



Tech Tour Community

Impact data of companies presenting in 2011–2017

Deals in the period 2011- H1 2018

Dec 2018

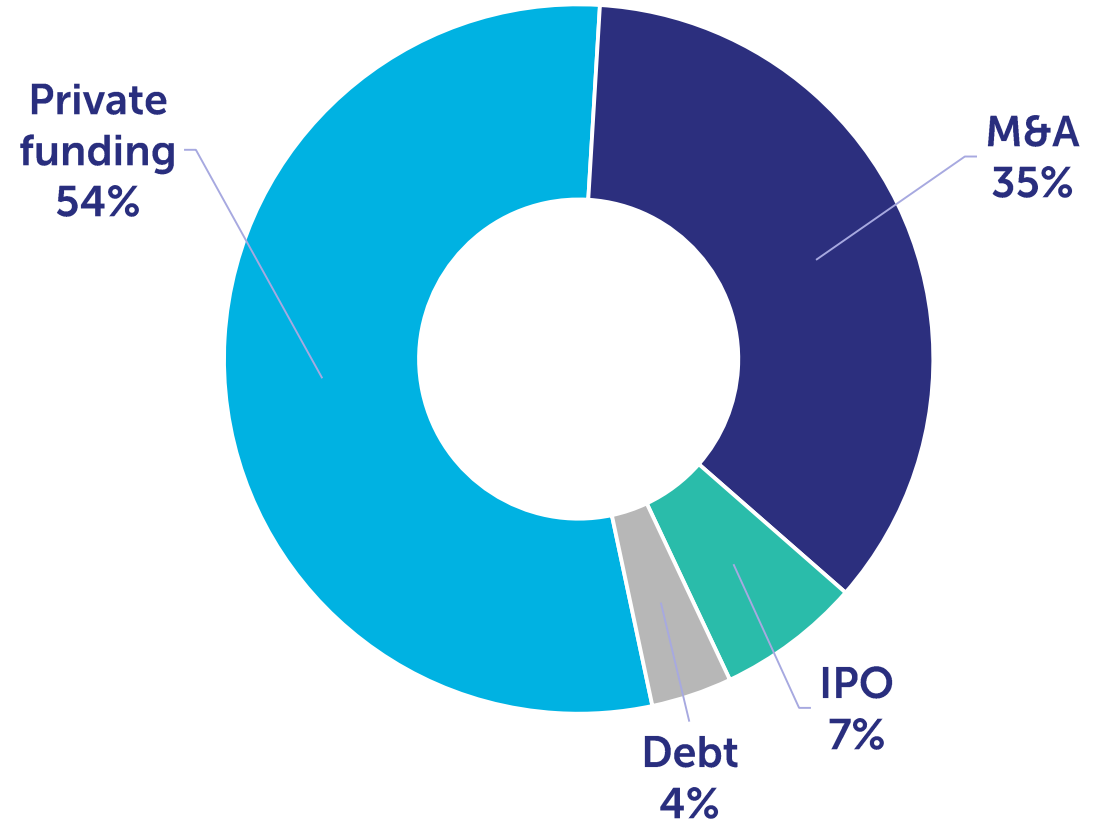
Tech Tour Impact

€14.3* bln impact

Period: 2011 – 2017

- 125 events
- 757 presenting companies reaching a deal

**impact is based on research using secondary data*



Overview

- **A total value of €14.3 bln** in deals were done in the last 7.5 years involving Tech Tour presenting companies
- **6 companies grew into unicorns:** Just EAT, Delivery Hero, Klarna, Skyscanner, MindMaze, Izettle
- **5 countries - UK, Sweden, Germany, France & Switzerland** accounted for 74% of all deals
- Companies in **Digital Tech & Healthtech** were the most attractive across the top 5 regions
- **Digital Tech had the highest impact** with 12 M&A deals and 561 private funding rounds, 35 debt deals and 10 IPOs
- **More than 50% of the deal impact came through private funding.** Involving 670 companies in 1,070 transactions
- **The DACH region had the highest impact** with a total of €1.8 bln in private funding
- **M&A deals were significantly higher in the UK and Sweden**, where companies such as Skyscanner, Izettle and other Digital Tech companies shaped the statistics, attracting €4.1 bln in total.
- The most **debt transactions** were in Digital Tech accumulating €280 mln, followed by Cleantech attracting €108 mln
- **Companies going IPO raised €937 mln**
- Main funds were attracted by companies that presented at **Tech Tour events in 2011 and 2013**, while **2015, 2016 and 2017 presenters are about to accelerate**

What happened in the last 1.5 years

(Jan 2017 – H1 2018)

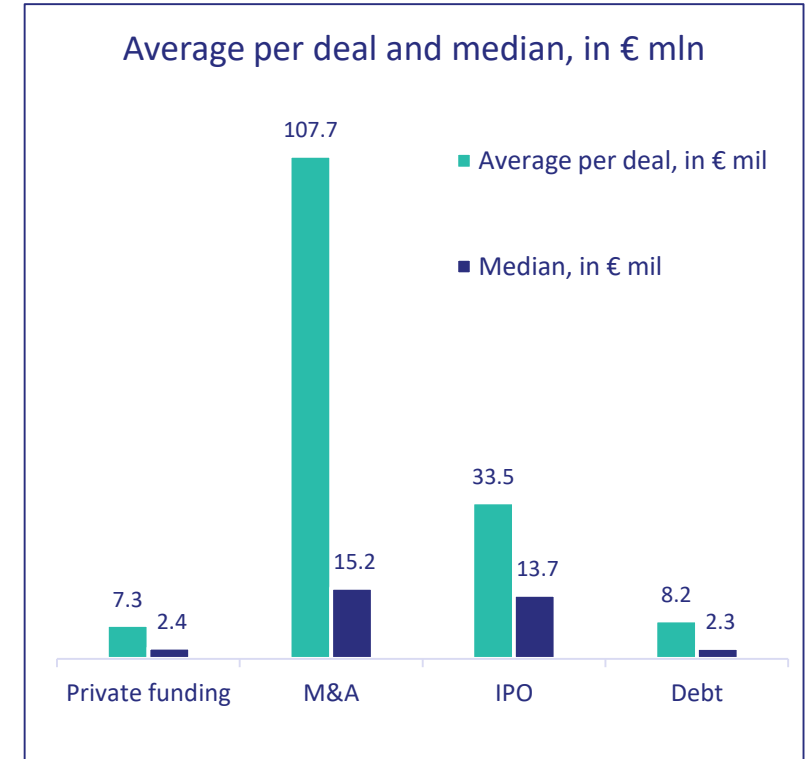
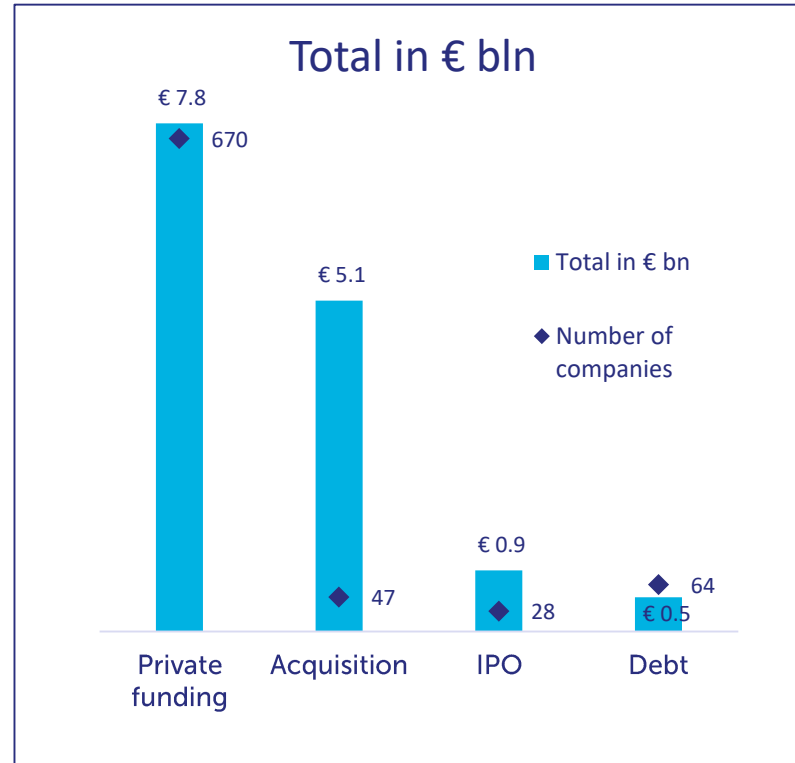
- The total amount of deals increased by close to 70% from EUR 8.5 bln to EUR 14.3 bln
- Companies in the 2017 Impact Data report attracted EUR 5.3 bln in new funding (presenters from 2011 to June 2016)
- **Newcomers:** Companies that presented in the period June 2016 – Dec 2017 attracted EUR 450 mln
- Companies in **Sweden, Germany and UK** were the highest value, attracting EUR 3.6 bln
- **50%** of the amount attracted by newcomers was in **Healthtech**
- The highest valued companies were **Izettle** (EUR 2.1 bln), **Klarna** (EUR 0.3 bln), **Soundcloud** (EUR 0.2 bln), **FinanceFox** (EUR 0.2 mln) and **Avantium** (EUR 0.1 bln)
- The most attractive newcomers were **iTeos** (EUR 64 mln), **Collibra** (EUR 48 mln) and **LimFlow** (EUR 28 mln)
- **23** companies were acquired, of which 15 disclosed their amounts, attracting a total amount of EUR 2.1 bln
- **272** companies have raised private funding for the total amount of EUR 3.2 bln
- **6** new IPOs were executed, raising a total of EUR 140 mln, including the IPO of **Avantium** for EUR 103 mln
- **Emerging companies continue to grow**, raising EUR 1 bln through private funding and debt, 1 acquisition and 5 IPOs

Impact Data - Breakdown

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

Private funding includes:

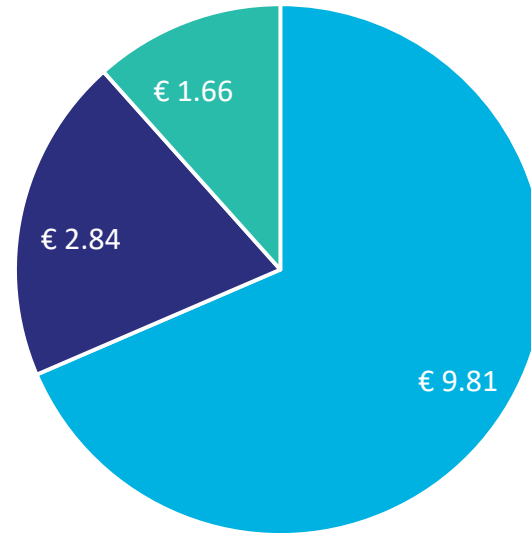
- VC & corporate venturing
- PIPE
- Accelerators and Incubators
- Angel investments & crowdfunding



