

» LEADERS CONNECTED

NOAH¹⁹

London

SERVICE PROVIDER BOOK

EDITION OCTOBER 2019

EUROPE'S LEADING INTERNET CORPORATE FINANCE BOUTIQUE

Unique Industry Know-How

- ✓ Focus on Leading European Internet companies
 - Covering over 400 companies across 25 online verticals, a broad range of over 500 investors as well as 100+ online-focused corporates
- ✓ Deep understanding of industry dynamics
- ✓ Ability to add value beyond banking advice
 - Facilitates overall process and minimizes management distraction

Unmatched Network and Relationships

- ✓ NOAH Advisors is globally well connected and has direct access to virtually all key players in the industry
 - Knowledge of and strong relationships with potential buyers' key decision makers
 - Proactively finds and unlocks attractive investment opportunities for leading investors
- ✓ Annual NOAH Conference in its 8th year

Strong Investment Banking Competence

- ✓ Over 40 years of combined relevant M&A experience
 - Routine execution of M&A and financing transactions with sizes of several billion euros
- ✓ 25+ successfully completed NOAH Advisors transactions underline successful transfer of M&A competencies to the Internet sector

Full Commitment - We Are Entrepreneurs!

- ✓ Entrepreneurial mind-set, focused on growing the business and establishing a reputation for excellence
- ✓ Ability to deliver top results in short time frames
- ✓ Highly success-based compensation structures align interests of clients and NOAH Advisors, and demonstrate conviction to deliver top results
- ✓ Creative deal solutions

The NOAH Advisors Core Banking Team



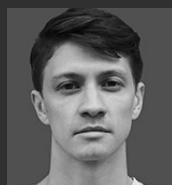
Marco Rodzynek
Managing Director & Founder



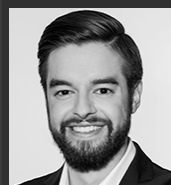
Jan Brandes
Managing Director



Nikhil Parmar
Director



Olek Skwarczek
Associate



Lukas Schlund
Analyst

Selected Completed NOAH Transactions

September 2018

Sale of 100% in



for €135m to



Financial Advisor to 10bis and its shareholders

July 2018

Sale of 100% in



to



Zur Rose Group

Exclusive Financial Advisor to PromoFarma and its shareholders

August 2017

Acquisition of a Majority Stake in



by



at a valuation of \$200m

Financial Advisor to EMK Capital

December 2016

Investment in



by



Financial Advisor to Silver Lake

October 2016

Investment in



by



84% Ownership

Exclusive Financial Advisor to KäuferPortal and its Shareholders

December 2014

Sale of 100% of



for \$800m to



Exclusive Financial Advisor to Fotolia and the Selling Shareholders

October 2014

Sale of 100% of



for €80m to



Exclusive Financial Advisor to Trovit and its Shareholders

May 2014



sold 100% of



for \$228m to a joint venture between



Exclusive Financial Advisor to Yad2 and its Shareholders

This is the most comprehensive set of valuation comps you'll find in the industry.
Reach out to us if you spot any companies or deals we've missed!

Sign up Here

Bench is built to help marketing teams streamline their media operations and become more agile. We help advertisers and agencies tame digital advertising by unifying their digital campaign management in one place – providing control and visibility.

📅 Founded: 2012

🌐 <https://benchplatform.com/>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters St Leonards, Australia

Active Markets Austria, Belgium, Switzerland, Czech Republic, Germany, Denmark, Estonia, Spain, Finland, France, United Kingdom, Greece, Ireland, Israel, Italy, Lithuania, Latvia, Netherlands, Norway, Poland, Portugal, Russia, Sweden, Turkey

Employees 51-100

Ownership Founders

Monetisation Management Fees, Subscriptions

Service/Product Category Retargeting, Social Advertising, Video Advertising, Mobile Marketing, Display Marketing, Native Advertising, Content Marketing, Performance Marketing, Conversion Improvement, Performance & Attribution, Identity Management, Automation / Campaign & Lead Management, Digital Marketing Agency, Digital Distribution Platform, Marketing Testing & Optimisation, Media Intelligence, Advertising Analytics, Dashboards & Visualisation, Business Intelligence (KPI Analyses)

BUSINESS OVERVIEW

Bench is an integrated marketing platform used globally by top brands and agencies. Our goal is to help marketers gain full control over their marketing technology and activities, so they can achieve better measurable outcomes.

