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The intelligent global database to identify growth opportunities and track innovative companies

Does Europe produce enough big VC-backed exits?

Does Europe produce big tech companies?

- Big tech goes beyond unicorn definition only: Europe counts at least 154 tech companies valued over \$1 billion (roughly €0.8 billion)
 - 31 tech companies are known European unicorns, here defined as private VC-backed companies over \$1 billion
 - **12** tech companies are private equity backed and may exit soon
 - **35** tech companies are under corporate ownership, following an acquisition
 - **76** tech companies are publicly traded, some of them never having gone through any institutional venture capital funding stages
- UK, Germany, Sweden, Netherlands, Spain and Switzerland are generating the biggest returns in Europe, both historically and looking ahead.
 Among those countries UK, Germany and Sweden are in the lead

Which VCs are consistently backing big tech?

- Historically, Index Ventures most consistently delivers big exits, followed by Accel, HV Partners, and Insight Venture
- Looking ahead, Accel Partners has the most unicorns in its portfolio (7 companies), followed by Index Ventures (6 companies). Late stage firms like Baillie Gifford, Softbank and DST also have several unicorns in their portfolio
- Other notable "heavy hitters" include Lakestar, Vitruvian, Scottish Equity Partners, Atomico, Bessemer, Insight VP, Institutional VP, Balderton, 83North, Northzone and Piton Capital

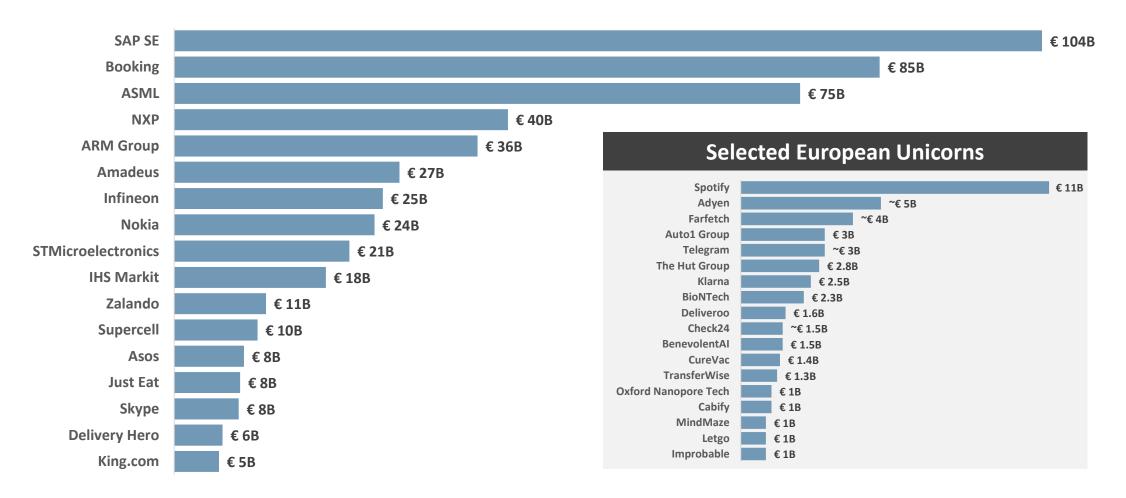
Outlook: does Europe produce enough VC-backed exits?

- Big exits really do matter: the ten biggest exits typically represent 70-80% of the returns, in most years
- In 2017, fewer big exits in 2017 resulted in a 60% drop in total realised exit value
- However, the visible pipeline of big exits is strong at €60 billion. That figure still excludes high-potential companies such as (GoEurope, GetYourGuide, Monzo, Trustpilot, Atom Bank, Made.com, Ozon, Kreditech and many others) and companies under-the-radar



