

» LEADERS CONNECTED

NOAH'14
London

FUND BOOK

FINAL EDITION

NOVEMBER 2014

» LEADERS CONNECTED

NOAH'14
London

FUND BOOK

VENTURE CAPITAL

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Bucharest, Budapest, Istanbul, Prague, Vienna, Warsaw |
| Founded | 1998 |
| Employees | 14, all in Europe |
| Current Fund Size | € 100+ million |
| Use of Debt | Flexible |
| Assets under Mgmt | € 300+ million |
| Target Investment Size | € 300k to € 15 million |
| Target Geographies | Central and Eastern Europe |
| Target Sectors | Technology & Internet, Media & Communications and Technology-Enabled Services |
| Investment Style | Active, Board support |
| Deal structures | Significant Minority or Majority |
| Key Investment Criteria | High growth Global Challengers, or Local Leaders |
| Website | www.3tscapital.com |
| Contact Email | pmaki@3tscapital.com |
| Contact Phone | + 43 1 4023679 |

3TS CAPITAL PARTNERS

FUND DESCRIPTION

3TS Capital Partners is one of the leading private equity and venture capital firms in Central and Eastern Europe operating in the whole region through offices in Budapest, Bucharest, Istanbul, Prague, Vienna and Warsaw. 3TS targets investments in growth sectors including Technology & Internet (Software, Hardware, Mobile, Ecommerce, Social, etc.), Media & Communications and Technology-Enabled Services (Consumer and Business Services, Healthcare Services, etc.). Investors in the current and earlier 3TS funds totalling over € 300 million include Cisco, EIF, EBRD, OTP, Sitra, 3i and KfW among others.

SELECTED CURRENT AND FORMER PORTFOLIO COMPANIES



Full Portfolio • <http://www.3tscapital.com/portfolio.html>

KEY CONTACTS



- Pekka Santeri Mäki
- Managing Partner, Vienna
- Email: pmaki@3tscapital.com

- Elbruz Yilmaz
- Investment Manager, Istanbul
- Email: eyilmaz@3tscapital.com



- Daniel Lynch
- Managing Partner, Prague
- Email: dlynch@3tscapital.com



- József Köver
- Partner, Budapest
- Email: jkoever@3tscapital.com



212

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Istanbul, Turkey |
| Founded | 2011 |
| Employees | 3 (of which 3 in Europe) |
| Current Fund Size | USD30m |
| Assets under Mgmt | USD30m |
| Target Investment Size | USD500K-3m |
| Target Geographies | Turkey, CEE, Middle East |
| Target Sectors | ICT |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Early stage technology investments <ul style="list-style-type: none"> • Demo/product ready • Technology & IP based • ≥ 2 dedicated founders |
| Website | 212ltd.com |
| Contact Email | info@212ltd.com |
| Contact Phone | +90 532 638 3358 |

FUND DESCRIPTION

212 is the largest early-stage Venture Capital fund dedicated to invest in Internet, technology and communication companies in Turkey, across all verticals including software, social gaming, eCommerce, mobile, social media and the cloud.

SELECTED PORTFOLIO COMPANIES

| | |
|----------------|---|
| Solvoyo | <ul style="list-style-type: none"> • Cloud-based, next generation supply chain platform that seeks to revolutionize supply chain planning |
| Cloudarena | <ul style="list-style-type: none"> • Creator of HotelRunner, cloud-based property, online sales and digital marketing management platform for the hospitality sector |
| Butigo.com | <ul style="list-style-type: none"> • Online brand that designs, manufactures and sells high fashion women's shoes at an affordable price |
| Full Portfolio | <ul style="list-style-type: none"> • http://212ltd.com/Companies |

KEY CONTACTS



- Numan Numan
- Managing Director
- numan@212ltd.com
- @numan

- 20+ years in technology, investments & operations
- Previously at Dun & Bradstreet, CSFB, Goldman Sachs
- Cloudarena, flat4day.com, Evim.net



- Ali H. Karabey
- Managing Director
- karabey@212ltd.com
- @akarabey

- 10+ years in finance, banking & financial operations
- Previously at Arthur Andersen, Morgan Stanley, Deutsche Bank
- Solvoyo, Butigo.com, Hazinem.com

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Palo Alto, London, New York City and Bangalore, as well as in China via IDG-Accel |
| Founded | 1983 |
| Employees | 200 |
| Current Fund Size | \$530 million |
| Use of Debt | No |
| Assets under Mgmt | \$9 billion |
| Target Investment Size | \$500,000 - \$50 million |
| Target Geographies | US, Europe, India and Asia |
| Target Sectors | Software, Internet, Digital Media, Mobile, Telecommunication |
| Investment Style | Long-term value add partner |
| Deal structures | Significant minority |
| Key Investment Criteria | World-class entrepreneurs |
| Website | www.accel.com |
| Contact Email | london@accel.com |
| Contact Phone | +44 (0)20 7170 1000 |

ACCEL PARTNERS

FUND DESCRIPTION

Founded in 1983, Accel Partners has a long history of partnering with outstanding entrepreneurs and management teams to build world-class businesses. Accel today invests globally using dedicated teams and market-specific strategies for local geographies, with offices in Palo Alto, London, New York City and Bangalore, as well as in China via its partnership with IDG-Accel. Accel has invested in over 500 companies, many of which have defined their categories, including Angry Birds (Rovio), Atlassian, Cloudera, ComScore, Dropbox, Facebook, Groupon, Kayak, Playfish, QlikTech, Spotify, Supercell and Wonga.

SELECTED PORTFOLIO COMPANIES



- BlaBlaCar is the leading car sharing platform in Europe that connects drivers who have empty seats with passengers looking for a ride.



- Supercell is the leading global Tablet First games developer.



- Wonga is one of the world's most innovative credit providers, offering short-term loans.

Full Portfolio

- <http://www.accel.com/#companies/>

KEY CONTACTS



- Harry Nelis**
- Partner
- Email: hnelis@accel.com

- Accel Partners since 2004
- Companies: CHECK24, Flaregames, GameForge, KDS, Kayak (IPO), OnForce, OzForex (IPO), Showroomprive, Spreadshirt



- Michiel Kotting**
- Principal
- Email: mkotting@accel.com

- Accel Partners since 2010
- Companies: GoCardless, Fiverr

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Barcelona (SP), and Hamburg (GE) |
| Founded | 2002 |
| Employees | 8 (of which 8 in Europe) |
| Current Fund Size | €54MM |
| Assets under Mgmt | €74MM |
| Target Investment Size | €0.5 – 5MM |
| Target Geographies | Spain, DACH, and Scandinavia |
| Target Sectors | Enterprise software, consumer internet and mobile |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Strong management teams Scalable business models Existing product and reference clients Global market potential |
| Website | www.active-vp.com |
| Contact Email | nowak@active-vp.com |
| Contact Phone | (+34) 93 178 6868 |

FUND DESCRIPTION

Active provides companies with capital and also supports them with strategic and operational advice, experience, and access to their international network of contacts. Active has strong connections to local and international technology companies, high profile industry experts and a network of collaborating individual and institutional co-investors. On top of this, our Venturepreneurs' Concept brings together the knowledge and experience of serial entrepreneurs who also act as venture capitalists.

SELECTED PORTFOLIO COMPANIES



- PackLink offers on-line price comparison and booking services for parcel delivery



- ReviewPro enables hoteliers to efficiently aggregate, organize and manage their online reputation



- Whisbi offers click-to-video call technology to increase conversion rates and reduce abandonments for transaction based internet companies

Full Portfolio

- <http://www.active-vp.com/category/portfolio/current/>

KEY CONTACTS



- Philipp Schroeder
- Founding Partner
- Email: schroeder@active-vp.com

- Founded Active Venture Partners in 2012 - 15 years experience in the VC
- Worked in the financial and logistics sector before
- Companies: SanaExpert, Oooferton, and Xperience Consulting



- Blair MacLaren
- Partner
- Email: maclaren@active-vp.com

- Joined Active in 2007 and became Partner in 2010
- Corporate lawyer with solid experience from VC, M&A and IPO deals
- Companies: Restalo, and Whisbi

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Munich, Germany |
| Founded | 2008 |
| Employees | 13 of which 12 in Europe |
| Current Fund Size | 150 |
| Used of Debt | no |
| Assets under Mgmt | 220 |
| Target Investment Size | 5 – 20 Mio. € |
| Target Geographies | Europe (>70%), ROW, in particular North America (<30%) |
| Target Sectors | Internet platform, eCommerce, marketplace, digital media, mobile |
| Investment Style | active |
| Deal structures | Qualified minority stakes and majority stakes |
| Key Investment Criteria | B2C, B2smallB, structural profitability |
| Website | www.actoncapital.com |
| Contact Email | info@actoncapital.com |
| Contact Phone | +49 (0)89 2421 887-0 |
| Used Debt in the past | no |

FUND DESCRIPTION

The Heureka Growth Fund targets later stage companies with an established track record of revenue and profitability. The ideal investment candidates are European technology-enabled companies striving to take their growth opportunities to the next level. The focus of the Heureka Growth Fund remains firmly on Europe, with a maximum of 30% available for investment outside the region. At present, it comprises 15 companies in its portfolio, such as online prescription glasses retailer MyOptique Group, a web-store for baby products Windeln.de and a leading North American online legal practice management software company, Clio. Funding comes from international private and institutional investors.

SELECTED PORTFOLIO COMPANIES

MyOptique Group • Leading Online Optician



• Web Store for Baby Products



• Online legal practice management software

Full Portfolio

• <http://www.actoncapital.de/website/portfolio.html>

KEY CONTACTS



- Fritz Oidtmann
- Managing Partner
- Email: fo@actoncapital.com



- Frank Seehaus
- Managing Partner
- Email: fs@actoncapital.com

- Acton Capital Partners since 2013
- McKinsey, OnVista, Cyberport, Chip, computeruniverse, Chip, Xing
- Managing Director Burda Consumer Group

- Acton Capital Partners since 2008
- Deutsche Bank, BDV
- Managing Director BDV

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Frankfurt a.M., Munich, Zurich, Hong Kong |
| Founded | 1999 |
| Employees | 30 (of which 27 in Europe) |
| Current Fund Size | NA |
| Use of Debt | Yes |
| Assets under Mgmt | NA |
| Target Investment Size | € 250k to €10m |
| Target Geographies | Europe |
| Target Sectors | TMT, Mobile, Software, Service Provider, Healthcare |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | MVP, USP, Management, Scalability, Market Potential |
| Website | www.acxit.com |
| Contact Email | ramme@acxit.com |
| Contact Phone | +49 (69) 770606111 |

FUND DESCRIPTION

Founded in 1999, Acxit Capital Management's principal investment arm invests in international technology companies operating in the TMT, software, service, mobile and/or healthcare space. We also provide strategic and operational advice/experience and access to our international network of high profile industry advisors. We act as a cooperative investor contributing to the decision making processes with resources and experience to improve a company's market position. Acxit does not interfere with day-to-day business. We support our portfolio companies in capital structuring, interim management and capital market transactions. In addition, we structure and lead club deals with affiliated investors.

SELECTED PORTFOLIO COMPANIES



- Leading European eFinance enabler providing seamless e-identity verification and authentication solutions across Europe for eFinance, eGovernment, Online Gambling and eCommerce marketers



- Leading international system- and service provider for digital/hybrid post and mail management



- Founder and lead investor of Europe's leading ASP and Wireless Local Loop (WLL) operator. Largest tech startup in Europe ever with total financing of more than €800m. Exited amongst others to GE Capital and Bechtel Group/Incepta in 2001

KEY CONTACTS



- Johannes H. Lucas
- Founding Partner
- Email: lucas@acxit.com

- Founder and MD of ACM in 1999
- Previously SBC Warburg (UBS), Lehman Brothers, KPMG, Deutsche Bank
- Initiator of German Equity Forum
- Former Board Member EASD/EASDAQ



- Christian Ramme
- Head of Growth Capital
- Email: ramme@acxit.com

- Joined ACM in 2014
- Previously SevenVentures, Ernst & Young, PriceWaterhouseCoopers



Please send the completed page (in ppt format) to:
marco.bombach@noah-advisors.com

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Milan, Madrid |
| Founded | 2013 |
| Employees | NA |
| Current Fund Size | NA |
| Use of Debt | No |
| Assets under Mgmt | NA |
| Target Investment Size | NA |
| Target Geographies | Italy and Spain |
| Target Sectors | Digital B2C |
| Investment Style | NA |
| Deal structures | Minority |
| Key Investment Criteria | Media 4 Equity |
| Website | http://www.ad4ventures.com/ |
| Contact Email | contacts@ad4ventures.com |
| Contact Phone | NA |

FUND DESCRIPTION

Ad4Ventures is the venture capital arm of Mediaset group, offering multiplatform advertising in Italy and Spain in exchange for equity in private companies with strong revenue potential (primarily B2C and technology)

SELECTED PORTFOLIO COMPANIES



- Leading ecommerce in Home&Living



- Specialty on line retailer for cooking&dining products



- Online food delivery system



- Hotel reservations platform by pack of hours.



- Second hand luxury cloths and accessories market place

KEY CONTACTS

- | | |
|---|---|
| • Simone Sole | • Filippo Mazzotta |
| • Email: simone.sole@mediaset.it | • Email: fm@ad4ventures.com |
| • Katia Rizzo | • Massimo Beltrame |
| • Email: katia.rizzo@mediaset.it | • Email: massimo.beltrame@mediaset.it |
| • Juan Antonio Moreno | • Stefano Doga |
| • Email: jamoreno@telecinco.es | • Email: stefano.doga@mediaset.it |



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Hannover (Germany), Munich (Germany) |
| Founded | 2011 |
| Employees | 5 (of which 5 in Europe) |
| Current Fund Size | NA |
| Assets under Mgmt | NA |
| Target Investment Size | EUR 2-50 million |
| Target Geographies | Germany, Austria, Switzerland |
| Target Sectors | Technology / Internet, Life Science / Health Care |
| Investment Style | Active |
| Deal structures | Minority equity investments |
| Key Investment Criteria | Leading technology / unique know-how, products and services already established in the marketplace (proof-of-concept) / no start-ups, skilled and motivated management team, etc. |
| Website | www.alstin.de |
| Contact Email | robert.nowak@alstin.de |
| Contact Phone | +49 151 180 26540 |

ALSTIN Alternative Strategic Investments

FUND DESCRIPTION

ALSTIN is a growth equity fund that combines customized support in sales, marketing & corporate management with the provision of growth capital. We pursue minority equity investments in innovative, fast-growing companies that operate in the sectors "Technology / Internet" and "Life Sciences / Health Care", already achieved proof-of-concept, and are based in German-speaking regions. To fuel growth and increase the value of our portfolio companies, ALSTIN's experienced entrepreneur and sales authority Carsten Maschmeyer, its well-attuned investment team as well as experts of the Maschmeyer Group provide unique, tailor-made growth support for portfolio companies through strategic sparring and mentoring, particularly in the fields of sales, marketing & corporate management. ALSTIN only considers growth stage opportunities and does not focus on restructuring cases, project financings or start-ups (seed-stage investments).