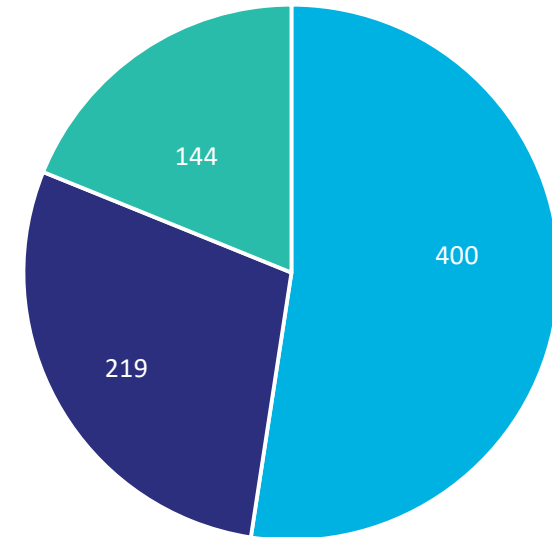
Impact by Tech Tracks

The Healthtech sector does not yet attract as much funding as the Digital sector – however the **Healthtech activity level has doubled in the past few years.**

Tech Tracks, in values



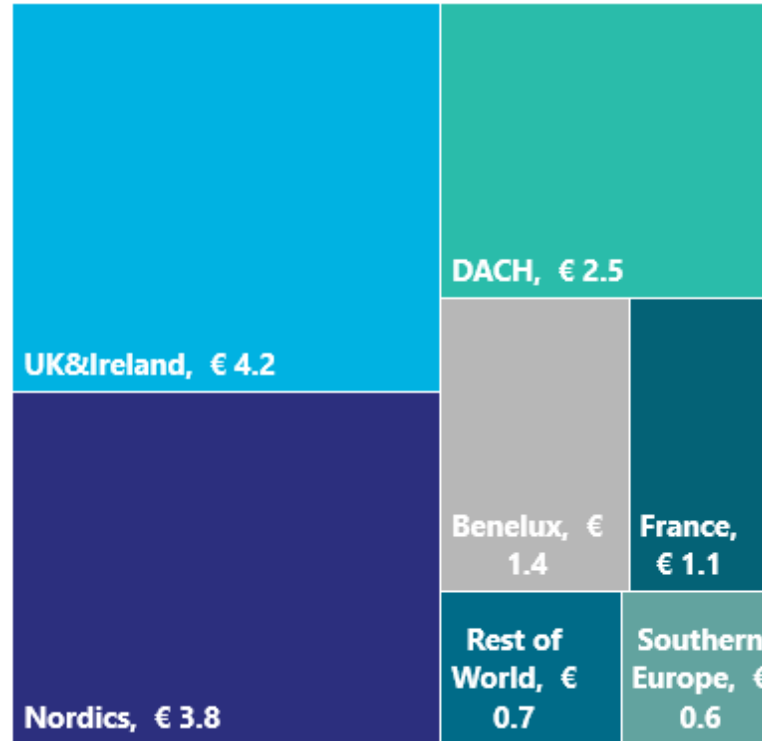
...and in numbers



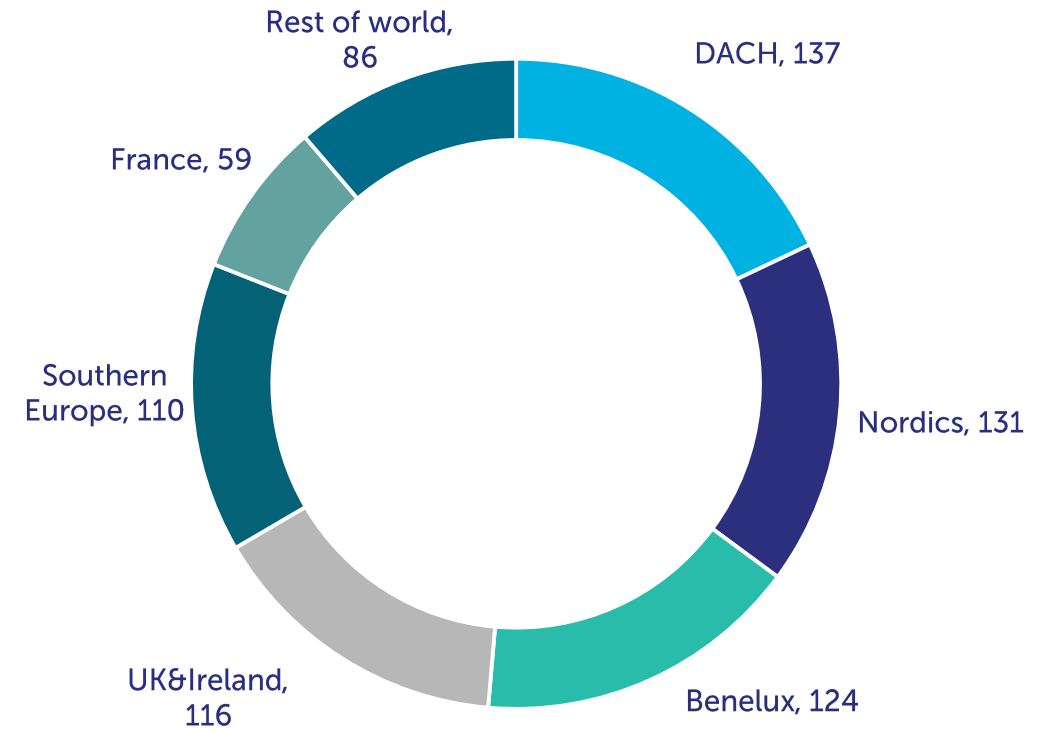
■ Digital Tech ■ HealthTech ■ Sustainability Tech

Regional Distribution

5 countries
(UK, Sweden,
Germany, France
& Switzerland)
accounted
for 74% of all
deals



Data is in billions of euro

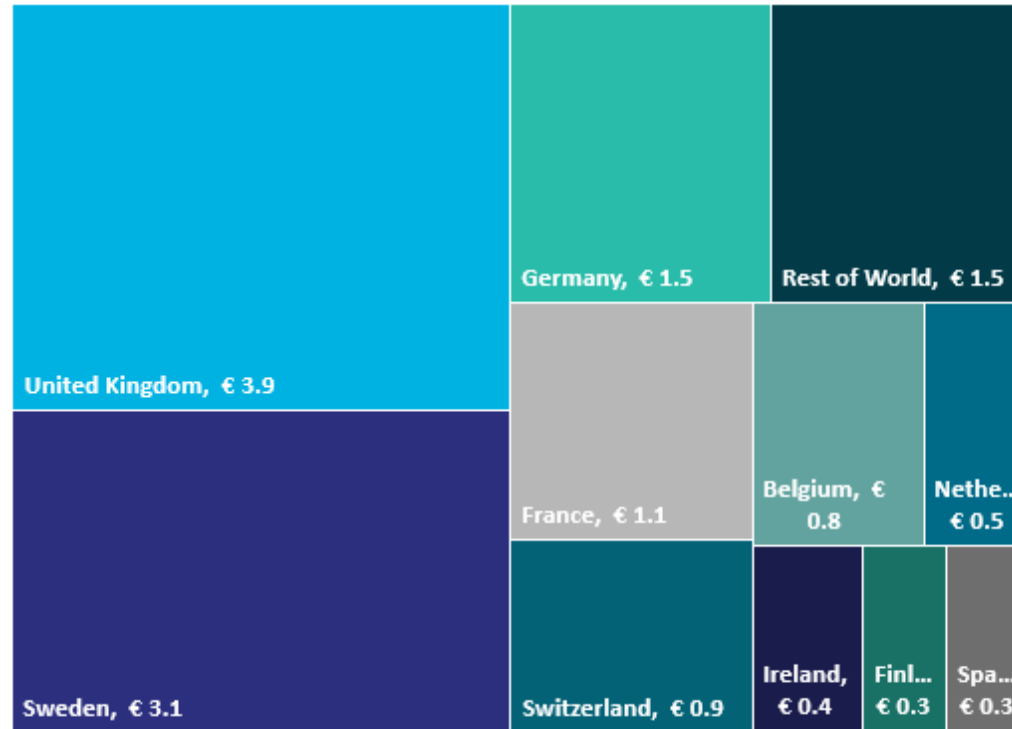


Data is in number of companies

Country Distribution

Top 10 countries

3 countries
(UK, Switzerland & Belgium)
represent
31% of all
companies
that have
attracted
funds