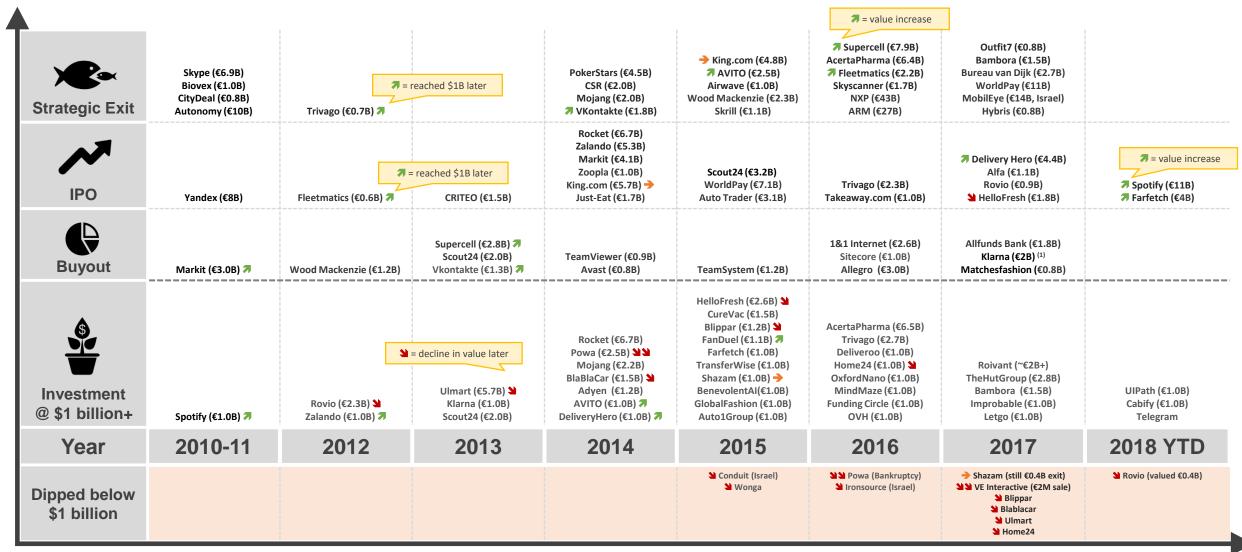
Big tech goes beyond unicorns only: many of Europe's most valuable tech companies are publicly traded

Market value or last transaction value of European big tech companies





Evolution of Europe's leading tech companies: Nearly 100 transactions valued > \$1 billion since 2011





Current state of affairs in Europe: Venture-backed companies valued over \$1 billion (aka Unicorns)

				Founding	Unicorn	Years to			
	Company	Location	Industry vertical	Year	Year	Unicorn	Valuation	Momentum	Ownership
#1	Spotify	Sweden	Music streaming	2006	2011	5	€ 11B	^	Venture capital
#2	Adyen	Netherlands	Payment platform	2006	2014	8	€ 5B*	^	Venture capital
#3	Farfetch	UK	Fashion marketplace	2008	2015	7	€ 4B*	^	Venture capital, corporate
#4	Auto1 Group	Germany	Automotive marketplace	2012	2015	3	€ 3B	^	Venture capital
#5	Telegram	UK/Dubai	Encrypted messaging	2013	2018	5	€ 3B*	^	Private
#6	Vente Privee	France	Fashion eCommerce	2001	2013	12	€ 2.7B	^	Growth equity
#7	The Hut Group	UK	eCommerce	2004	2017	13	€ 2.8B	^	Venture capital, growth equity
#8	Klarna	Sweden	Payment platform	2005	2013	8	€ 2.5B	^	Venture capital
#9	BioNTech	Germany	Cancer immunotherapies	2008	2018	10	€ 2.3B	^	Venture capital
#10	Roivant	Switzerland	Drug development	2014	2017	3	€ 2B*	^	Venture capital
#11	Deliveroo	UK	Food delivery	2012	2016	4	€ 1.6B	^	Venture capital
#12	Check24	Germany	Price comparison	1999			€ 1.5B	^	Venture capital
#13	BenevolentAl	UK	AI for science	2013	2015	2	€ 1.5B	^	Venture capital
#14	BlaBlaCar	France	Ride sharing platform	2006	2014	8	€ 1.5B	•	Venture capital
#15	CureVac	Germany	Drug development	2000	2015	15	€ 1.4B	^	Venture capital
#16	TransferWise	UK	Money transfer	2010	2016	6	€ 1.3B	^	Venture capital
#17	Blippar	UK	Augmented Reality	2011	2015	4	€ 1.2B	Ψ	Venture capital
#18	Oxford Nanopore Tech	UK	Molecular analysis technology	2005	2016	11	€ 1.2B	^	Venture capital
#19	OakNorth Bank	UK	Business banking	2013	2017	4	€ 1.1B	^	Financial institutions
#20	Cabify	Spain	Ride-hailing app	2011	2018	7	€ 1.1B	^	Venture capital, corporate
#21	Jumia Group	France/Africa	African online marketplaces	2012	2016	4	€ 1.0B	→	Venture capital, corporate
#22	Global Fashion Group	Germany	Fashion eCommerce	2011	2015	4	€ 1.0B	•	Venture capital, corporate
#23	Funding Circle	UK	Lending marketplace	2010	2016	6	€ 1.0B	^	Venture capital
#24	OVH	France	Hosting	1999	2018	19	€ 1.0B	^	Growth equity
#25	Fanduel	UK/US	Fantasy sports	2009	2015	6	€ 0.9B	>	Venture capital, private equity, corporate
#26	Immunocore	Switzerland	Drug development	2008	2015	7	€ 0.9B	>	Venture Capital
#27	UiPath	Romania	Industrial robotics	2012	2018	6	€ 0.9B	^	Venture Capital
#28	MindMaze	Switzerland	Neurotechnology	2012	2016	4	€ 0.9B	^	Venture Capital
#29	Letgo	Spain	Marketplace	2015	2017	2	€ 0.9B	^	Venture capital
#30	Improbable	UK	Game developer software	2012	2017	5	€ 0.9B	^	Venture capital
#31	Tricentis	Austria	Software testing solutions	2008	2018	10	€ 0.9B	^	Venture capital