SELECTED PORTFOLIO COMPANIES



- Online booking platform for limousine rides



- E-commerce retailer for vitamins and nutritional supplements



- Provider of cash register software for the gastronomy

Full Portfolio

- www.alstin.de

KEY CONTACTS



- Dr. Jörg Goschin
- CEO and Managing Director
- Email: joerg.goschin@alstin.de

- Blackstone
- Cerberus Capital Management
- BNP Paribas
- Boston Consulting Group
- Bankhaus Metzler seel. Sohn
- Education: PhD. In Business Engineering (TU Darmstadt)



- Robert A. Nowak
- Investment Associate
- Email: robert.nowak@alstin.de

- Lincoln Vale European Partners
- Rothschild
- Mediobanca
- Education: B.S. in Economics (Duke University)



Amadeus Capital Partners

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, Cambridge, San Francisco |
| Founded | 1997 |
| Employees | 28 |
| Use of Debt | Occasionally |
| Assets under Mgmt | £550m |
| Target Investment Size | £1m - £10m |
| Target Geographies | Europe, Israel |
| Target Sectors | Technology |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | 1) Outstanding entrepreneur 2) Strong market demand |
| Website | www.amadeuscapital.com |
| Contact Email | richard.anton@amadeuscapital.com |
| Contact Phone | +44 (0)207 024 6900 |

Amadeus Capital Partners

FUND DESCRIPTION

We back entrepreneurs to win.

We believe the most exciting innovations originate from the power of networks - physical, social and commercial: the smart connected world.

Over the past 15 years we have funded and supported more than 85 young companies, led by entrepreneurs who share this vision. Their contributions to the smart connected world range from creating the infrastructure of today's networks, to building the products and services that leverage and transform those networks into economic success.

We have the imagination to see where new businesses can be created and the technical insight, operational experience and global network to help entrepreneurs make their vision a reality.

SELECTED PORTFOLIO COMPANIES



- Customer experience analytics SaaS



- Ultra-low power video storage appliances



- Social video advertising platform

Full Portfolio

- <http://www.amadeuscapital.com/portfolio>

KEY CONTACTS



- Richard Anton
- Partner
- Email: richard.anton@amadeuscapital.com

- Amadeus since 1998. Previously at Autonomy.
- Companies: Celltick, ClickTale, ForeScout, Openbravo, Unruly



- Jason Pinto
- Investment Manager
- Email: jpinto@amadeuscapital.com

- Amadeus since 2007. Previously at E Ink Corporation in Massachusetts
- Companies: ComQi, Edgware, Unruly



KEY CORPORATE FACTS / KPIs




| | |
|-------------------------|--|
| Offices | Istanbul, Turkey |
| Founded | 2012 |
| Employees | 2 (of which 2 in Europe) |
| Current Fund Size | \$30M |
| Assets under Mgmt | \$30M |
| Target Investment Size | \$250K-\$2M |
| Target Geographies | Turkey |
| Target Sectors | Mobile, SaaS, e-commerce, digital content, marketplaces |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Team, market size, product/service differentiation |
| Website | www.aslanobacapital.com |
| Contact Email | contact@aslanobacapital.com |
| Contact Phone | +90 216 692 1284 |

Aslanoba Capital

FUND DESCRIPTION

Aslanoba Capital is responsible for the early stage technology investments of Hasan Aslanoba, the leading angel investor in Turkey. The fund invests between \$250K and \$2M in ambitious teams pursuing disruptive ideas in areas such as marketplaces, digital content, e-commerce, mobile, and SaaS. Following investment, the fund managers apply their domain knowledge, business experiences, and relationships to help grow their companies. Aslanoba Capital's current public portfolio includes Anymeeting, Boni, Tablet Seminerler, Ehil.com, Alwaysfashion, Incir, Firsat Bu Firsat, Etohum, Hemen Kiralik, Tasit.com, Bitaksi, Vivense, Ininal, MailMag, Buldumbuldum, CloudArena, Dugun.com, Hazinem.com, Idemama, Lilakutu, GuvenRehberi, and Sopsy.

SELECTED PORTFOLIO COMPANIES

| | |
|---|---|
|  | <ul style="list-style-type: none">Ininal is Turkey's fastest growing reloadable prepaid card, offering customers access to a wide network of distributors and merchants |
|  | <ul style="list-style-type: none">Bitaksi is Turkey's first mobile taxi network, offering a secure platform to connect passengers with the nearest taxi at the click of a button |
|  | <ul style="list-style-type: none">Hemen Kiralik is Turkey's leading online marketplace for short term home and apartment rentals, helping its users find affordable, convenient, and comfortable accommodation. |
| Full Portfolio | <ul style="list-style-type: none">http://www.aslanobacapital.com/?page_id=4 |

KEY CONTACTS



- Hasan Aslanoba
- Founder
- Email: hasan.aslanoba@aslanobagida.com.tr

- Former founder and CEO of Erikli Water, Turkey's largest bottled water company



- Cankut Durgun
- Managing Director
- Email: cankut@aslanobacapital.com

- Former cofounder of Romulus Capital, US seed and early stage VC fund



ASTUTIA

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Munich, Berlin |
| Founded | 2006 |
| Employees | 8 of which 8 in Europe |
| Current Fund Size | n/a |
| Use of Debt | No |
| Assets under Mgmt | n/a |
| Target Investment Size | from EUR 100.000 |
| Target Geographies | D/A/CH, Europe |
| Target Sectors | Internet and Digital Media |
| Investment Style | Passive |
| Deal structures | Minority stakes |
| Key Investment Criteria | Team and Proof of Concept |
| Website | www.astutia.de |
| Contact Email | astutia@astutia.de |
| Contact Phone | +49 89 189083880 |

FUND DESCRIPTION

ASTUTIA is an independent investment company with headquarters in Munich and an office in Berlin. Our investments focus lies in the areas of internet and digital media. We invest in early stages and growth stages, usually after the prove of concept. Since the founding in 2006, ASTUTIA has invested in more than 15 start-ups and growth companies throughout Europe. Moreover, we have supported portfolio companies in various transactions and have structured high-profile club deals with affiliated investors. We offer venture capital, an outstanding international network, and industry-related know-how to add to our portfolio companies' growth.

SELECTED PORTFOLIO COMPANIES



- International platform for placement and booking of cruises worldwide



- Online store for fragrances and beauty products with outstanding shopping experience



- Direct provider of globally sourced, high quality homeware

Full Portfolio

- <http://www.astutia.de/en/about-us/investments.html>

KEY CONTACTS



- Benedict Rodenstock
- Partner
- Email: b.rodenstock@astutia.de
- Partner since 2006
- Companies: Urbanara, Fashionette, MySportworld



- Bernd Schruefer
- Partner
- Email: b.schruefer@astutia.de
- Partner since 2007
- Companies: Mister Spex, Dreamlines, Flaconi

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, Beijing, São Paulo, Istanbul, Tokyo |
| Founded | 2006 |
| Employees | 27 (of which 23 in Europe) |
| Current Fund Size | \$475M |
| Use of Debt | No |
| Assets under Mgmt | \$850M |
| Target Investment Size | €20M – €50M |
| Target Geographies | Global outside Silicon Valley |
| Target Sectors | Technology |
| Investment Style | Active |
| Deal structures | Minority or Majority |
| Key Investment Criteria | Growth stage innovative technology companies |
| Website | http://www.atomico.com |
| Contact Email | contact@atomico.com |
| Contact Phone | +44 (207) 499 1093 |

FUND DESCRIPTION

Atomico is a growth stage international investment firm, focused on helping the world's most disruptive technology companies scale and reach their full potential globally.

Founded by Niklas Zennström, the co-founder of Skype, we have become the investor of choice for ambitious entrepreneurs due to our experience of building global companies, unique international network, and ability to help companies operationally, with offices in London, Beijing, São Paulo, Istanbul and Tokyo.

SELECTED PORTFOLIO COMPANIES



- Fab is the leading website in the US and Europe for design inspiration and sales. It is one of the fastest growing ecommerce companies of all time. It is building an iconic global brand that is synonymous with great design.



- Supercell is a leading developer of free-2-play games for mobile and tablet devices, and is based in Helsinki. It has been incredibly successful in not just western markets, but also in Asia, where the market is much more mature and competitive.



- Klarna, an online payments service that lets people shop safely and simply. With 6 million shoppers already using Klarna for simpler online payments, Klarna is rapidly becoming the most trusted payment service in Europe.

Full Portfolio

- <http://www.atomico.com/portfolio>

KEY CONTACTS



- Wouter Gort**
- Principal, Europe, Value Creation
- Email: wouter@atomico.com

- Wouter is responsible for helping portfolio companies with business development in Continental Europe, and also manages the Open Office outreach programme



- Poghos Saiadian**
- Vice President, Investments
- Email: poghos@atomico.com

- Poghos joined the firm in September 2010. His responsibilities included sourcing, evaluating, due diligence and execution of investment opportunities

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London |
| Founded | 2000 |
| Employees | 23 |
| Current Fund Size | \$480M |
| Assets under Mgmt | \$1.9B |
| Target Investment Size | \$100k - \$15M |
| Target Geographies | Europe |
| Target Sectors | Online, mobile, software, eCommerce |
| Investment Style | Active, board seat |
| Deal structures | Minority |
| Key Investment Criteria | Early stage Disruptive tech-driven company Potential for \$B exit within 12 years Exceptional founders / management |
| Website | www.balderton.com |
| Contact Email | rmoffat@balderton.com |
| Contact Phone | +44 20 7016 6800 |

FUND DESCRIPTION

Balderton look for genuine innovation that creates sustainable, profitable companies. We aim to be the first institutional money in, then support companies throughout the various stages of their existence.

The operational experience of our partners (e.g. Bernard Liautaud, founder of Business Objects), and our experience from our 120+ investments in tech companies to date, allows us to be a great partner for an entrepreneur in growing their business internationally

SELECTED PORTFOLIO COMPANIES



- Disrupting lending, expanding from UK B2C to global markets & B2B



- The world's most popular open source database software
- Acquired by Sun for \$1B in 2008



- Global eCommerce partner for leading fashion & design brands.
- IPO 2009, current market cap €1.4B

Full Portfolio

- <http://www.balderton.com/portfolio/>

KEY CONTACTS



- Rob Moffat
- Principal
- rmoffat@balderton.com

- Balderton since 2009
- Previously Google, Bain & Co
- Companies: Housetrip, Wooga, Rentify, Qubit, Scoot



- Jane Reddin
- Talent Director
- jreddin@balderton.com

- Leads talent acquisition @ Balderton
- Executive search professional with 16 years' experience; including Russell Reynolds, Time Warner and ACHICA



BauerVenturePartners

Bauer Venture Partners GmbH

» LEADERS CONNECTED

NOAH¹⁴
London

FUND BOOK

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Hamburg, Germany |
| Founded | 2014 |
| Employees | 4 |
| Current Fund Size | EUR 100m |
| Use of Debt | No |
| Assets under Mgmt | [] |
| Target Investment Size | EUR 300k - 7m |
| Target Geographies | Europe / North America |
| Target Sectors | Technology, Internet, Digital Media, Mobile, Telecommunication |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Market size, outstanding tech and team |
| Website | www.bauerventurepartners.vc |
| Contact Email | info@bauerventurepartners.vc |
| Contact Phone | +494030191078 |

FUND DESCRIPTION

Bauer Venture Partners is a venture capital fund that is looking for best in class tech companies and does not exclude any specific branches. BVP finances businesses in different stages (seed, early-stage, growth) and is fully return-oriented. The ambition is to really understand the businesses, the products and the tech BVP is supporting. BVP understands venture capital as a service to founders and acts as an enabling layer to empower founders to develop their company and make founders simply rock! BVP acts as a (pro-) active partner to the founders and supports with everything available to BVP such as a network of industry experts, management-, product-, marketing- and technology know-how. Furthermore, BVP is acting as a trusted sparring partner for the operational business. The goal is to build thriving companies that are scaling and generating sustainable values and real profits, continuing to do so after a successful exit for the shareholders.

SELECTED PORTFOLIO COMPANIES

Lifesum

- Lifesum (formerly ShapeUp Club) is a Swedish digital health startup with the vision to make people healthier and happier by using applied psychology and technology.

 **KYTO**

- Kyto is an international software-as-a-service provider headquartered in Berlin. They optimize the global online presence of medium sized enterprises by managing their trade directory and market platform entries as well as offering individual search engine marketing.

KEY CONTACTS



- Thomas Preuß
- Managing Partner/Founder
- Email: preuss@bauerventurepartners.vc
- Founded Bauer Venture Partners GmbH in 2014
- Managing Partner at Neuhaus Partners GmbH 2008 – 2014
- Selected Investments: apprapt GmbH, Searchmetrics GmbH, Content Fleet GmbH, Propertybase GmbH



BERINGEA

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London and Detroit |
| Founded | 1984 |
| Employees | 25 (of which 16 in Europe) |
| Current Fund Size | Global £322m |
| Use of Debt | Yes |
| Assets under Mgmt | Global £322m |
| Target Investment Size | Up to £5m |
| Target Geographies | UK and USA |
| Target Sectors | Software, Internet, Digital Media, Mobile, Telecommunication |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Minimum turnover of £0.5m |
| Website | www.beringea.com |
| Contact Email | info@beringea.co.uk |
| Contact Phone | +44 (0) 207 845 7820 |

Beringea LLP

FUND DESCRIPTION

Beringea was founded in the 1980s by investors committed to supporting businesses in growth industries. Beringea has become a partner of choice for business owners and entrepreneurs seeking capital and support in a range of sectors including media, technology and healthcare. With offices in London and Michigan, a firm-wide commitment to funding and advising exceptional companies in growth industries remains at the core of our organisation.

SELECTED PORTFOLIO COMPANIES



- Major e-commerce platform for prescription glasses, contact lenses and sunglasses



- Leading big data specialist solution provider, offering data science, big data engineering and certified training & support



- Innovative enterprise auction software for clients including Christie's, Lloyds of London and Leaseplan

Full Portfolio

- www.beringea.com

KEY CONTACTS



- Trevor Hope
- Chief Investment Officer
- Email: thope@beringea.co.uk

- Beringea since 2004
- Companies: MyOptique, Big Data Partnership, SkillsMatter, MatsSoft, InSkin Media, Celebrus and Think



- Rob Hodgkinson
- Investment Manager
- Email: rhodgkinson@beringea.co.uk

- Beringea since 2013
- Companies: Perfect Channel, ResponseTap








KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Madrid, Barcelona |
| Founded | 2009 |
| Employees | 4 |
| Current Fund Size | €24 million |
| Use of Debt | No |
| Assets under Mgmt | €54 million |
| Target Investment Size | €200,000 - €2 million |
| Target Geographies | Spain (Barcelona/Madrid) |
| Target Sectors | Consumer Internet |
| Investment Style | Passive |
| Deal structures | Minority (up to 20%) |
| Key Investment Criteria | Seed, Consumer Internet, Spain |
| Website | www.linkedin.com/in/luismartincabiedes |
| Contact Email | luis@martincabiedes.com |
| Contact Phone | +34 670 278 750 |

FUND DESCRIPTION

Until 2009, Luis Martin Cabiedes invested his own money and achieved a few successful exits (+100% IRRs). In 2009, after the exit from Privalia, he launched his third fund "Cabiedes & Partners III" of €24m with a well-defined strategy, under the "Angel Fund" model: only Consumer Internet, only Seed, mainly Spain. For the first time, 66% of funds came from Limited Partners, including EIF. The fund invested in 40 portfolio companies. "Cabiedes & Partners IV" of expected €30m will launch in fall 2013.