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

Unifying Digital Marketing through Workflow and Analytics

MEDIA

https://drive.google.com/file/d/1hmvyf_4q3RxMAchux-cDt-jm75qeF1GK5/view?usp=sharing

SERVICE/PRODUCT WEBSITE

benchplatform.com



KEY CORPORATE FACTS

Headquarters	Wilmington, United States
Active Markets	United Kingdom
Employees	101-250
Ownership	Founders
Monetisation	Commissions
Service/Product Category	Financial Consulting

BUSINESS OVERVIEW

DashDevs has mastered a full range of delivery models ranging from small project outsourcing to offshore staffing and developing digital bank from scratch on vendor terms. We deliver a variety of managed services to our clients, including the development of top-quality software applications, quality assurance, testing, web systems design, and offshore staff augmentation.

READ MORE

BUSINESS SERVICE/PRODUCT OFFERED

The DashDevs fintech solutions are powered by extensive hands-on industry experience and supported by advanced technical knowledge and a thorough understanding of rules and regulations.

MEDIA

SERVICE/PRODUCT WEBSITE



Grover

E-Commerce

+ 5

Ecommerce, Marketplaces & Classifieds



Grover offers a simple, monthly subscription model for the best in consumer electronics.

Founded: 2015

<https://www.grover.com/>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters Berlin, Germany

Active Markets Austria, Germany

Employees 51-100

Ownership Corporate Investors

Monetisation Subscriptions

Service/Product Category Transaction Services

BUSINESS OVERVIEW

Grover (Grover.com) is one of Europe's market leaders in technology rentals, bringing the access economy to the consumer electronics market, by offering a simple, monthly subscription model for the best in tech. Grover is the first financing company for the circular economy, breaking the link between ownership and use, and buying products, so people don't have to. In Germany, private customers as well as businesses get access to a wide range of over 2,000 tech products including smartphones, laptops, virtual reality (VR) gear, and wearables, profiting from flexibility and...

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

Monthly rental subscriptions for consumer electronics.

MEDIA

SERVICE/PRODUCT WEBSITE

<https://www.grover.com/de-en>



Heuking Kühn Lüer Wojtek

Legal Services + 2

Heuking Kühn Lüer Wojtek is one of the major commercial law firms in Germany.



 Founded: pre-1990  <https://www.heuking.com>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters	Berlin, Germany
Active Markets	Germany
Employees	1,001-10,000
Ownership	Founders
Monetisation	Performance Based, Retainers
Service/Product Category	M&A Lawyers, Notaries, Corporate Lawyers, Tax Advise

BUSINESS OVERVIEW

Heuking Kühn Lüer Wojtek is a large independent German commercial law firm. National and international clients trust the expertise and experience of our lawyers, tax consultants, and notaries.

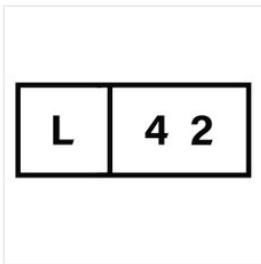
We advise financial investors in all phases and on all types of participations. We structure and negotiate all forms of private equity investments...
[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

With about 400 lawyers, tax advisors and notaries providing legal services across eight offices in Germany as well as offices in Brussels and Zurich, Heuking Kühn Lüer Wojtek is one of the major commercial law firms in Germany.

MEDIA

SERVICE/PRODUCT WEBSITE



Labs42


Engineering


+ 3

B2B Software & Services

The way to deliver great software



 Founded: 2017

 <https://labs42.io>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters	Chişinău, Moldova
Active Markets	Germany, France, United Kingdom
Employees	26-50
Ownership	Founders
Monetisation	Retainers
Service/Product Category	Mobile App Development, Web Development

BUSINESS OVERVIEW

Labs42 is a service provider for digital product development, and a partner for technology and product delivery covering the whole lifecycle of a product from prototyping and design to development and maintenance.

