

» LEADERS CONNECTED

**NOAH**19  
Tel Aviv

**NOAH**  
**10** YEARS

# INVESTOR BOOK

**EDITION**

APRIL 2019

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# 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



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



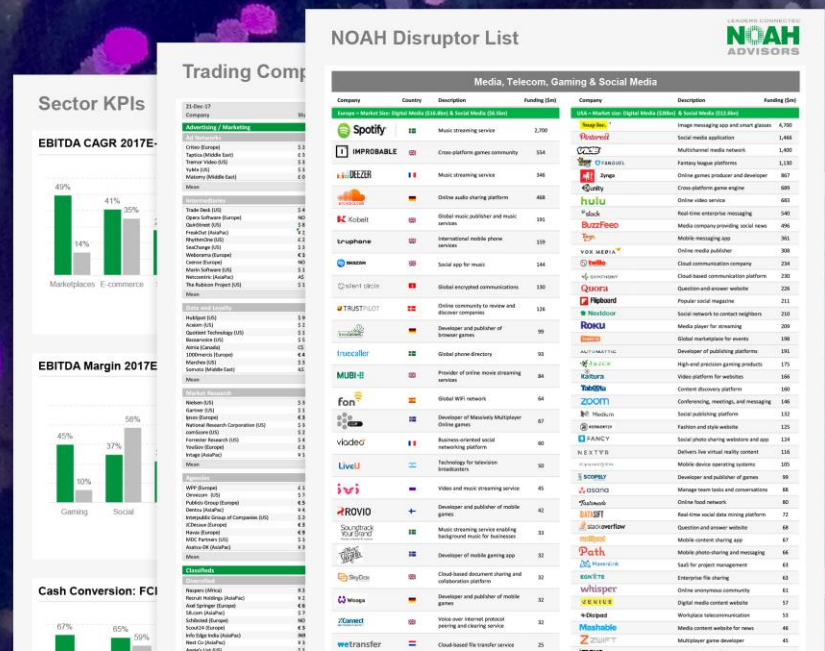
# THE NOAH BIBLE

The NOAH Bible, an up-to-date valuation and industry KPI publication.

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!















































March 2019 Edition (PDF)

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# Program

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SESSION TITLE		COMPANY	TIME	TITLE / COMPANY	SPEAKER	POSITION	FUNDING (CAPITAL RAISED / \$M)	YEAR FOUNDED
Breakfast			8:30 - 10:00					
	K		9:25 - 9:30	<b>Welcome Note</b> NOAH Advisors	Marco Rodzynek	Founder & CEO		
	K		9:30 - 9:40	Lakestar	Klaus Hommels	Founder & CEO	-	2012
Mobility & Travel of the Future	FC		9:40 - 9:50	Gett	Dave Waiser 	Founder & CEO	693	2010
			9:50 - 10:00	Porsche	Magnus Walker		-	1931
			10:00 - 10:10	Sweet Inn	Paul Besnainou	Founder & Executive Chairman	47	2014
			10:10 - 10:20	StoreDot	Doron Myersdorf	Founder & CEO	146	2012
			10:20 - 10:30	Autotalks	Hagai Zyss	CEO	70	2008
			10:30 - 10:40	Valens	Dror Jerushalmi	Co-Founder & CEO	164	2006
			10:40 - 10:50	HERE Mobility	Liad Itzhak	SVP Head of Mobility	-	2012
			10:50 - 11:00	Flytrex	Yariv Bash	Co-Founder & CEO	11	2013
			11:00 - 11:10	Optimal+	Uzi Baruch	GM and VP for Automotive & Electronics BU	72	2005
	K		11:10 - 11:20	OurCrowd	Jonathan Medved	Founder & CEO	-	2013
Cognitive Computing	CP		11:20 - 11:30	SentinelOne	Tomer Weingarten	Co-Founder & CEO	110	2013
			11:30 - 11:40	AU10TIX	Ron Atzmon	Managing Director	-	2005
			11:40 - 11:50	ThetaRay	Mark Gazit	CEO	67	2013
			11:50 - 12:00	EarlySense	Avner Halperin	Co-Founder & CEO	145	2004
			12:00 - 12:10	Cortica	Karina Odinaev	Co-Founder & COO	69	2007
			12:10 - 12:20	PlaySight	Ronnie Noy	VP Product	26	2013
			12:20 - 12:30	iguazio	Asaf Somekh	Founder & CEO	48	2014
			12:30 - 12:40	Anodot	David Draï	Co-Founder & CEO	28	2014
			12:40 - 12:50	Planck	Elad Tsur	Co-Founder & CEO	12	2016
			12:50 - 13:00	over.ai	Noam Fine	CEO	-	2014
			13:00 - 13:10	Verbit.ai	Tom Livne	Co-Founder & CEO	34	2017
			13:10 - 13:20	iAngels	Shelly Hod Moyal	Founding Partner & Co-CEO	-	2013
			13:10 - 13:20	binah.ai	David Maman	Founder & CEO	-	2016
	FC		13:20 - 13:30	Lightricks	Zeev Farbman	Co-Founder & CEO	70	2013
			13:20 - 13:30	Insight Venture Partners	Harley Miller	Principal	-	1995
	CP		13:30 - 13:40	Inception	Dana Porter	Co-Founder & CMO	15	2016
International Success Stories	CP		13:40 - 13:50	Industrial Digitisation Revolution Precrafted	Robbie Antonio	Founder & CEO	15	2015
			13:50 - 14:00	Atlantis	Christian Strobl	Co-Founder & CEO	-	2015
	FC		14:00 - 14:10	Ecommerce, Marketplaces & Classifieds Ocado	Stewart McGuire	Head of Corporate Development	-	2000
			14:10 - 14:20	Stocard	Björn Goß	CEO	32	2012
			14:20 - 14:30	Macquarie Capital	Elmar Broscheit	Managing Director	-	2000
			14:20 - 14:30	Lalafo	Anna Polishchuk	Co-Founder	-	2015
			14:20 - 14:30	Lalafo	Yuriy Mukhin	Co-Founder	-	2015
			14:30 - 14:40	Frontier Car Group	Peter Malmqvist	CFO	169	2016
			14:40 - 14:50	Minute Media	Asaf Peled	Founder & CEO	76	2011
			14:50 - 15:00	Epidemic Sound	Oscar Höglund	Co-Founder & CEO	39	2009
	CP		15:00 - 15:10	Mobility & Travel of the Future GoOpti	Marko Guček	CEO	5	2011
			15:10 - 15:20	TravelPerk	Avi Meir	Co-Founder & CEO	74	2015
			15:20 - 15:30	Student.com	Luke Nolan	CEO	70	2011
			15:30 - 15:40	Digital Health Zava	David Meinertz	CEO	2	2011
			15:40 - 15:50	B2B Software & Services engineer.ai	Sachin Dev Duggal	Co-Founder & CEO	30	2012
			15:50 - 16:00	Bench	Ori Gold	Co-Founder & CEO	-	2012
	K		16:00 - 16:05	<b>Closing Note</b> NOAH Advisors	Marco Rodzynek	Founder & CEO		










# STARTUP STAGE - Day 1

10 April

SESSION TITLE	COMPANY	TIME	COMPANY	SPEAKER	POSITION
K	NOAH startups	10:30 - 10:35	Welcome Note		
Fintech, Insurtech & Blockchain-Powered Businesses CP	  	10:35 - 10:43	COTI	Guy Klajman	CRO
		10:44 - 10:52	ReceetMe	Helene Berkowitz	CEO
		10:53 - 11:01	Confirmu	Yatir Zaluski	CEO
	 	11:02 - 11:10	FlyMoney	Tal Ekroni	Co-Founder & CEO
		11:11 - 11:19	Vinsent	Jacob Ner David	Co-Founder & CEO
B2B Software & Services CP	 	11:22 - 11:30	DeepCoding	Sebastien Adjiman	Co-Founder & CEO
		11:31 - 11:39	WPSemantix	Dan Weitzner	Co-Founder & VP R&D
	  	11:40 - 11:48	KonnecTo	Marni Mandell	Co-Founder & COO
		11:49 - 11:57	Fixel	Elad Levy	Head of Growth & Co-Founder
	  	11:58 - 12:06	Emerj	Hannit Cohen	Co-Founder & CTO
		12:07 - 12:15	Placense	Max Lenzen	Co-Founder & DPO
		12:16 - 12:24	BBetter Solutions	Emily Neilson-Winkler	Co-Founder & CEO
		12:25 - 12:33	NeuroApplied	Lior Moyal	Co-Founder & CEO
		12:34 - 12:42	D-ID	Gil Perry	Co-Founder & CEO
		13:00 - 13:30	Lunch break		
Mobility & Travel of the Future CP	 	13:30 - 13:38	VAYAVISION	Ronny Cohen	CEO
		13:39 - 13:47	mappo	Deddi Zucker	CEO
	 	13:48 - 13:56	SeeVoov	Asaf Toker	Co-Founder & CEO
		13:57 - 14:05	Enroute	Aviv Frenkel	Co-Founder & CEO
	  	14:06 - 14:14	WeSki	Yotam Idan	Co-Founder & CEO
		14:15 - 14:23	Chakratec	Ilan Ben-David	CEO
		14:24 - 14:32	VHOLA	Asaf Tsin	CEO
		14:33 - 14:41	Addionics	Moshiel Biton	Co-Founder & CEO
	  	14:42 - 14:50	Arbe	Shlomit Hacohen	VP Marketing
		14:51 - 14:59	Enigmatos	Orit Fredkof	VP Business Development & Co-Founder