The ten biggest exits make 70-80% of venture capital returns. Fewer big exits in 2017 meant a 60% drop in

realised exit value... € 21.8B € 14.5B € 12.0B € 7.0B € 1.1B € 5.5B € 7.1B € 7.6B € 5.2B 2013 2014 2015 2016 2017

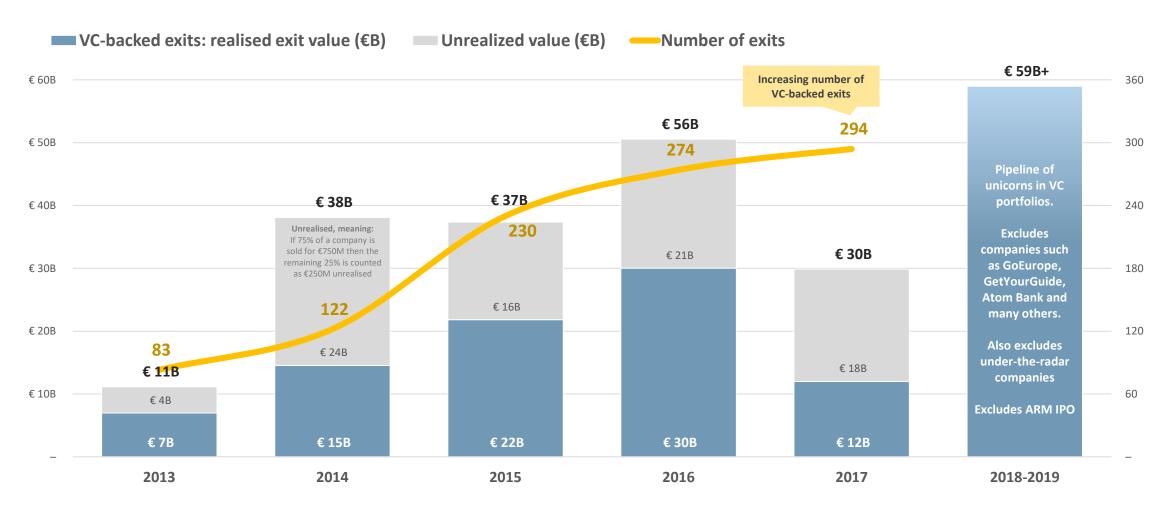
€ 30.0B

Top-10 VC backed exits

Supercell (€1.4B)	Cambridge Silicon Radio (CSR) (€2.0B)	King.com (€5.4B)	Supercell (€7.8B)	Allfunds Bank (€1.8B)
Hybris (€0.9B)	Rocket Internet SE (€1.6B)	Axis Communications (€2.5B)	Acerta Pharma (€5B)	Delivery Hero (€0.9B)
Skrill (€0.7B)	Markit (€1.0B)	TeamSystem (€1.2B)	Allegro (€3.6B)	Rovio (€0.9B)
Neolane (€0.5B)	Advanced Computer Software (€0.9B)	Skrill (€1.1B)	FleetMatics (€3B)	Delivery Hero (€0.7B)
G4S (€0.5B)	TeamViewer (€0.9B)	AVITO (€1.1B)	Skyscanner (€2.2B)	Imagination Technologies (€0.7B)
Acuris (€0.5B)	Fotolia (€0.7B)	Supercell (€1.1B)	AVG (€1.7B)	Momondo Group (€0.5B)
Zipcar (€0.4B)	Zalando (€0.6B)	360T (€0.7B)	Sisal (€1.2B)	Ogeda (€0.5B)
Devgen (€0.4B)	Google DeepMind (€0.5B)	Rocket Internet SE (€0.6B)	Heptagon (€1B)	Rigontec (€0.5B)
Ogone (€0.4B)	NaturalMotion (€0.5B)	Yemeksepeti (€0.5B)	Arcam (€0.8B)	euNetworks (€0.5B)
CRITEO (€0.2B)	Zoopla (€0.4B)	Auto Trader UK (€0.5B)	Hibernia Networks (€0.6B)	Symetis (€0.4B)



.. however, the pipeline of big exits is worth €60 billion. That still excludes < \$1bn exits and companies below-the-radar





Source: Dealroom.co. Excludes Israel.

Note: Realised value is based on % sold. Unrealised value is based on remaining % unsold.

Index Ventures has the most consistently delivered big exits, followed by Accel, HV Partners, and Insight VP