SELECTED PORTFOLIO COMPANIES

| | |
|--|---|
|  | • BlaBlaCar is a car sharing website that connects drivers with empty seats and paying passengers to offset distance travel costs |
|  | • Trovit is a vertical search engine for classifieds |
|  | • Offerum is a collective buying site for local daily deals |
|  | • Kantox is the low-cost solution to exchange foreign currencies |
|  | • Tiendeo is the leading online platform that groups together digitalized and geolocalized catalogues and weekly ads of major retailers |
|  | • Nonabox is a subscription model for mums and their babies up to 24 months |
|  | • Habitissimo connects homeowners with prescreened and customer-rated residential contractors, architects and interior designers |

Full Portfolio • www.linkedin.com/in/luismartincabiedes

KEY CONTACTS

| | | |
|---|--|--|
|  | <ul style="list-style-type: none"> • Luis Martin Cabiedes • Partner • Email: luis@martincabiedes.com | <ul style="list-style-type: none"> • Cabiedes & Partners since 2009 • Lecturer IESE Business School • Private investor 1998-2008 • CEO at Europa Press 1989-2001 |
|  | <ul style="list-style-type: none"> • Jose Martin Cabiedes • Partner • Email: jose@martincabiedes.com | <ul style="list-style-type: none"> • Cabiedes & Partners since 2009 • Director at BBVA 2000-2008 • Foundation Hazloposible, Founder • Board member Europa Press |

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Barcelona (Spain)] |
| Founded | 2006 |
| Employees | 26 |
| Current Fund Size | €144MM |
| Use of Debt | No |
| Assets under Mgmt | € 144MM |
| Target Investment Size | €0,2MM - € 3MM |
| Target Geographies | Spain |
| Target Sectors | Software, Internet, Digital Media, Mobile, Telecommunication, Medtech, Biotech and Healthcare |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Seed or Early stage, gifted entrepreneurs, product proven, scalable business model, lead or co-lead investment |
| Website | www.caixacapitalrisc.es |
| Contact Email | info@caixacapitalrisc.es |
| Contact Phone | +34 93 406 40 60 |

FUND DESCRIPTION

Caixa Capital Risc, the venture capital arm of “la Caixa”, is an investor that provides equity and convertible loans to innovative companies in their early stages. Through four specialized vehicles we invest in the seed phase and support during the Series A and B rounds, if necessary.

Caixa Capital Risc manages a capital of 144 million euro and invests mainly in Spanish companies in the following fields: ITC, Healthcare / Life Sciences and Industrial technology. Funding comes majority from La Caixa.

The team has an executive and financial experience in start ups and rapid-growth companies. The investment teams boast sectorial specialization particularly in companies or projects in their early development stages.

SELECTED PORTFOLIO COMPANIES


- Online retailer focused on the fashion industry.



- Online retailer with three segments of operations: Daily deals, travel and e-commerce.



- Corporate social network that fosters and facilitates document sharing and collaborative work.

Full Portfolio

- www.caixacapitalrisc.es/en/empresas/

KEY CONTACTS


- Sergio Pérez
- Investment Manager
- Email: sperez@caixacapitalrisc.es

- Telecom engineer with experience in start ups.
- Caixa Capital Risc since 2006
- Companies: KDPOF, i-neumaticos, Zyncro, VLEX and GIGAS.



- Marcos Aubeso
- Investment Associate
- Email: maubeso@caixacapitalrisc.es

- Telecom engineer and MBA with experience in start ups.
- Caixa Capital Risc since 2009
- Companies: Wallapop, Bodeboca and Signadyne.

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Cologne, Berlin |
| Founded | 2013 |
| Employees | 7 |
| Target Investment Size | EUR 0.5 – 2 M |
| Target Geographies | Germany, Austria, Switzerland + other European countries |
| Target Sectors | Digital Media |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Seed and Early Stage High Growth Potential Execution Driven Team Competitive Advantage |
| Website | www.capnamic.com |
| Contact Email | info@capnamic.de |
| Contact Phone | +49-221-67781930 |

Capnamic Ventures

FUND DESCRIPTION

Capnamic Ventures is a Multi-Company Venture Capital Fund with offices in Cologne and Berlin. Capnamic focuses on businesses models along the digital value chain that can be scaled through digital media. This includes growth markets such as Mobile, E-Commerce, Payment, Advertising or Software as a Service. As an independent investor Capnamic Ventures unites several established corporations in one fund. Through this multi-company model Capnamic offers a complementary network with a unique value proposition for investors and portfolio companies alike, thereby connecting old and new economy. In March 2013 Capnamic announced its partnership with the French VC Iris Capital for early stage investments in the German market. The combination of Iris' worldwide network and investors (France Télécom-Orange and Publicis) with Capnamic's network and expertise creates a VC set-up that is unique across Europe. Collectively the Capnamic Team combines expertise from over 100 investments and more than 30 years of investment experience.

SELECTED PORTFOLIO COMPANIES



- Mobile Analytics and Ad Tracking



- ReCommere Marketplace for PreLoved Designer Fashion and Accessories

Full Portfolio

- <http://capnamic.de/#companies>

KEY CONTACTS



- Joerg Binnenbruecker
- Managing Partner
- Email: jb@capnamic.de

- 13 years VC experience, Managing Director DuMont Venture
- Companies: reBuy, lieferando, navabi, simfy, plista, doo, tradoria



- Christian Siegele
- Managing Partner
- Email: cs@capnamic.de

- 16 years VC experience, Senior Partner 3i Venture Capital
- Companies: interhyp, DocMorris, FastBooking, DemandMedia, buyVIP, element5, clickandbuy, mindjet

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 1 |
| Founded | 2000 |
| Employees | 13 (of which 0 in Europe) |
| Current Fund Size | €158 million |
| Assets under Mgmt | ~€350 million |
| Target Investment Size | €7 million - €30 million |
| Target Geographies | North America and Europe |
| Target Sectors | Technology-enabled services, including cloud computing / Internet; business / consumer services; and wired / wireless networks |
| Investment Style | Active; typically have board seat(s) |
| Deal structures | Control or influential minority positions |
| Key Investment Criteria | High-growth businesses with revenue of ~€7 million |
| Website | www.catalystinvestors.com |
| Contact Email | brian@catalystinvestors.com |
| Contact Phone | (212) 863-4848 |

FUND DESCRIPTION

Catalyst Investors provides growth equity for technology-enabled businesses. We employ a proactive, research-based approach to investing and focus on sectors that are experiencing above-average growth. Our research enables us to recognize important market trends early on and identify world-class companies and management teams to capitalize on those trends. This approach produces opportunities to invest at all stages of the growth cycle. Catalyst helps companies grow in both revenue and value. We work in partnership with our management teams to ensure that they have the full array of strategic, tactical and financial tools to excel in fast-moving, competitive industries.

SELECTED PORTFOLIO COMPANIES



- National provider of colocation, managed hosting and cloud services



- SaaS provider to the health, wellness and personal care industries



- Leading video advertising platform provider for advertisers, agencies and publishers

Full Portfolio

- <http://www.catalystinvestors.com/our-investments/current-investments>

KEY CONTACTS



- Brian Rich
- Managing Partner & Co-Founder
- Email: brian@catalystinvestors.com
- Executive Committee member of the National Venture Capital Association's Growth Equity Group
- Founded TD Capital (USA) Inc.



- Chris Shipman
- Partner & Co-Founder
- Email: chris@catalystinvestors.com
- Director at TD Capital (USA) Inc.
- Economist at Bankers Trust Co.
- Companies: Ascentis, Codero, InSite Wireless, Latisys, Xplornet



concentric

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, UK |
| Founded | 2013 |
| Employees | 5 |
| Current Fund Size | Targeting €50-80m |
| Use of Debt | No |
| Assets under Mgmt | c. €20m |
| Target Investment Size | ~€3-5m over the life of an investment |
| Target Geographies | Europe |
| Target Sectors | Technology and digital media incl. eCommerce, fintech, edtech, marketplaces, security |
| Investment Style | Active |
| Deal structures | Significant minority equity positions |
| Key Investment Criteria | Original, scalable and defensible Category leaders Post achieving product-market fit |
| Website | www.concentricteam.com |
| Contact Email | denis@concentricteam.com |
| Contact Phone | +44 (0) 20 7839 8143 |

Concentric

FUND DESCRIPTION

- We are an open technology investment partnership, not a stereotypical VC, and we do not see ourselves as just financial investors, more as business partners and builders
- Adding value by active management and working with companies before and after investing
- Focus on investment opportunities born out of changing customer behaviour / demands across a number of core sectors / verticals: payments, eCommerce, pervasive computing, big data etc.
- Circa 70 investments undertaken over past 15 years
- Supported by long-standing family office co-investors from sourcing and due diligence to business development and exit

SELECTED PORTFOLIO COMPANIES



- Online marketplace providing customers with discounted and flexible gym passes disrupting the traditional membership-based market



- Social event management / event discovery platform making it free and easy for everyone to host, promote and discover events



- Distributed eCommerce platform enabling users to complete a purchase without leaving the site where they read about the product / saw an advert

KEY CONTACTS



- Denis Shafranik
- Partner
- Email: denis@concentricteam.com

- 9 years in investment banking
- 5 years in VC technology investment
- Companies: PayasUgym, Atosho, Neteven, Billetto, ChargeMaster, etc.



- Kjartan Rist
- Partner
- Email: kjartan@concentricteam.com

- 15 years in technology (founder, advisor, investor, Board)
- Companies: VOSS Solutions, Shazam, NetClean, Endeca, TopTable, etc.

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Stockholm, Palo Alto |
| Founded | 2003 |
| Employees | 12 (of which 11 in Europe] |
| Current Fund Size | €135M |
| Use of Debt | No |
| Assets under Mgmt | €260M |
| Target Investment Size | €0,5M-€10M |
| Target Geographies | Northern Europe |
| Target Sectors | Software, Hardware Tech |
| Investment Style | Active |
| Deal structures | Control |
| Key Investment Criteria | Outstanding teams (product, marketing/sales, leadership) that operates in huge markets |
| Website | www.creandum.com |
| Contact Email | katarina@creandum.com |
| Contact Phone | +46(0) 8-524 63 630 |

FUND DESCRIPTION

Creandum is a leading venture capital firm, based in the Nordics, investing in seed, early and later stage companies with innovative technology and disruptive business models.

We invest in the best entrepreneurs and companies and we have the experience, network and financial resources to make these companies successful on a global scale.

We typically invest between €0.1 - 1 million in seed stages, €1 - 4 million in early stage A-rounds and €5 - 10 million in A-rounds of companies that have come further in proving their business and business models.

SELECTED PORTFOLIO COMPANIES



- Bringing music into everyone's lives



- Enables SMEs charge cards and provides them with analytics



- Transforming the gift card market into digital

Full Portfolio

- <http://www.creandum.com/investments>

KEY CONTACTS



- Staffan Helgesson
- General Partner
- Email: staffan@creandum.com

- Founder of Creandum and Startup Factory.
- Companies: Edgeware, Norstel, itslearning and brisk.io



- Daniel Blomquist
- Principal
- Email: daniel@creandum.com

- Previously VP Marketing at Ascade. Kaufmann Fellow.
- Companies: itslearning, JAYS and nonstop games

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Bad Homburg (Head Office), Zurich, Tutzing, Stockholm |
| Founded | 2006 |
| Employees | 15 (all in Europe) |
| Current Fund Size | 180m € |
| Assets under Mgmt | 180m € |
| Target Investment Size | 0,5-10m € |
| Target Geographies | Europe |
| Target Sectors | ICT, Software, Cloud, MedTech, Healthcare, BioTech, Cleantech |
| Investment Style | Active |
| Deal structures | Active hands-on management as Lead-Investor or Co-Lead-Investor |
| Key Investment Criteria | Early stage, technology-orientated high-tech companies, Lead or co-lead investments |
| Website | www.creathor.de |
| Contact Email | Businessplan@creathor.de |
| Contact Phone | +49 6172 139720 |

FUND DESCRIPTION

As a leading European Venture Capital firm, Creathor Venture invests in technology-oriented companies and entrepreneurs. The focus is particularly on mobile, e-, m-, s-commerce, media, cloud, life science, mobile health and diagnostics. Regional focus is on Germany, Switzerland, Austria and Scandinavia. The current portfolio of more than 30 companies is actively supported in development, growth and internationalization by our team of 15 staff. The management team of Creathor Venture consists of the founder of the former Technologieholding VC GmbH, Dr Gert Köhler as well as Ingo Franz, Cédric Köhler and Karlheinz Schmelig. The team has built more than 200 technology companies successfully, conducted more than 20 international IPOs and has achieved exceptional returns for fund investors and the financed entrepreneurs in the past. Creathor Venture manages funds of more than EUR 180 million (USD 240 mio) and currently has four Offices in Germany (near Frankfurt & Munich), in Zurich and in Stockholm.

SELECTED PORTFOLIO COMPANIES



• Video-on-Demand platform



• Mobile shopping and payment platform



• Social shopping for fashion

Full Portfolio

• http://www.creathor.de/index.php?option=com_content&view=article&id=43&Itemid=85&lang=en

KEY CONTACTS



• Dr. Gert Koehler
• CEO

• Gert Köhler has been active in the venture capital industry for twenty-five years and is one of the most successful venture capital investors in Europe



• Cédric Koehler
• Partner
• Email: cedric.koehler@creathor.de

• Cédric is Partner at Creathor Venture and runs the Swiss office. He serves on the boards of several portfolio companies

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Naarden (Netherlands) |
| Founded | 2001 ¹ |
| Employees | 26 |
| Current Fund Size | N.D. |
| Assets under Mgmt | >€500M in Private Equity |
| Target Investment Size | €25m-€150m equity investment |
| Target Geographies | Global, with core focus on North & Western-Europe |
| Target Sectors | Media, Internet and Technology |
| Investment Style | Active Growth/Buy-Out Investor |
| Deal structures | Majority and minority stakes (typically as lead investor) |
| Key Investment Criteria | Significant and sustainable competitive advantage. Recurring revenue sources. Significant potential for top-line & earnings growth. High quality management |
| Website | www.dasym.com |
| Contact Email | info@dasym.com |
| Contact Phone | +31356959090 |

FUND DESCRIPTION

Dasym invests in high-quality companies that are uniquely positioned to benefit from certain secular growth themes in the broader media & technology(-enabled) sector, such as the implementation of core technologies in daily life and increased media demand in emerging markets. Integral to Dasym's investment strategy is its active approach, deep sector knowledge and strong industry network. Dasym seeks to be the lead investor with a position of significant influence and aims to create superior returns for its investors through hands-on ownership of its portfolio companies. Examples of identified areas for investment are: content, (digital) broadcasting/distribution, sports rights & marketing, publishing, education/e-learning, digital marketing, analytics, e-commerce, healthcare/e-health services

SELECTED PORTFOLIO COMPANIES



- With more than 100 million visitors in 2012, Emesa is the largest online and most innovative provider for travel and leisure in the Netherlands. Emesa operates a broad portfolio of websites, including Website of the Year 2012: VakantieVeilingen.nl in the Netherlands and Aladoo internationally (Germany)



- World's largest independent production company, with around 90 companies in over 30 countries. The company produces over 350 series across genres. In addition, Endemol is one of the world's largest independent distributors of formats and finished programming



- Leading online retailer in the Netherlands & Belgium, serving 3.4 million active customers and offering a broad range of products in various non-food categories (*sold to Ahold in 2012*)

KEY CONTACTS



Jochem Theunissen
Investment Manager
jtheunissen@dasym.com

Luuk Remmen
Investment Manager
lremmen@dasym.com

- Selected portfolio responsibilities: Emesa, Bol.com (prior to exit), Endemol
- Previously worked at ABN AMRO Corporate Finance in Amsterdam
- Selected portfolio responsibilities: Endemol, Zodiak Media, Emesa, Bol.com (prior to exit)
- Previously worked in Morgan Stanley's Investment Banking Division in London

1. Formerly known as *Talpa Capital* (family office of Endemol founder John de Mol) between 2001 – 2006 and as *Cyrte Investments* between 2006-2013

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | London, Cambridge |
| Founded | 2005 |
| Employees | 17 |
| Current Fund Size | \$345M primary / secondary |
| Use of Debt | Yes |
| Assets under Mgmt | £690M (€815m) |
| Target Investment Size | €3M-€10M in rounds €1m-30m |
| Target Geographies | Europe |
| Target Sectors | Internet, Mobile, Software, Hardware, Health and wellness |
| Investment Style | Board and operational support including hiring, high level strategy and access to the DFJ Global Network of Funds |
| Deal structures | Minority |
| Key Investment Criteria | Growth and growth potential, differentiation and global addressable market |
| Website | www.dfjesprit.com |
| Contact Email | simon.cook@dfjesprit.com |
| Contact Phone | +44 (0)20 7931 8800 |

DFJ Esprit

FUND DESCRIPTION

DFJ Esprit LLP is a leading European Venture Capital firm with £690m (€815m) under management in several current primary and secondary funds, and a strong track record of success across several fully realised funds previously managed by Esprit's partners. DFJ Esprit is the exclusive European partner for the DFJ Network headquartered in Silicon Valley. The partners have been active board members of over 200 companies backed by European venture capital, generating top decile performance. This track record of success has been delivered through over 30 profitable exits to date, achieving 28% of all European VC M&A exits over \$40m in value between 2010-2012.