# STARTUP STAGE - Day 2

11 April

SESSION TITLE		COMPANY	TIME	COMPANY	SPEAKER	POSITION
<div>CP</div> <div>K</div>		<div></div>	10:30 - 10:35	Welcome Note		
<div>CP</div> <div>Ecommerce, Marketplaces &amp; Classifieds</div>		<div></div>	10:35 - 10:43 10:44 - 10:52	SellFee Tech Proonto	Tomer Warschauer Nuni Yoel Feldman	Founder & CEO Co-Founder & COO
<div>CP</div> <div>Revolutionary Consumer Products</div>		<div></div>	10:55 - 11:03 11:04 - 11:12	Water.io Bosco	Yoav Hoshen Enon Landenberg	Co-Founder Founder & CEO
<div>CP</div> <div>Edutech</div>		<div></div>	11:15 - 11:23	Proprep	Itay Koppel	Co-Founder & CEO
<div>CP</div> <div>Industrial Digitisation</div>		<div></div>	11:26 - 11:34	Printsyst	Itamar Yona	CEO
<div>CP</div> <div>Digital Health</div>		<div></div>	11:37 - 11:45 11:46 - 11:54	IMedis AI NTVS	Tomer Glottmann Amir Sadeh	CEO Co-Founder & CEO



SESSION TITLE		COMPANY	TIME	TITLE / COMPANY	SPEAKER	POSITION	FUNDING (CAPITAL RAISED / \$M)	YEAR FOUNDED
Breakfast			8:30 - 10:00					
	K		9:55 - 10:00	<b>Day 1 Summary</b> NOAH Advisors	Marco Rodzynek	Founder & CEO		
B2B Software & Services	FC		10:00 - 10:10 10:10 - 10:20 10:20 - 10:30 10:30 - 10:40	<b>Adtech</b> Playbuzz	Yael Shafrir 	VP of International Partnerships	66	2012
				Tailor Brands	Yali Saar	Co-Founder & CEO	21	2014
				Guesty	Amiad Soto	Co-Founder & CEO	59	2013
				Webpals Group	Inbal Lavi	CEO	-	2007
	CP		10:40 - 10:50 10:50 - 11:00 11:00 - 11:10	<b>HR &amp; Collaboration Tools</b> hibob	Ronni Zehavi	Co-Founder & CEO	45	2015
				Monday.com	Eran Zinman	Co-Founder & CTO	84	2012
				IWG	Ofer Witkon	Israel Country Manager	-	1989
	FC		11:10 - 11:20 11:20 - 11:30 Dropbox 11:30 - 11:40	<b>Enterprise Software</b> Oracle Netsuite	Lisa Walden	Head of Partner Marketing	-	1998
				Dropbox	Adrienne Gormley	Head of EMEA	-	2007
				Dropbox	Meir Morgenstern	Israel Site Lead	-	2007
				AppsFlyer	Oren Kaniel	Co-Founder & CEO	83	2011
	FC		11:40 - 11:50 11:50 - 12:00 12:00 - 12:10 Greenfield Partners/TPG	<b>Cybersecurity</b> imVision	Sharon Mantin	Founder & CEO	4	2015
				Namogoo	Ohad Greenshpan	Co-Founder & CTO	29	2014
				GuardiCore	Pavel Gurvich	Co-Founder & CEO	46	2013
	CP	<b>GREENFIELD PARTNERS</b> Investment Platform Backed by TPG Growth		Greenfield Partners/TPG	Shay Grinfeld	Managing Partner	-	2016
	FC		12:10 - 12:20 12:20 - 12:30	<b>Big Data &amp; Analytics</b> Clicktale	Shlomi Hagai	CEO	60	2006
				Clicktale	Liraz Margalit	Head of Behavioral Research	60	2006
				Chorus.ai	Micha Y. Breakstone	Co-Founder & President	55	2015
Fintech & Insurtech	CP		12:30 - 12:40	eToro	Yoni Assia	Founder & CEO	223	2007
			12:40 - 12:50	Forter	Michael Reitblat	Co-Founder & CEO	100	2013
			12:50 - 13:00	Payoneer	Yuval Tal	Founder & President	270	2005
	FC		13:00 - 13:10	Simplex	Nimrod Lehavi	Co-Founder & CEO	9	2014
			13:10 - 13:20	Mesh	Oded Zehavi	Founder & CEO	-	2018
			13:20 - 13:30	SafeCharge	David Avgi	CEO	17	2007
			13:30 - 13:40	Credorax	Igal Rotem 	CEO	95	2007
Block-chain	CP		13:40 - 13:50	Orbs	Daniel Peled	CEO	133	2017
Digital Health	CP		13:50 - 14:00	RealView Imaging	Aviad Kaufman	Co-Founder & CEO	10	2008
			14:00 - 14:10	OrCam	Dr. Yonatan Wexler	EVP, R&D	86	2010
Industrial Digitisation	CP		14:10 - 14:20 14:20 - 14:30 14:30 - 14:40	<b>AgTech</b> Netafim	Gal Yarden	SVP Corporate Commercial Solutions	500	1965
				CropX	Tomer Tzach	CEO	11	2013
				SeeTree	Barak Hachamov	Co-Founder & Chairman	15	2017
			14:40 - 14:50 14:50 - 15:00	<b>Logistics</b> Windward	Ami Daniel	Co-Founder & CEO	32	2010
				Freightos	Zvi Schreiber	CEO	93	2011
								
			15:00 - 15:15	<b>Manufacturing</b> Nanofabrica	Dr. Jon Donner	Co-Founder & CEO	-	2016
				i3 equity Partners	Eran Wagner	Managing Partner	-	2016
	K		15:15 - 15:20	<b>Closing Note</b> NOAH Advisors	Marco Rodzynek	Founder & CEO		

# Venture Capital

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### KEY CORPORATE FACTS / KPIS

Offices	London, Herzliya
Active Markets	UK, Israel
Founded	2006
Employees	9
Current Fund Size	n/a
Use of Debt	n/a
AUM	\$550m
Target Investment Size	\$10m - \$30m
Target Geographies	Europe, Israel
Target Sectors	Curated Web, Enterprise Software, SaaS
Investment Style	n/a
Deal Structures	n/a
Key Investment Criteria	Teams of consumer and enterprise companies across all stages
Website	www.83north.com
Contact Email	n/a
Contact Phone	n/a

### INVESTOR DESCRIPTION

83North (formerly Greylock IL) is a global venture capital firm with more than \$550 million under management. They invest in European and Israeli entrepreneurs creating global businesses, across all stages of consumer and enterprise companies. 83North is the sum of the latitudes of London and Tel Aviv. 83North is committed to help build global leading companies, with more than half of its portfolio companies having operations in the US.

### SELECTED PORTFOLIO COMPANIES



Actifio delivers Enterprise Data-as-a-Service to hundreds of global enterprise customers and service provider partners



iZettle, a mobile payments company, offers small businesses with portable point-of-sale solutions and free sales overview tools



BlueVine allows small businesses to get paid immediately on their outstanding invoices

Full Portfolio

• [www.83north.com/companies](http://www.83north.com/companies)

### KEY CONTACTS



Gil Goren  
Partner



David Buttress  
Partner



Gil Goren  
Partner



A company of Allianz

## Allianz X

### KEY CORPORATE FACTS / KPIS

Offices	Munich
Active Markets	Global
Founded	2013
Employees	11 - 50
Current Fund Size	\$1bn
Use of Debt	No
AUM	n/a
Target Investment Size	n/a
Target Geographies	n/a
Target Sectors	Mobility, Connected Property, Connected Health, Wealth Management & Retirement, Data Intelligence & Cybersecurity
Investment Style	Active
Deal Structures	n/a
Key Investment Criteria	n/a
Website	<a href="http://www.allianzx.com">www.allianzx.com</a>
Contact Email	<a href="mailto:hello@allianzx.com">hello@allianzx.com</a>
Contact Phone	+08976996340

### INVESTOR DESCRIPTION

Allianz X is the digital investment unit of the Allianz Group.  
We are investing in digital growth companies that are part of the ecosystems related to insurance.  
We identify and invest in the best digital frontrunners that are strategically relevant for the Allianz Group.