		•					
	Earlier	2013	2014	2015	2016	2017	Potential 2018-2020 exits
Index Ventures	Asos (€3.5B), Betfair (€1.7B), MySQL(€0.8B), Skype (€3.3B)	CRITEO (€1.5B IPO) Supercell (€2.8B)	Just-Eat (€1.7B IPO) King.com (€5.7B IPO)	Photobox (€0.5B) Mimecast (€0.5B)	Privalia (€0.5B) SwiftKey (€0.2B)		Adyen (~€5B), Farfetch (~€4B), Deliveroo (€1.6B), Funding Circle (€1B), BlaBlaCar (€1.5B), TransferWise (€1.3B), Ozon (€0.6B)
Accel Partners		Supercell (€2.8B)		Avito.ru (€2.5B) Showroomprivee (€0.7B)	SwiftKey (€0.2B)	Rovio (€0.9B)	Spotify (€11B), Deliveroo (€1.6B), Funding Circle (€1B), BlaBlaCar (€1.5B), Letgo (€1B), Check24 (€1.5B), UiPath (€1B)
Insight Venture Partners	Trivago (€0.7B)		TeamViewer (€0.9B)	Photobox (€0.5B) Mimecast (€0.5B)	Privalia (€0.5B)	Delivery Hero (€4.4B IPO), HelloFresh (€1.8B IPO)	Letgo (€1B), BlaBlaCar (€1.5B), Tricentis (€0.8B)
HV Holtzbrinck Ventures	CityDeal (€0.8B)		Rocket (€6.7B IPO) Zalando (€5.3B IPO)			Delivery Hero (€4.4B IPO) HelloFresh (€1.7B IPO)	Home24 (€0.4B), Ozon (€0.6B)
Balderton Capital	Betfair (€1.7B), MySQL (€0.9B), Yoox (€1.8B), Bebo (€0.7B)		NaturalMotion (€0.4B)		Talend (€0.6B IPO USA)		The Hut Group (€2.8B)
Institutional Venture Partners	MySQL (€0.8B), Fleetmatics (€2.2B)	Supercell (€2.8B)				Shazam (€0.4B)	Klarna (€2.5B), TransferWise (€1.3B)
Highland Europe				Photobox (€0.5B)	Privalia (€0.5B)	Matchesfashion (€0.8B) Social Point (€0.3B)	
Rocket Internet SE	CityDeal (€0.8B)		Zalando (€5.3B IPO)			Delivery Hero (€4.4B IPO) HelloFresh (€1.7B IPO)	Global Fashion (€1B), Funding Circle (€1B), Jumia (€1B)
Scottish Equity Partners	BioVex (€0.8B)		CSR (€2.0B)		Skyscanner (€1.7B)	Matchesfashion (€0.8B)	
83North		Hybris (€0.8B)	Just-Eat (€1.7B IPO)			Social Point (€0.3B)	
Bessemer Venture Partners	Skype (€3.3B)	CRITEO (€1.5B IPO)	TeamViewer (€0.9B)				
Baring Vostok	Yandex (€7.3B IPO)			Avito.ru (€2.5B)			Ozon (€0.6B), BlaBlaCar (€1.5B)
Lakestar	Skype (€3.3B)		King.com (€5.7B IPO)				Spotify (€11B), Klarna (€2.5B)
Vitruvian Partners			Just-Eat (€1.7B IPO)		Skyscanner (€1.7B)		Farfetch (€3-4B)
Baillie Gifford					Skyscanner (€1.7B)	HelloFresh (€1.7B IPO)	Spotify (€11B),Auto1 (€3B), Funding Circle (€1B), TransferWise (€1.3B), Home24 (€0.4B), CureVac (€1.4B)
Northzone				Avito.ru (€2.5B)			Letgo (€1B), Spotify (€11B), Klarna (€2.5B)
DST Global			Zalando (€5.3B IPO)				Spotify (€11B), Klarna (€2.5B), Auto1 (€3B), Funding Circle (€1B), Deliveroo (€1.6B), Farfetch (€4B)