SELECTED PORTFOLIO COMPANIES



- Private buying club for luxury lifestyle products



- Business networking automation



- Nutritionally balanced snacks delivered daily by post

Full Portfolio

- <http://www.dfjesprit.com/portfolio/>

KEY CONTACTS



- Simon Cook
- Managing Partner
- Email: simon.cook@dfjesprit.com

- Founding partner of DFJ Esprit, Venture Capitalist since 1995
- Companies: Lovefilm, Neul, Horizon, Graze



- Stuart Chapman
- Managing Partner
- Email: stuart.chapman@dfjesprit.com

- Founding partner of DFJ Esprit
- Companies: Clear Swift, Kiadis, Connectivity, Lagan, Redkite, Road Angel, Port Wise, StrikeAd

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, Palo Alto |
| Founded | 2000 |
| Employees | 11 |
| Current Fund Size | \$100 million |
| Use of Debt | Rarely |
| Assets under Mgmt | Circa \$250 million |
| Target Investment Size | €1 million to €10 million |
| Target Geographies | Northern Europe (25% US) |
| Target Sectors | Digital media, e-commerce, software, mobile applications |
| Investment Style | Active / Hands On |
| Deal structures | Minority or Joint Control |
| Key Investment Criteria | Fast growing with scalable business models |
| Website | www.dncapital.com |
| Contact Email | johanna@dncapital.com |
| Contact Phone | +442073401600 |

FUND DESCRIPTION

DN Capital's objective is to identify, invest in and actively support leading digital media, e-commerce, software and mobile applications companies on a global basis. Since our inception in 2000, DN has invested in over 40 companies. Many of our portfolio companies have become global category winners such as Shazam, Endeca (sold to Oracle), Mister Spex, OLX (sold to Naspers), Datanomic (sold to Oracle), Tbricks and Windeln. Core to DN's investment strategy is leveraging the firm's strong network in the USA to support the growth of European portfolio companies.

SELECTED PORTFOLIO COMPANIES



SHAZAM • #1 downloaded music mobile application of all time with 65 million MAUs



• Germany's leading online retailer of mother and baby products



• Leading search and business intelligence software company

Full Portfolio

• <http://www.dncapital.com/portfolio>

KEY CONTACTS



- Nenad Marovac
- Managing Partner
- Email: nenad@dncapital.com

- Co-founded DN Capital, previously a partner at Advent International
- Companies: Shazam, Windeln.de, Mister Spex, Tbricks



- Steve Schlenker
- Managing Partner
- Email: steve@dncapital.com

- Former Chief Investment Officer at SUN Technology, before co-founding DN Capital
- Companies: Apsalar, Invino, Delectable

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | San Francisco, Hamburg, Sao Paulo, Moscow, Beijing, Tokyo |
| Founded | 1998 |
| Employees | 25 (of which 9 in Europe) |
| Current Fund Size | €250M |
| Use of Debt | No |
| Assets under Mgmt | \$750m |
| Target Investment Size | Series A - €1M to €5M |
| Target Geographies | US, Europe, Russia, Brazil, China |
| Target Sectors | Consumer Internet, Digital Media |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Rapid Growth, Strong Team |
| Website | www.eventures.vc |
| Contact Email | europe@eventures.vc |
| Contact Phone | +49 40 8222555 0 |

E.VENTURES

FUND DESCRIPTION

Founded in 1998 and built on a strong, shared culture of entrepreneurship, e.ventures is a venture capital firm with global scale. The firm invests out of dedicated funds in five geographies, namely BV e.ventures (formerly known as BV Capital), e.ventures Europe, e.ventures Russia, Infinity e.ventures (China and Japan) and Redpoint e.ventures (Brazil and Latin America). The e.ventures team has been investing in Internet companies for more than 15 years and operates as one team by combining a global investment strategy and philosophy with local presence and insights.

SELECTED PORTFOLIO COMPANIES



- Farfetch.com brings together independent fashion boutiques to provide a wide selection of the most elegant brands and styles.



- E-commerce auction company for art, antiques, vintage luxury goods etc.



- Immediate and convenient same-day delivery within 90 minutes.

Full Portfolio

- www.eventures.vc/portfolio/

KEY CONTACTS



- Andreas Haug
- General Partner
- Email: andreas@eventures.vc

- e.ventures since 2008
- Companies Sapato (Ozon), shutl, KaufDa (Axel Springer), CityDeal (Groupon)



- Christian Leybold
- General Partner
- Email: christian@eventures.vc

- e.ventures since 2003
- Companies: Farfetch.com,, auctionata, CityDeal (Groupon)

Earlybird

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Berlin, Munich, Istanbul |
| Founded | 1997 |
| Employees | 21 |
| Current Fund Size | \$200m |
| Use of Debt | No |
| Assets under Mgmt | \$800m |
| Target Investment Size | 0.5m -10m |
| Target Geographies | Europe |
| Target Sectors | Internet, mobile, cloud computing, software, selective cleantech, health tech |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Team, scalability, business lock-in |
| Website | www.earlybird.com |
| Contact Email | info@earlybird.com |
| Contact Phone | +49892907020 |

FUND DESCRIPTION

Established in 1997 Earlybird currently manages over €650 million (\$800 million) in assets. We have backed 100 companies, some of which have sparked significant innovations in business and technology and resulted in large scale (\$1bn+) IPOs and trade sales. Earlybird backs European companies with global ambitions and our active portfolio currently includes 27 companies across the consumer Internet and enterprise services space.

SELECTED PORTFOLIO COMPANIES



- Platform for one-stop shop after-sales and guarantee services for electronic OEMs



- Social media analytics platform



- Mobile football community

Full Portfolio

- <http://www.earlybirdupdate.com>

KEY CONTACTS



- Dr. Hendrik Brandis**
- Partner
- brandis@earlybird.com

- Co-Founder of Earlybird
- Companies: B2X Care Solutions GmbH, carpooling.com GmbH, Simfy AG, nfon, Videdressing, The Football App

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Paris |
| Founded | 2002 |
| Employees | 7 |
| Current Fund Size | 45M€ |
| Use of Debt | No |
| Assets under Mgmt | 125M€ |
| Target Investment Size | 100K-1M€ |
| Target Geographies | Europe |
| Target Sectors | Digital Economy |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Seed Investments |
| Website | www.elaia.com |
| Contact Email | deal@elaia.com |
| Contact Phone | +33 1 76 74 92 52 |

ELAIA PARTNERS

FUND DESCRIPTION

Elaia Partners was founded in 2002 as an independent private equity boutique focused on Digital Economy.

Elaia is run by a team of four professionals with over sixty years of cumulative experience in technology, private equity or in operational roles in technology companies. We are committed to taking a very active role in our investee companies, helping them benefit from our broad technology know-how. Elaia Partners currently manages more than €125 million mainly through Elaia Ventures, a French FCPR fund backed by a diverse range of LPs as well as through a seed investment fund, Elaia Alpha, raised in 2012 and dedicated to the investment in early stage companies in the digital economy.

SELECTED PORTFOLIO COMPANIES



- First real time predictive engine on the web



- High frequency radiocommunication systems



- Publishing-by-curation platform

Full Portfolio

- <http://www.elaia.com/index.php/en/portfolio/portfolio>

KEY CONTACTS



- Samantha Jerusalmly
- Investment Manager
- Email: sjerusalmly@elaia.com

- Clipperton
- Companies: Carnet de Mode, Ykone, 1001Menus, Cookangels, Vodkaster, Scoop.it, Seven Academy

Fidelity Growth Partners

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | London, Mumbai, Hong Kong, Beijing, Shanghai, Tokyo, Boston |
| Founded | 1969 |
| Employees | 7 investment professionals in Europe |
| Current Fund Size | \$160m in Europe (\$1bn+ globally) |
| Use of Debt | No |
| Assets under Mgmt | \$1bn+ |
| Target Investment Size | \$2 million to \$25 million |
| Target Geographies | Europe, US, Asia |
| Target Sectors | Software, Internet, Digital Media, Mobile, Telecommunication |
| Investment Style | Board and operational support on demand |
| Deal structures | Minority or Majority |
| Key Investment Criteria | Rapid top-line growth |
| Website | www.fgpe.com |
| Contact Email | davor@fgpe.com & daniel@fgpe.com |
| Contact Phone | +44 (0)207 074 5610 |

FUND DESCRIPTION

A leading venture and growth capital fund with over \$1bn under management across teams in Europe (London), India (Mumbai), China (Beijing, Shanghai, Hong Kong) and US. We are part of Fidelity International, well known for its mutual fund, with c.\$2.0 trillion under management. We are one of the most experienced VC's in existence and have 40 years of experience supporting management teams seeking to build great companies and scale them worldwide.

SELECTED PORTFOLIO COMPANIES



- China's leading e-commerce company, operating the world's largest on-line marketplace for international and Chinese domestic trade



- Leading SaaS based business intelligence platform-as-a-service provider



- Notonthehighstreet is a rapidly growing online marketplace for unique gifts and accessories



- Leading developer of free-to-play browser based games

Full EU Portfolio

- <http://fgpe.com/types/eu/>

KEY CONTACTS



- Davor Hebel
- Partner
- davor@fgpe.com
- McKinsey, Harvard MBA, Carnegie Mellon
- NotOnTheHighStreet, Innogames, Wahanda, Rivo Software



- Daniel Jones
- Associate
- daniel@fgpe.com
- Wharton/Warwick, Dresdner M&A
- NotOnTheHighStreet, Rivo Software, Neo4j

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Finland (Helsinki, Kuopio, Oulu) |
| Founded | 2003 |
| Employees | 16, of which 16 in Europe |
| Current Fund Size | 130M€ |
| Use of Debt | No |
| Assets under Mgmt | 130M€ |
| Target Investment Size | 200.000€ - 500.000€ |
| Target Geographies | Finland |
| Target Sectors | ICT, Clean energy, Healthcare |
| Investment Style | Active |
| Deal structures | Minority, early stage VC |
| Key Investment Criteria | Product proven by traction, scalable, strong team |
| Website | www.finnvera.fi/vc |
| Contact Email | hannu.jungman@finnvera.fi |
| Contact Phone | +358 29 460 11 |

Finnvera Venture Capital

FUND DESCRIPTION

Finnvera Venture Capital invests in Finnish early-stage companies through Seed Fund Vera Ltd. Finnvera's goal is to cover shortcomings existing on the market between product development funding and private equity investments.

SELECTED PORTFOLIO COMPANIES



- Automated testing for mobile apps
- www.bitbar.com



- Leading penny auction site in US
- www.dealdash.com



- Indoor location service based on Earth's magnetic field
- www.indooratlas.com

Full Portfolio

- www.finnvera.fi/eng/Venture-Capital/Investments/Target-companies

KEY CONTACTS



- Hannu Jungman
- Manager
- Email: hannu.jungman@finnvera.fi

- Finnvera Venture Capital since 2008
- www.linkedin.com/in/hannujungman
- Companies: Bitbar, DealDash, Exaget
- Exits: Zokem to Arbitron (NYSE: ARB), RapidBlue Solutions to ShopperTrak



- Petri Laine
- Investment Director
- Email: petri.laine@finnvera.fi

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | 1st Magistralny tupik, 5a Moscow, Russian Federation |
| Founded | 2011 |
| Employees | 10 (of which 10 in Europe) |
| Current Fund Size | \$50m |
| Assets under Mgmt | \$50m |
| Target Investment Size | \$1m - \$10m |
| Target Geographies | Russia and CIS |
| Target Sectors | Online travel, Online financial services, Online media, Online marketplaces and education, Mobile |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Successful international role models, operational traction, tested business model, attractive market fundamentals, experienced and motivated entrepreneurial team |
| Website | http://www.frontier.ru/en/index.html |
| Contact Email | ir@frontier.ru |
| Contact Phone | +7 (495) 540-42-55 |

Frontier Ventures

FUND DESCRIPTION

Frontier Ventures is a venture/growth capital fund which invests in Internet companies adapting successful global business models in the Russian-speaking markets. Frontier Ventures team is one of the most experienced in the Russian Internet and offers a unique combination of entrepreneurial, investment and operating experience as well as a successful track record of venture and private equity investments.

SELECTED PORTFOLIO COMPANIES



- #1 player in online video in Russia



- The leading daily deals website in the Russian speaking markets



- Online travel agency focused on offering unparalleled hotel booking experience to the Russian speaking consumers



- The leading player in online marketplaces in Russia and CIS

KEY CONTACTS



- Dmitry Alimov
- Co-founder and Managing Partner
- Email: dmitry@frontier.ru

- Internet investor and entrepreneur, Dmitry has 14 years of experience in private equity and venture capital investment in Internet and media
- Companies: ru-Net Ltd., Amedia, Access Industries, Gazprom Media



- Oleg Tumanov
- Co-founder and Venture Partner
- Email: oleg@frontier.ru

- Entrepreneur and manager with 24 years experience in major Russian and international companies, including 20 years in senior management positions
- Companies: ivi.ru Media Ltd., Access Industries, Alfa Bank, Nikoil Group

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Meerbusch (Duesseldorf, Germany) |
| Founded | 2012 |
| Employees | 10 (of which 10 in Europe) |
| Current Fund Size | Equity Crowdfunding |
| Use of Debt | No |
| Assets under Mgmt | Not specified |
| Target Investment Size | 50-500k EUR |
| Target Geographies | Germany |
| Target Sectors | Not specified |
| Investment Style | Passive |
| Deal structures | Minority |
| Key Investment Criteria | Strong topline growth, consumer oriented products & services preferred |
| Website | www.fundsters.de |
| Contact Email | info@fundsters.de |
| Contact Phone | +49 2159 915 330 |

FUND DESCRIPTION

FUNDSTERS offers professional equity crowdfunding services for consumer oriented startups based in Germany. Regulated through the Germany BaFin authorities, FUNDSTERS can offer equity fundings from a public crowd without volume constraints, vc-friendly pooled in one single investment contract and serviced by FUNDSTERS over a min. 5 year investment horizon. Startups that pass our selection process pay a success based flat fee of 9 %. Additionally startups can benefit from a large campaign publicity. FUNDSTERS happily works along side or in addition to business angel or VC investors.