We provide an interface between portfolio companies and the digital ecosystem within Allianz as well as drive innovation across Allianz's operating entities and global lines of business.

### SELECTED PORTFOLIO COMPANIES

*Lemonade*

Lemonade Insurance Company is a licensed insurance carrier, offering homeowners and renters insurance powered by artificial intelligence and behavioral economics

**N26**

N26 is The Mobile Bank. Built bottom-up for the smartphone, N26 has redesigned banking to make it simple, fast and contemporary

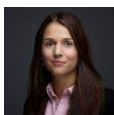
 **HeavenHR**

HeavenHR is a HR management platform for small and medium enterprises

Full Portfolio

• [www.allianzx.com/investments/](http://www.allianzx.com/investments/)

### KEY CONTACTS



Magdalena Fichtl  
Associate

- Magdalena is an Associate at Allianz X. Magdalena studied Technology and Management at TUM Munich with a focus on Finance & Accounting as well as Mechanical Engineering and received a Masters in Strategy, Innovation and Management Control at Vienna University of Economics and Business



## KEY CORPORATE FACTS / KPIS

Offices	Colorado Springs
Active Markets	Global
Founded	1985
Employees	2 - 10 (of which 0 in Europe)
Current Fund Size	NA
Use of Debt	NA
AUM	NA
Target Investment Size	NA
Target Geographies	USA, Canada
Target Sectors	Tech, Biotech, Pharma, Healthcare, Energy, Financial Services, Manufacture
Investment Style	NA
Deal Structures	NA
Key Investment Criteria	Safety of principal, current income, growth of capital, and total return
Website	ciginc.net
Contact Email	NA
Contact Phone	719-632-0818

## INVESTOR DESCRIPTION

Cascade Investment Group are investment professionals, with over 100 years of combined investment experience, who have established an investment firm that puts the interests of the client and investment manager on the same side of the table.

## SELECTED PORTFOLIO COMPANIES



Evolv Technology: Applies sensors, data, and machine learning to detect and prevent a wide set of global threats to people



Ginkgo Bioworks: Designs custom microbes for customers across multiple markets



Uses the latest technology to connect shippers with nearby carriers and book jobs instantly

Selected other companies • Delos, Sapphire Energy, Schrodinger, OANDA Corporation, Eclipse Aviation Corporation among others

## KEY CONTACTS



Vitalii Khomutynnik  
Beneficial Owner

- A Ukrainian businessman and politician, graduated from the Donetsk State Academy of Management in the field of finance and credit. Second higher education received at the Yaroslav of the Wise National Law Academy of Ukraine

## Eight Roads Ventures

### KEY CORPORATE FACTS / KPIS

Offices	London
Active Markets	Global
Founded	1998
Employees	51 - 100 (of which 10 in Europe)
Current Fund Size	\$375m
Use of Debt	No
AUM	n/a
Target Investment Size	\$8m - \$35m
Target Geographies	Global
Target Sectors	Consumer Technology, Enterprise Technology, FinTech
Investment Style	Active
Deal Structures	Majority, Minority
Key Investment Criteria	n/a
Website	<a href="http://www.eightroads.com">www.eightroads.com</a>
Contact Email	<a href="mailto:michael.treskow@eightroads.com">michael.treskow@eightroads.com</a>
Contact Phone	+44 20 70745400

### INVESTOR DESCRIPTION

Eight Roads Ventures is a global venture capital firm that backs entrepreneurs with aspiration for greatness. Together with associated funds we manage \$4BN of capital across offices in the UK, India, China, Japan and the US. A near 50-year history of investing includes partnerships with companies such as Alibaba, Appsflyer, CloudByte, Cúram, Future Advisor, InnoGames, iPipeline, Kensho, Made.com, Manthan Systems, Neo4j, Nuance, Ping Identity, Prosper, Treatwell, Recurly, Wallapop and Xoom.

### SELECTED PORTFOLIO COMPANIES

**MADE.COM**

Made is an online furniture retailer headquartered in London



Appsflyer is a mobile advertising attribution and analysis platform. Headquartered in Tel Aviv



NeoTechnology is a NoSQL graph database. Originally founded in Malmö, the company is currently headquartered in San Francisco

Full Portfolio

• [www.eightroads.com/en/ventures/europe](http://www.eightroads.com/en/ventures/europe)

### KEY CONTACTS



Michael Treskow  
Partner

- Michael is a Partner at Eight Roads Ventures
- Previously, he was at Accel in London and Warburg Pincus in Francisco. Michael received a BA from Yale University and an MBA from the Stanford Graduate School of Business



Dominic Reardon  
Investment Professional

- Dom is an Investment Professional at Eight Roads
- Prior to Eight Roads, Dom worked as an investment professional at AirTree, an Australian VC fund

## Entrée Capital

### KEY CORPORATE FACTS / KPIS

Offices	London, Tel Aviv
Active Markets	Global
Founded	2004
Employees	11-50
Current Fund Size	N/A
Use of Debt	No
AUM	N/A
Target Investment Size	\$25k - \$10m
Target Geographies	Global
Target Sectors	Technology, Technology-enabled services
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	N/A
Website	<a href="http://www.entreecap.com">www.entreecap.com</a>
Contact Email	<a href="mailto:info@entreecap.com">info@entreecap.com</a>
Contact Phone	N/A

### INVESTOR DESCRIPTION

Entrée Capital provides multi-stage funding for innovative start-ups and companies, across multiple sectors and sizes, all over the world. The fund invests from seed to growth stage, both directly and through venture capital/private equity funds, in order to best achieve its strategy and coverage in terms of sector, stage, and geography.

Entrée Capital was founded by successful entrepreneurs with a track record of having successfully invested in and exited over 20 businesses on five continents in the past decade.

### SELECTED PORTFOLIO COMPANIES



Hibob is a cloud-based platform designed to help human resource departments turn employee data into actionable information by identifying the various cultures within a business.



Stripe provides a set of unified APIs and tools that instantly enable businesses to accept and manage online payments.



CodersClan hosts a community-driven marketplace for coding assignments, minimizing outsourcing overheads. The company seeks to make code outsourcing as seamless as possible for both customers and coders.

Full Portfolio

• [www.entreecap.com/portfolio.htm](http://www.entreecap.com/portfolio.htm)

### KEY CONTACTS



Avi Eyal

Managing Partner

- Managing Partner at Entrée Capital since 2009.
- Previously, Co-Founder Zenprop Property Holdings and Cura Software Solutions
- Companies: Monday.com, Prospa Advance, Nioo.com, BreezoMeter, Flypay, GreenIQ, thumbzup

## Fluxunit – OSRAM Ventures

### KEY CORPORATE FACTS / KPIS

Offices	Munich
Active Markets	Global
Founded	2016
Employees	Approx. 10
Current Fund Size	N/A
Use of Debt	No
AUM	N/A
Target Investment Size	N/A
Target Geographies	N/A
Target Sectors	Smart city, smart building and industrial applications
Investment Style	Active
Deal Structures	N/A
Key Investment Criteria	N/A
Website	<a href="http://www.fluxunit.eu">www.fluxunit.eu</a>
Contact Email	<a href="mailto:info@fluxunit.eu">info@fluxunit.eu</a>
Contact Phone	+49 89 6213 3646

### INVESTOR DESCRIPTION

Fluxunit is the corporate venture capital unit of OSRAM.

Acting as early stage investor, our goal is to engage with startups that develop innovative, scalable business models and technologies shaping the world we live in.

Leveraging our corporate OSRAM heritage, we focus our investments on startups, where we can contribute to a startup's success and value creation.

Consequently, our investment fields include the areas of smart city, smart building and industrial applications (e.g. sensors, horticulture, mobility,...)

### SELECTED PORTFOLIO COMPANIES



Blickfeld develop and sell LiDAR sensors and provide the software to interpret complex 3d point clouds.



Agrilution offers a complete vertical farming ecosystem consisting of a smart plug'n'play home-growing appliance and consumables, as well as an App that eliminates the need for a green thumb. Thereby we enable you to grow the healthiest, freshest most taste intensive greens in your own home.



