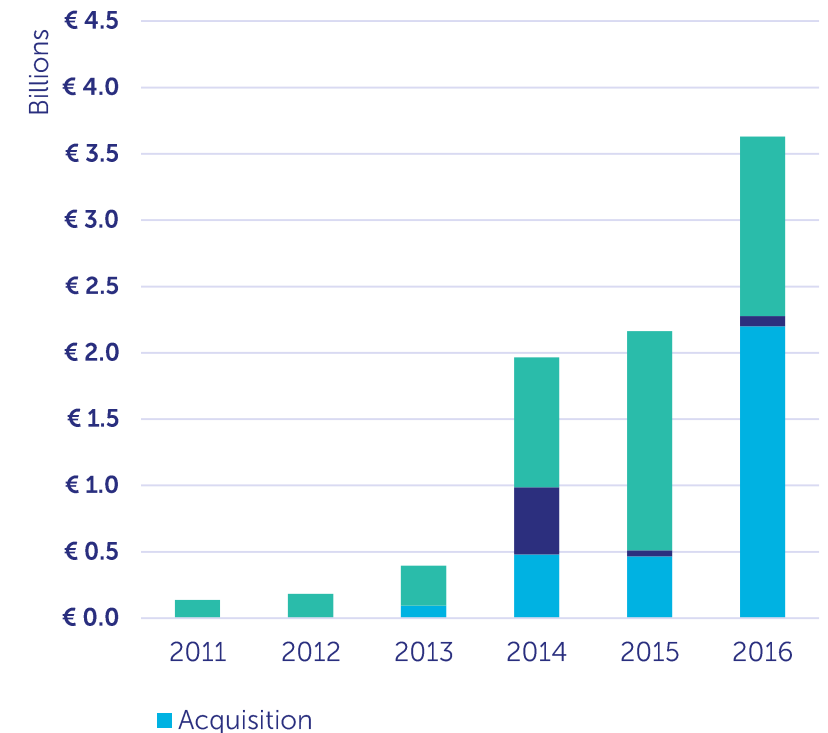
# Investment activity...

Most deals were done by companies that presented at Tech Tour events in 2013, ...while 2015 and 2016 presenters are about to accelerate