SELECTED PORTFOLIO COMPANIES



DIE KOCHMAMSELL

Lifestyle cooking App
15-20k downloads/month



CaSi-Systems
AKTIENGESELLSCHAFT

Leading european supplier of specialist room climate construction materials



Leading German
Recommerce Specialist

KÜCHENFAB 

Leading german multi channel supplier of kitchen furnitures



Healthy lifestyle beverages



First supplier of individualized motor cycle wear and accessories

KEY CONTACTS



- **Markus Bruetsch**
- CEO & Co-Founder

- FUNDSTERS since 2012
- Board member of a German investment firm (4bn € assets)
- Companies: Roland Berger, Lazard, WestLB Panmure, Siemens



- **Stephan Roevenich**
- Director Marketing

- FUNDSTERS since 2013
- Companies: Bauer Media Group, Coca Cola, Montblanc, ECE



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 1 |
| Founded | 2012 |
| Employees | 3 |
| Current Fund Size | - |
| Assets under Mgmt | - |
| Target Investment Size | 50 – 500 k |
| Target Geographies | Germany |
| Target Sectors | Internet, Software, Mobile, Health Clean Energy |
| Investment Style | Passive |
| Deal structures | Minority |
| Key Investment Criteria | - |
| Website | www.german-startups.com |
| Contact Email | info@german-startups.com |
| Contact Phone | +49 30 61090073 00 |

German Startups Group Berlin AG

FUND DESCRIPTION

German Startups Group Berlin AG is a venture capital provider in Berlin. Under the slogan, "smart, fast and friendly money", the German Startups Group gives new companies the chance to quickly secure financing, and to provide more mature startups with additional funding and established companies in special situations with additional funds to finance certain measures. Our main investment criteria are disruptive innovation in product or business model, high scalability and entrepreneurial talent. In addition to the capital, the German Startups Group offers its portfolio companies practical advice and active support from seasoned entrepreneurs, upon request.

SELECTED PORTFOLIO COMPANIES



- TVSMILES is the first rewards program for TV advertising



- MIMOon is a key player in the emerging 4G wireless market.



- Fab is an e-commerce company focused on everyday design across all price points and all verticals.

Full Portfolio

- <http://www.german-startups.com/about/portfolio/?lang=en>

KEY CONTACTS



- Christoph Gerlinger
- CEO
- Email: christoph@german-startups.com
- JW Goethe University
- Companies: Founder and CEO of Frogster Interactive Pictures AG

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Benelux, France & Germany |
| Founded | 1980 |
| Employees | 97 (of which 97 in Europe) |
| Current Fund Size | (evergreen with >€200m to invest) |
| Assets under Mgmt | €1,8bn |
| Target Investment Size | €3m to €30m |
| Target Geographies | Benelux, France & Germany |
| Target Sectors | (expertise in different sectors) <i>See "Fund Description"</i> |
| Investment Style | Active |
| Deal structures | Control, joint control, minority, etc. |
| Key Investment Criteria | <ul style="list-style-type: none"> • Clear company vision • Clear investment thesis for growth and value creation • Sustainable competitive advantage • Strong management |
| Website | www.gimv.com |
| Contact Email | steven.detroyer@gimv.com |
| Contact Phone | +32 3290 2124 |




Gimv

FUND DESCRIPTION



4 platforms with a dedicated and skilled team across Gimv's home markets.

- **Consumer 2020** Companies with a clear vision on the needs and preferences of the future consumer
- **Health & Care** Health and care solutions for the ageing, health- and cost-conscious society
- **Smart Industries** Smart, technology enabled solutions and added value services
- **Sustainable Cities** Services, utilities & infrastructure with a sustainable community impact

SELECTED PORTFOLIO COMPANIES

-  **eBUZZING**
 - Video advertising
 - www.ebuzzing.com
-  **made in design**
 - Online modern and contemporary design shop
 - www.madeindesign.com
-  **Planetveo**
 - Online travel agency for tailor-made travel experiences
 - www.planetveo.com
- Full Portfolio
 - www.gimv.com/view/en/portfolio

KEY CONTACTS

- | | | |
|---|---|--|
|  | <ul style="list-style-type: none"> • Geoffroy Dubus • Partner • Email: geoffroy.dubus@gimv.com | <u>Geoffroy is active in:</u> <ul style="list-style-type: none"> • Easy Voyage • E-Buzzing • Made in Design • Movea • Planetveo • Private Outlet |
|  | <ul style="list-style-type: none"> • Steven De Troyer • Associate • Email: steven.detroyer@gimv.com | |

GLOBAL FOUNDERS CAPITAL

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Munich / Berlin |
| Founded | 2013 |
| Employees | 4 (of which 4 in Europe) |
| Current Fund Size | €150M |
| Assets under Mgmt | n/a |
| Target Investment Size | €100K - €5M |
| Target Geographies | Global |
| Target Sectors | Internet |
| Investment Style | Active |
| Deal structures | all |
| Key Investment Criteria | Post-Launch, high growth, transactional Internet business model. Fund is stage agnostic. |
| Website | www.globalfounderscapital.com |
| Contact Email | info@globalfounderscapital.com |
| Contact Phone | |

Global Founders Capital

FUND DESCRIPTION

Global Founders Capital was founded by entrepreneurs that have successfully built global companies in the past. Our passion is to support great businesses with gifted entrepreneurs world wide. We are pragmatic, fast and we bring deep operational expertise and a global network to the table. We are data driven, idea meritocratic and we value direct feedback.

Global Founders Capital invests stage agnostic: We invest in Seed, Series A or participate in later rounds

SELECTED PORTFOLIO COMPANIES



- Lingoda.com is an online language school offering live group classes and 1-1 tutoring for English and German.



- Kreditech.com is a big data company building credit scoring models using alternative data and originating emerging market consumer loans.



- Traveloka.com is Indonesia's leading flight OTA

Full Portfolio

- www.globalfounderscapital.com

KEY CONTACTS



- Oliver Samwer
- Partner
- Email: Oliver@globalfounderscapital.com

- Oliver is an accomplished European Internet entrepreneur who co-founded Rocket Internet. He was honored with the Young Global Leader designation at the World Economic Forum in Davos



- Marc Samwer
- Partner
- Email: Marc@globalfounderscapital.com

- Marc is an accomplished European Internet entrepreneur who co-founded Rocket Internet. He was honored with the distinguished Eisenhower Fellowship Award.



- Fabian Siegel
- Partner
- Email: Fabian@globalfounderscapital.com

- Fabian Siegel, amongst other ventures, built Delivery Hero, an online take-out ordering service, for the first 2 years, and turned it into a global category leader.

GRAZIA EQUITY

Capital for Entrepreneurs

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 2 |
| Founded | 2000 |
| Employees | 5, all in Europe] |
| Current Fund Size | n/a |
| Use of Debt | No |
| Assets under Mgmt | n/a |
| Target Investment Size | > 500k € |
| Target Geographies | Germany, DACH, UK, US |
| Target Sectors | Internet, Digital Media, Mobile, Telecommunication |
| Investment Style | - |
| Deal structures | - |
| Key Investment Criteria | Attractive market potential + scalability, significant added value |
| Website | www.grazia.com |
| Contact Email | j.klueppel@grazia.com |
| Contact Phone | +49 711 90 710 90 |

FUND DESCRIPTION

Grazia Equity, based in Stuttgart and Munich, is one of Europe's top names in venture capital. Grazia specializes in start-up or early-stage financing for innovative companies with market-changing potential and opportunities for superior returns. Our successful track record and expanding global network now enable us to fund selected start-ups elsewhere in Europe as well as in the US.

SELECTED PORTFOLIO COMPANIES

-  **MISTER SPEX** • e-commerce enterprise specialized in the sale of glasses, sunglasses and contacts
-  • Fastest growing movie community in the world with large properties on facebook, youtube, and 2 of the leading movie sites: moviepilot.de and moviepilot.com
-  • the first statistics portal in the world to integrate over 60,000 diverse topics of data and facts from over 10,000 sources onto a single professional platform
- Full Portfolio • <http://www.grazia.com/en/portfolio.html>
-   • leading e-commerce segment leaders

KEY CONTACTS



- Jochen Klueppel
- Partner
- Email: j.klueppel@grazia.com

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 25 |
| Founded | 2000 |
| Employees | 2,500+ |
| Current Fund Size | N/A |
| Assets under Mgmt | \$180bn + |
| Target Investment Size | Flexible; Target: \$5mm - \$7mm |
| Target Geographies | US, UK, Europe, and Asia |
| Target Sectors | Big Data, communications, financial technology, healthcare, media, and crowdfunding |
| Investment Style | Engaged Board Members |
| Deal structures | Minority and Majority Equity |
| Key Investment Criteria | High growth Proof of concept Improve existing business processes Improve efficiency Strong management team |
| Website | www.guggenheimpartners.com |
| Contact Email | growthequity@guggenheimpartners.com |

Guggenheim Growth

FUND DESCRIPTION

The Guggenheim Growth team partners with entrepreneurs to grow their businesses by providing value-added capital.

The Fund's investments focus on five areas: Big Data applications, communications, financial technology, healthcare and media. Specifically, the Fund seeks to invest in companies that bring greater transparency and efficiency to traditional business models and that can benefit from being on the Guggenheim platform.

Selected areas of interest include: crowdfunding, exchanges, and advertising technology

SELECTED PORTFOLIO COMPANIES



- Platform based on patented technology that enables businesses and individuals to create unique audio content without operator assistance
- Two primary applications:
 - Streaming talk shows – current hosts include Tavis Smiley, Deepak Chopra, and Sears
 - Moderated conference calls – the platform can deliver an identical experience to operator moderated calls at a significant discount

TRIGGER MEDIA

- Digital media incubator focused on launching and supporting businesses in the curation services sector
- Existing businesses include:
 - InsideHook: the essential city guide email for established men with limited time, discerning tastes, and a thirst for experiences
 - Host Committee: provides users with access to the best clubs & lounges while accessing untapped perishable, remnant inventory

KEY CONTACTS



- Douglas Atkin
- Portfolio Manager
- Email: douglas.atkin@guggenheimpartners.com

- Former CEO of Majestic Research
- Former CEO of Instinet
- Companies: Cinchcast, Inc., Binary Event Network, Red Deer, Light Keeper, Lenddo



- Rudy Sahay
- Portfolio Manager
- Email: rudy.sahay@guggenheimpartners.com

- Former investor: HIG Capital, Jupiter Partners, and Albright Capital Management
- Companies: Trigger Media

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Hamburg |
| Founded | 2010 |
| Employees | 30 |
| Current Fund Size | N/A |
| Use of Debt | N/A |
| AUM | N/A |
| Target Investment Size | N/A |
| Target Geographies | Hamburg |
| Target Sectors | Internet & mobile |
| Investment Style | Founding of 2-4 start-ups p.a. |
| Deal Structures | Incubator model: Straight equity, resources and infrastructure |
| Key Investment Criteria | Scalable online based concepts, talented people and good match with Hanse Ventures |
| Website | www.hanseventures.com |
| Contact Email | info@hanseventures.com |
| Contact Phone | +49 40 38 66 25 95 |

FUND DESCRIPTION

We are an incubator for internet ventures, combining...

- start-up concepts,
- talented people seeking to become founders who we scout and train,
- skills and resources to accelerate growth (like coding, online marketing, PR and recruitment),
- seed funding from our own resources and an extensive network of co-investors

... in order to build great companies.

SELECTED PORTFOLIO COMPANIES



Toptranslation
The Power of Languages

- Crowd-based high-end B2B translation services



- Network of voucher code sites in fast growing e-commerce markets

REBELLE

- Market place for second hand designer fashion and accessories

Full Portfolio

- www.hanseventures.com/en/portfolio/

KEY CONTACTS



- Jochen Maaß, CEO
- Email: info@hanseventures.com
- Founder of artaxo AG and Hanse Ventures
- Degree in business informatics



- Alex Eulenburg, CFO
- Email: info@hanseventures.com
- 12 years TMT investment banking in London and Hamburg
- PhD in applied physics

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Munich, Berlin, Stuttgart |
| Founded | - |
| Employees | 11 |
| Current Fund Size | Evergreen |
| Use of Debt | No |
| Assets under Mgmt | Not disclosed |
| Target Investment Size | EUR 0.5m – EUR 25m |
| Target Geographies | D/A/CH, Central Europe |
| Target Sectors | Content/Digital Publishing, eLearning |
| Investment Style | Active |
| Deal structures | Control, Minority in early-stage |
| Key Investment Criteria | Market leading position (potential), outstanding people and strategic fit |
| Website | http://www.holtzbrinck-digital.com |
| Contact Email | susanne.ziegler@holtzbrinck.com |
| Contact Phone | +49 89 452285100 |

Holtzbrinck Digital

FUND DESCRIPTION

Holtzbrinck Digital is the strategic digital investment holding of Holtzbrinck Publishing Group. Home to a range of top internet brands, it is one of Germany's leading internet investors. Holtzbrinck Digital serves as a strategic management holding company taking a hands-on approach to manage and develop its portfolio of leading, fast-growing digital companies, many majority owned.

SELECTED PORTFOLIO COMPANIES



- The pioneer and leading global enterprise platform for search experience optimization, which combines SEO, content, social media, PR & analysis



- An early stage SaaS company in the education space offering educators an intuitive online learning platform as a white label solution



- The leading German question-and-answer website and among the most popular 20 pages in Germany



- The leading online matchmaking company in Germany / DACH region

Full Portfolio

- <http://www.holtzbrinck-digital.com/>

KEY CONTACTS



- Markus Schunk
- Managing Director
- Email: markus.schunk@holtzbrinck.com
- Joined Holtzbrinck in 2004
- MD of Holtzbrinck Digital since 2011
- Vast experience in digital media M&A transactions



- Michael Hock
- Senior Investment Manager
- Email: michael.hock@holtzbrinck.com
- Holtzbrinck Digital since 2011
- 10+ years experience in VC/M&A
- Actively involved in multiple M&A transactions and two IPOs



- Stefan Peters
- Senior Investment Manager
- Email: stefan.peters@holtzbrinck.com
- Holtzbrinck Digital since 2012
- 12+ years experience in M&A transactions
- Expertise in digital content & community businesses

KEY CORPORATE FACTS / KPIs









| | |
|-------------------------|--|
| Offices | 1 |
| Founded | 2000 |
| Employees | 15 |
| Current Fund Size | €175M |
| Assets under Mgmt | € 350M |
| Target Investment Size | €200k-€15M |
| Target Geographies | Europe + others |
| Target Sectors | Consumer Internet and Enablers |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Seed or Early Stage Execution focused teams No heavy technology/R&D involved |
| Website | www.holtzbrinck-ventures.com |
| Contact Email | See Key Contacts |
| Contact Phone | +49 89 2060770 |

FUND DESCRIPTION

"We like to invest at seed stage and quickly provide additional capital at the moment of initial success!"

HV Holtzbrinck Ventures has been investing in internet companies for 15 years, primarily during their start-up phase. In this time, Holtzbrinck Ventures has financed over 100 companies, and has established itself as one of the most successful venture capital firms in Europe. Past portfolio companies include Groupon (IPO), Brands4Friends (sold to Ebay), Parship (sold to Holtzbrinck Publishing Group), Audible (sold to Amazon).