Data is in billions of euro

Rest of World includes: North America, CEE & Russia, Middle East, Latin America

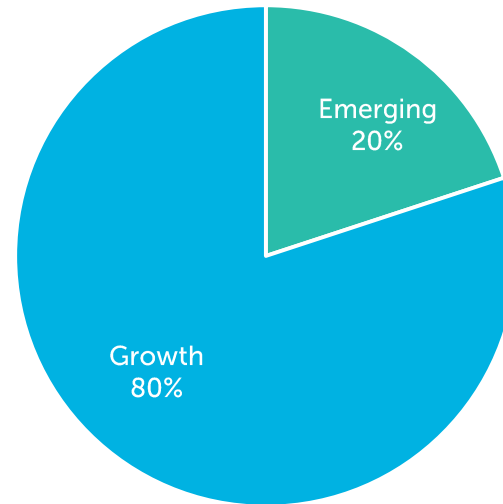


Data is in number of companies

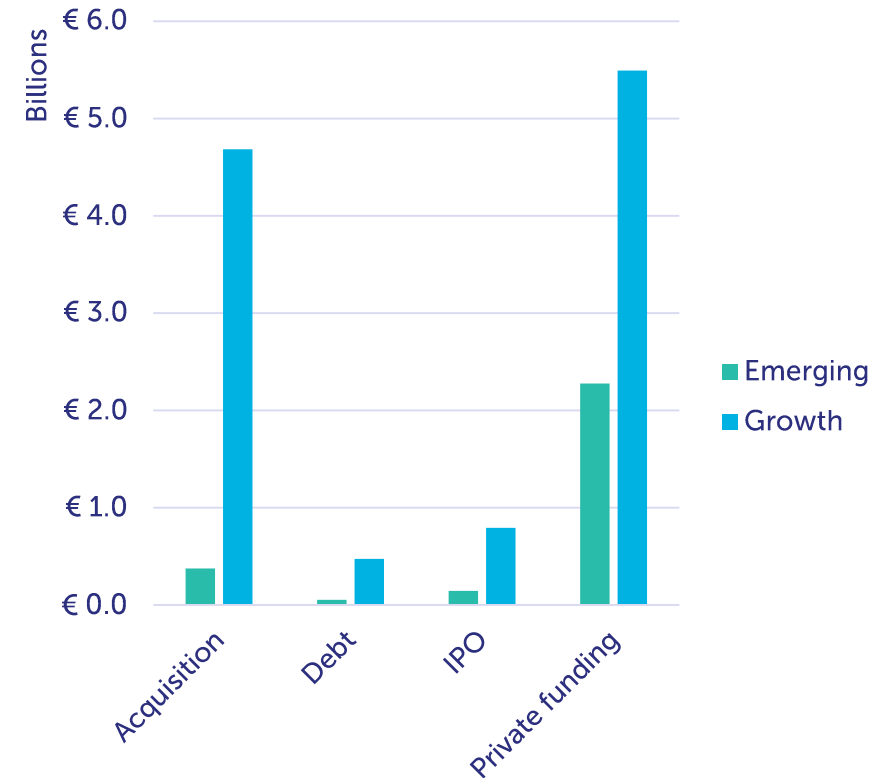
Impact by Stage

Funding of Emerging companies is increasing and is only 59% behind when it comes to support from private funds.

In total (acquisitions included) Growth stage companies raised 4 times more funding than emerging companies.



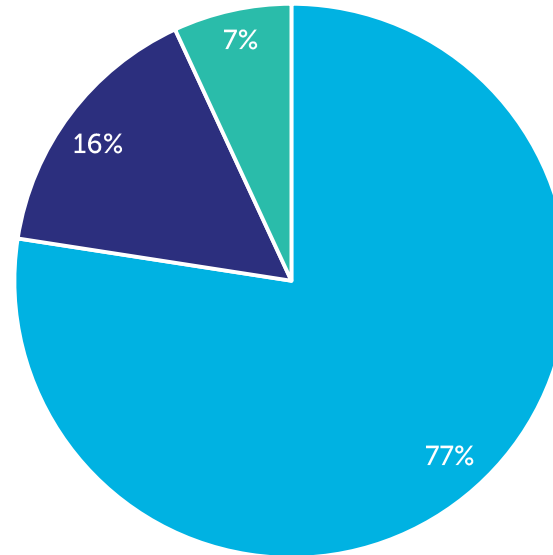
Stage is defined based on the type of event companies were selected to present at



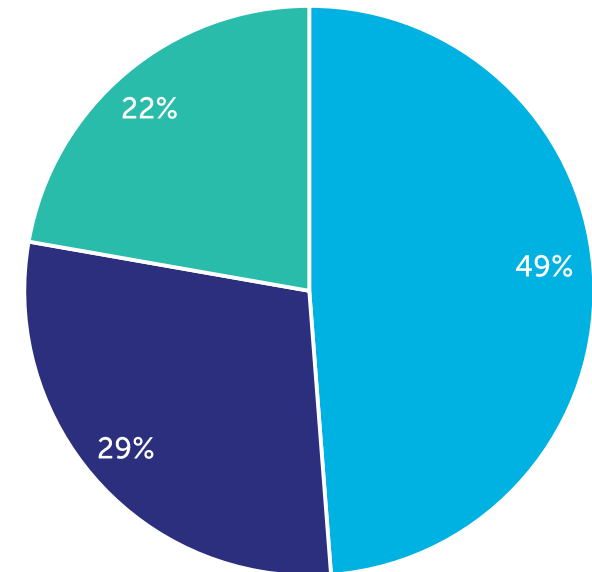
Impact by Stage and Tech Tracks

Digital Tech had the largest number of deals within both the growth and the emerging stages*

Growth Stage



Emerging Stage

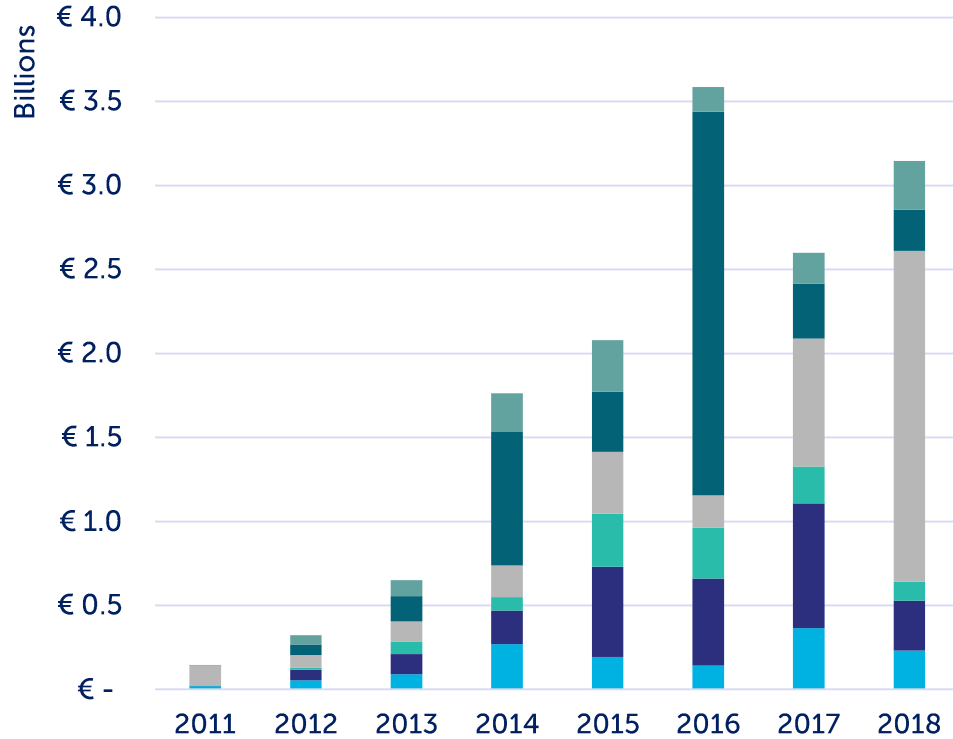


■ Digital Tech ■ HealthTech ■ Sustainability Tech

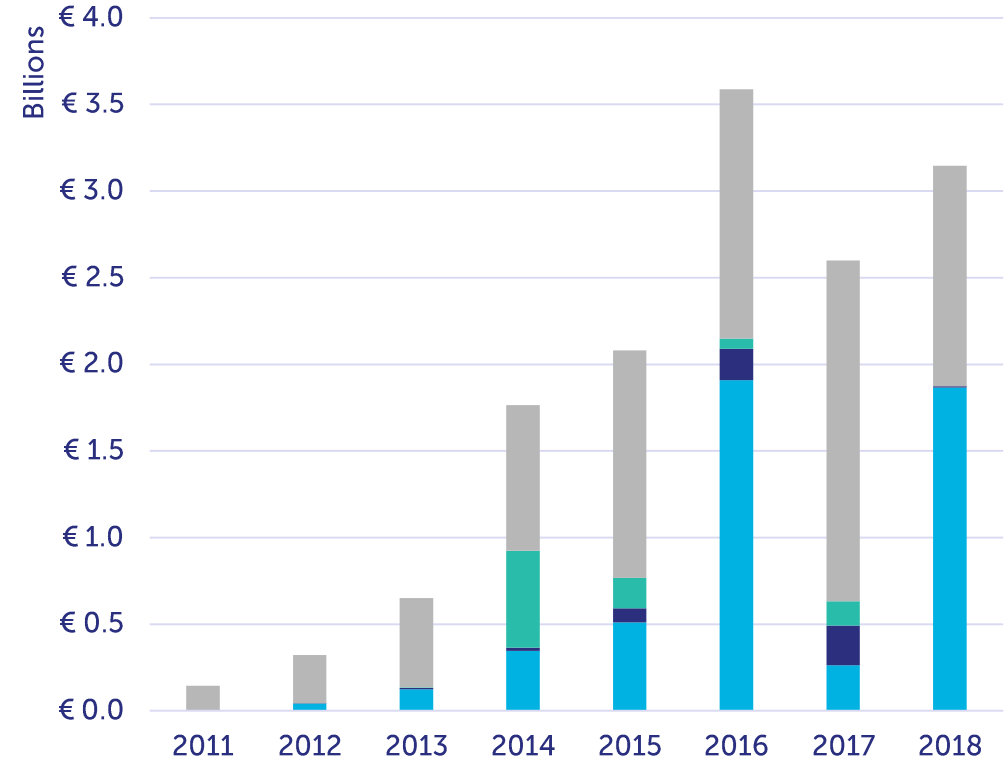
* Stage is defined based on what type of event the companies were selected to present at.