Beaconsmind is a software provider based in Zurich, Switzerland and Munich, Germany. The company helps in-store retailers digitalize their business models. As the first iBeacon full-service provider, the company use their software beaconsmind Suite to drive sales, customer loyalty and revenues for clients in brick-and-mortar business.

Full Portfolio

• <https://www.fluxunit.eu/en/portfolio/index.jsp>

### KEY CONTACTS

Oliver Kahl

Investment & Portfolio Manager

Email: [oliver.kahl@fluxunit.eu](mailto:oliver.kahl@fluxunit.eu)

• With Fluxunit since 2017, previously Business Analyst at eCAPITAL



## GR Capital

### KEY CORPORATE FACTS / KPIS

Offices	Riga (Latvia), Kyiv (Ukraine)
Active Markets	Europe, US
Founded	2016
Employees	11-25 (of which all in Europe)
Current Fund Size	\$30m
Use of Debt	No
AUM	N/A
Target Investment Size	\$1m - \$5m
Target Geographies	Europe, US
Target Sectors	Fintech, Insurtech, Foodtech, Mobility, Adtech
Investment Style	Active
Deal Structures	Minority, Co-investment
Key Investment Criteria	Experienced team, strong traction, defensible competitive advantage, clear path to exit
Website	<a href="http://www.gr.capital">www.gr.capital</a>
Contact Email	<a href="mailto:projects@gr.capital">projects@gr.capital</a>
Contact Phone	N/A

### INVESTOR DESCRIPTION

GR Capital focuses on the Series A-C stages in Europe and the US. We prefer to invest in fintech, insurtech, foodtech, mobility, adtech. The size of our fund is \$30M, which we plan to expand to \$150M in several years. We do not lead the rounds, we co-invest with strong lead investors. Our typical ticket size is \$1–5M. We help our portfolio companies with business development in Eastern European markets, setting up the cost-efficient R&D offices in Ukraine, access to the latest payment technologies from our LP and our network of investors.

### SELECTED PORTFOLIO COMPANIES



One of the leading providers of online food delivery platforms designed to order restaurant meals



Online international money transfer company that challenges the old fashioned, expensive ways of moving your money around the world



Leading on-demand service that purchases, picks-up and delivers anything that is ordered through the app

Full Portfolio • [www.gr.capital/investments](http://www.gr.capital/investments)

### KEY CONTACTS



Roma Ivanyuk  
Managing Partner

- 10+ years of experience in investment banking. Originated and closed 50+ deals both as a private entrepreneur and as the MD of the top Ukrainian investment bank
- At GR Capital sets the fund strategy, leads the investments sourcing and investor relation



Max Filippov  
Principal

- 10 years of experience in corporate finance and private equity. 30+ various advisory engagements for the clients, including M&A, capital raising, debt restructuring, strategic consulting.
- At GR Capital supervises day-to-day operations, manages current investments and helps sourcing new projects.

## KEY CORPORATE FACTS / KPIS

Offices	New York, London, Tel Aviv and Beijing
Active Markets	U.S., Europe, Israel and China
Founded	1995
Employees	10
Current Fund Size	Evergreen
Use of Debt	No
AUM	N/A
Target Investment Size	\$2m - \$10m
Target Geographies	U.S., Europe, Israel and China
Target Sectors	Mobility, Workplace 2.0, Human-Computer Interaction, Consumer Subscription, Marketplaces, CRE Tech
Investment Style	Active
Deal Structures	Lead/Co-lead/Follow-on
Key Investment Criteria	Series A and later
Website	<a href="http://www.hearst.com/ventures">www.hearst.com/ventures</a>
Contact Email	<a href="mailto:mikeda@hearst.com">mikeda@hearst.com</a> <a href="mailto:gcanaani@hearst.com">gcanaani@hearst.com</a>
Contact Phone	-

## Hearst Ventures

### INVESTOR DESCRIPTION

Since 1995, the Hearst Ventures team has invested globally over \$1 billion in companies such as HootSuite, Netscape, Drone Racing League, BuzzFeed, LAIX (Liulishuo), Netscape, GeoPhy, Amino, Dronebase, otonomo, Pandora, Roku, and Via.

Today we have a global team that invests in early-stage category leaders across a range of verticals including consumer subscription products, e-commerce, human-computer interaction, marketplaces, transportation and mobility and workplace productivity tools. We write \$2-\$10m cheques in series A and later rounds.

Our parent company, Hearst, is a privately-held US conglomerate with topline revenues of \$11b. Hearst is the owner of newspapers, TV stations, pay channels, magazines and a broad array of business media assets including Fitch Group; Hearst Health, a group of medical information and services businesses; and transportation assets.

### SELECTED PORTFOLIO COMPANIES

**otonomo**

World's first connected car services platform

**DRONE BASE**

Marketplace for professional drone services



Ride-sharing service and software platform



**GEOPHY**

AI-driven valuations for Commercial Real Estate

**SIGNAL**

A platform that monitors the world's media for business



**LAIX**  
(Liulishuo)

AI-powered English language learning app

Full Portfolio

• [www.hearst.com/ventures](http://www.hearst.com/ventures)

### KEY CONTACTS



Megumi Ikeda  
MD Europe, Hearst Ventures

• [www.hearst.com/about/bios/megumi-ikeda](http://www.hearst.com/about/bios/megumi-ikeda)



Gil Canaani  
GM Israel, Hearst Ventures

• [www.hearst.com/about/bios/gil-canaani](http://www.hearst.com/about/bios/gil-canaani)

## KEY CORPORATE FACTS / KPIS

Offices	Palo Alto, Tel Aviv, Boston
Active Markets	Global
Founded	2016
Employees	8
Current Fund Size	NA
Use of Debt	NA
AUM	NA
Target Investment Size	NA
Target Geographies	Global
Target Sectors	3D printing, Immersive computing, Hyper-mobility, IoT, AI, Smart machines
Investment Style	Active
Deal Structures	Strategic partner
Key Investment Criteria	Series A and Series B primarily, Growth
Website	<a href="http://www.hptechventures.com">www.hptechventures.com</a>
Contact Email	NA
Contact Phone	NA

## INVESTOR DESCRIPTION

HP Tech Ventures is the venture capital arm of HP Inc. It offers more than 75 years of experience in innovation and technology, backed by more than 18,000 global patents, to entrepreneurs around the globe. As HP's corporate venture arm, HP Tech Ventures is helping to foster an ecosystem of innovation and reinvention that will define tomorrow's world and experiences, through strategic partnerships and investments in disruptive technology areas.

## SELECTED PORTFOLIO COMPANIES



Copprint breakthrough in conductive inks - a cheap nano copper ink which is self-sintered at low temperatures



Twine is revolutionizing the textile industry by changing thread dyeing to a digital, clean, in-house, on-demand production



Provides both turn-key and customized GUI software and 3D virtual training solutions for embedded, desktop, mobile, mixed reality, and VR applications

Full Portfolio

• [hptechventures.com/portfolio/](http://hptechventures.com/portfolio/)

## KEY CONTACTS



Irit Hillel  
Partner

- Leads strategic investments and partnerships with early-stage technology startups primarily originating in Israel
- Some of the engagements she has led include Screenovate, PMatX, and other undisclosed deals



Amos Malter  
Principal

- Joined HP Tech Ventures in 2018
- As a principal he works closely with the Israeli startup eco-system, finding new leads, assessing startups' technologies and supporting the companies in all stages of the investment process

## KEY CORPORATE FACTS / KPIS

Offices	Tel Aviv
Active Markets	Israeli
Founded	2013
Employees	11-50
Current Fund Size	\$150 mm
Use of Debt	No
AUM	\$150 mm
Target Investment Size	NA
Target Geographies	Israeli
Target Sectors	Enterprise Software, Frontier Technology, FinTech, Environmental Technologies
Investment Style	Active
Deal Structures	NA
Key Investment Criteria	Early-stage technology companies
Website	<a href="http://www.iangels.co">www.iangels.co</a>
Contact Email	<a href="mailto:contact@iangels.co">contact@iangels.co</a>
Contact Phone	+972-3-901-3760

## INVESTOR DESCRIPTION

iAngels, one of Israel's top-tier startup investment companies, is a next-generation venture capital firm. Powered by an online investment platform and actively managed funds, iAngels allows investors worldwide to gain access to the most exclusive early-stage technology companies based in Israel. Driven by an investment approach that prioritizes rigorous due diligence, access to deals and cutting-edge technology, iAngels delivers value through a suite of investment products that include a professionally managed blockchain fund and a managed or self built portfolio service for investing in Israeli technology startups.