We empower companies to build scalable high-quality technology products. Customers benefit

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

High end software development and consulting.

MEDIA

SERVICE/PRODUCT WEBSITE

labs42.io



MoBerries

B2B

+ 3

B2B Software & Services

The largest shared talent pool in Europe.



Founded: 2015

<https://www.moberries.com/>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters Berlin, Germany

Active Markets Austria, Germany

Employees 26-50

Ownership Founders

Monetisation Membership Fees, Performance Based, Revenue Shares

Service/Product Category Jobs Classifieds, Expert Networks, Professional Online Education, Messaging, APIs, Executive Search

BUSINESS OVERVIEW

MoBerries builds technology which connects actively seeking candidates to companies by leveraging an AI-based matching engine. The engine adapts the sourcing of candidates based on the feedback (experienced data) generated by recruitment managers throughout the hiring process. In Germany, MoBerries has already been utilized by over 1.000 companies.

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

Largest shared talent pool in the world.

MEDIA

SERVICE/PRODUCT WEBSITE

<https://www.moberries.com/>

CONTACT



Terence Hielscher
Managing Director




PHILIPPS & BYRNE


Philipps & Byrne

B2B Software & Services

We specialize in Tech Due Diligence and support investors and start-ups.



 Founded: pre-1990

 <http://www.philipps-byrne.com>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters Berlin, Germany

Active Markets Switzerland, Germany, Spain, Finland, France, United Kingdom, Italy, Netherlands, Portugal, Sweden

Employees 1-3

Ownership Founders

Monetisation Performance Based

Service/Product Category Expert Networks, Customer Analytics, Digital Analytics

BUSINESS OVERVIEW

We are a forward thinking tech advisory company based in Berlin specialising in tech due diligence. We have almost 20 years experience working with over 100 startups and Investors across 4 different continents worldwide.

We at Philipps & Byrne pride ourselves not only on our wealth of knowledge, past collaborations and successes but very much in the way we...

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

We specialize in Tech Due Diligence and support investors and start-ups.

MEDIA

SERVICE/PRODUCT WEBSITE

<https://philipps-byrne.com>



Piabo Public Relations

Public Relations (PR)

+ 4

B2B Software & Services



The agency of choice for entrepreneurs, disrupters and brand challengers. LET'S DRIVE YOUR SUCCESS.

Founded: 2006

<http://www.piabo.net>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters Berlin, Germany

Active Markets Austria, Belgium, Switzerland, Czech Republic, Germany, Denmark, Estonia, Spain, Finland, France, United Kingdom, Greece, Ireland, Israel, Italy, Lithuania, Latvia, Netherlands, Norway, Poland, Portugal, Russia, Sweden, Turkey

Employees 51-100

Ownership Founders

Monetisation Retainers

Service/Product Category Communities & Review, Public Relations, Influencer Marketing, Content Marketing

BUSINESS OVERVIEW

The communications agency PIABO PR is the leading full-service PR partner of the digital economy. From its headquarters in Berlin, PIABO achieves outstanding international media presence for its clients. PIABO's expertise comprises the areas of E-Commerce, AdTech, TravelTech, FinTech, HR Tech, HealthTech, Blockchain, Consumer Electronics & Business Hardware, IoT, Artificial Intelligence, AR/VR, Security, Big Data and SaaS/Cloud. The range of services offered by the multidisciplinary consulting team includes public relations and social media management as...

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

The communications agency PIABO PR is the leading full-service PR partner of the digital economy, headquartered in Berlin.