Investment activity... by year of the deal

By region



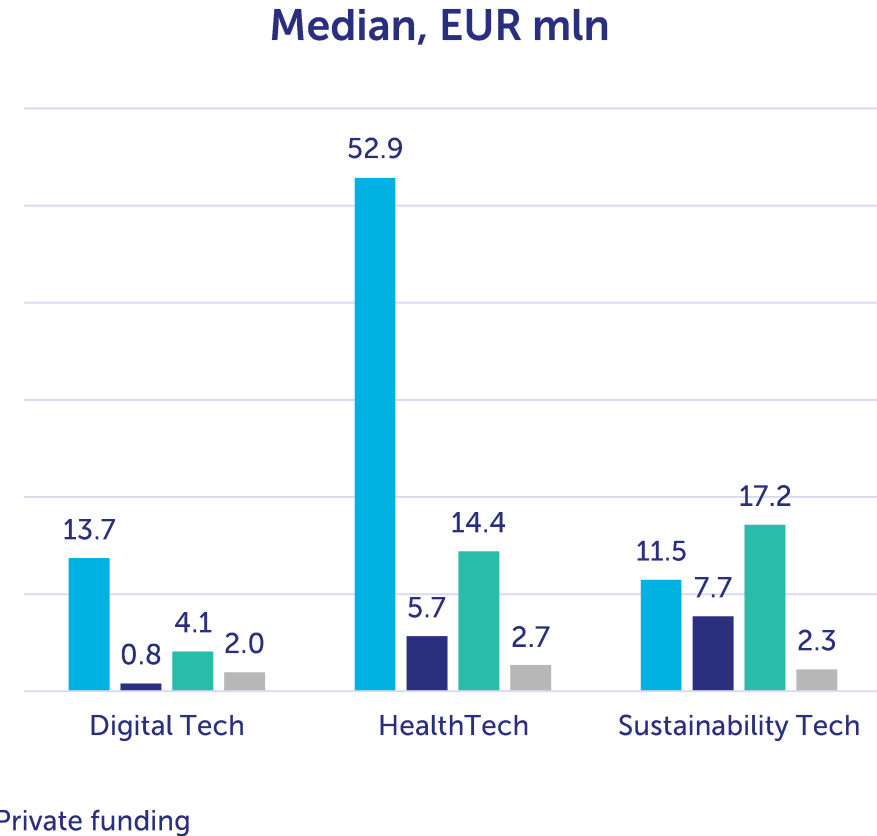
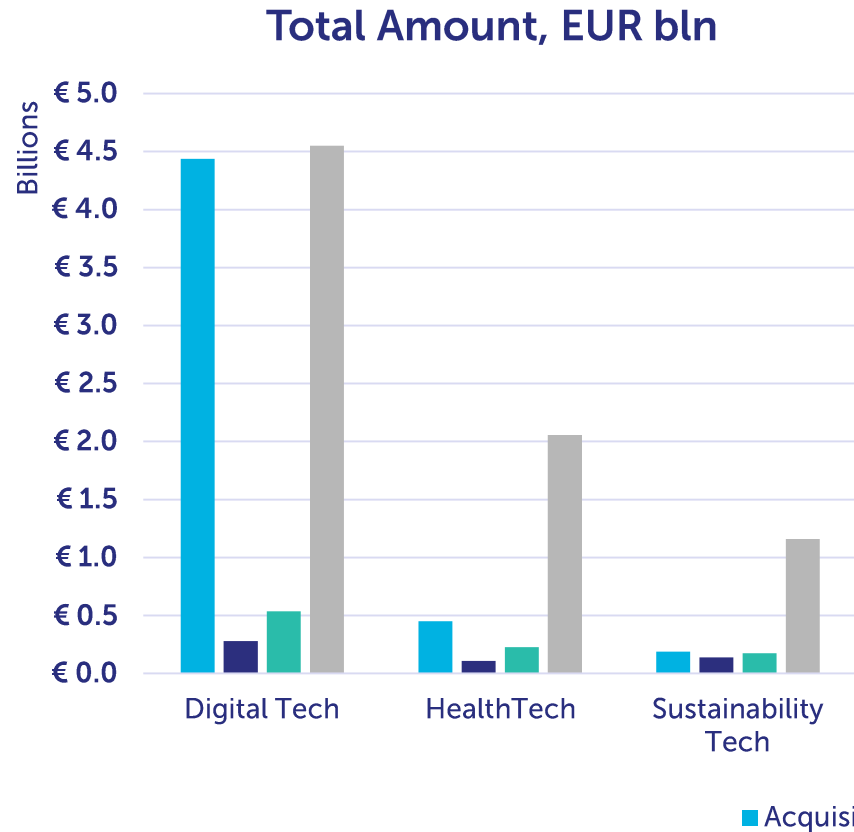
...and by investment type



- Benelux
- DACH
- France
- Nordics
- UK&Ireland
- Rest of World

- Acquisition
- Debt
- IPO
- Private funding

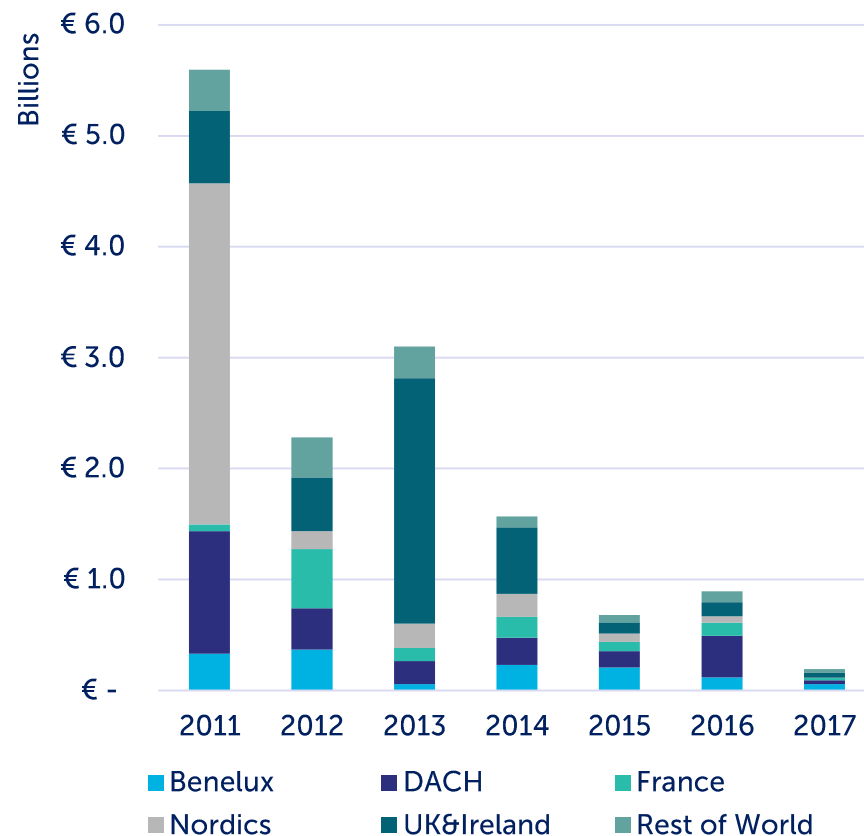
Impact by deal type and Tech Track



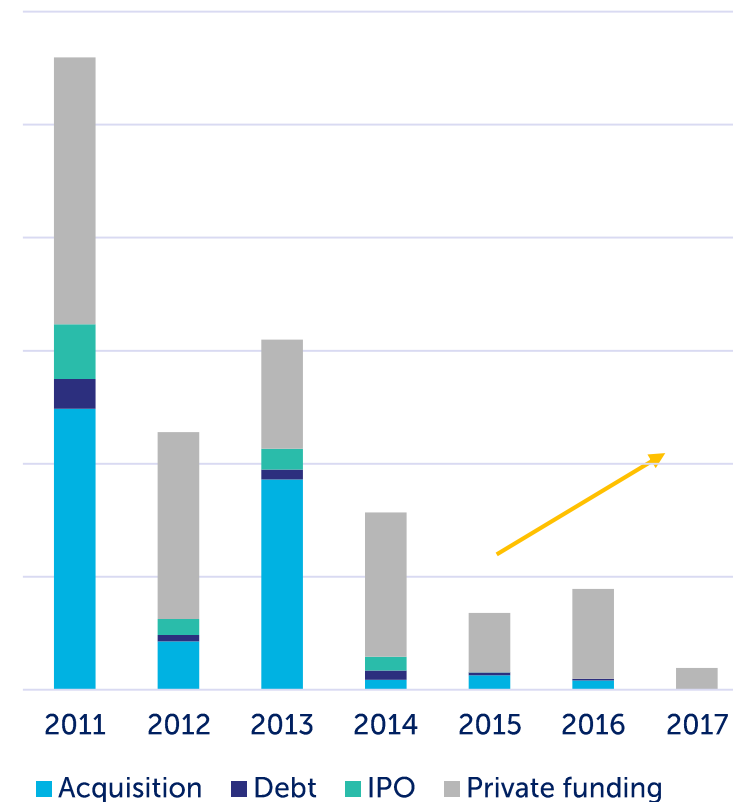
Investment activity the 1st year that a company is presenting

Most deals were done by companies that presented at Tech Tour events in 2011 and 2013, ...while 2015, 2016 and 2017 presenters are about to accelerate

By region



...and by investment type





Private Funding Breakdown

Total impact: €7.7 bln

of deals: 1,070

Private funding includes:

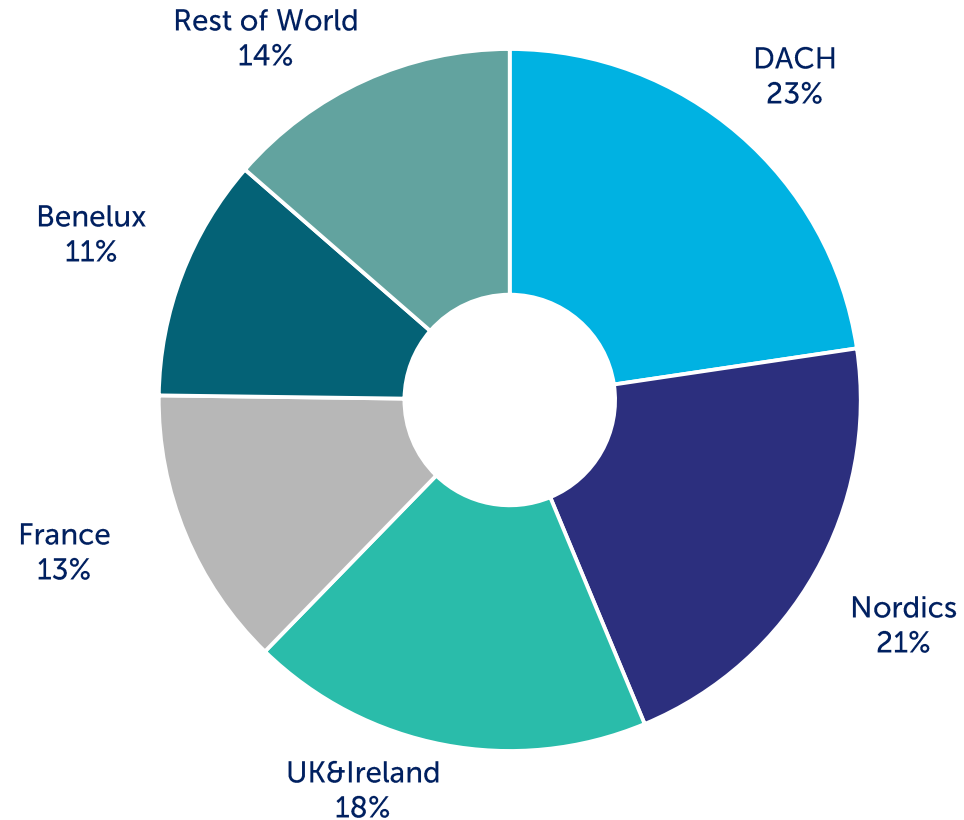
- *VC & corporate venturing*
- *PIPE*
- *Accelerators and Incubators*
- *Angel investments & crowdfunding*