Atomico	Skype (€3.3B)	Supercell (€2.8B)				Rovio (€0.9B)	Klarna (€2.5B)
Softbank	Betfair (€1.7B)	CRITEO (€1.5B IPO)			Supercell (€7.9B)		Auto1 (€3B), Improbable (€1B), OneWeb (€2.3B), ARM (€26B), Roivant (~€2B)
Piton Capital	Betfair (€1.7B)						Auto1 (€3B), Fanduel (€1.1B)



Accel Partners and Index Ventures have the most unicorns in their portfolio, followed by late stage firm DST

Dealroom Prominence Ra	ank ⁽¹⁾	#7	#1	#117	#98	#267	#8	#9	#14	#95	#4	#34	#189	#50	#145	#5	#21	#27	#126	#55	#131	
	_						Insight															
	_	Accel	Index		Baillie		Venture		Goldman					Summit				General		Piton		
		Partners	Ventures	DST Global	Gifford	Fidelity	Partners	Internet	Sachs	Temasek	Northzone	KKR	Softbank	Partners	IVP	Lakestar	Creandum	Atlantic	LocalGlobe	Capital	Woodford	
Investments in port	tfolio	7	6	6	5	4	3	3	3	3	3	3	3	2	2	2	2	2	2	2	2	
Spotify €1	11.0B	v		V	V	V			V		v					V	V					Spotify
Adyen €			V							V								V				Adyen
Farfetch €			V	V						V												Farfetch
Auto1 Group ■€ 3				V	V				V				V							V		Auto1 Group
Telegram ■ €																						Telegram
Vente Privee € 2	2.7B													V								Vente Privee
The Hut Group ■€ 2												V										The Hut Group
Klarna € 2	2.5B			V							V				V	V	V	V				Klarna
BioNTech € 2	2.3B					V																BioNTech
Roivant € 2	2.0B												V									Roivant
Deliveroo € 1	1.6B	V	V	V		V																Deliveroo
Check24 € 1	1.5B*	V																				Check24
BenevolentAl € 1	1.5B																				V	BenevolentAl
BlaBlaCar € 1	1.5B	V	V				V															BlaBlaCar
CureVac € 1	1.4B				V																	CureVac
TransferWise	1.3B		V		V										V				V			TransferWise
Blippar € 1	1.2B																					Blippar
Oxford Nanopore Tech € 1	1.2B																				V	Oxford Nanopore Tech
OakNorth Bank € 1	1.1B																					OakNorth Bank
Cabify € 1	1.1B																					Cabify
Jumia Group € 1	1.0B							V	V					V								Jumia Group
Global Fashion Group € 1	1.0B							V														Global Fashion Group
Funding Circle € 1		V	V	V	V			V		V												Funding Circle
OVH €1	1.0B*											V										OVH
Fanduel € 0												V								V		Fanduel
Immunocore € 0																						Immunocore
UiPath € 0	0.9B	V																				UiPath
MindMaze € 0																						MindMaze
Letgo € 0	0.9B	V				V	V				V											Letgo
Improbable € 0	0.9B												V						V			Improbable
Tricentis € 0							V															Tricentis