## SELECTED PORTFOLIO COMPANIES



Provides a predictive analytics solution for energy providers to analyze data collected from millions of smart electricity meters, turning it into powerful insights that go towards improving operational efficiency



Arbe Robotics: Builds a disruptive next-gen radar technology, providing the "eyes and the brains" for autonomous platforms

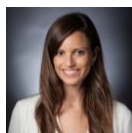


Provides a centralized and visual platform, through its proprietary graphic engine, that acts as a master policy layer, allowing to manage multiple policies seamlessly between all facets of Identity Access Management (IAM)

Full Portfolio

• [app.iangels.co/browse/startups](http://app.iangels.co/browse/startups)

## KEY CONTACTS



Shelly Hod Moyal  
Founding Partner & Co-CEO

- Co-founded iAngels in 2013
- General partner of the iNgenuity Fund
- Companies: Goldman Sachs, Avenue Capital, and UBS



## KEY CORPORATE FACTS / KPIS

Offices	Tel Aviv
Active Markets	Israel
Founded	2016
Employees	1 - 10
Current Fund Size	n/a
Use of Debt	No
AUM	n/a
Target Investment Size	n/a
Target Geographies	n/a
Target Sectors	IoT: Connection between physical and digital
Investment Style	Active
Deal Structures	n/a
Key Investment Criteria	n/a
Website	<a href="http://www.i3equity.com">www.i3equity.com</a>
Contact Email	n/a
Contact Phone	n/a

## INVESTOR DESCRIPTION

We invest in early stage Israeli IoT startups. Backed by a consortium of global leaders in the industry, we offer more than money - we offer to accelerate your time to market and help pave your path to success through leveraging our powerful partners to support you through out the value creation process.

## SELECTED PORTFOLIO COMPANIES



ZenCity is a platform for understanding people in the city on a wide scale based on digital traces using advanced AI.



NANOFABRICA

Nanofabrica is bringing the power of 3D printing to the nano and micro manufacturing world

## KEY CONTACTS



Eran Wagner  
Managing Partner

- Eran Wagner has been focused on the Internet of Things revolution for over a decade. This includes sensor networks, robotics, autonomous vehicles, industrial solutions and more. Eran co-founded i3 Equity with over two decades of rich investment background



Bentzi Rabi  
Associate

- Joined i3 Equity Partners in 2018



## IBI Tech Fund

### KEY CORPORATE FACTS / KPIS

Offices	Tel Aviv
Active Markets	Israeli
Founded	2017
Employees	2 - 10 (of which 0 in Europe)
Current Fund Size	> \$113mm
Use of Debt	No
AUM	\$110mm
Target Investment Size	NA
Target Geographies	Israeli
Target Sectors	Hi-Tech
Investment Style	Active
Deal Structures	NA
Key Investment Criteria	Cutting-edge technologies, companies with some revenues
Website	tech.ibi.co.il
Contact Email	NA
Contact Phone	NA

### INVESTOR DESCRIPTION

IBI Tech Fund is a Hi-Tech closed end mutual fund, specializing in tech investments with \$110M under management. We invest in outstanding entrepreneurs who develop cutting-edge technologies and help them building large Israeli companies and succeed on the global stage. IBI Tech Fund works with angel investors, technology experts and financial investors in order to support entrepreneurs as they build successful companies.

### SELECTED PORTFOLIO COMPANIES



A group of companies that develop advanced digital media and ecommerce technology

### KEY CONTACTS



Dor Lee-Lo  
Co-Founder & Managing Partner

- Co-Founded IBI Tech Fund in 2017
- Companies: MOD, Northwestern University, Tel Aviv University



Dr. Dan Aks  
Co-Founder & Managing Partner

- Co-Founded IBI Tech Fund in 2017
- Companies: I.B.I Investment House, Prisma Investment, Tel Aviv University

## KEY CORPORATE FACTS / KPIS

Offices	3
Active Markets	Europe and US
Founded	2012
Employees	30
Current Fund Size	\$350m
Use of Debt	Yes
AUM	\$1bn
Target Investment Size	Early Stage: €1m - €10m Late Stage: >€10m
Target Geographies	Europe, US, Asia
Target Sectors	Internet and mobile technology-enabled businesses
Investment Style	Active
Deal Structures	Minority shareholder
Key Investment Criteria	Outstanding team / entrepreneurs, global scale
Website	www.lakestar.com
Contact Email	n/a
Contact Phone	n/a

## Lakestar

## INVESTOR DESCRIPTION

Lakestar is one of Europe's leading venture capital firm investing in technology companies led by exceptional entrepreneurs. Early investments included Skype, Spotify, Facebook and airbnb. Since raising a first fund in 2013, Lakestar manages an aggregated volume of €1bn across three early stage funds, and more recently a growth fund. Lakestar has expanded and broadened their portfolio, with more recent investments in Harry's, Opendoor, Omio (formerly GoEuro), FiveAI and Revolut. Lakestar has presence in Berlin, Zurich and London.

Lakestar helps companies to identify new markets and expand into them rapidly, with a focus on the US and Europe. They advise and support portfolio companies in business development, recruitment, technology and marketing. The investments range from early stage companies to those in their growth stage.

## SELECTED PORTFOLIO COMPANIES



Revolut is a fully digital banking platform for businesses and individuals. It currently supports spending and ATM withdrawals in 120 countries and sending in 26 currencies directly from the mobile app without fees.



Oscar is a New York based technology-driven healthcare service and insurance provider for US citizens. It has been created as a reaction to changes in the US healthcare environment, commonly known as the "Obamacare" program



Harry's business model is to design and produce high-quality razors and shaving equipment and sell them at a competitive price point despite high-quality design

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

## KEY CONTACTS



Klaus Hommels  
Founder



Gilad Novik  
Partner



Christoph Schuh  
Partner



Stephen Nundy  
CTO



Mathias Haniel  
Investment Manager



Ninja Struye de Swielande  
Chief Communication Officer

## KEY CORPORATE FACTS / KPIS

Offices	Tel Aviv, Jerusalem, New York
Active Markets	Israel
Founded	2015
Employees	10
Current Fund Size	N/A
Use of Debt	N/A
AUM	\$130m
Target Investment Size	\$1m - \$5m
Target Geographies	Israel / Israel related
Target Sectors	Software
Investment Style	Active
Deal Structures	N/A
Key Investment Criteria	N/A
Website	<a href="http://www.pico.partners">www.pico.partners</a>
Contact Email	<a href="mailto:info@pico.partners">info@pico.partners</a>
Contact Phone	N/A

## INVESTOR DESCRIPTION

PICO Venture Partners is an early-stage venture capital firm positioned in the heart of Startup Nation with offices in Jerusalem, Tel Aviv, and New York. PICO invests in visionary Israeli entrepreneurs building future-defining technologies. These entrepreneurs are relentless in their quest to transform existing markets, industries, business processes, and consumer experiences. Led by former founders and executives with an execution-driven ethos, PICO leverages its domain expertise, advisor network, collaborative workspaces, and go-to-market channels to support its portfolio companies in every aspect of their growth trajectory. Through close partnership and open dialogue, PICO offers founders the unwavering loyalty they need to succeed.

## SELECTED PORTFOLIO COMPANIES

### AutoLeadStar

AutoLeadStar has built the only full-stack solution enabling car dealers to operate like cutting-edge, data-driven businesses

### Charge After

ChargeAfter enables retailers to offer customers financing from multiple lenders at checkout

### spotinst

Spotinst enables companies of all sizes and verticals to optimize spare cloud capacity and save 80% on infrastructure compute costs

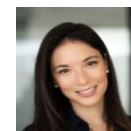
Full Portfolio

• [www.pico.partners/our-portfolio/](http://www.pico.partners/our-portfolio/)

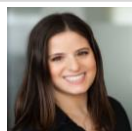
## KEY CONTACTS



Elie Wurtman  
General Partner



Sheffie Elencweig  
Director of Business Development



Tal Tochner  
Director



### KEY CORPORATE FACTS / KPIS

Offices	Berlin (HQ), Helsinki, Zurich
Active Markets	Global
Founded	2014
Employees	25
Current Fund Size	Managing Multiple Funds
Use of Debt	No
AUM	Managing Multiple Funds
Target Investment Size	€250k – €5m
Target Geographies	Global with focus on Europe & DACH
Target Sectors	FinTech, PropTech, Mobility, Logistics, Industrial IoT
Investment Style	Active
Deal Structures	Minority Investments
Key Investment Criteria	Seed – Series B
Website	<a href="http://www.redstone.vc">www.redstone.vc</a>
Contact Email	<a href="mailto:info@redstone.vc">info@redstone.vc</a>
Contact Phone	+49 30 2759 2650

### INVESTOR DESCRIPTION

Redstone is a Berlin-based Venture Capital firm working with multiple corporate venture funds. We have reinvented corporate Venture Capital through our VC-as-a-Service model, which connects industry leaders with ambitious founders. Together with our industry partners, we activate corporate capital, knowledge and network to support our entrepreneurs in growing their businesses.