Private Funding Breakdown

The regions

**The DACH region
surpassed UK & Ireland**

...attracting
12% Digital Tech &
8% in Healthtech

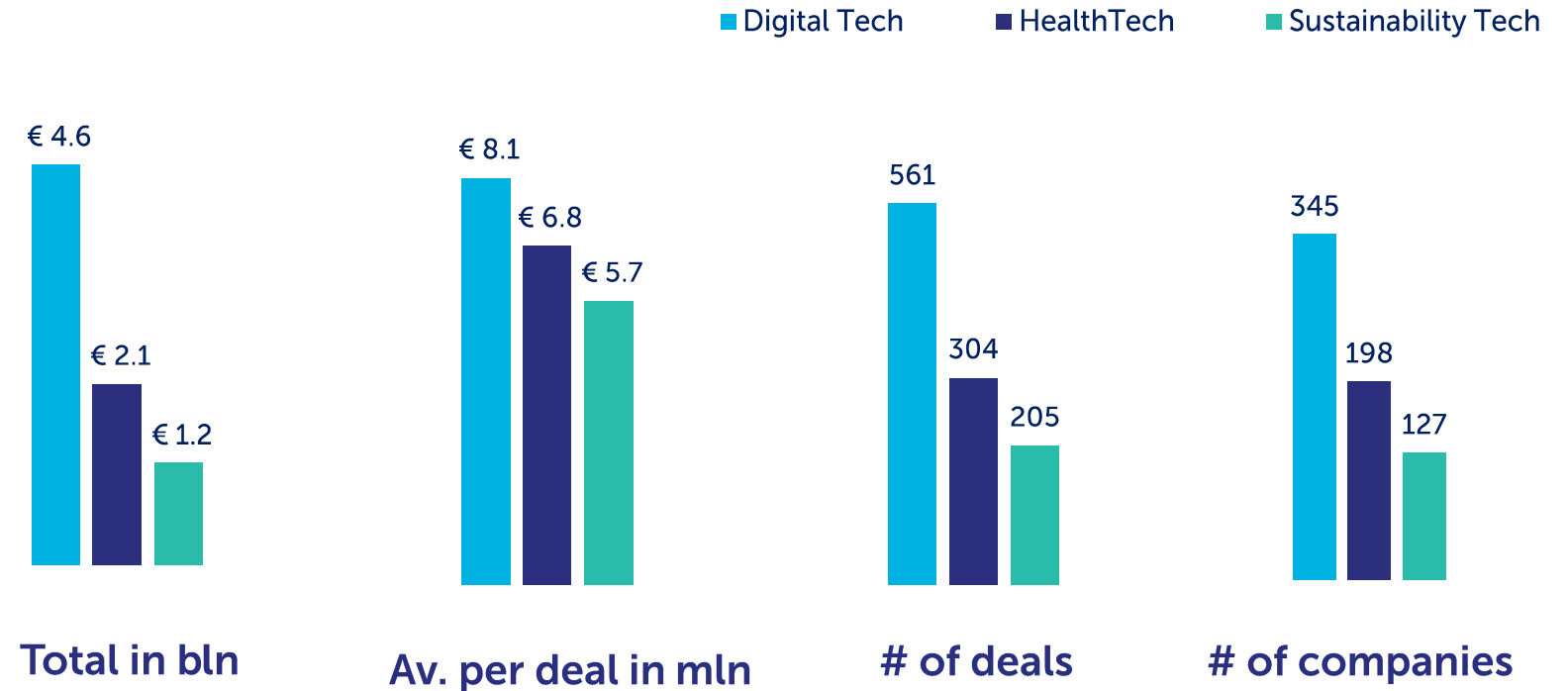


Private Funding Breakdown

Impact

Total impact:
€7.7 bln

of deals: 1,070
of companies: 670



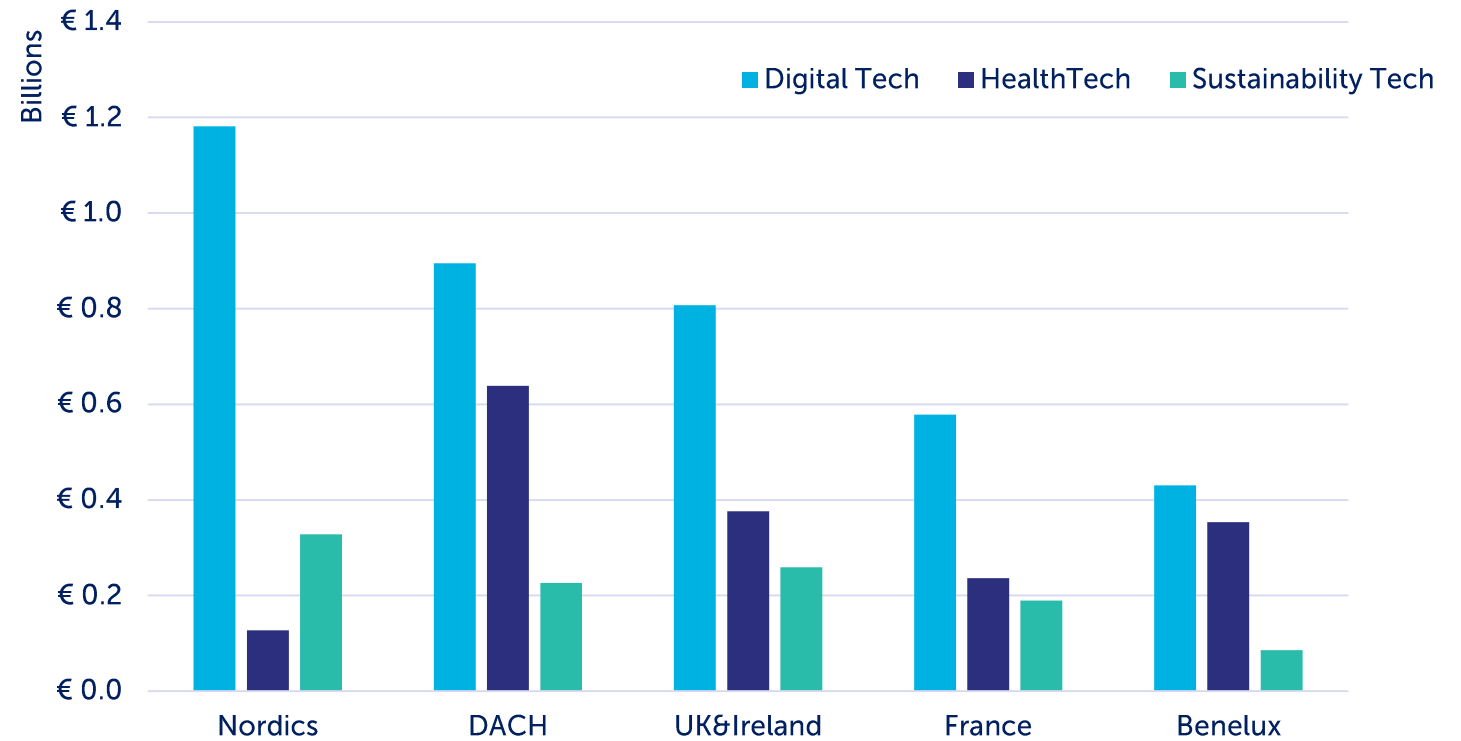
Private funding includes:

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

Private Funding Breakdown

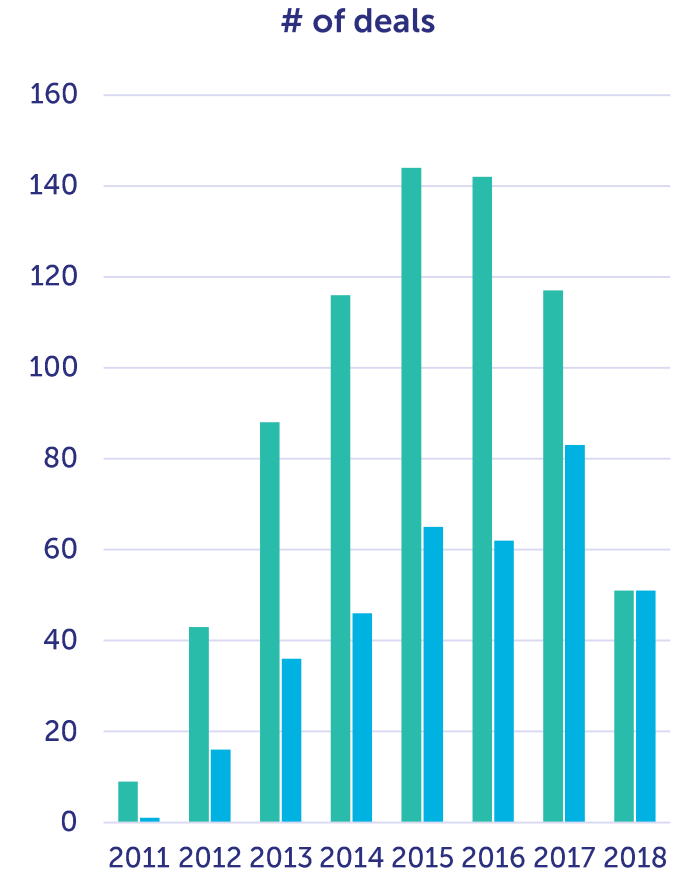
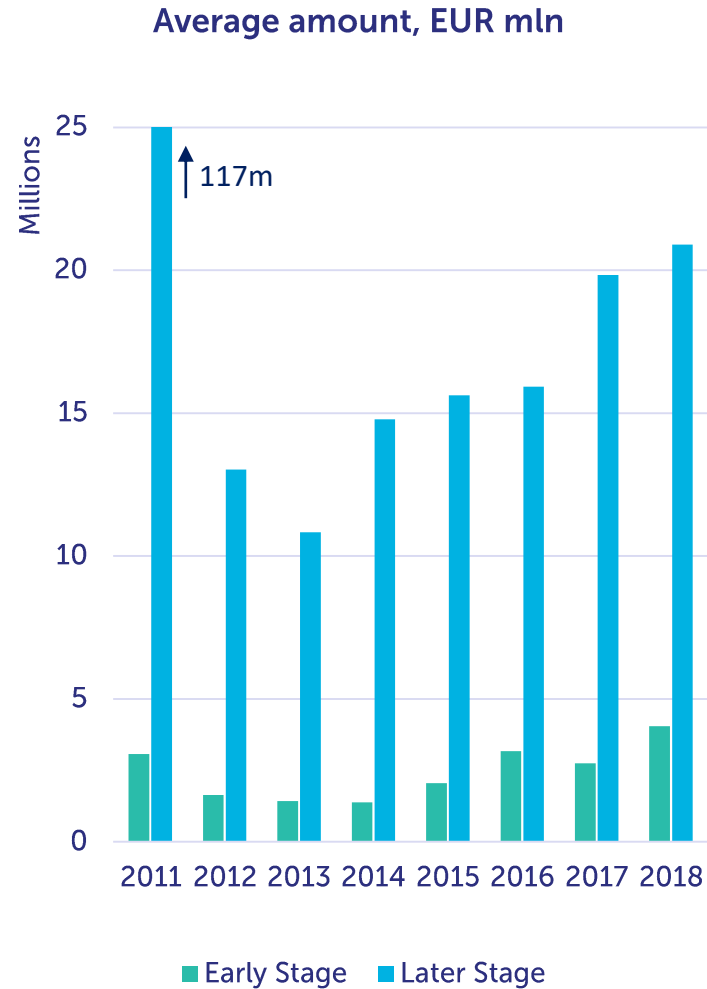
Sectors