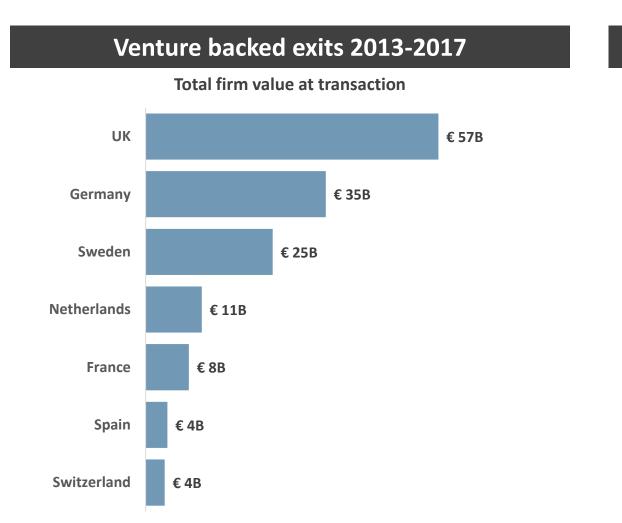
Softbank also plans to re-list ARM (€36B+)

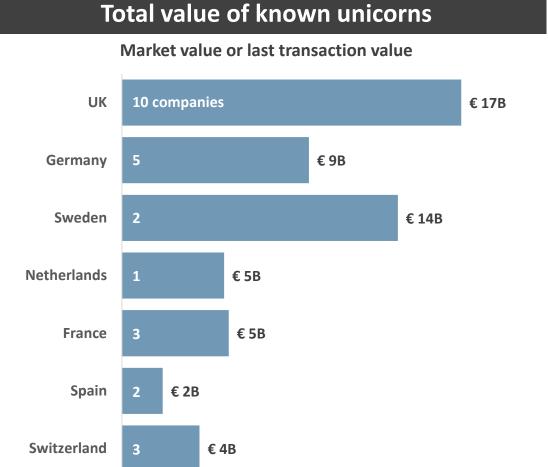
Leaderboard: notable heavy hitting venture capital investors into big European (potential) exits





UK, Germany and Sweden are in the lead in terms of generating big exits for investors