Additionally to our investment service we provide tailored intelligence that empowers partners to make better-informed strategic decisions and stay informed about future digital trends.

Redstone is run by experienced entrepreneurs and investors with deep roots in the German and European technology ecosystem. Our founding partners have built and advised some of Europe's largest technology companies over the last two decades.

### SELECTED PORTFOLIO COMPANIES

### KEY CONTACTS



Marcus Schroeder  
Partner

- Director Investment Banking, Merrill Lynch; Global Head of Automotive M&A, Societe General; Global Head of Industrials and Automotive M&A, Santander Bank; Director Investment Banking, Merrill Lynch

### KEY CORPORATE FACTS / KPIS

Offices	Basking Ridge, New York, Palo Alto, San Francisco, Tel Aviv
Active Markets	Global
Founded	2000
Employees	11 - 50
Current Fund Size	NA
Use of Debt	NA
AUM	NA
Target Investment Size	NA
Target Geographies	Global
Target Sectors	Technology
Investment Style	Active
Deal Structures	NA
Key Investment Criteria	NA
Website	ventures@verizon.com
Contact Email	ventures@verizon.com
Contact Phone	NA

### INVESTOR DESCRIPTION

Verizon Ventures seeks and invests in promising entrepreneurial companies who are tackling some of today's biggest technological challenges for Verizon's consumer and enterprise customers. Over the last decade Verizon Ventures has invested in more than forty companies covering a range of industries, technologies and market segments. Verizon Ventures offers support to its portfolio companies with technology and product development, market planning and sales, and access to the networks and platforms of Verizon Communications. Combining the power of experienced investment professionals with a focused venture development team, Verizon Ventures connects innovators with strategic and financial resources that advance their businesses.

### SELECTED PORTFOLIO COMPANIES



A SaaS platform for planning and running mass transportation through advanced artificial intelligence and algorithms.



An online marketplace enabling consumers and fleets to get over 500 auto services directly at their homes, offices & lots.

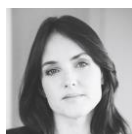


OmniSci: The pioneer in GPU-accelerated analytics, redefining speed and scale in big data querying and visualization

Full Portfolio

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

### KEY CONTACTS



Merav Rotem Naaman  
Managing Director

- Joined Verizon Ventures in 2016 and leads investment activities in Israel
- Companies: Nautilus (Aol's early stage investment arm in Israel, which she co-founded in 2014), Better Place, Cellcom, Bain & Co.

## KEY CORPORATE FACTS / KPIS

Offices	München, Grünwald, Berlin
Active Markets	Global
Founded	2011
Employees	11 - 50 (of which 0 in Europe)
Current Fund Size	NA
Use of Debt	NA
AUM	NA
Target Investment Size	NA
Target Geographies	Global
Target Sectors	Tech, AdTech, Fintech, Health
Investment Style	Active
Deal Structures	Evergreen, Minority stakes
Key Investment Criteria	Growth
Website	<a href="http://www.yabeo.de">www.yabeo.de</a>
Contact Email	<a href="mailto:info@yabeo.de">info@yabeo.de</a>
Contact Phone	+49 89 / 69 80 42 21

## INVESTOR DESCRIPTION

Yabeo Capital is an early stage investor, who invests via flexible Evergreen Structures without limitations of usual Fund Structures. The firm seeks to invest in adtech, fintech, health tech, and technology sectors. Within these sectors it focuses on digital banking, lending, asset management, influencer marketing, big data & analytics, care and eHealth or basic internet technologies like internet security, IoT, and smart home. It seeks to team up with family offices to invest in companies.

## SELECTED PORTFOLIO COMPANIES



Libify Technologies: Specializes in mobile emergency call, locating and tracking systems



Provides affordable solutions for clean and sustainable water directly from the tap at home, with a minimum environmental impact

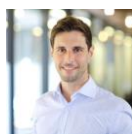


Improves care plan compliance with incentive strategies, saving our healthcare system billions

Full Portfolio

• [www.yabeo.de/de/portfolio/](http://www.yabeo.de/de/portfolio/)

## KEY CONTACTS



Benedikt Wenninger  
Investment Manager

- Joined Yabeo Capital in 2017
- Former co-founder of Curetics, a healthcare spin-off company from the TU Munich

## KEY CORPORATE FACTS / KPIS

Offices	Minsk
Active Markets	Belarus
Founded	2010
Employees	11 - 50 (of which 21 in Europe)
Current Fund Size	\$90 mm
Use of Debt	No
AUM	\$90 mm
Target Investment Size	\$5 - 12 mm
Target Geographies	Belarus
Target Sectors	IT, Hardware, E-commerce, Retail
Investment Style	Active
Deal Structures	Minority stake
Key Investment Criteria	Growth
Website	zubrcapital.com
Contact Email	nk@zubrcapital.by
Contact Phone	+375 17 218 9923

## Zubr Capital

### INVESTOR DESCRIPTION

Zubr Capital is the first company managing private equity funds in the Republic of Belarus. Zubr Capital Invests in different companies from Belarus or in international companies with R&D in Belarus, including telecommunications, IT, retail, durable goods, innovative technologies. Zubr Capital manages two funds: SMH (launched in 2010) and Zubr Capital Fund I (launched in 2016)

### SELECTED PORTFOLIO COMPANIES



Targetprocess: Products IT-company with R&D in Belarus, which develops projects portfolio management systems based on Agile



SoftClub: Occupies a leading position in the market of automated banking services in Belarus



21vek.by: The largest e-commerce market player in Belarus, which occupies 30% of the Internet commerce market in Belarus

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

### KEY CONTACTS



Nikita Krivelevich  
Investment Manager

- Nikita Krivelevich is responsible for search of potential investee companies, the analysis of the development strategy, financial models of potential portfolio companies and negotiations with the companies during the deal.
- Companies: Targetprocess



Darya Ksenzova  
Brand Manager & ESG Manager

- Darya Ksenzova deals with such issues as brand development, development of brand strategy and creation of a communication platform for target companies
- She is also responsible for external and internal communications of Zubr Capital, the work of brand departments at portfolio companies

# Growth

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### KEY CORPORATE FACTS / KPIS

Offices	Madrid, Barcelona, New York
Active Markets	Global
Founded	2003
Employees	51-200(of which 169 in Europe)
Current Fund Size	NA
Use of Debt	NA
AUM	> €5bn
Target Investment Size	NA
Target Geographies	Global
Target Sectors	NA
Investment Style	NA
Deal Structures	Direct co-investment
Key Investment Criteria	NA
Website	<a href="http://www.arcanopartners.com">www.arcanopartners.com</a>
Contact Email	<a href="mailto:arcano_sp@arcanopartners.com">arcano_sp@arcanopartners.com</a>
Contact Phone	+34 91 353 21 40

### INVESTOR DESCRIPTION

The Arcano Group is an independent company made up of four divisions: I) Arcano Corporate, (II) Arcano Capital, (III) Arcano Capital Investors, y (IV) Arcano Investment Advisors. Arcano Investment Advisors provides wealth advisory services to private clients, from both an independent and global perspective.

### SELECTED PORTFOLIO COMPANIES

### KEY CONTACTS



Ines Zuriaga del Castillo  
Venture Capital Investment Manager

- Joined Arcano in 2019
- Companies: Google Campus, Sanitas, jobandtalent, BlaBlaCar, Bain & Company





### KEY CORPORATE FACTS / KPIS

Offices	London
Active Markets	Europe
Founded	2018
Employees	11-50
Current Fund Size	€400 mm
Use of Debt	NA
AUM	NA
Target Investment Size	€20 – 60 mm
Target Geographies	Europe
Target Sectors	Tech, Healthcare, Business services, Consumer, Manufacturing, Specialty finance
Investment Style	Active, Typically sole or lead investor
Deal Structures	Non-control
Key Investment Criteria	Leading growth companies
Website	<a href="http://www.bregalmilestone.com">www.bregalmilestone.com</a>
Contact Email	<a href="mailto:contact@bregalmilestone.com">contact@bregalmilestone.com</a>
Contact Phone	+44 20 3958 3500

### INVESTOR DESCRIPTION

Bregal Milestone provides non-control capital and strategic assistance to leading growth companies. They seek out European companies with high growth potential in attractive sectors. They partner with ambitious owners and management teams and support them in building their businesses. Bregal Milestone is committed to high environmental, social, and governance (ESG) standards which can help capture opportunity and avoid risks that occur at the intersection of sustainability and commerciality.