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



Private Funding Breakdown

Deal activity by stage



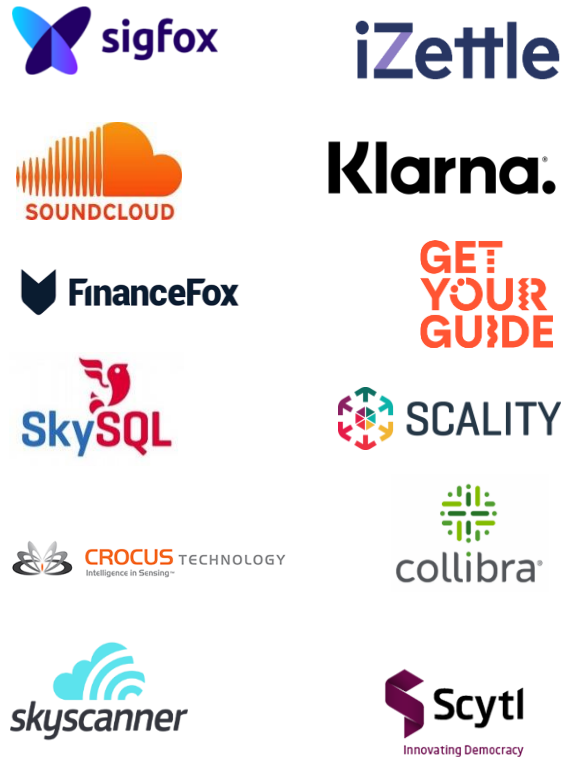
Private Funding

Selected Success Stories

Sustainability Tech



Digital Tech



Healthtech





M&A Breakdown

Total impact: €5.1 bln

of deals:

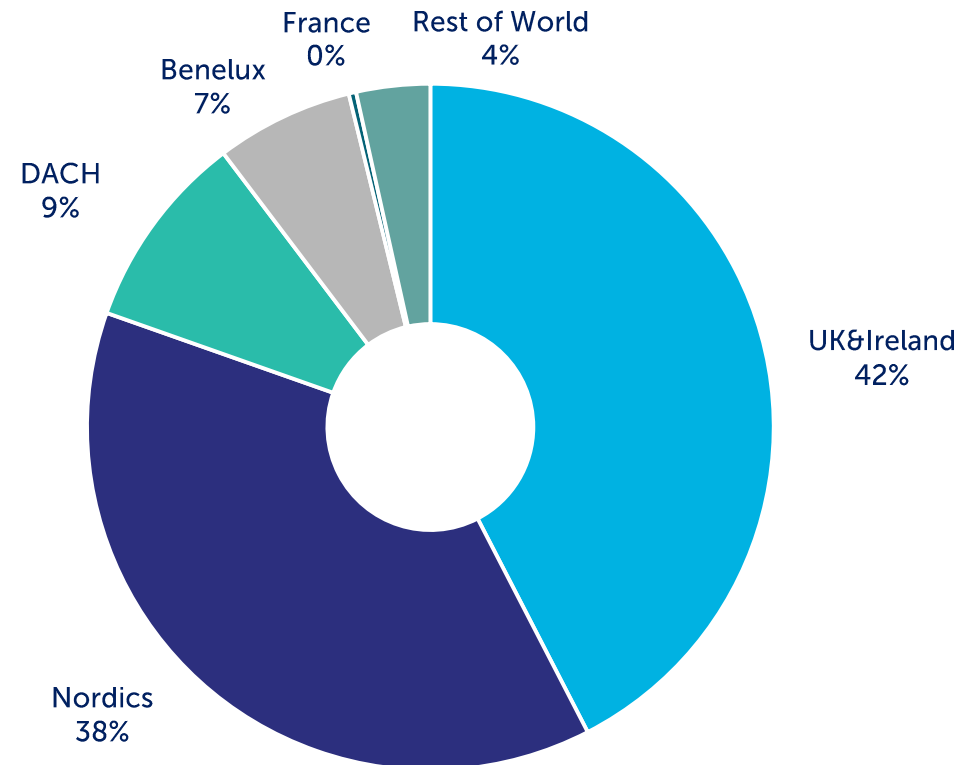
- with disclosed amount: **47**
- with undisclosed amount: **14**

M&A Breakdown

Total Impact

UK & Sweden Digital Tech
most attractive for acquisitions:
total of €4.1 bln

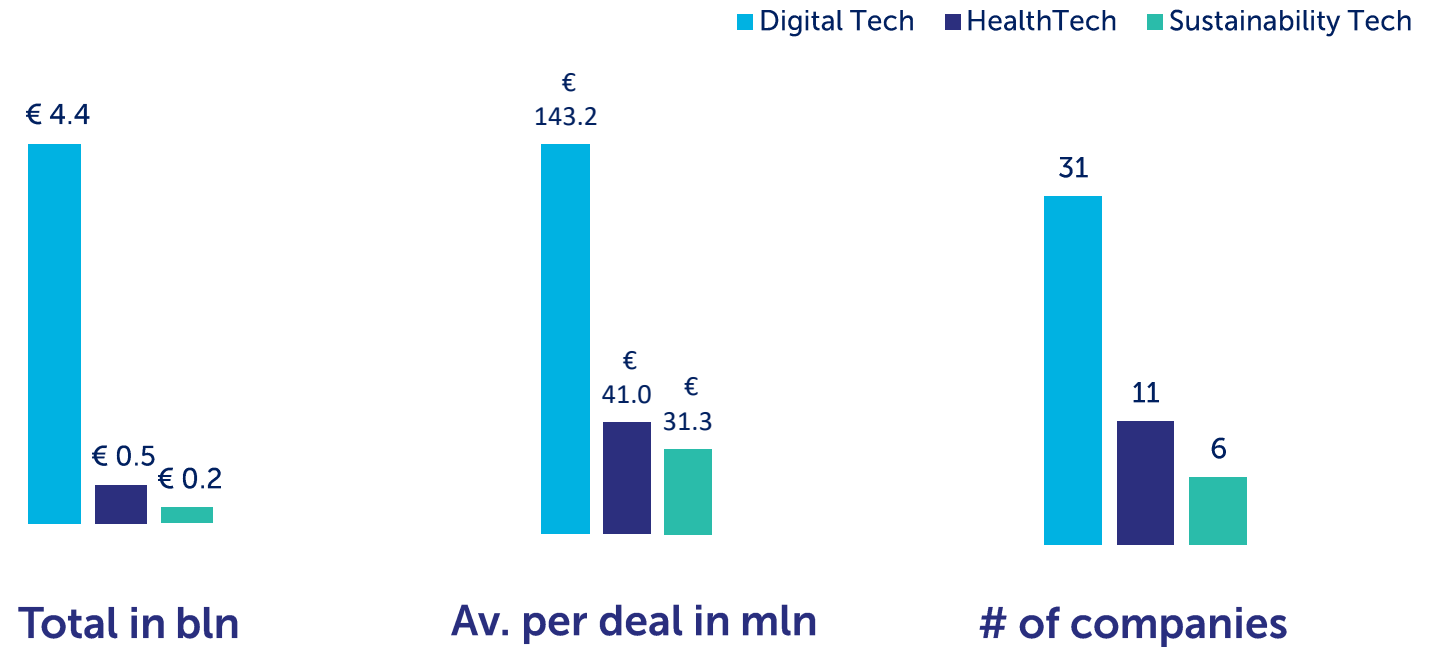
Companies such as
Skyscanner and **Izettle**
were presented



M&A Breakdown


Total Impact



Average size of Digital Tech deals was significantly higher than Healthtech and Cleantech deals





Selected M&As


Acquired by:



Acquired by:



Acquired by:



Acquired by:



Acquired by:



Acquired by:



Acquired by:



Acquired by:



Acquired by:



Acquired by:





Acquired by:







Acquired by:



Acquired by:



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Acquired by:




IPOs Breakdown

Total impact: €937 mln

of deals: 28



IPOs breakdown

Total impact

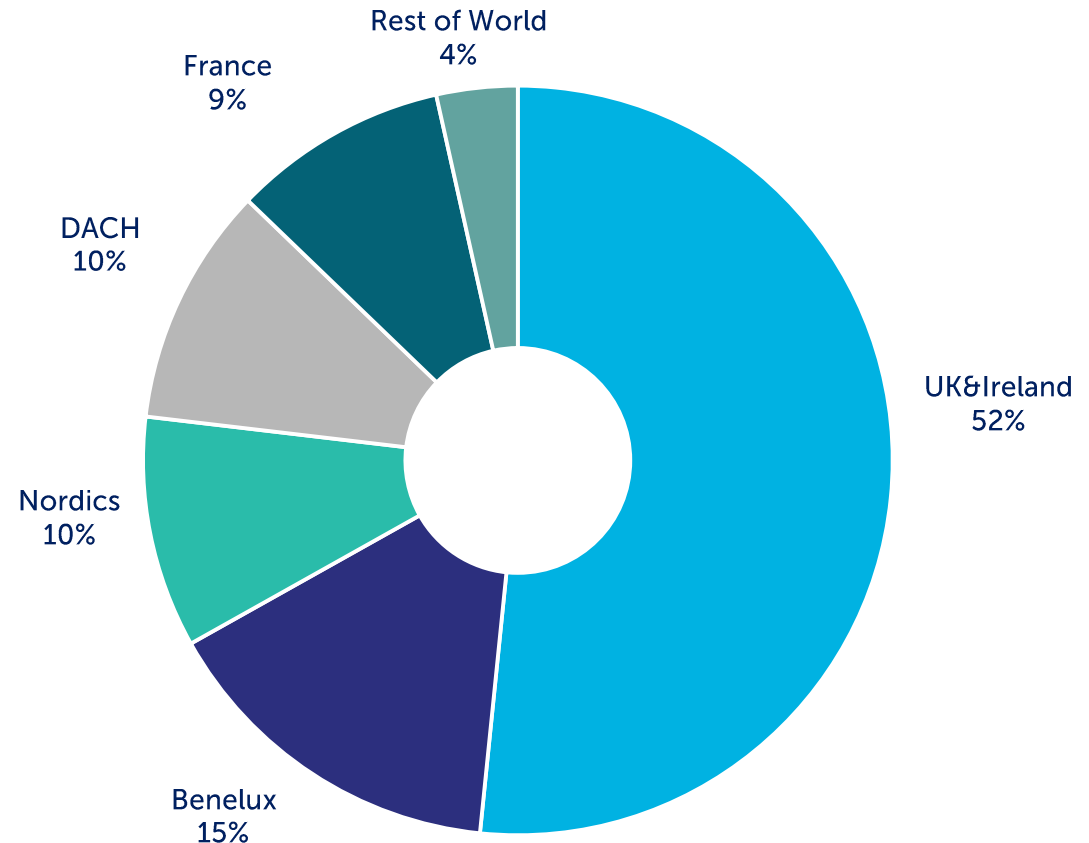
The 2 largest IPOs represented 57% of the total IPO amount