By 1<sup>st</sup> year of presentation

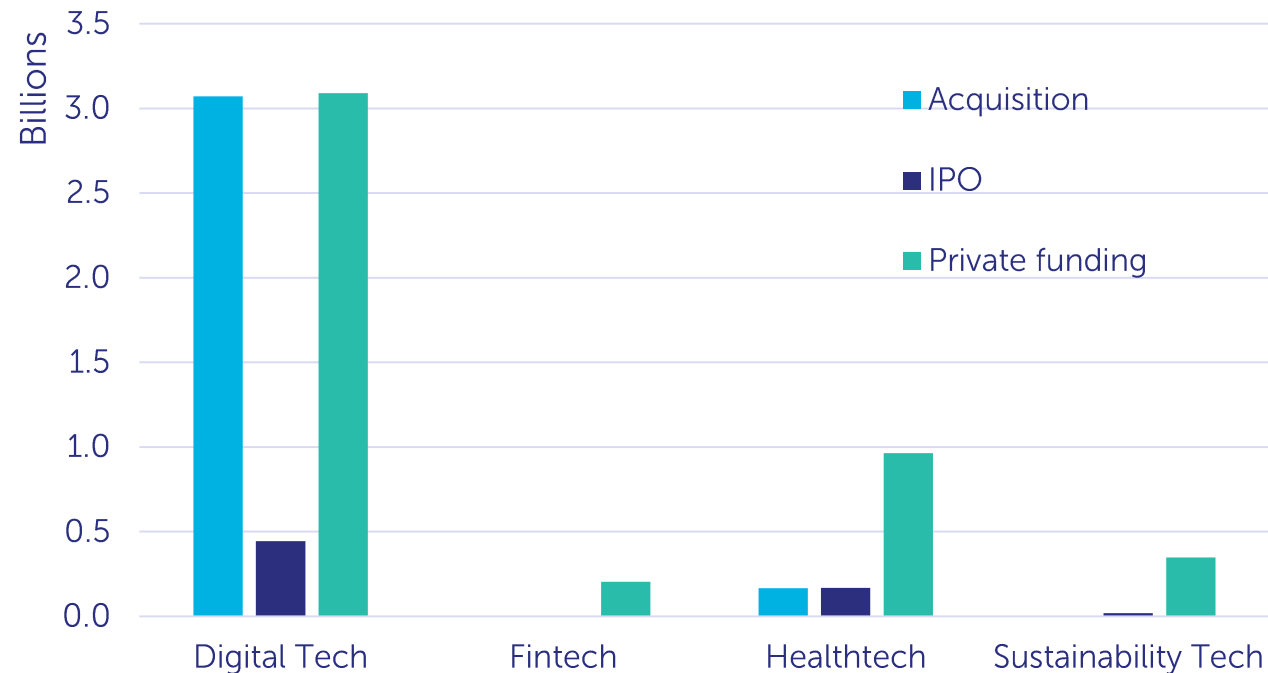


...and by year of the deal



# Impact by deal type and Tech Track

**12 M&A deals and 343 private funding rounds in Digital Tech** brought the highest impact in the last 5 years





# Private Funding Breakdown

**Total impact:  
€4.5 bln**

**# of deals: 575**

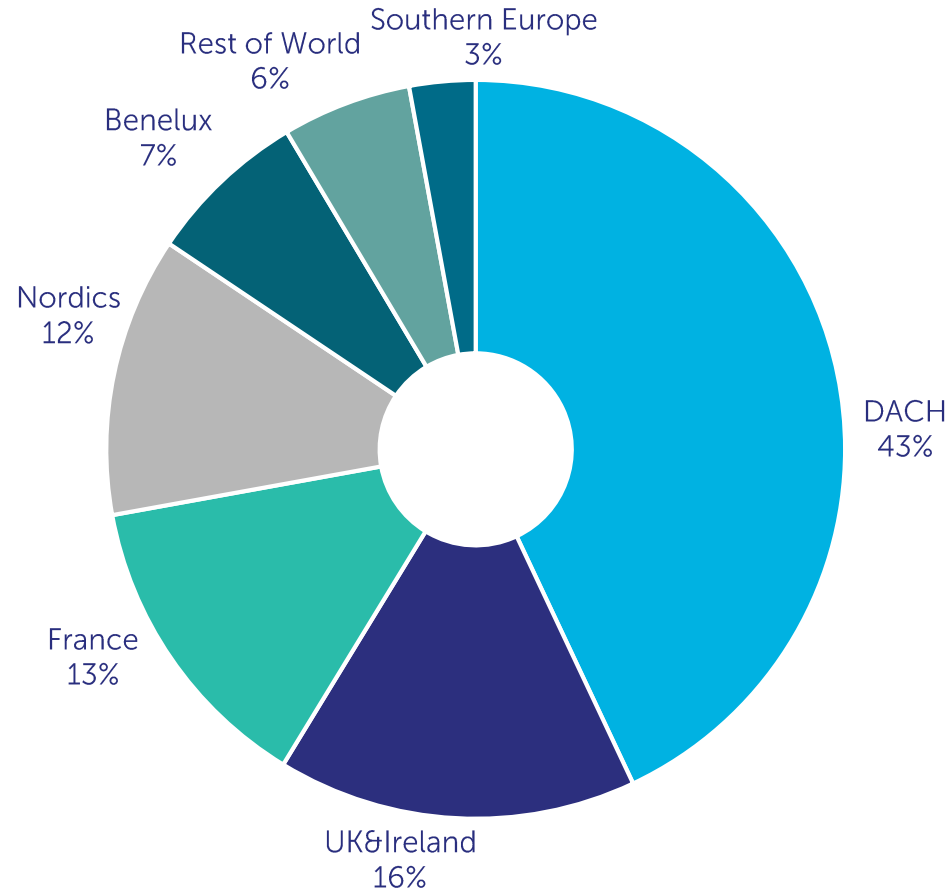
*Private funding includes:*

- *VC & corporate venturing*
- *Debt financing & convertible notes*
- *Angel investments & crowdfunding*

# Private Funding Breakdown

**DACH region surpassed UK & Ireland when it comes to private funding**

...attracting over 31% of total private funding in Digital Tech & 10% in Heathtech