MEDIA

SERVICE/PRODUCT WEBSITE

www.piabo.net

CONTACT



Tilo Bonow

CEO and Founder



R3 - Reliable Realtime Radio Communications

R3 enables the integration of ECHORING into wired control networks, powerful wireless connectivity

Founded: 2015

<http://echoring.com/>

See More at NOAH Connect

KEY CORPORATE FACTS

Headquarters	Berlin, Germany
Active Markets	Germany
Employees	26-50
Ownership	Financial Investors
Monetisation	Sales
Service/Product Category	Other

BUSINESS OVERVIEW

We develop low-latency and high-reliability wireless communications solutions meeting the highest industrial IoT requirements.

Our technology ECHORING reducing setup costs and time, and significantly lowering ongoing maintenance. More importantly, it enables optimized production layouts and reduces the need for expensive sensors.

READ MORE

BUSINESS SERVICE/PRODUCT OFFERED

ECHORING SOM is a small System on Module for deep integration to encable different applications.

MEDIA

<https://www.youtube.com/watch?v=DiPjEUjbhh4&feature=youtu.be>

SERVICE/PRODUCT WEBSITE

<https://echoring.com/videos/>

CONTACT



Florian Bonanati
Founder and Managing Di...



Ravin AI

Machine Learning

+ 20

Mobility & Travel of the Future

+ 2

Bringing trust to the automotive sector by inspecting vehicles wherever they change hands



📅 Founded: 2018

🌐 <http://ravin.ai>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters	London, United Kingdom
Active Markets	Germany, United Kingdom, Israel, Italy
Employees	11-25
Ownership	Founders
Monetisation	Subscriptions
Service/Product Category	Enterprise Information Management

BUSINESS OVERVIEW

Ravin is the only fully autonomous vehicle damage inspection service over the air using standard CCTV or mobile phone cameras, creating trust for anyone renting, buying, insuring or using a car.

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

An AI-powered vehicle inspection platform

MEDIA

<https://vimeo.com/336316901>

SERVICE/PRODUCT WEBSITE

<https://www.ravin.ai>



Recruitment Smart Technologies

B2B

+ 2

B2B Software & Services



Find the perfect hire in seconds

Founded: 2015

<https://recruitmentsmart.com/>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters London, United Kingdom

Other Offices Gdansk, Poland

Active Markets United Kingdom

Employees 26-50

Ownership Founders

Monetisation Subscriptions

Service/Product Category BI, CI & Data Science, Recruiting

BUSINESS OVERVIEW

Recruitment SMART is an expert in Artificial Intelligence and Machine Learning technologies and has developed "Sniper AI" in partnership with leading researchers at Carnegie Mellon University. Sniper AI is game-changing artificial intelligence for recruitment. It uses machine learning to match CVs and job specifications at blinding speed and with stunning accuracy. Sniper AI integrates with most applicant tracking systems and is perfect for corporate HR departments and recruitment companies. No more endless searching and scanning to assess the ideal candidate....

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

Talent Intelligence Platform

MEDIA

<https://www.youtube.com/watch?v=a6Gvv5ysTmA&feature=youtu.be>

SERVICE/PRODUCT WEBSITE

<https://recruitmentsmart.com/>

CONTACT



Pawan Lokwani

Co-Founder

KEY CORPORATE FACTS

Headquarters Montréal, Canada

Active Markets Austria, Belgium, Switzerland, Czech Republic, Germany, Denmark, Estonia, Spain, Finland, France, United Kingdom, Greece, Ireland, Israel, Italy, Lithuania, Latvia, Netherlands, Norway, Poland, Portugal, Russia, Sweden, Turkey

Employees 251-500

Ownership Founders

Monetisation Sales

Service/Product Category Other

BUSINESS OVERVIEW

SafeCharge, a Nuvei company, is the payment service partner for the world's most demanding businesses. SafeCharge provides global omni-channel payment solutions from card acquiring to payment processing and checkout, all underpinned by advanced risk management solutions. This fully-featured proprietary payment platform connects directly to all major payment card schemes including Visa, Mastercard, American Express and UnionPay, as well as over 150 local payment methods. SafeCharge brings best in class payment technology,...

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

SafeCharge Reconciliation Manager enables merchants to outsource their payment matching and reconciliation, delivering more automation, more revenues, more control.