SELECTED PORTFOLIO COMPANIES

| | |
|--|---|
|  | • Europe's largest online fashion company |
|  | • Europe's new leader in restaurant reservations |
|  | • One of the World's leading mobile & social gaming companies |
|  | • Leading online travel agency focused on cruises |
|  | • Fastest growing European long distance bus brand |
|  | • E-commerce auction company for art, antiques, vintage luxury goods etc. |
|  | • Europe's leading online personal shopping service for men |
|  | • US based provider of advanced CRM and email targeting tools |

Other companies include Experteer, Depop, Lecturio, Paymill, DaWanda and many more

Full Portfolio • http://www.holtzbrinck-ventures.com/index.php?portfolio-aktuell_en

KEY CONTACTS



- Lars Langusch
- General Partner
- Email: lars.langusch@holtzbrinck.net
- 15yrs VC & new media, 14 yrs with Holtzbrinck Ventures
- Companies: Wooga, Experteer, Auctionata, Depop, AppLift etc.



- **Christian Saller**
- Partner
- Email: christian.saller@holtzbrinck.net
- Founder & CEO swoodo, Managing Director KAYAK Europe, 5 years VC
- Companies: Dreamlines, Easy Taxi, Onlinetours, TrustYou etc.

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Amsterdam (HQ), Düsseldorf |
| Founded | 2010 |
| Employees | 10 investment professionals and 10 industry advisors |
| Current Fund Size | c. EUR 160 million |
| Use of Debt | No |
| Assets under Mgmt | c. EUR 160 million |
| Target Investment Size | EUR 6 – 20 million |
| Target Geographies | Germany, Netherlands, Belgium |
| Target Sectors | Technology |
| Investment Style | Active |
| Deal structures | Significant minority stakes |
| Key Investment Criteria | Proven technology & business model Strong traction & growth potential Outstanding management team Minimum MRR of EUR 500k or revenue of EUR 10 million |
| Website | www.hpegrowthcapital.com |
| Contact Email | info@hpegrowthcapital.com |
| Contact Phone | + 31 (0) 20 714 34 00 |

FUND DESCRIPTION

HPE Growth Capital ("HPE") is a hands-on investment firm focusing on growth-stage investments in small to mid-market technology companies (c. 50 – 250 employees) in Europe and with a special focus on Germany and the Benelux.

We typically invest between EUR 6 and 20 million per investment in exchange for a substantial minority stake. HPE has the ability to invest in both primary and secondary capital but has a strong preference for deals that are driven by a need for primary capital.

Through our investments in fast growing profitable technology companies we seek to become active partners of our portfolio companies with the objective to accelerate growth through internationalization, expansion of sales and marketing, operational excellence and buy-and-build.

SELECTED PORTFOLIO COMPANIES



- Big-data-based credit scoring and loan underwriting
- Fast, convenient, and responsible credit available from anywhere, at any time and from any device



- Integrated payment provider for alternative and traditional payment solutions
- Active in acquiring, issuing and processing
- B2C and B2B issuer of the VIA BUY pre-paid credit card brand



- Design, qualification and production of fully bonded spoolable thermoplastic composite pipe solutions for the deepwater offshore oil & gas industry
- Unique deployment characteristics and blue-chip customer base

Full Portfolio

- www.hpegrowthcapital.com/portfolio.html

KEY CONTACTS



- Corné Jansen
- Vice President
- Email: cjansen@hpegrowthcapital.com

- 6 years of technology investing with HPE, Technology Coverage teams of CSFB & Merrill Lynch
- Companies: PPRO, AOG, SFC



- Kyang Yung
- Vice President
- Email: kyung@hpegrowthcapital.com

- 6 years of technology investing with HPE, M&A advisory at ABN Amro (London, Hong Kong)
- Companies: Kreditech, Airborne, Cotesa, AOG

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Frankfurt/Germany |
| Founded | 2012 |
| Employees | 3 (of which 3 in Europe) |
| Current Fund Size | - |
| Use of Debt | Yes |
| Assets under Mgmt | - |
| Target Investment Size | 100k – 1m EUR |
| Target Geographies | Europe |
| Target Sectors | [ravel, Mobility, Hospitality, Software, Internet, Mobile |
| Investment Style | Passive |
| Deal structures | Minority |
| Key Investment Criteria | Traction, Scalability, Drive, Team |
| Website | @HRVenturesVC |
| Contact Email | [nfo@hr-ventures.com |
| Contact Phone | [49 6103 7331400 |

FUND DESCRIPTION

HR Ventures is the corporate venture unit of the Hahn Air Group based in Frankfurt, Germany. We are an early-stage venture capital investor focused on digital business models in the travel, mobility and hospitality sector and on disruptive and scalable digital business models. We are investing in all early-stage phases. HR Ventures was founded in 2012 to support exceptional entrepreneurs in achieving their goals together as partners. We have invested in more than 10 startups since 2012. We define ourselves as an equal partner for all entrepreneurial challenges with in-depth expertise in the travel sector and a large network. We help in a smart, focused and pragmatic way and we are sincerely committed to supporting start-up teams build game-changing companies.

SELECTED PORTFOLIO COMPANIES



- **itembase** is “the online inventory for everyone and everything”.



- **Teambeat** is an online and mobile shiftplanning tool for SMEs.



- **Familonet** is the platform for the most important network in the world – your family.

Full Portfolio

- www.hr-ventures.com

KEY CONTACTS



Ertan Can
Investment Director
Email: ertan.can@hr-ventures.com

- HR Ventures since 2012. Previously at JP Morgan, SocGen Group, Reuters
- Companies: Itembase, Miflora, Familonet, Teambeat, Spotistic, e³ Computing, Ayoxxa



High-Tech Gründerfonds

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 1 x Bonn |
| Founded | 2005 |
| Employees | 47 in Europe] |
| Current Fund Size | app. 320 Million € (HTGFII) |
| Use of Debt | Yes |
| Assets under Mgmt | 600 Million € |
| Target Investment Size | 500.000 € |
| Target Geographies | Germany |
| Target Sectors | High-Tech (all sectors) |
| Investment Style | Active |
| Deal structures | joint control |
| Key Investment Criteria | Team, Need, USP, Market |
| Website | www.high-tech-gruenderfonds.de |
| Contact Email | s.wendel@htgf.de |
| Contact Phone | 0228/82300-100 |

High-Tech Gründerfonds

FUND DESCRIPTION

Since 2005 High-Tech Gründerfonds (HTGF) has been financing young technology companies on and actively supporting their management teams with a strong network and entrepreneurial expertise. We are focused on investing in early stage companies in life science, materials science, and information technology. In our first 5 years we financed approximately 250 companies from the high-tech sector. HTGF II started on 27th October 2011 with a second close of €304 M in December 2012, with additional strategic limited partners from industry offering the opportunity for synergy with our portfolio companies. This allows us to create outstanding conditions for promising technology-based start-ups as they face the future. We are a highly motivated and experienced partner at your side as you transform promising research into business success.

SELECTED PORTFOLIO COMPANIES



- Heliateg focusses on research and development and perspective with the production of organic solar cells for electricity generation



- Next-generation mPOS which enables the local retailer to stay competitive in a multi-channel commerce world



- Itembase helps more than 15.000 web retailers increase their margins through using the full set of itembase e-commerce solutions

Full Portfolio

- <http://www.en.high-tech-gruenderfonds.de/portfolio/>

KEY CONTACTS



- Dr. Alexander von Frankenberg
- Managing Director

- Alexander studied Business at the University of Mannheim and completed an MBA at the University of Texas in Austin. He was awarded a doctorate at the University of Mannheim. He worked in several Consulting an Project Management positions before joining HTGF (Siemens, Andersen Consulting)



- Stefan Wendel
- Investment Manager
- s.wendel@htgf.de

- Stefan studied Business at Goethe University Frankfurt (B. Sc.) and University of Mannheim (Ma. Sc.). He started working in Corporate Finance before joining a start-up company himself.
- Companies: 9 Portfolio Companies



i5invest

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 2 |
| Founded | 2007 |
| Employees | 12 (of which 10 in Europe) |
| Current Fund Size | EUR 10 Mio. |
| Assets under Mgmt | EUR 5 Mio. |
| Target Investment Size | EUR 100-500k |
| Target Geographies | CEE |
| Target Sectors | big data, performance advertisement, analytics, E-Commerce, mobile |
| Investment Style | super active |
| Deal structures | joint control, minority |
| Key Investment Criteria | team, technology advantage, traction |
| Website | www.i5invest.com |
| Contact Email | m.wagner@i5invest.com |
| Contact Phone | +436644398604 |

Seed Business Angel Fund / incubator
12 investments → 8 Exits

FUND DESCRIPTION

12 investments → 8 Exits

i5invest is an incubator that creates the successful web and mobile businesses. We focus specifically on transaction orientated B2C, B2B internet and mobile internet ventures. The incubator is led by seasoned (serial) entrepreneurs with a network that extends from Vienna to New York and Silicon Valley. Alongside starting companies, we also run a small band accelerator program – where we help handpicked startups (not more than 2 per year) to gain traction, find investors, build a world class team and internationalize.

SELECTED PORTFOLIO COMPANIES



- B2C food e-commerce (nutrition, weight loss, and curated subscription e-commerce)



- B2B augmented reality



- B2B Big Data – Performance Marketing, Analytics

Full Portfolio

- www.i5invest.com

KEY CONTACTS



- Markus Wagner
- Founder i5invest
- Email: m.wagner@i5invest.com

- Exits: 3united (VeriSign Inc.), 123people (PagesJaunes), Tupalo (European Directories)
- Companies: wikifolio, tourradar, kochabo



- Alexander Igelsboeck
- Managing Partner
- Email: a.igelsboeck@i5invest.com

- Serial entrepreneur: co-founder kochabo, allaboutapps, ciuvo
- Companies: runtastic, wikitude

Idinvest Partners

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Paris, France |
| Founded | 1997 |
| Employees | 50 |
| Current Fund Size | |
| Use of Debt | |
| Assets under Mgmt | €4bn, of which €1bn in VC |
| Target Investment Size | 1-20m€ in VC investments |
| Target Geographies | Europe |
| Target Sectors | IT / web |
| Investment Style | |
| Deal structures | Minority |
| Key Investment Criteria | Team & market potential |
| Website | http://www.idinvest.com/ |
| Contact Email | cgi@idinvest.com |
| Contact Phone | +33 6 46 19 65 97 |

FUND DESCRIPTION

For more than 15 years, Idinvest Partners has participated in great success stories in IT in Europe.

- From B2C : Deezer, Meetic, Dailymotion, Pretty Simple, Withings, Webedia, etc.
- To B2B: Criteo, Talend, Scalify, One Access, Clear2Pay, Synthesio, Sigfox, etc.

We back great teams with disruptive models, and we leverage our international network to help them expand fast , with a strong focus on the US market.

SELECTED PORTFOLIO COMPANIES



- Ad retargeting leader (NASDAQ IPO in 2013)



- Music streaming platform



- Social gaming leader (incl. Criminal case game)

Full Portfolio

- <http://www.idinvest.com/en/growth-capital-internet.php>

KEY CONTACTS



- Chloé Giard
- VC analyst
- cgi@idinvest.com

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 108 offices in 98 countries |
| Founded | 1956 |
| Employees | >4,000 (of which ~500 in Europe) |
| Current Fund Size | Balance sheet investor |
| Use of Debt | Flexible |
| Assets under Mgmt | \$80bn |
| Target Investment Size | \$5-50M |
| Target Geographies | Global emerging markets |
| Target Sectors | Technology and technology-enabled |
| Investment Style | Active board members |
| Deal structures | Flexible |
| Key Investment Criteria | Growth Early-stage to growth equity and Fund LP investments |
| Website | www.ifc.org/vc |
| Contact Email | rbarisik@ifc.org |
| Contact Phone | +1 202 473 7400 |

FUND DESCRIPTION

IFC Venture Capital invests in venture and growth companies that bring innovative technologies or business models with high impact potential to emerging markets. We leverage IFC's global expertise across a range of sectors, including: TMT, Healthcare, Education, Retail, Agribusiness, Energy/Infrastructure, and Financial Services. By executing transactions at an earlier phase than IFC's more traditional business, we enhance the organization's strong commitment to innovation, supporting local businesses, and accelerating cross border technology transfers.

IFC offers a full range of financial products across the entire capital value chain, with a long-term investment horizon and deep knowledge of emerging markets. With one of the largest footprints in emerging markets, we offer local knowledge, linkages to other clients and portfolios, as well as an understanding of regulations and local domains.

SELECTED PORTFOLIO COMPANIES



- Dafiti – Online fashion retailer in South America



- LaModa – Online fashion retailer in Russia



- Coursera – Educational technology company

Full Portfolio • <http://www.ifc.org/vc>

KEY CONTACTS



- Nikunj Jinsi
- Global Head
- Email: njinsi@ifc.org



- Ruzgar Barisik
- Senior Investment Officer
- Email: rbarisik@ifc.org

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Istanbul, Turkey |
| Founded | 2000 |
| Employees | 20 (of which 20 in Europe] |
| Current Fund Size | \$50 million |
| Use of Debt | No |
| Assets under Mgmt | \$400 million |
| Target Investment Size | \$250K - \$10 million |
| Target Geographies | Turkey |
| Target Sectors | Internet, Digital Media, Technology Enabled Services |
| Investment Style | Active |
| Deal structures | Both minority and majority |
| Key Investment Criteria | Strong management team, sustainable competitive advantage, scalable business opportunity, traction and clear business model |
| Website | www.ilab.com.tr |
| Contact Email | ydebekoglu@ilab.com.tr |
| Contact Phone | +90 216 468 10 10 |

FUND DESCRIPTION

iLab Ventures is a private, long-term focused investment company within AccessTurkey Capital Group, an alternative asset management firm active in Hedge Fund, Venture Capital, Private Equity and Real Estate. iLab invests predominantly in scalable internet and digital media businesses in early and late stage growth businesses in Turkey. Current iLab portfolio of companies encompasses 13 online investments with an aggregate reach of +50% to online audience in Turkey. iLab maximizes efficiency & returns through Value Added Approach by providing support in Strategy, Finance, Bus.Dev. and Technology

SELECTED PORTFOLIO COMPANIES



- Leading online recruitment business in Turkey



- B2C & C2C e-marketplace. eBay acquired majority in 2011



- Online and Call Center based insurance broker

Full Portfolio

- <http://www.ilab.com.tr>

KEY CONTACTS



- Mustafa E. Say
- Managing Partner
- msay@ilab.com.tr

- Founder of ATCG and iLab Ventures
- Companies: Kariyer.net, Gittigidiyor.com, Sigortam.net, Cimri.com, SteelOrbis, Chemorbis



- Yuksel Dibekoğlu
- Director
- ydebekoglu@ilab.com.tr

- 17 years of Investment Banking Experience
- Companies: Kariyer.net, Gittigidiyor.com, Unnado.com, Neredekal.com, Hangikredi.com

KEY CORPORATE FACTS / KPIs




| | |
|-------------------------|---|
| Offices | 3 |
| Founded | 2013 |
| Employees | 20 of which [0] in Europe] |
| Current Fund Size | USD 50million |
| Assets under Mgmt | USD 50million |
| Target Investment Size | > USD 1 million |
| Target Geographies | Middle East and North Africa |
| Target Sectors | E-Commerce, Marketplaces, Enablement |
| Investment Style | Active |
| Deal structures | Control, joint control |
| Key Investment Criteria | Proven technology and business model. Identified addressable market. Strong founding team. Synergies with iMENA portfolio & partners for value maximization. |
| Website | http://www.imena.com |
| Contact Email | opp@imena.com |
| Contact Phone | +962 6 5514745 |

FUND DESCRIPTION

iMENA is a holding company focused on capturing the hyper-growth phase of the online consumer market in the MENA region.