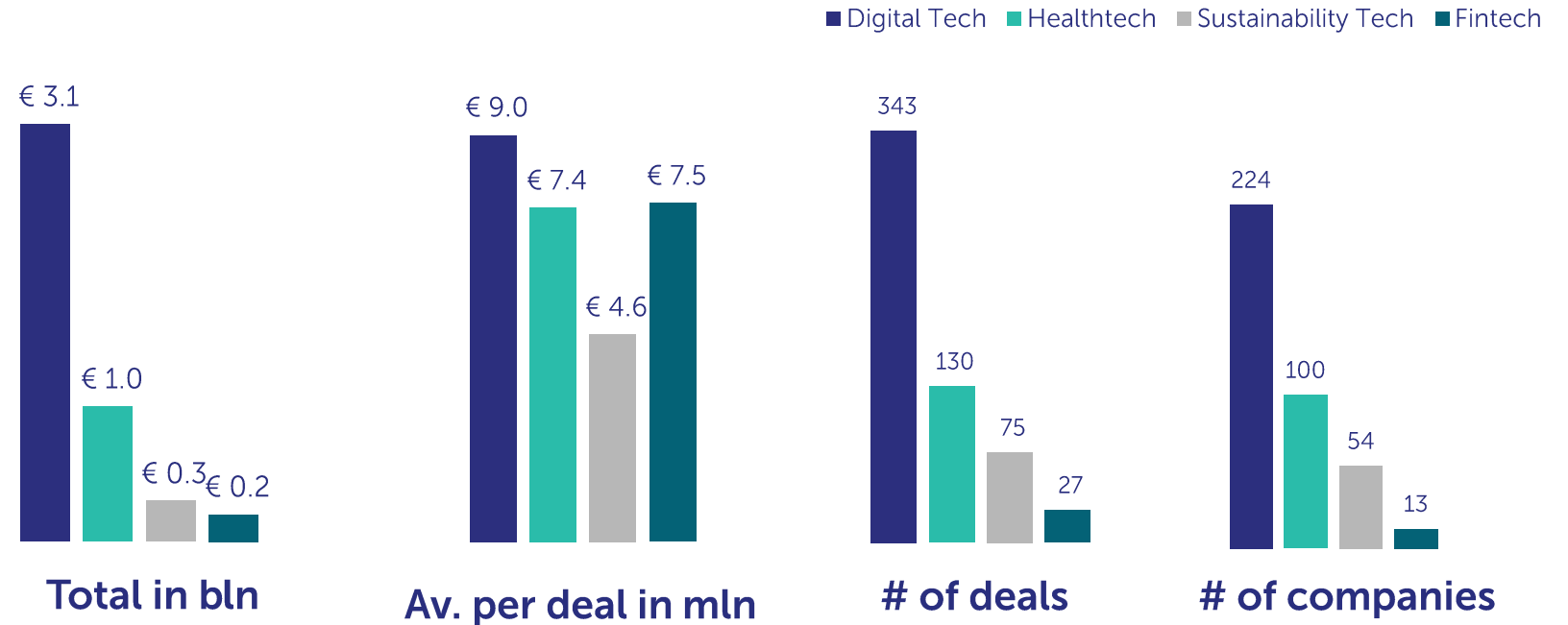


# Private Funding breakdown

**Total impact:**  
**€4.5 bln**

**# of deals: 575**

**# of companies: 391**

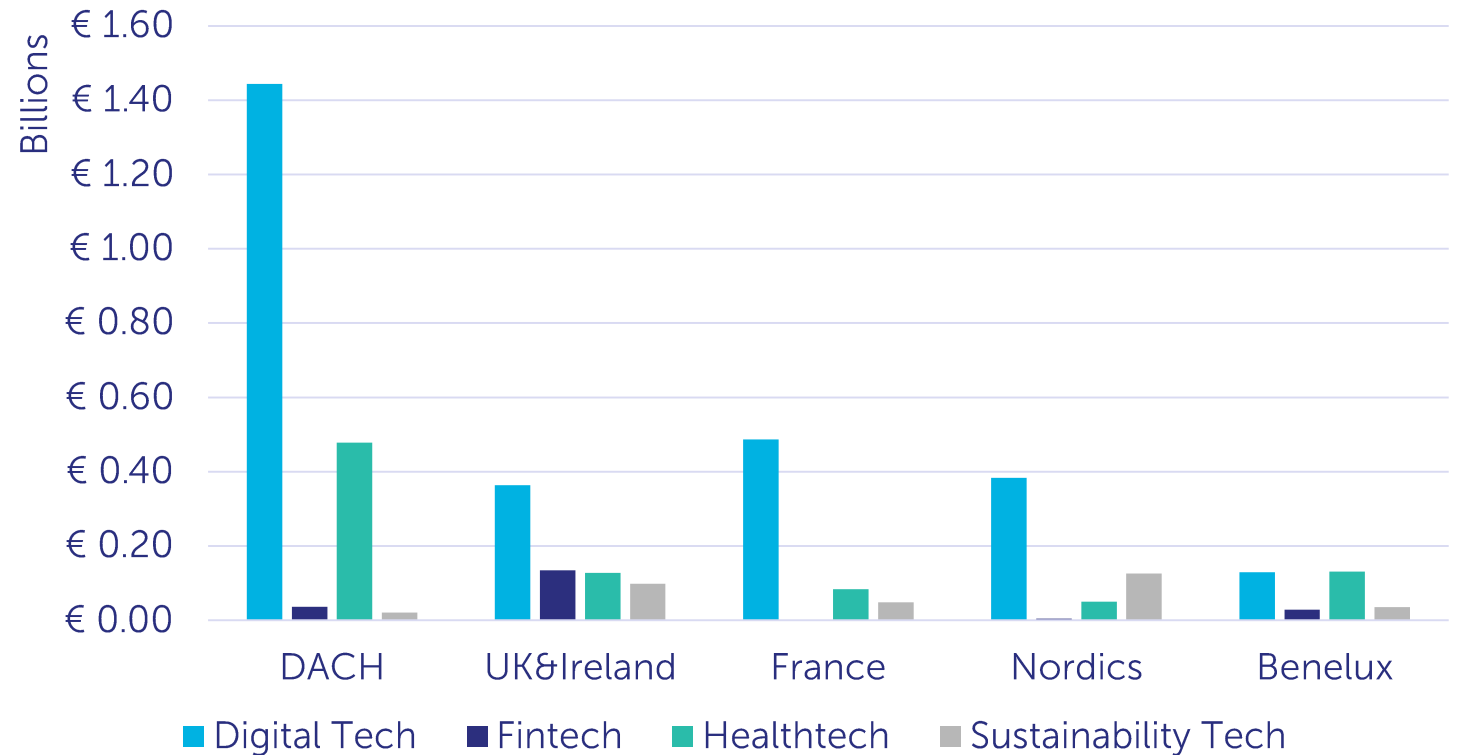


*Private funding includes:*

- VC & Corporate Venturing
- Debt financing & Convertible notes
- Angel investments & crowdfunding

# Private Funding Breakdown

Companies in Digital Tech & Healthtech are the most attractive ones in all of the top 5 regions of Europe