### SELECTED PORTFOLIO COMPANIES



**GREENSTORM<sup>EU</sup>** Green Storm Mobility: Provides e-mobility solutions to hotels, corporates and retailers in central Europe and has a growing e-commerce presence in the mobility and travel space



**Arkphire** Arkphire: A leading IT solutions and networking company providing a full range of technology solutions from the desktop to the data centre.



**basware** A global leader in source-to-pay software with active in more than 100 countries and operates the world's largest open business network

Full Portfolio

• [bregalmilestone.com/investments/](http://bregalmilestone.com/investments/)

### KEY CONTACTS



**Emmanuel Logan-Moll**  
Director

- Joined Bregal Milestone in 2018
- Companies: Duke Street Private Equity, Baywater Healthcare, QCNS CRUISE SAM, EDUSERVICES, Laboratoire BIOMNIS, Payzone GroupOliver Wyman Financial Services, L.E.K. Consulting



**Ari Wegter**  
Senior Advisor

- Joined Bregal Milestone in 2018
- Companies: World Vision International, Embassy of New Zealand, Recursa, Oxford Research A/S, Digitarian, Lovefilm International, GlibHippo, QBuy, Mogul Associates

## KEY CORPORATE FACTS / KPIS

Offices	San Jose, San Francisco, Tel Aviv (+6 other offices worldwide)
Active Markets	Global
Founded	1993
Employees	51 - 200
Current Fund Size	NA
Use of Debt	NA
AUM	NA
Target Investment Size	\$200 to \$300 mm annually
Target Geographies	Global
Target Sectors	Data Center, IoT, Enterprise Networking, Security, Big Data, Analytics
Investment Style	Active
Deal Structures	NA
Key Investment Criteria	NA
Website	<a href="http://www.ciscoinvestments.com">www.ciscoinvestments.com</a>
Contact Email	NA
Contact Phone	NA

## INVESTOR DESCRIPTION

Cisco Investments is an active investor with more than 40 investment professionals with deep market and technology expertise located in major geographies, including US, Canada, China, India, Israel, and Europe. Over the last 20 years, Cisco Investments has invested in hundreds of companies across different segments and helped them build to successful IPOs or acquisitions. They currently have an active portfolio of \$2B with over 80 direct investments around the world, and they also hold Limited Partner positions in over 35 funds globally.

## SELECTED PORTFOLIO COMPANIES



Kespri's aerial intelligence platform is transforming how organizations capture, analyze and share insights about their business



A SaaS based Performance Support platform, that helps enterprises and businesses simplify their onboarding, training and support



The #1 conversation intelligence platform for sales giving clients unfiltered visibility into their customer conversations

Full Portfolio

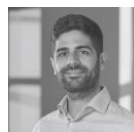
• [www.ciscoinvestments.com/portfolio/](http://www.ciscoinvestments.com/portfolio/)

## KEY CONTACTS



Vin Lingathoti  
Regional Head, Venture Investments

- Joined Cisco Investments in 2015 and focuses on investments and acquisitions in Cybersecurity, Data Center and Enterprise Networking in EMEA
- Has over a decade experience in tech industry and has held multiple roles in corporate development, private equity, management consulting and product management



Omri Sagzan  
Associate

- Joined Cisco Investments in 2018 and focuses on venture funding and acquisitions in EMEA
- Companies: Pitango Venture Capital, BJSS Technology Consultancy, Israeli Air-Forces

## KEY CORPORATE FACTS / KPIS

Offices	14
Active Markets	5
Founded	1980
Employees	152 investment professionals (of which 25 in Europe)
Current Fund Size	--
Use of Debt	Employ minimal leverage
AUM	\$31B
Target Investment Size	\$25-500MM
Target Geographies	North America, Latin America, EMEA, China, India & Asia-Pacific, Southeast Asia
Target Sectors	Technology, Financial Services, Healthcare, Consumer
Investment Style	Active Minority
Deal Structures	Minority, Control
Key Investment Criteria	High Growth; Proven Business Model
Website	<a href="http://www.generalatlantic.com">www.generalatlantic.com</a>

## INVESTOR DESCRIPTION

General Atlantic is a leading global growth equity firm providing capital and strategic support for growth companies. Established in 1980, General Atlantic combines a collaborative global approach, sector specific expertise, a long-term investment horizon and a deep understanding of growth drivers to partner with great entrepreneurs and management teams to build exceptional businesses worldwide. General Atlantic has more than 150 investment professionals based in New York, Amsterdam, Beijing, Greenwich, Hong Kong, Jakarta, London, Mexico City, Mumbai, Munich, Palo Alto, São Paulo, Shanghai, and Singapore. For more information on General Atlantic, please visit the website: [www.generalatlantic.com](http://www.generalatlantic.com)

## SELECTED PORTFOLIO COMPANIES

**Uber**

Uber's mission is to evolve the way the world moves – connecting riders to drivers through its mobile, application-based transportation network so cities are more accessible.



NuCom Group, which represents ProSiebenSat.1's Digital Commerce Portfolio, is a European omnichannel platform for consumer services and lifestyle brands. The company is comprised of 10 market leading businesses in the areas of price comparison, matchmaking, experience gift vouchers, and ecommerce.

**adyen**

Adyen is a financial technology company that provides businesses with a single solution to accept payments anywhere in the world and delivers frictionless payments across online, mobile, and in-store.

Full Portfolio

[www.generalatlantic.com/portfolio](http://www.generalatlantic.com/portfolio)

## Goldman Sachs Private Capital Investing

### KEY CORPORATE FACTS / KPIS

Offices	London, New York, Hong Kong, Tokyo, Moscow, Istanbul, Sydney
Active Markets	Global
Founded	2002
Employees	40 (of which 10 in Europe)
Current Fund Size	Goldman Sachs Balance Sheet Investing
Use of Debt	Selectively
AUM	NA
Target Investment Size	\$20m - \$200m
Target Geographies	Global
Target Sectors	Software, Internet & Tech-enabled Services
Investment Style	Active
Deal Structures	Flexible
Key Investment Criteria	Growth, Strong Management, Large Addressable Market, Global Ambition
Website	www.gs.com
Contact Email	NA
Contact Phone	+44 (0)20 7774 1000

### INVESTOR 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 co-investor and can provide both minority equity and debt financing, investing between \$20m and \$200m 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 16 year track record investing in high growth companies in developed as well as emerging markets.

### SELECTED PORTFOLIO COMPANIES

 **outsystems** Low-code platform for rapid application development

 **redislabs** HOME OF REDIS Provider of NoSQL database software

 **AppsFlyer** Mobile attribution and marketing analytics software

Select other investments

- Infinidat, Kaltura, Mobileye, Prima.it, HighQ, Beqom, Nuxeo, BigCommerce, Paycor, Ocado, Africa Internet Group, Mail.ru, BillTrust, SugarCRM, ON24, Innovid, Egnyte, Skytap, Information Builders, Zipwhip, iBoss, among others

### KEY CONTACTS



Christian Resch  
Managing Director

- Joined Goldman Sachs in 2004
- Companies: OutSystems, Prima.it, Redis Labs, AppsFlyer, Beqom, HighQ, Nuxeo, eKomi, Coople



Kirk Lepke  
Executive Director

- Joined Goldman Sachs Private Capital in 2016, previously at Summit Partners
- Companies: OutSystems, Redis Labs, AppsFlyer, HighQ, Nuxeo

## Greenfield Partners

### KEY CORPORATE FACTS / KPIS

Offices	Tel Aviv, San Francisco
Active Markets	Israeli
Founded	2016
Employees	2 - 10 (of which 0 in Europe)
Current Fund Size	NA
Use of Debt	NA
AUM	NA
Target Investment Size	Up to \$20 mm
Target Geographies	Israeli
Target Sectors	Technology
Investment Style	Active
Deal Structures	NA
Key Investment Criteria	Early growth-stage, Technology and tech-enabled businesses
Website	NA
Contact Email	NA
Contact Phone	NA

### INVESTOR DESCRIPTION

Greenfield Partners, formerly known as Greenfield Cities Holdings, is an early growth investment platform backed by TPG Growth, the growth equity investment arm of the private equity firm TPG. The Greenfield Partners team on the ground in Israel applies its years of operating experience together with TPG Growth's global network to help strengthen and grow its portfolio companies.