Leveraging its flexibility as a group company, iMENA will invest, build, and partner to solve the key problems facing online businesses in the MENA region.

SELECTED PORTFOLIO COMPANIES

-  HelloFood – Middle East: Online Food Ordering
-  OpenSooq.com: General Classifieds
-  ReserveOut.com: Online Restaurant Reservation
- Full Portfolio • <http://www.imena.com>

KEY CONTACTS



- Khaldoon Tabaza
- Founder & Managing Director
- Email: khaldoon@imena.com



- Adey Salamin
- Founder & CEO
- Email: adey@imena.com

- Kauffman Fellow (Class 15)
- UOJ - Bachelor of Medicine & Surgery.
- Companies: Riyada Ventures, Abraaj Group, Ideavelopers, BYTE Middle East Magazine.
- U-Penn – Wharton: Finance
- U-Penn: CSE
- Companies: Riyada Ventures, Abraaj Group, Merrill Lynch, Singularity Advisors.



Index Ventures

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, Geneva, San Francisco, Jersey |
| Founded | 1996 |
| Employees | 58 (49 in Europe) |
| Current Fund Size | €500 mm Growth Fund, €350m Early Stage and €150m Life Sciences |
| Use of Debt | No |
| Assets under Mgmt | Not |
| Target Investment Size | €50,000 - €50 million |
| Target Geographies | Wherever the best entrepreneurs are looking to build market defining global businesses |
| Target Sectors | Wherever tech is reshaping the economy |
| Investment Style | Active, Supportive, Handmade |
| Deal structures | minority |
| Key Investment Criteria | + scalability + originality + missionary + product DNA |
| Website | www.indexventures.com |
| Contact Email | @indexventures.com |
| Contact Phone | +44 207 154 2020 |

INDEX VENTURES

FUND DESCRIPTION

We are an international venture capital firm based in London, Geneva and San Francisco. Since 1996, we've teamed up with exceptional entrepreneurs who are using technology to reshape the world around us. They include ASOS, Criteo, Dropbox, Etsy, Last.fm, Lovefilm, Moleskine, MySQL, Nasty Gal, Net-a-Porter, Playfish, Soundcloud, Sonos and Supercell -- among many others.

SELECTED PORTFOLIO COMPANIES



- Funding Circle is a P2P lending network for small businesses. Freeing up critical liquidity for SMEs, the company has created a digital marketplace which matches deposits from investors, seeking better returns, with loans to carefully screened businesses, who need finance fast.



- Just Eat has reinvented the takeaway. From keystroke to doorstep, the London-headquartered company has built a seamless multi-platform service, with 34,000 takeaways on its roster, covering 14 countries from Scandinavia to Latin America.



- The brainchild of e-tail trailblazer Sophia Amoruso, NastyGal is the global hub for fashion-forward, taste-making girls. Turbo-charged by social media buzz, NastyGal has grown by over 500% each year since inception.

Full Portfolio

- www.indexventures.com/portfolio

KEY CONTACTS



- Dominique Vidal
- Partner
- Email: dominique@indexventures.com
- Joined Index in 2007
- Companies: Criteo, Outbrain, Squarespace, Adconion, be2, Best of Media Group



- Jan Hammer
- Partner
- Email: jan@indexventures.com
- Joined Index in 2010
- Companies: Adyen, Just-Eat, Novus, Socialbakers, Zendesk, Zuora

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | New York, NY |
| Founded | 1995 |
| Employees | 75 |
| Current Fund Size | ~\$3 Billion |
| Use of Debt | Yes |
| Assets under Mgmt | ~\$8 Billion |
| Target Investment Size | \$20-200m |
| Target Geographies | Global |
| Target Sectors | Software, Internet & Tech-enabled Services |
| Investment Style | Active |
| Deal structures | Flexible |
| Key Investment Criteria | Growth |
| Website | www.insightpartners.com |
| Contact Email | hmiller@insightpartners.com |
| Contact Phone | 212-230-9200 |

Insight Venture Partners

FUND 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 \$8 billion 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



- Trivago is 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.



- Delivery Hero is a worldwide network of online food ordering sites with over 55,000 restaurants connected to its service.

Full Portfolio • www.insightpartners.com/portfolio

KEY CONTACTS



- Jeff Horing
- Managing Director
- Email: jhoring@insightpartners.com

- Jeff Horing has been a co-founder and managing director at Insight Venture Partners since 1995..
- Companies: Anaqua, Datasift, GFI, New Relic, Tintri, Shutterstock, WIX, Zumba Fitness, Airwatch, Think Systems, TeamViewer, Solarwinds



- Deven Parekh
- Managing Director
- Email: dparekh@insightpartners.com

- Deven Parekh is a managing director & manages investments in e-commerce, consumer internet data, and application software businesses on a global basis.
- Companies: Alibaba, Automattic, Campaign Monitor, Twitter, JD.com, Syncsort, iParadigms, BuddyMedia, Football Fanatics, Tumblr, DrillingInfo, Despegar

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Paris (HQ), Cologne, Dubai, Riyadh, Montreal, San Francisco, Beijing, Tokyo |
| Founded | 1986 |
| Employees | 28 |
| Current Fund Size | Multiple funds for different stages and geographies under management |
| Invested capital | > €1 billion |
| Target Investment Size | €1 million to €20 million |
| Target Geographies | Europe, North-America, Asia, MENA |
| Target Sectors | Early- and later- stage investments in the digital economy |
| Investment Style | Proactive |
| Deal structures | Minority, special situations |
| Key Investment Criteria | High-growth potential coupled with exceptional management teams |
| Website | http://www.iriscapital.com |
| Contact Email | c.micoski@iriscapital.com |
| Contact Phone | +33 (0) 1 45 62 73 73 |

Iris Capital

FUND DESCRIPTION

Iris Capital is a pan-European venture capital fund manager specializing in the digital economy. Since its inception in 1986, the Iris Capital team has invested more than € 1 billion in more than 230 companies. Iris Capital targets opportunities in service or technology companies, seeking growth capital in order to realize their strategy. It provides active support to its portfolio companies on the basis of its strong sector specialization and experience, and has offices in Paris, Cologne, San Francisco, Montreal, Riyadh, Dubai, Beijing and Tokyo. In 2012 Iris Capital has entered into a strategic partnership with Orange and Publicis to manage their joint venture capital initiative.

More information on Iris Capital can be found on www.iriscapital.com

SELECTED PORTFOLIO COMPANIES



- Clear2Pay – Bank payment technologies software provider, Belgium



- reBuy – re-Commerce market for entertainment products, Germany



- Talend – Big data integration software solutions, USA/France



- Mediakraft Networks –Pan-European on-line video network, Germany

KEY CONTACTS



- Erkan Kilicaslan
- Partner
- Email: e.kilicaslan@iriscapital.com

- MBA Harvard, MSEE Bochum/Bordeaux, McKinsey & Co., Technologieholding
- Companies: 1-2-3.tv, Clear2Pay, Searchmetrics, reBuy, Mediakraft



- Curt Gunsenheimer
- Partner
- Email: c.gunsenheimer@iriscapital.com

- MBA MIT, ESSEC Paris, Cornell, Goldman Sachs, Robertson Stephens
- Companies: Alyotech, Kyriba, Talend, Mister-Auto

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London and California |
| Founded | 1997 |
| Employees | 11 |
| Current Fund Size | €150 million ¹ |
| Use of Debt | No |
| Assets under Mgmt | \$700 million |
| Target Investment Size | \$8 million - \$40 million |
| Target Geographies | Europe and USA |
| Target Sectors | Technology and technology enabled business services |
| Investment Style | Active |
| Deal structures | Minority, control, joint control |
| Key Investment Criteria | Revenues over €4 million, growing by at least 30% |
| Website | www.kennet.com |
| Contact Email | hzidel@kennet.com |
| Contact Phone | +44(0)207 004 3252 |

1- Represents hard cap. First close at approx €100m

FUND DESCRIPTION

Kennet is a leading international growth equity and growth buyout firm that invests in companies in Europe and North America.

Kennet supports entrepreneurial technology businesses with expansion capital to accelerate growth and build exceptional shareholder value.

Kennet is an experienced investor with approximately \$700 million in funds under management including significant fresh capital to invest.

For more information: www.kennet.com.

SELECTED PORTFOLIO COMPANIES



IT security provider of Cloud-based cyber defense solutions, such as distributed denial-of-service (DDoS) detection and mitigation. Sold to Akamai in 2014 for >\$400 million (including cash)



Through its leading cloud based enterprise safety, security and sustainability platform Rivo helps businesses manage compliance and business risk



Spreadshirt allows anyone to create and sell promotional apparel and goods worldwide and risk free; utilising its own virtual product, ecommerce platform and print on-demand technology.

Full Portfolio <http://www.kennet.com/the-kennet-portfolio/>

KEY CONTACT



- Hillel Zidel
- Managing Director
- Email: hzidel@kennet.com

Responsible for the origination, execution and management of growth equity investments.
 Companies: Rivo Software, Spreadshirt, NextPerf, Trademob.




KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Madrid (Spain) |
| Founded | 2012 |
| Employees | 5 all in Europe |
| Current Fund Size | €45 million |
| Use of Debt | No |
| Assets under Mgmt | €45 million |
| Target Investment Size | €250K-1M for first check €5M total for top performers |
| Target Geographies | Spain (core), Europe, USA, Latam |
| Target Sectors | Everything digital |
| Investment Style | Active |
| Deal structures | Minority, favour co-investment |
| Key Investment Criteria | AAA Team Technology Scalability |
| Website | www.kiboventures.com |
| Contact Email | info@kiboventures.com |
| Contact Phone | +34 91 789 22 58 |

FUND DESCRIPTION

Kibo Ventures is a newly established VC Fund based in Madrid focused on early-stage investments in Internet and mobile-based companies. Kibo manages €45 million from a mix of institutional and private investors, including Telefonica. Specifically, Kibo likes to invest in companies which combine exceptional and committed teams aiming to digitalize a product or service in a large international market. Kibo is managed by an experienced team of professionals with a solid track record, who are actively involved in the companies in which they invest. Kibo follows a staged investment approach and financially supports portfolio companies as they grow, whilst promoting co-investment from valuable investors. Kibo Ventures current portfolio includes 16 companies and 2 exits (one to JustEat, one to Groupon).

SELECTED PORTFOLIO COMPANIES

-  **peerTransfer** • Payment platform for international students saving them time and money – better exchange rates, simple online experience, and bend-over-backwards customer service in multiple languages.
-  **ludai** • Mobile app development platform that provides developers with the tools, APIs and services to deliver and monetize HTML5 games & apps via the various native app stores throughout the world from a single code base.
-  **jobandtalent** • Recruitment platform (mobile and web) with a unique technology matching professional candidates and companies.

Full Portfolio • www.kiboventures.com/companies/

KEY CONTACTS


- Aquilino Peña
- Founding Partner
- aquilino@kiboventures.com

- Kibo Ventures since 2011
- Companies: Submarino.com, Orange Digital, MediaEdge (WPP), BCG



- Javier Torremocha
- Founding Partner
- javier@kiboventures.com

- Kibo Ventures since 2011
- Companies: Netjuice Capital, UBS, Lehman Brothers

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 1 |
| Founded | 2008 |
| Employees | 4 |
| Current Fund Size | € 10 Mio |
| Assets under Mgmt | n.a. |
| Target Investment Size | € 300K – 1 Mio. |
| Target Geographies | Europe, RSA |
| Target Sectors | SaaS, Internet, Mobile Services, Social Applications |
| Investment Style | Tech driven, supportive, non operating |
| Deal structures | Joint control, minority |
| Key Investment Criteria | <ul style="list-style-type: none"> • committed entrepreneurial teams • clear focus to build high growth products, technical expertise • product at or before launch |
| Website | www.kizoo.com |
| Contact Email | ventures@kizoo.com |
| Contact Phone | 0049 (0)721 5160-0 |

Kizoo Technology Ventures

FUND DESCRIPTION

KIZOO helps young start-up teams grow. We provide seed and early stage financing with a focus on SaaS, Internet & Mobile Services and Social Applications. Apart from our financial resources, we are happy to share our longtime experience in development, marketing and product management in those markets.

SELECTED PORTFOLIO COMPANIES

| | |
|--------|---|
| [Logo] | Babbel is a comprehensive system for learning languages. Offering fun, multi-media methods and the opportunity to exchange with a community, Babbel has been online since 2008 and boasts over 16 million users on the web and on mobile devices. |
| [Logo] | Mambu enables any financial institution to easily deliver state-of-the-art banking through a native cloud-based banking solution. Mambu is designed for agility, flexibility and openness without the complexities and at a tenth cost of traditional core banking software solutions. Mambu currently works with over 100 institutions in over 26 countries helping them service a portfolio of over \$200M in loans and deposits. |
| [Logo] | MegaZebra GmbH is developer and publisher of Social Games. It has launched several category-leading titles, such as Mahjong Trails and Solitaire Castle. All games combine high-quality graphics with innovative game-play. With millions of users worldwide, the social gaming pioneer quickly became one of Europe's biggest players in that segment. |

KEY CONTACTS



- Matthias Hornberger
- CFO
- Email: mho@kizoo.com

Matthias with his long-standing experience in the investment sector and his comprehensive knowledge of typical features of successful business models on the Internet, is a competent reference person for young founders. Matthias has extensive contacts in the high-tech industry and numerous local and national networks which are extremely useful for young founders.

- Companies: a.o. Sal. Oppenheim, WEB.DE,



- Frank Schöler
- CMO
- Email: fs@kizoo.com

Frank is MD at KIZOO and board member of Atevia AG, the former WEB.DE AG. Based on his experience as founder and managing director of the most important subsidiaries of the WEB.DE-group, Frank's field of competence is in business models, product, marketing and distribution strategy.

- Companies: a.o. PWC, WEB.DE



Level-Up

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---------------------------------------|
| Offices | Luxembourg, London, Paris |
| Founded | 2014 |
| Employees | |
| Current Fund Size | |
| Use of Debt | No |
| Assets under Mgmt | |
| Target Investment Size | 1-8m€ |
| Target Geographies | Europe Asia |
| Target Sectors | Video Games studios |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Seed – Round A Video games studios |
| Website | |
| Contact Email | Info@level-up.com |
| Contact Phone | |

FUND DESCRIPTION

Level-Up intends to be the best investment vehicle for mobile and social game studios both from the point of view of investors and studio owners.

We focus on independent mobile game studios in Europe and Asia.

Level-Up is building a portfolio of 25 to 30 early-stage studios (Seed stage, A round and follow-ups) by identifying the teams who create long-lasting franchises and repeat success.