UK based company

Just-Eat: € 434 mln

Dutch based company

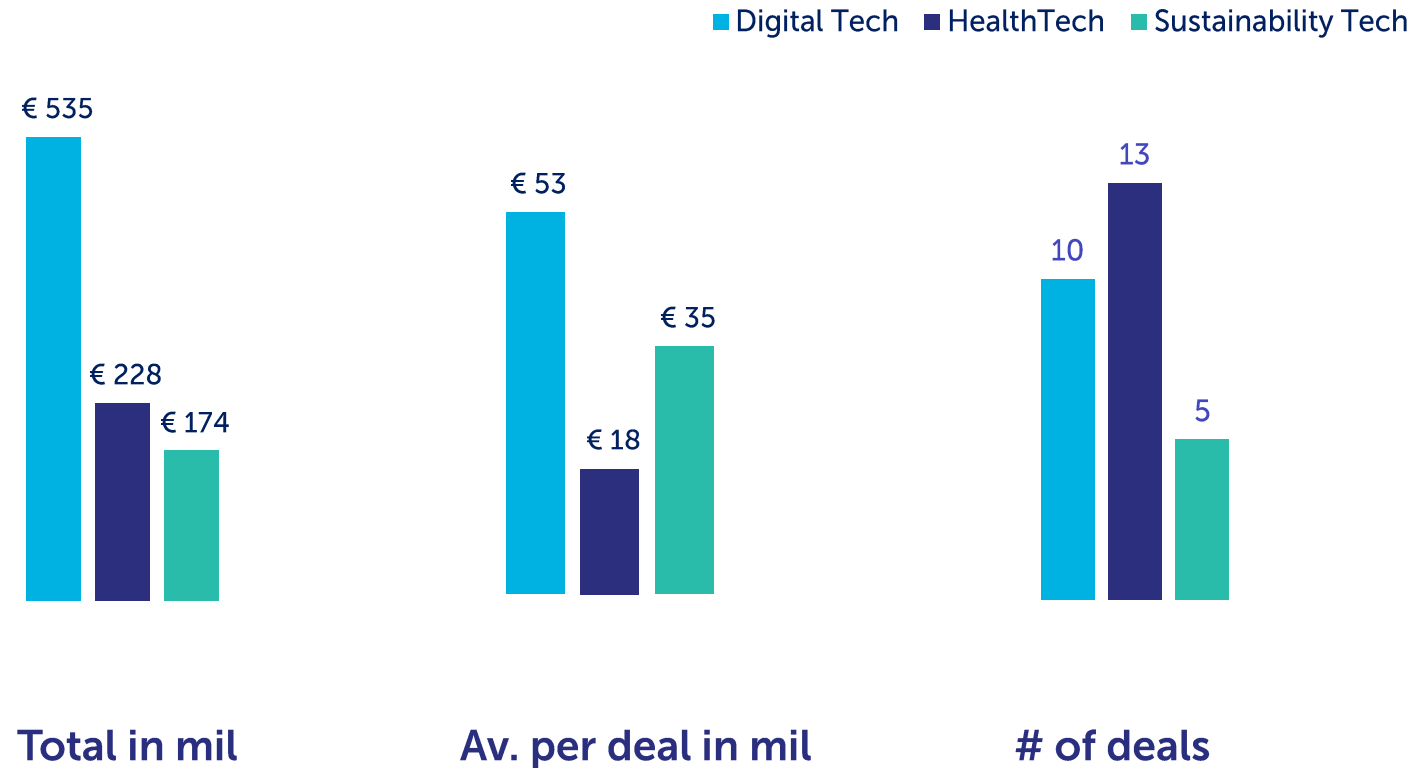
Avanitum: € 103 mln



IPOs Breakdown

Total Impact

Healthtech
attracted most
IPOs at €228 mln



IPOs Breakdown

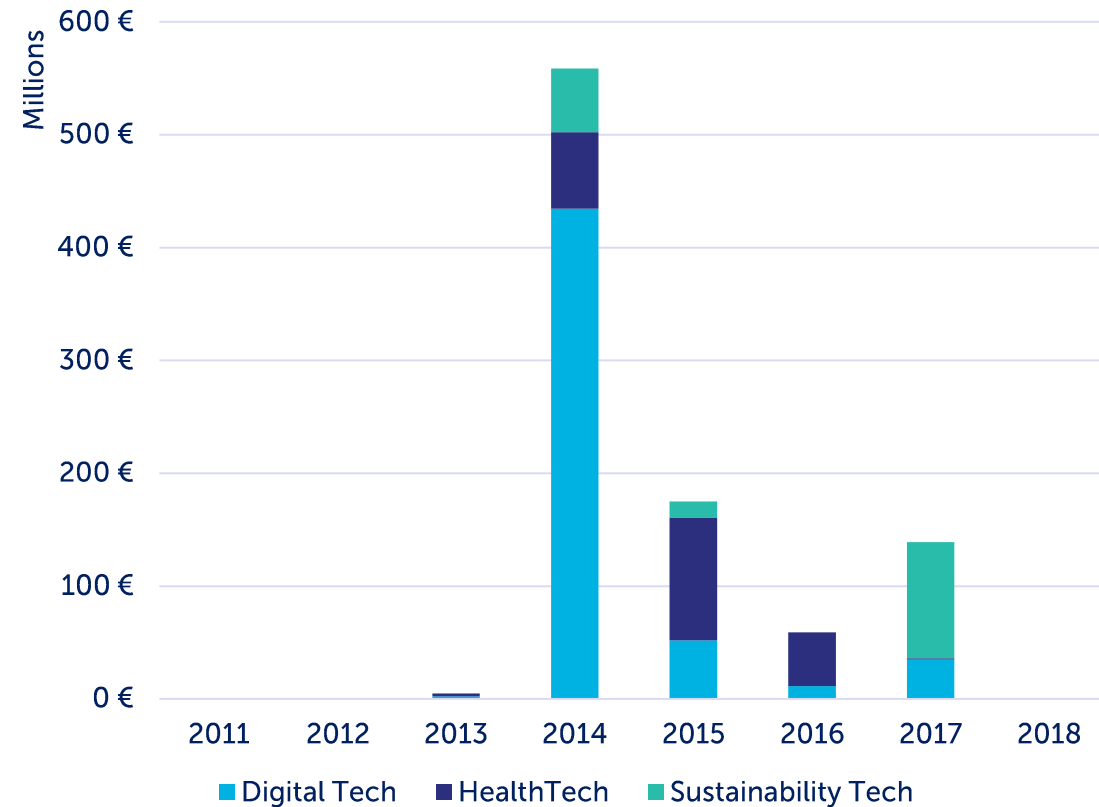
By year and track

The biggest IPOs that have shaped the 3 track development over the years

2014: **Just Eat** in **Digital Tech**

2015: **Curetis** in **Healthtech**

2017: **Avantium** in **Sustainability Tech**



Selected IPOs

JUSTEAT

Pixium
vision

lucibel
Retail

Bone Therapeutics


avantium

tobii

Nexstim

Geneuro

 **XEROS**
TECHNOLOGIES
Without limits. For a world with them.

 **MAINSTAY**
— MEDICAL —

 **curetis**


VIALIGHT
COMMUNICATIONS



Debt Transactions Breakdown

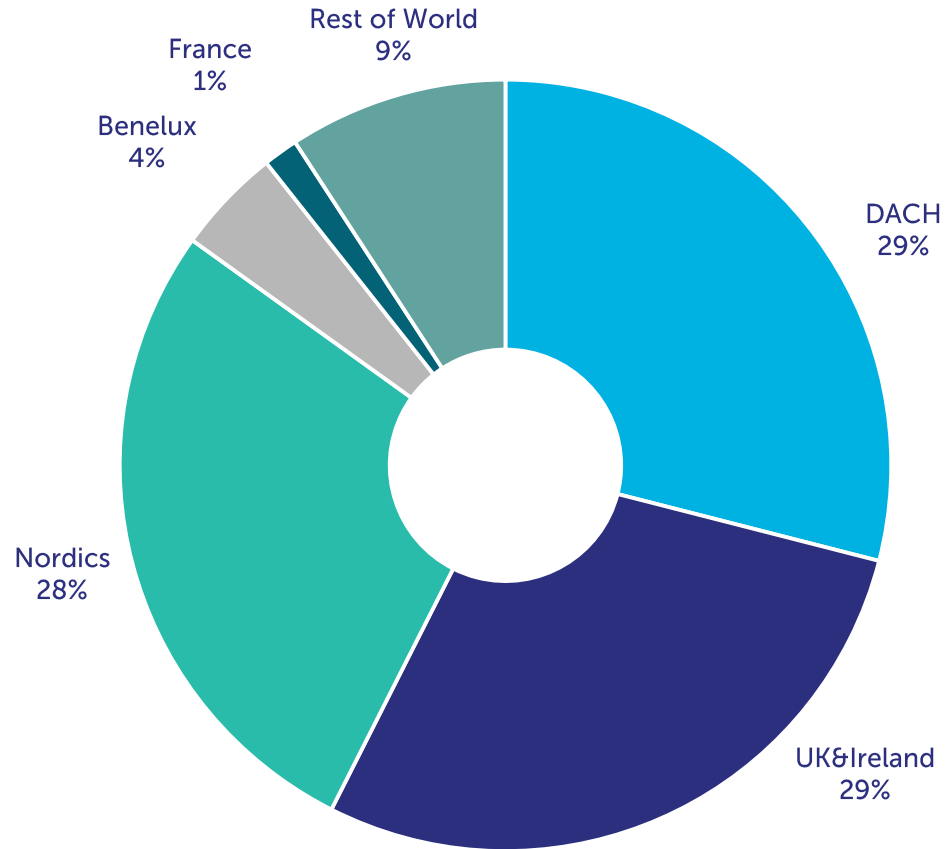
Total impact: €526 mln

of deals: 64

Debt Transactions Breakdown

Total impact

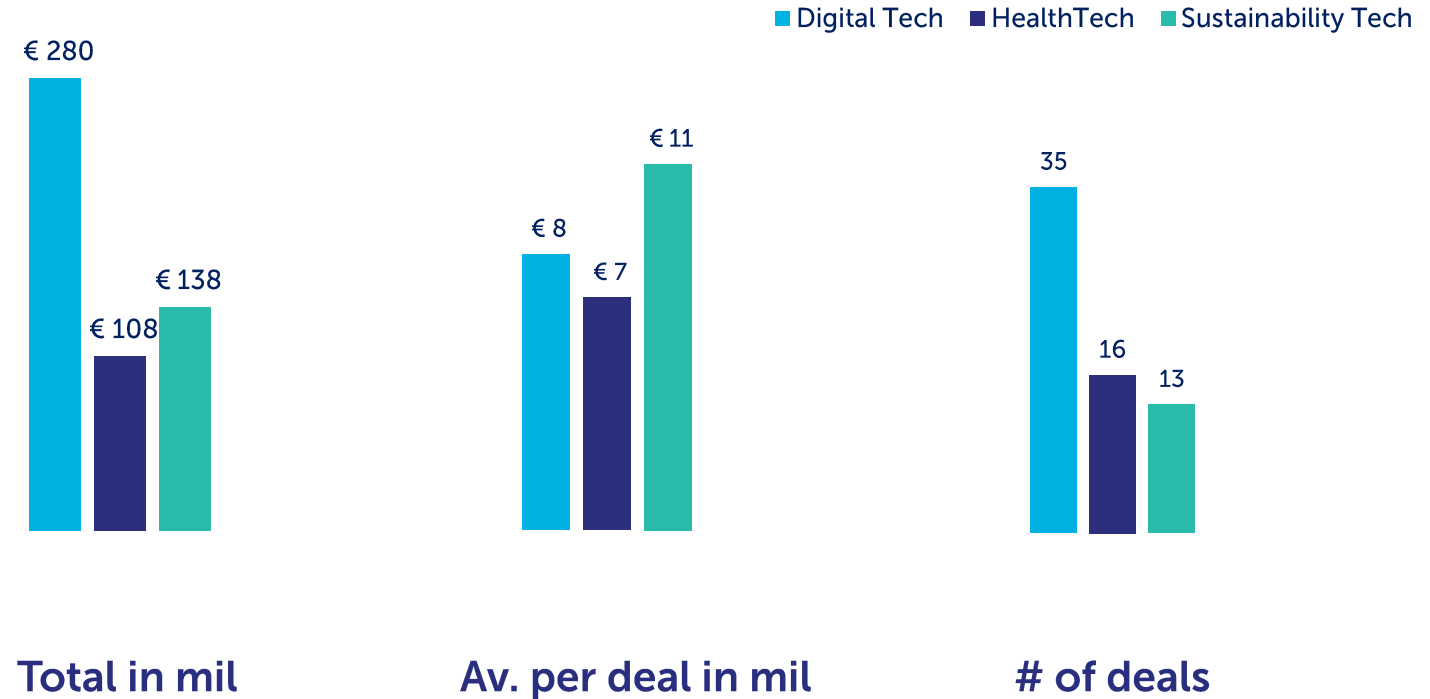
Debt transactions within Digital Tech accumulated €280 mln, followed by Cleantech attracting €108 mln



Debt Transactions Breakdown

Total impact

The most Debt Transactions were in **Digital Tech** accumulating **€280 mln**

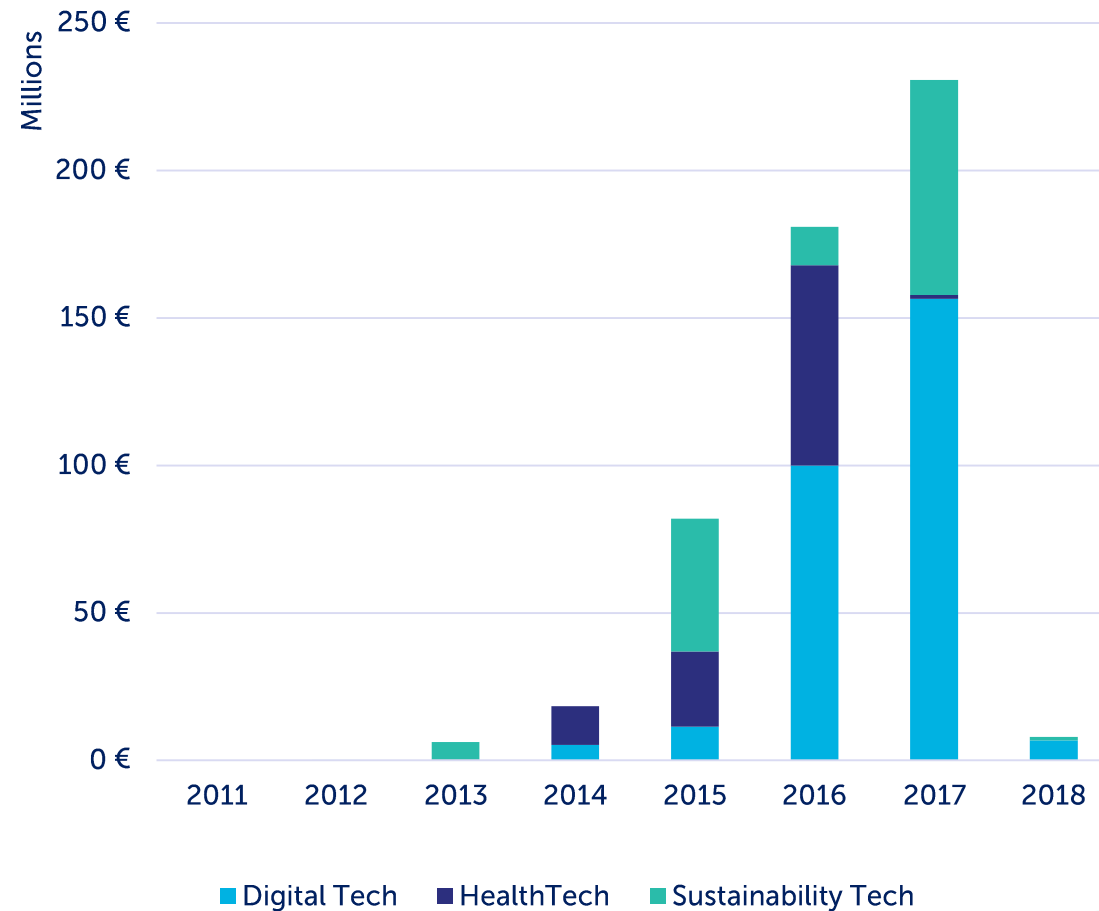


Debt transactions by year and track

Significant growth in debt transactions due to deals with

2016: Klarna, Soundcloud and Quanta Fluid Solutions

2017: Klarna, eGym, Oxford PV and Skeleton Technologies



Selected Debt Transactions




Lead Debt Providers:
KREOS CAPITAL
TCP TENNENBAUM
CAPITAL
PARTNERS



Lead Debt Providers:
 European
Investment
Bank Group  VICTORY PARK
CAPITAL



Debt
Provider:
TCP TENNENBAUM
CAPITAL
PARTNERS



Debt
Provider:
Undisclosed



Debt
Provider:
 European
Investment
Bank Group



Debt
Provider:
Hercules
CAPITAL



Debt
Provider:
Undisclosed



Debt
Provider:
 European
Investment
Bank Group



Debt
Provider:
IPF Partners



Debt
Provider:
 European
Investment
Bank Group



Debt
Provider:
KREOS CAPITAL



Debt
Provider:
IPF Partners



Debt
Provider:
 European
Investment
Bank Group



Debt
Provider:
 European
Investment
Bank Group



Debt
Provider:
 Brightfield

Methodology & Definitions

Methodology

- Impact data includes all companies, that were selected to present at Tech Tour events. Period Jan 2011 –Dec 2017
- 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. It track all deals in the period 2011 – H1 2018
- 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); Rest of World: North America, CEE & Russia, Middle East, Latin America

Definitions

- Private funding – Includes: VC & Corporate Venturing; PIPE; Accelerators and Incubators; Angel investments & crowdfunding
- PIPE - Private investors engaging in non-control equity investments in a publicly-traded enterprise through the acquisition of securities issued directly by the company
- IPO - Includes IPO and Post IPO deals
- M&A - Merger & Acquisition: operating companies who acquire a control position in another company or will retain control of the combined business post-transaction
- Crowdfunding - Financing through crowdfunding platforms through which individuals have provided non-equity funding in exchange for company products, generally before they have been released to the market
- Corporate - Operating companies who acquire a non-control stake in another company
- Angel - Investments by an individual in a company from their individual funds and not using funds raised from other people.
- Accelerator/Incubator - Companies who join a temporary program that variably provides funding, office space, technological development and/or mentorship. Often in exchange for an equity in the company

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**