Source: Dealroom.co

Acquired tech companies valued over \$1 billion

Private equity

Corporate ownership

#35 E-shelter Berlin

	Company	Location	Industry vertical	Valuation	Ownership	Parent Company
#1	ARM Group	United Kingdom	semiconductors	€ 24B	Private equity	SoftBank
#2	Avio Aero	Italy	transportation	€ 4B	Private equity	Cinven
#3	Allegro	Poland	fashion, home	€ 3B	Private equity	Cinven, Permira, Mid Europa Partners
#4	1&1 Internet	Germany	hosting	€ 3B	Private equity	United Internet AG, Warburg Pincus
#5	Anticimex	Sweden	agritech	€ 2B	Private equity	EQT Private Equity
#6	Cambridge Silicon Radio (CSR)	United Kingdom	semiconductors	€ 2B	Private equity	Qualcomm
#7	Allfunds Bank	Spain	fintech	€ 2B	Private equity	Hellman & Friedman, Singapore GIC
#8	Hotelbeds Group	Spain	travel, back office	€ 1B	Private equity	Cinven
#9	Argus Media	United Kingdom	analytics, energy	€ 1B	Private equity	General Atlantic
‡10 :	Sisal	Italy	poker gambling	€ 1B	Private equity	Apax Partners, Permira, CVC Capital Partners
‡11	Avalog	Switzerland	fintech	€ 1B	Private equity	Warburg Pincus
	MATCHESFASHION.COM	United Kingdom	fashion	€ 1B	Private equity	Apax Partners
	Company	Location	Industry vertical	Valuation	Ownership	Parent Company
#1	Booking.com	Netherlands	travel	€ 85B	Corporate	Booking Holdings
#2	Supercell	Finland	gaming	€ 10B	Corporate	Tencent
#3	Drillisch	Germany	telecom	€ 8B	Corporate	United Internet AG
#4	Skype	Sweden	telecom	€ 9B	Corporate	Microsoft
#5	Misys	United Kingdom	fintech	€ 7B	Corporate	Finastra
#6	Global Switch	United Kingdom	hosting	€ 5B	Corporate	Consortium
#7	PokerStars	Isle of Man	poker gambling	€ 5B	Corporate	The Stars Group - Amaya
#8	Business Objects	France	back office	€ 5B	Corporate	SAP SE
#9	Acerta Pharma	Netherlands	health	€ 4B	Corporate	AstraZeneca
1 10	TelecityGroup	United Kingdom	hosting	€ 3B	Corporate	Equinix
#11	AVITO	Russia	real estate, transportation	€ 3B	Corporate	Naspers
#12	Bureau van Dijk	Belgium	fintech, analytics	€ 3B	Corporate	Moody's
‡13 ¹	VKontakte	Russia	content	€ 3B	Corporate	Mail.ru Group
‡14 ¹	Wood Mackenzie	United Kingdom	analytics, energy	€ 3B	Corporate	Verisk Analytics
#1 5	Mojang	Sweden	gaming	€ 3B	Corporate	Microsoft
	Interoute Communications Ltd	United Kingdom	telecom, hosting	€ 2B	Corporate	Global Telecom & Technology - GTT
	Skyscanner	United Kingdom	travel, deal comparison	€ 2B	Corporate	Ctrip
	Bambora	Sweden	fintech	€ 2B	Corporate	Ingenico Group
	LM Wind Power	Denmark	energy	€ 2B	Corporate	General Electric (GE)
	bwin	Gibraltar	sports, poker gambling	€ 1B	Corporate	GVC Holdings
	Bol.com	Netherlands	home	€ 1B	Corporate	Ahold
	Airwave Solutions	United Kingdom	telecom	€ 1B	Corporate	Motorola Solutions
	Skrill	United Kingdom	fintech	€ 1B	Corporate	Optimal Payments
	Premier Farnell	United Kingdom	semiconductors	€ 1B	Corporate	Avnet
	BioVex	United Kingdom	health	€1B	Corporate	Amgen
	Hybris	Germany	merchant tools, marketing	€1B	Corporate	SAP SE
	MySQL	,	developer tools, back office	€1B	Corporate	Oracle
	Outfit7	Cyprus	gaming	€1B	Corporate	United Luck Group Holdings
	Prexton therapeutics	Switzerland	health	€1B	Corporate	Lundbeck
	Advanced Computer Software	United Kingdom	agency, back office	€1B	Corporate	Vista Equity Partners
	Heptagon	Switzerland	micro-optics products	€1B	Corporate	Ams AG
- I						
32 '	VocaLink	United Kingdom	fintech	€ 1B	Corporate	MasterCard

hosting, back office

Corporate

Corporate

Astellas Pharma

NTT communications



Publicly traded tech companies valued >\$1bn (many of which are less widely known than their private counterparts)