MEDIA

<https://www.youtube.com/watch?v=WA7PEHP-zgI&t=15s>

SERVICE/PRODUCT WEBSITE

www.safecharge.com

CONTACT



Yuval Ziv

CCO



store2be

Marketing

+ 4

B2B Software & Services

Your search engine for pop-up & promotional spaces



Founded: 2015

<http://www.store2be.com>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters Berlin, Germany

Active Markets Austria, Switzerland, Germany

Employees 26-50

Ownership Financial Investors

Monetisation Sales

Service/Product Category Advertising Analytics, Audience Measurement

BUSINESS OVERVIEW

Berlin-based company store2be is the leading marketer of promotion, pop-up and event spaces in Germany, Austria and Switzerland offering about 3,500 locations in its portfolio.

Founded in 2015, the company is helping agencies and brands book the right live marketing locations in shopping centers, airports, train stations, public spaces and retail stores.

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

Measurable Live Marketing through store2be Event Analytics

MEDIA

SERVICE/PRODUCT WEBSITE

<https://www.store2be.com/en/event-analytics/>



KEY CORPORATE FACTS

Headquarters	Cham, Switzerland
Other Offices	München, Switzerland München, Germany
Active Markets	Austria, Switzerland, Germany
Employees	51-100
Ownership	Founders
Monetisation	Management Fees, Performance Based, Investment Income
Service/Product Category	Management Consulting

BUSINESS OVERVIEW

We help our clients to shape the goal, the size, the focus and the governance structure of their corporate venture portfolio and then, we actually build it. We are a team of >70 highly qualified professionals based in Switzerland, Germany and the Ukraine.

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

We build venture portfolios for corporates.

MEDIA

SERVICE/PRODUCT WEBSITE

<https://stryber.com>

CONTACT



Alexander Mahr

Co-Founder & Managing...



Revolutionising the consumption model of cybersecurity-
delivered as-a-service subscription

Founded: 2018

<https://www.veronym.com>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters Berlin, Germany

Other Offices Warszawa, Poland

Active Markets Switzerland, Germany, Poland

Employees 11-25

Ownership Founders

KPI #1 Employees
2019 - 22#

Monetisation Subscriptions

**Service/Product
Category** Cloud Services

BUSINESS OVERVIEW

Comprehensive cyber security services for SMEs democratised from market leaders trusted technologies hand in hand with expert knowledge to protect companies against cyber threats. The modern answer for today's complexity

- Scalable, flexible, affordable subscription service
- Accessible from anywhere at anytime

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

to secure connectivity

MEDIA

<https://www.youtube.com/watch?v=IXlaSVMdxtA>

SERVICE/PRODUCT WEBSITE

www.veronym.com

CONTACT



Wojciech Gołębowski

CEO

[Contact me](#)

Attending NOAH19 London

Zenjob is a technology-oriented staffing service company that provides student workers to companies.

📅 Founded: 2015

🌐 <https://www.zenjob.de/>

[See More at NOAH Connect](#)

KEY CORPORATE FACTS

Headquarters Berlin, Germany

Active Markets Germany

Employees 101-250

Ownership Founders

Monetisation Sales

Service/Product Category Jobs Classifieds

BUSINESS OVERVIEW

Zenjob (www.zenjob.de) is a technology-oriented staffing service company that provides student workers to companies on a temporary basis. Through our online booking tool, companies can request help from students from anywhere, at any time. Simultaneously, students can use the Zenjob App to find and book flexible jobs on an hourly basis starting the very next day or in the upcoming weeks. In Germany, Zenjob currently places over 12,000 jobs to students each month.

[READ MORE](#)

BUSINESS SERVICE/PRODUCT OFFERED

Online booking tool: Companies request help from students from anywhere, at any time through our online booking tool.

MEDIA

<https://www.youtube.com/watch?v=XLSLVeaaFN4&t=23s>

SERVICE/PRODUCT WEBSITE

www.zenjob.de



LEADERS CONNECTED

NOAH
ADVISORS®

NOAH ADVISORS Ltd.

www.noah-conference.com

www.noah-advisors.com