### SELECTED PORTFOLIO COMPANIES



Avanan: Operates a cloud-based platform to provide security solutions for public, SaaS-based applications



BigPanda Autonomous Operations platform helps IT Ops, NOC & DevOps teams detect, investigate and resolve IT incidents faster and more easily



Provides micro-segmentation and workload protection solutions for data centers and public clouds

Selected other companies • Tapingo

### KEY CONTACTS



Shay Grinfeld  
 Partner & Managing Partner

- Joined Greenfield Partners in 2017
- Companies: BigPanda, Tapingo, Thylacine Capital, Happify, FLiNG Energy, WebCollage, e-Glue USA, Inc., ALFY, Inc.

### KEY CORPORATE FACTS / KPIS

Offices	Pfaffikon
Active Markets	Switzerland
Founded	NA
Employees	NA
Current Fund Size	NA
Use of Debt	NA
AUM	NA
Target Investment Size	NA
Target Geographies	Switzerland
Target Sectors	NA
Investment Style	Active
Deal Structures	NA
Key Investment Criteria	Early-Stage, Angel
Website	<a href="http://www.hookipaag.ch">www.hookipaag.ch</a>
Contact Email	<a href="mailto:info@hookipaag.ch">info@hookipaag.ch</a>
Contact Phone	NA

### INVESTOR DESCRIPTION

- Private Equity - Financing - Start-up Coaching

### SELECTED PORTFOLIO COMPANIES



An online marketplace connecting buyers and sellers of luxury watches



A financial technology company that is set to become the first ever global card acceptance brand



An online community marketplace for people to list, discover, and book accommodations around the world

Full Portfolio

• [www.gutenberg.ch/investments/#](http://www.gutenberg.ch/investments/#)

### KEY CONTACTS



Daniel Gutenberg

- General Partner of VI Partners, a Swiss venture capital firm.
- In the year 2000, he became a very active business angel and investor
- Focuses on Technology and has been taking board assignments for various public and private Companies as well as for Young Presidents' Organization, a network of young global business leaders
- He also acts as the president of the Swiss Technion Society and as a member of the Circle of Investors of BrainsToVentures
- Was awarded as business angel of the year in 2011 (SECA)



## Insight Venture Partners

### KEY CORPORATE FACTS / KPIS

Offices	New York
Active Markets	Global
Founded	1995
Employees	51 - 100 (of which 0 in Europe)
Current Fund Size	\$6.3bn
Use of Debt	Yes
AUM	\$18bn
Target Investment Size	\$20m - \$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	+1 212 2309200

### INVESTOR 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 \$8bn 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



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



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



Harley Miller  
Vice President

• Harley Miller joined Insight in 2011. He previously worked as an analyst at Lubert Adler Real Estate Funds in Philadelphia, focusing on acquisition and asset management



Molly Alter  
Associate

• Molly Alter joined Insight in 2016.

## Kharis Capital

### KEY CORPORATE FACTS / KPIs

Offices	Zug, Brussels, Luxembourg
Active Markets	Global
Founded	2015
Employees	2 - 10 (of which all in Europe)
Current Fund Size	NA
Use of Debt	NA
AUM	NA
Target Investment Size	Sweet Spot of €50mm to €150mm
Target Geographies	Global
Target Sectors	Consumer, Retail, Digital
Investment Style	Active
Deal Structures	An influential stake, either as a large minority or majority
Key Investment Criteria	Growing businesses
Website	<a href="http://www.khariscapital.com">www.khariscapital.com</a>
Contact Email	NA
Contact Phone	+41 41 710 1537

### INVESTOR DESCRIPTION

Kharis Capital empowers family offices to make direct investments on a case-by-case basis. Leveraging our global networks, investment expertise and unparalleled experience managing prominent family offices, we offer a unique participative platform, unlocking the combined value of like-minded long-term investors. A scalable and flexible investment platform, free from artificial constraints.

### SELECTED PORTFOLIO COMPANIES



Burger King: A global chain of hamburger fast food restaurants



Valtech: A leading digital marketing firm addressing transformational business challenges of blue-chip companies and global brands



Rigoni di Asiago: An Italian family-owned company at the forefront of sustainable, organic farming

Selected other companies • Quick, O'Tacos

### KEY CONTACTS



**Daniel Grossmann**  
Co-Founder & Managing Director

- He started his career as a lawyer in Digital, Media and Technology at Allen&Overy, and later joined a specialty retail PE firm managing offline and online investments in Europe and Asia
- Prior to co-founding Kharis Capital, he lead direct investments and internal developments for consumer-focused family investment firm Verlinvest for over 7 years.

# Buyout

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## Apax Partners

### KEY CORPORATE FACTS / KPIS

<b>Offices</b>	London, Barcelona, New York, Hong Kong, Munich, Mumbai, Sao Paolo, Shanghai, Tel Aviv
<b>Active Markets</b>	Global
<b>Founded</b>	1969
<b>Employees</b>	Approx. 100
<b>Current Fund Size</b>	\$7.5bn
<b>Use of Debt</b>	Yes
<b>AUM</b>	\$40bn
<b>Target Investment Size</b>	€200m - €500m
<b>Target Geographies</b>	North America, Europe, Brazil, India, China
<b>Target Sectors</b>	Consumer, Healthcare, Services, Tech & Telco
<b>Investment Style</b>	Active
<b>Deal Structures</b>	Control
<b>Key Investment Criteria</b>	Sector focus
<b>Website</b>	<a href="http://www.apax.com">www.apax.com</a>
<b>Contact Email</b>	N/A
<b>Contact Phone</b>	+44 207 872 6380

### INVESTOR DESCRIPTION

With over \$40 billion raised over the last 30 years, Apax Funds have a proven strategy of sector focused investing, looking for opportunities where capital, experience and insight can release the potential of businesses and lead to significant growth. Our sector focus, combined with an established network of local offices and a global platform, represents the foundation of Apax Partners' strategy. Currently, the portfolio companies in which our funds invest employ in excess of 270,000 and have an enterprise value in excess of €72 billion.

### SELECTED PORTFOLIO COMPANIES



SoYoung: The largest online marketplace for aesthetic medical treatments in China



Leading B2B travel technology and service provider



The leading consumer internet business in Israel with the largest digital yellow pages, largest online price comparison and several other leading specialized websites including Rest, Doctors and Mitchatnim.

Full Portfolio

• [www.apax.com/investments/all-investments/](http://www.apax.com/investments/all-investments/)

### KEY CONTACTS



Mark Beith  
Managing Director

- Mark Beith is Managing Director of Apax Digital and leads the team in Europe. He focuses on minority and buyout investments in high-growth software, internet and tech-enabled services businesses. He joined Apax in 2017 and has over 13 years of experience. He is based in London.



Nicolas Dupuis  
Associate

- Nicolas Dupuis joined Apax Digital in 2017 as part of the team covering Europe. He focuses on minority and buyout investments in high-growth software, consumer internet and tech-enabled services businesses.

## KEY CORPORATE FACTS / KPIS

<b>Offices</b>	Sydney, New York, London, San Francisco, Hong Kong and others
<b>Active Markets</b>	Global
<b>Founded</b>	2000
<b>Employees</b>	1,136 (as of March 2017)
<b>Current Fund Size</b>	n/a
<b>Use of Debt</b>	Yes
<b>AUM</b>	n/a
<b>Target Investment Size</b>	\$20m - \$200m
<b>Target Geographies</b>	Global
<b>Target Sectors</b>	Infrastructure, Utilities and Renewables, Real Estate, TMT, Media, Entertainment & Tech, Resources, Industrials
<b>Investment Style</b>	Active & Passive
<b>Deal Structures</b>	Flexible
<b>Key Investment Criteria</b>	Market Leading, High Growth, Best-In-Class, Management, Mature Companies, Cash Flow Characteristics, Late Growth
<b>Website</b>	<a href="http://www.macquarie.com">www.macquarie.com</a>
<b>Contact Email</b>	n/a
<b>Contact Phone</b>	+1 212 2310409

## INVESTOR 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.

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



Takeaway.com is an online food delivery marketplace



IO.com provides modular data center technology and services for enterprises, governments and service providers.



CommonBond is an online lending platform that connects borrowers and investors to make education finance better

Full Portfolio

• [www.macquarie.com](http://www.macquarie.com)

## KEY CONTACTS



Ben Bailey  
Head of EMEA TMT



Elmar Broscheit  
Senior Vice President



Stephan Feilhauer  
Senior Vice President



Constantine Manos  
Senior Vice President

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