# Private Funding – Selected Success Stories

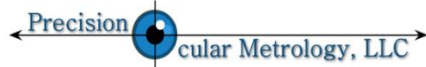
## Sustainability Tech



## Digital Tech



## Healthtech



## Fintech







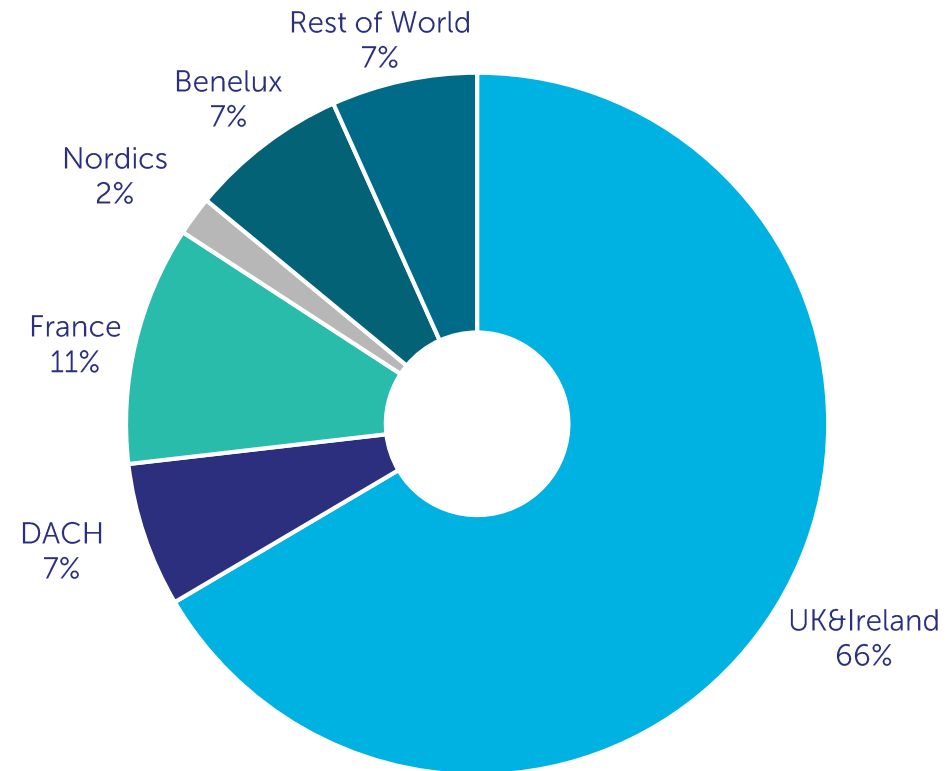
# M&A Breakdown

**Total impact:  
€3.2 bln**

**# of deals: 15**

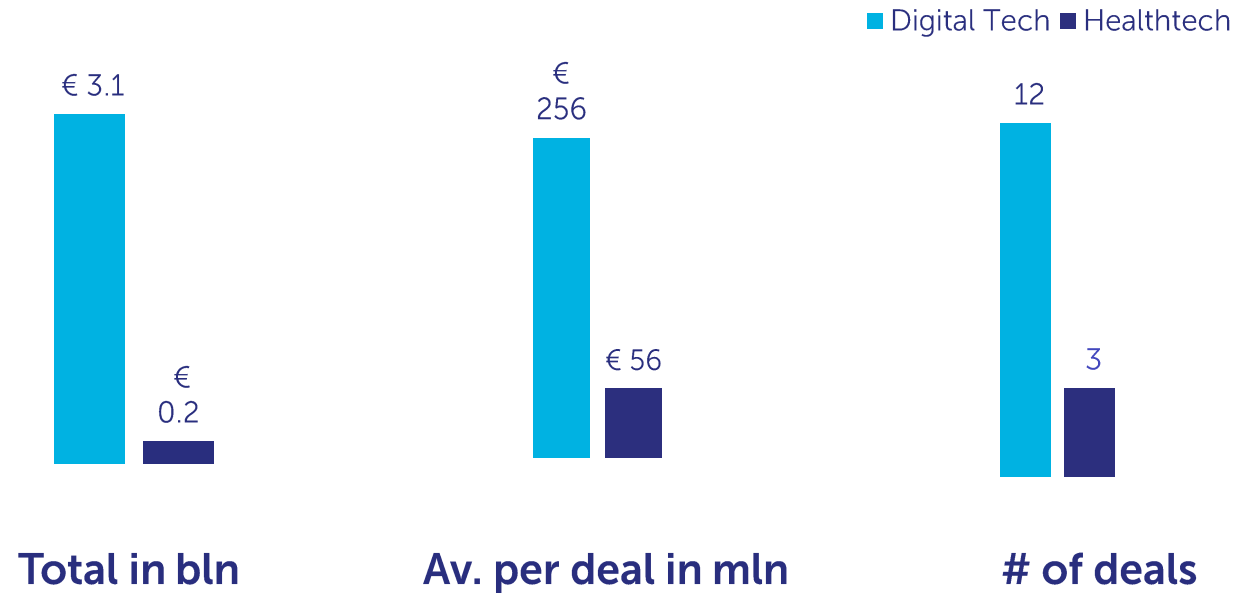
# M&A Breakdown – Total Impact

**UK & Ireland Digital Tech companies** were the most attractive for acquisitions with a total of €2.1 bln where companies such as **Skyscanner** were presented



# M&A Breakdown – Total Impact

Companies only  
from Digital Tech  
& Health Tech  
were acquired



# Selected M&As

 Acunu

Acquired by:



adQuota  
mobile advertising

Acquired by:



 skyscanner

Acquired by:



 Moviedis

Acquired by:



brite:bill 

Acquired by:

| amdocs |

 EpiTherapeutics

Acquired by:



APICA  
Cardiovascular

Acquired by:



ActoGeniX

Acquired by:

INTREXON®



# IPOs Breakdown

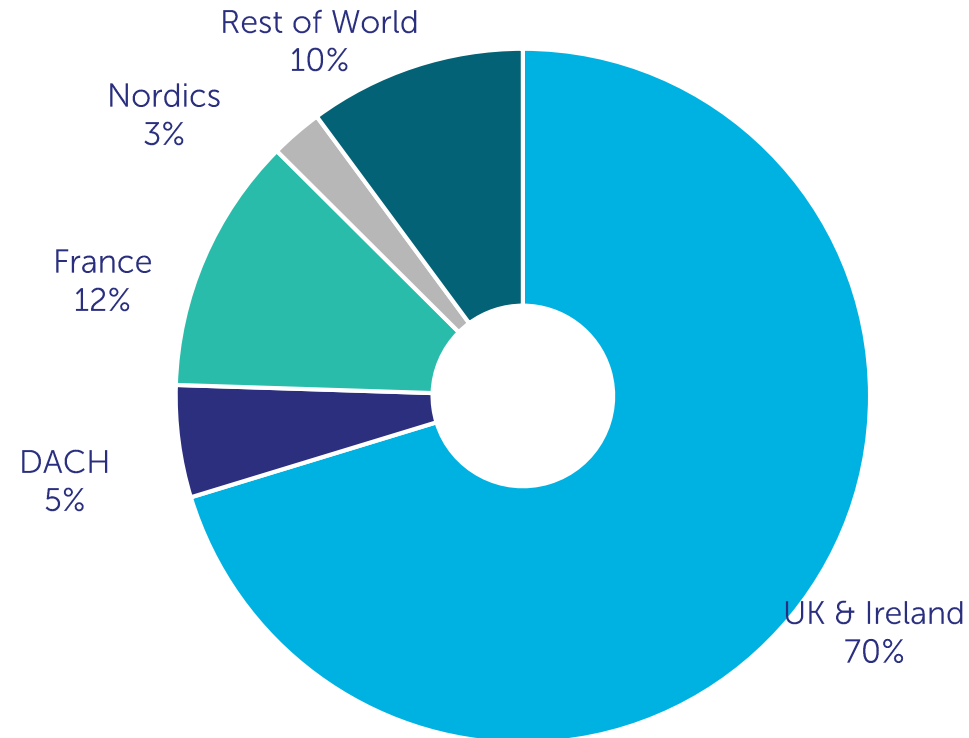
**Total impact:  
€632 mln**

**# of deals: 13**



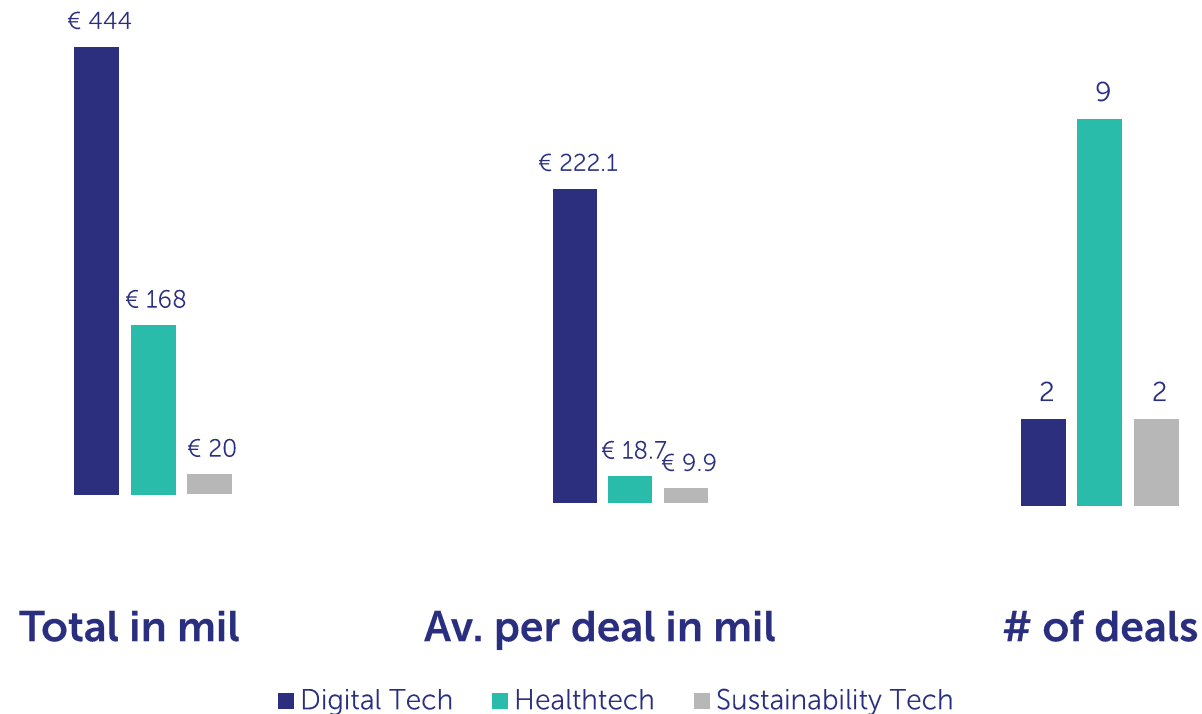
# IPOs breakdown – total impact

**Biggest IPO of UK based company - Just-Eat for \$600 mln** representing 70% of the total IPO amount



# IPOs Breakdown – Total Impact

The # of IPOs were mainly in **Healthtech** raising €160 mln



# Selected IPOs

The logo for JUSTEAT, featuring the word "JUSTEAT" in a bold, red, sans-serif font with a white outline.The logo for ixium vision, featuring the word "ixium" in a blue, sans-serif font with a stylized blue and white graphic element to the left, and the word "vision" in a smaller, blue, sans-serif font below it.The logo for Geneuro, featuring the word "Geneuro" in a blue, sans-serif font with a stylized orange and blue graphic element to the left.The logo for MAINSTAY MEDICAL, featuring a blue triangle graphic to the left of the word "MAINSTAY" in a blue, sans-serif font, with "MEDICAL" in a smaller, blue, sans-serif font below it.The logo for electro POWER SYSTEMS GROUP, featuring a green circle with three horizontal orange lines inside, followed by the word "electro" in a green, sans-serif font, and "POWER SYSTEMS GROUP" in a smaller, green, sans-serif font below it.



# Methodology & Definitions

- Impact data includes all companies, that were selected to present to Tech Tour events. Period Jan 2011 – June 2016
- Research is based on secondary data. It tracks every deal with publicly announced amounts that have happened with a company after it has presented for the first time at a Tech Tour event. It does not track attracted grants
- Last updated December 2016
- “Private Funding” includes - VC & Corporate Venturing; Debt financing; Convertible notes; Angel investments; Crowdfunding
- “IPO” includes IPO and Post IPO deals
- Stage of the company – “emerging” or “growth”- is defined based on the type of event the company has presented at