	Company	Location	Industry vertical	Valuation		Company	Location	Industry vertical
#1	SAP SE	Germany	marketing, back office	€ 104B	#39	GVC Holdings	Isle of Man	gaming, poker gambling
#2	ASML	Netherlands	semiconductors	€ 68B	#40	IG Group	United Kingdom	fintech
#3	NXP Semiconductors	Netherlands	semiconductors	€ 40B	#41	Abcam	United Kingdom	health
#4	Amadeus	Spain	travel	€ 27B	#42	Nemetschek Group	Germany	construction
#5	WPP	United Kingdom	marketing	€ 26B	#43	CRITEO	France	marketing
#6	Infineon Technologies	Germany	semiconductors	€ 25B	#44	Avio	Italy	transportation
#7	Nokia	Finland	telecom	€ 24B	#45	Boohoo.com	United Kingdom	fashion
#8	IHS Markit	United Kingdom	fintech, analytics	€ 20B	#46	Trivago	Germany	travel, deal comparison
#9	STMicroelectronics	Switzerland	semiconductors	€ 18B	#47	FleetMatics	Ireland	analytics, transportation
#10	United Internet AG	Germany	telecom, hosting	€ 13B	#48	Rocket Internet SE	Germany	fashion, food
#11	IGT	United Kingdom	gaming	€ 12B	#49	Takeaway.com	Netherlands	directory, food
#12	WireCard	Germany	fintech	€ 12B	#50	Zoopla	United Kingdom	real estate
#13	RTL Group	Luxembourg	content	€ 11B	#51	MoneySupermarket	United Kingdom	fintech, deal comparison
#14	Zalando	Germany	fashion	€ 11B	#52	Play Communications	Poland	telecom
#15	Sage Group	United Kingdom	fintech, back office	€ 10B	#53	Evolution Gaming	Sweden	poker gambling
#16	Axel Springer	Germany	Classifieds, content	€ 9B	#54	BCA Marketplace	United Kingdom	transportation
#17	Asos	United Kingdom	fashion	€ 7B	#55	TomTom	Netherlands io	internetofthings, transportation
#18	Just Eat	United Kingdom	directory, food	€ 7B	#56	HelloFresh	Germany	food
#19	Admiral Group	United Kingdom	fintech	€ 7B	#57	Mimecast	United Kingdom	security, back office
#20	King.com	United Kingdom	gaming	€ 6B	#58	Alfa	United Kingdom	fintech, transportation
#21	Delivery Hero	Germany	directory, food	€ 6B	#59	ARGENX	Belgium	health
#22	Schibsted Media Group	Norway	content	€ 6B	#60	Equniti	United Kingdom	fintech, back office
#23	Markit	United Kingdom	fintech, analytics	€ 6B	#61	XING AG	Germany	jobs recruitment
#24	Gemalto	Netherlands	security	€ 5B	#62	PurpleBricks	United Kingdom	real estate
#25	Rightmove	United Kingdom	real estate	€ 5B	#63	AVG	Netherlands	security
#26	Auto Trader UK	United Kingdom	transportation	€ 5B	#64	Luxoft	Russia	fintech, back office
#27	Scout24 Holding	Germany	real estate, transportation	€ 4B	#65	Blue Prism Group PLC	United Kingdom	robotics
#28	Ocado	United Kingdom	food	€ 4B	#66	Zooplus	Germany	pets
#29	Interxion	United Kingdom	hosting	€ 4B	#67	SoLocal Group	France	directory, marketing
#30	Kuka	Germany	robotics, semiconductors	€ 4B	#68	888 Holdings	Gibraltar	gambling
#31	Stroeer Media	Germany	marketing	€ 4B	#69	Leovegas	Malta	gambling
#32	William Hill Online	United Kingdom	gaming	€ 4B	#70	Net Entertainment	Sweden	gambling
#33	Ablynx	Belgium	health	€ 4B	#71	Rank Group	United Kingdom	gambling
#34	CTS EVENTIM	Germany	events	€ 4B	#72	THQ Nordic	Austria	gaming
#35	Yoox Net-a-Porter	Italy	fashion	€ 3B	#73	On The Beach Holidays	United Kingdom	travel
#36	Travelport	United Kingdom	travel, marketing	€ 3B	#74	eDreams ODIGEO	Spain	travel
#37	Kindred Group	United Kingdom	gaming, poker gambling	€ 3B	#75	Catena Media	Malta	marketing
#38	Unibet Group	United Kingdom	poker gambling	€ 3B	#76	Sophos	United Kingdom	security



Valuation € 3B € 3B € 3B € 3B € 3B € 3B € 2B € 1B € 1B

> € 1B € 1B