- Technology Track of the company is defined based on what the company has defined and type of event it has participated in
- Regions: Benelux (Belgium, Netherlands, Luxembourg); DACH (Austria, Germany, Switzerland); Nordics (Denmark, Finland, Norway, Sweden), UK & Ireland (United Kingdom; Ireland); CEE&Russia (Bulgaria, Turkey, Hungary, Russia, Greece, Czech Republic, Cyprus, Serbia, Slovenia); Southern Europe (Italy, Portugal, Spain)

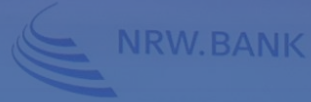
Ministry of Innovation, Science  
and Research of the German State  
of North Rhine-Westphalia



Ministry of Economic Affairs,  
Energy and Industry  
of the State of North Rhine-Westphalia



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# Tech Tour Vision & Mission

“Tech entrepreneurs  
need the best strategic  
partners to **shorten the  
journey to world-class  
innovation**”

“We provide for a vibrant  
membership community  
facilitating **strategic  
investments and  
partnerships**”



# Tech Tour Community Values

## **Long-Term Partnership**

*We follow and support entrepreneurs through their full journey of innovation – from the idea to the success story and back – we believe that entrepreneurial perseverance makes the difference.*

## **Transparency**

*Investors, entrepreneurs and partners work together and share information uncovering Europe's hidden gems. We strive to make the community as transparent and accessible as possible.*

## **Trust**

*We operate completely independently and take no sides in our community whose membership is strictly based on merit to foster the highest levels of trust and quality.*

## **Collaboration**

*Our community is set up to encourage sharing and interaction. The Membership strives to build lasting partnerships, share their knowledge, and enable each other to constantly improve.*

**This was a  
brief guide of  
what we do  
at Tech Tour.**

**If you have any  
questions  
please ask us.**

**Meanwhile  
add us on  
f  in**