SELECTED PORTFOLIO COMPANIES

KEY CONTACTS



- Thibaud MORIN
- Managing Partner and Founder
- thibaud@level-up.com

- Previously @ Vivendi for the last 14 years



- Guillaume Lautour
- Managing Partner and Founder
- Guillaume@level-up.com

- Previously Idinvest Partners for 15 years
- Companies: Criteo, Deezer, Dailymotion, PrettySimple, SocialPoint

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Menlo Park, Herzliya, New Delhi, Shanghai, Beijing |
| Founded | 2000 |
| Employees | 31 |
| Current Fund Size | \$675 Million |
| Use of Debt | No |
| Assets under Mgmt | \$2 Billion |
| Target Investment Size | Up to \$20 Million |
| Target Geographies | U.S., Europe, India, China |
| Target Sectors | Consumer mobile & internet, fin tech, digital media, enterprise technology |
| Investment Style | Active |
| Deal structures | Significant minority |
| Key Investment Criteria | High disruption potential, rapid growth |
| Website | www.lsvp.com |
| Contact Email | bejul@lsvp.com |
| Contact Phone | +91 98731 44554 |

FUND DESCRIPTION

Lightspeed is a leading venture capital firm with a presence in the US, Israel, India and China through Lightspeed China Partners. The Lightspeed team has backed more than 200 companies, many of which have become leaders in their respective industries, including Blue Nile, Brocade, Ciena, DoubleClick, eHealth, Flixster, Fusion-io, Informatica, Kosmix, LivingSocial, Lucky Pai, Nicira, Playdom, Pliant Technology, Provigent, Riverbed Technology, Solazyme, TutorVista, Virsa Systems, Waveset, and XtremIO. We are currently investing out of Lightspeed IX, a \$675 million fund focused on early and expansion stage investments in the consumer and enterprise technology markets.

SELECTED PORTFOLIO COMPANIES



- The leading content discovery platform on the web.



Snapchat

- Rapidly growing mobile app that provides users with the fastest and easiest way to share a moment.



- Free online ordering from more than 20,000 restaurants in 500+ cities

Full Portfolio

- <http://lsvp.com/portfolio/>

KEY CONTACTS



- Bejul Somaia
- Managing Director
- bejul@lsvp.com
- Former founder and entrepreneur. Lightspeed Ventures since 2008
- Companies: OpenList, Limeroad, ItzCash, Fashionara, Indian Energy Exchange

Mangrove Capital Partners






KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Luxembourg |
| Founded | 2000 |
| Employees | 13 |
| Current Fund Size | \$230M |
| Use of Debt | No |
| Assets under Mgmt | \$500M |
| Target Investment Size | \$0.1-15M |
| Target Geographies | Europe, Israel, Russia |
| Target Sectors | online, mobile, ecommerce, software, urban mobility |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Category defining technologies, Disruptive product or service, Exceptional and ambitious founders |
| Website | www.mangrove.vc |
| Contact Email | valentina@mangrove.vc |
| Contact Phone | +352 26 25 34-1 |

FUND DESCRIPTION



Founded in 2000, Mangrove Capital Partners is an investment firm dedicated to finding and helping passionate, innovative entrepreneurs start and grow global, disruptive companies. With successes such as Brands4Friends (sold to eBay), Skype (sold to eBay), Wix (IPO in October 2013), KupiVip (Russia's leading luxury e-commerce company) and FreedomPop (the leading free mobile internet provider in the US), the firm has established itself as one of the pre-eminent early stage investment firms. Mangrove chases bold, transformational ideas around the world and invests across a variety of sectors, with an emphasis on online, mobile, e-commerce and urban mobility.

SELECTED PORTFOLIO COMPANIES

| | |
|--|--|
|  | <ul style="list-style-type: none"> Induct. Urban mobility company behind NAVIA, a driverless shuttle for city centers. https://twitter.com/inducttech |
|  | <ul style="list-style-type: none"> KupiVip. Russia's leading online luxury fashion retailer. http://vk.com/kupivipru |
|  | <ul style="list-style-type: none"> Outfittery. Germany's leading online personal shopping service for men. https://www.facebook.com/Outfittery |
|  | <ul style="list-style-type: none"> Wix. Web platform to create HTML5 websites and mobile sites. IPO 2013. https://www.facebook.com/wix |
|  | <ul style="list-style-type: none"> Trustev. Real-time fraud prevention service for online merchants. https://twitter.com/trustev |

Full Portfolio: <http://www.mangrove.vc/>

KEY CONTACTS

| | | |
|---|---|--|
|  | <ul style="list-style-type: none"> Hans-Jürgen Schmitz Partner Email: hans-juergen@mangrove.vc | <ul style="list-style-type: none"> Mangrove Co-Founder 13 years of VC investing Portfolio: Brands4Friends, Outfittery |
|  | <ul style="list-style-type: none"> Mark Tluszcz Partner Email: mark@mangrove.vc | <ul style="list-style-type: none"> Mangrove Co-Founder 13 years of VC investing Portfolio: Skype, Wix |
|  | <ul style="list-style-type: none"> Eugene Mizin Principal Email: eugene@mangrove.vc | <ul style="list-style-type: none"> Joined Mangrove in 2011 Previously Ebay, Skype Portfolio: StoreKing, Oktogo |




KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | 1 |
| Founded | 1999 |
| Employees | 25 (of which 25 in Europe] |
| Current Fund Size | over 30 investments |
| Use of Debt | Yes |
| Assets under Mgmt | 500 M EUR |
| Target Investment Size | up to 35 M EUR |
| Target Geographies | CEE, DACH & CIS countries, Turkey |
| Target Sectors | E-commerce, digital entertainment, mobile Internet, TMT, Fintech, BigData, Cloud Computing |
| Investment Style | Active |
| Deal structures | Control, joint control, minority, etc. |
| Key Investment Criteria | MCI invests in companies at the stage of growth and expansion in the sectors of new technologies. |
| Website | www.mci.eu |
| Contact Email | Office@mci.eu |
| Contact Phone | +48 22 540 73 80 |

FUND DESCRIPTION

MCI, founded in 1999, is one of the most dynamic private equity groups of multistage character in the CEE. Currently, with the use of 5 PE/VC funds, MCI implements early stage, growth stage and expansion/buy-out stage investments in CEE, Germany and Austria (DACH), in former Soviet Republics countries (CIS) and Turkey. The value of MCI's AUM reaches above 1.500 M PLN. The MCI Group has so far closed over 50 investment projects, and near 30 full exits. Since 1999 MCI generated net IRR at the level of 20-25%. MCI Management SA is listed on the Warsaw Stock Exchange since February 2001.

SELECTED PORTFOLIO COMPANIES

| | |
|---|--|
|  | • ABC Data – leading IT/consumer electronics distributor on the CEE market |
|  | • Invia – e-Travel market leader in CEE and CIS |
|  | • Grupa Wirtualna Polska – leader of Polish Internet |
| Full Portfolio | • http://mci.eu/portfolio |

KEY CONTACTS



- Tomasz Czechowicz
- Managing Partner
- Email: czechowicz@mci.eu

In the years 1990-1998 Co-founder and CEO of JTT Computer SA, which he build into a leading Central European PC-assembly and distribution operations with USD 100M+ revenue. From 1999 Founder and CEO of MCI Group.



- Sylwester Janik
- Partner
- Email: janik@mci.eu

More than 10 years experience in strategic mngm., new business development, M&A and VC/PE investments. He was a Director of Strategy & Development at ATM SA, a VicePresident of mPay, strategy and mngm consultant for PricewaterhouseCoopers, London and Lockheed Martin, Poland. Since 2008 Partner in MCI.

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London |
| Founded | 2000 |
| Employees | 11 (of which 11 in Europe] |
| Current Fund Size | £50m |
| Assets under Mgmt | £110m |
| Target Investment Size | £0.5-£3m |
| Target Geographies | UK |
| Target Sectors | Digital Media, Financial Services, Business Service, Business Software, e-commerce |
| Investment Style | Active |
| Deal structures | Minority holding |
| Key Investment Criteria | Strong growth with proven unit economics in a large market |
| Website | www.mmcventures.com |

| | |
|---------------|--|
| Contact Email | jonathan.coker@mmcventures.com |
| Contact Phone | 020 7361 0216 |

FUND DESCRIPTION

MMC is an award winning fund manager that has been backing fast growing early stage companies since 2000. We are active investors, working with entrepreneurs to create valuable companies. We have over £110 million under management

We actively seek investment opportunities in high growth sectors where the UK is a world leader - financial services, business software, business services, digital media and e-commerce - and consequently a centre of innovation and experience.

SELECTED PORTFOLIO COMPANIES



- **Base79.** Base79 is one of Europe's leading online video companies and the largest YouTube network in the Europe, Middle East and Asia (EMEA) region.



- **Boticca.** Boticca.com is a curated online marketplace for fashion accessories (jewellery, bags, scarves, etc.).



- **MBA & Co.** MBA & Company is a global online marketplace for high end freelance management consultancy and research work. The company was founded in October 2010 by IESE Business School MBA graduate, Daniel Callaghan.

Full Portfolio

- <http://mci.eu/portfolio/>

KEY CONTACTS



- Jon Coker
- Partner
- jonathan.coker@mmcventures.com

Jon is a partner of MMC and is responsible for leading new investments and representing MMC on portfolio company boards, having joined in 2007. He has significant experience helping early stage UK businesses grow into sizable international organisations. Jon believes that MMC's true value comes from helping founder led businesses build strong executive teams and driving good businesses processes from the board down.

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Luxembourg, Zurich, London |
| Founded | 2014 |
| Employees | 5 (of which 5 in Europe) |
| Current Fund Size | Target: EUR500m |
| Use of Debt | No |
| Assets under Mgmt | NA |
| Target Investment Size | EUR 5-50m for funds, EUR5-35m for direct and co-investments |
| Target Geographies | Europe, Israel |
| Target Sectors | ICT, Digital Life |
| Investment Style | Hybrid of active and passive |
| Deal structures | Significant minority |
| Key Investment Criteria | Global ambitions, excellent execution, outstanding track record, strong team |
| Website | www.mojo.capital |
| Contact Email | matthias@mojo.capital |
| Contact Phone | +352 621 554 506 |

FUND DESCRIPTION

- The fund has an integrated multi-layer investment strategy: 1.) primary and secondary investments in the best technology funds, 2.) co-investments alongside these funds, and Family Offices/ Business Angels and 3.) selectively direct investments
- Additional co-investment opportunities will be offered to investors
- Data-driven and -supported investment selection process and emphasis on long-term value creation
- Phase Focus: scalable early to late stage digital technology companies with global ambitions and excellent execution capabilities when local investors have moderately de-risked the company but before scale makes the investment obvious to large, less price-sensitive investors
- Combination of the three sub-strategies enabling active portfolio management and investment allocation to deliver on the target returns with the possibility to react on and benefit from cyclical market changes
- Collaborative Engagement Model: active engagement of the full scale network and financial and strategic investors in view of supporting the portfolio companies' development and return potential
- Europe-Asia bridge: strategic Asian investors to extend the active network to Asia to the benefit of other investors and the portfolio companies
- Exclusive investment club platform: positioning and establishment as THE dominating multi strategy digital technology Investor in Europe with global connections (mainly Asia, US and Israel)

KEY CONTACTS



- Matthias Ummenhofer
- Co-Founder, Chief Investment Officer
- Email: matthias@mojo.capital

• Matthias was the head of European Investment Fund's Venture Capital business (over EUR4bn in ~235 VC funds), which he joined in 2001,, shaping EIF's strategy in the early stage technology market



- Willi Leimer
- Co-Founder and Chairman
- Email: willi@mojo.capital

• Willi is a co-founder of ISPartners

• From 1990-2002, he was managing director of private wealth management at Morgan Stanley, Zurich and in 2002, Willi joined WMPartners

MOUNTAIN LAKE Investment

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Munich (GER), Zug (CH) |
| Founded | 2011 |
| Employees | 4 |
| Current Fund Size | |
| Use of Debt | Yes |
| Assets under Mgmt | €20 Million |
| Target Investment Size | €50k-€1000k |
| Target Geographies | Central Europe |
| Target Sectors | Technology, Internet, Digital Media, Mobile, Telecommunication |
| Investment Style | Board and operational support |
| Deal structures | Minority or Majority |
| Key Investment Criteria | Rapid top-line growth and profitable |
| Website | www.mountainlake.de |
| Contact Email | mm@mountainlake.de |
| Contact Phone | +498928890250 |

MOUNTAIN LAKE Investment AG

FUND DESCRIPTION

MOUNTAIN LAKE Investment is a Germany and Switzerland based venture capital firm. We work with start-up owners and management teams to maximize the long-term value of their companies and guide them to the next funding round. Since our inception in 2011 we invested in various companies in technology, internet and mobile business. As an investment partner we are bringing a large investors network as well as operational and IPO experience to the table.

We are serial entrepreneurs ourselves, therefore we know how to combine the interests of owners, management and investors as a matter of course.

SELECTED PORTFOLIO COMPANIES



- Largest aggregator for digital learning content with over 300 corporate customers



- Environmental technology sales company



- Special interest couponing platform going live in Q1 2014

- More portfolio companies on request

KEY CONTACTS



- Matthias Mathieu
- Managing Director
- mm@mountainlake.de
- Companies: funworld GROUP, founder of PEACHES GROUP with exit in 2012, various positions in portfolio companies

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Stockholm |
| Founded | 2013 |
| Employees | 5 |
| Current Fund Size | - |
| Assets under Mgmt | - |
| Target Investment Size | From incubation (mediafactory) to controlling stake |
| Target Geographies | Global but Scandinavia & CEE for media for equity deals |
| Target Sectors | Online Video ecoystem |
| Investment Style | 3 distinct types of active involvement; strategic investments board role, commercial partnerships and media campaigns |
| Deal structures | Minority, Path to Control or Majority |
| Key Investment Criteria | Media for Equity investments: B2C business in growth stage with proven business model Cash investments: Good traction and clear synergies with MTG's digital businesses |
| Website | www.mtgx.co www.mtgxmediafactory.com |
| Contact Email | xVentures@mtgx.co |
| Contact Phone | +46 764 94 07 35 |

xVentures

FUND DESCRIPTION

MTGx is the digital business of Modern Times Group (MTG) – one of the leading media companies in Northern, Central and Eastern Europe including Russia. xVentures is the digital ventures arm of MTGx. As well as organically incubating new digital businesses leveraging our strength in online video such as e-sports and e-commerce businesses, we are also investing/acquiring/partnering with externally innovative companies. As a partner we are uniquely focused on the online video value chain from content production, user experience, user aggregation and discovery through to monetisation. We can engage via investment/acquisition, commercial partnerships and with media for equity / revenue / exit products in selective markets. We also have a partnership/incubation program called MTGx MediaFactory which run several times per annum, where we choose three young or established companies that work together with one of our core products for three months to create a unique product or go to market offering – helping you grow by leveraging MTG's international reach, audience, ad sales, and content, across our more than 35 operating countries.

SELECTED PORTFOLIO COMPANIES



- Splay is the leading YouTube MCN in Sweden with over 7 million subscribers and 1 billion accumulated views



- Mobcrush is a mobile video streaming company that enables mobile users to broadcast, watch and chat about games played and streamed in real-time



- Sharewall grants access to content by sharing that content through your social networks – providing reach for publishers and free content for users



- Vadio turns listeners into viewers by evolving traditional audio streams into rich media viewing experiences



- Thirty Labs is a New York based development studio and investment fund that is creating the next generation of digital video businesses



- Klipster is a location based mobile offers app for iOS and Android with more than 500,000 downloads in Sweden

KEY CONTACTS



- Anil Hansjee
- Chief Investment Officer MTGx and VP Ventures
- Email: anil.hansjee@mtgx.co
- Former Head of Corporate Development Google EMEA, Principal IDG Ventures Europe, VP Corporate Finance JPMorgan Chase, Co-Founder Firestart

KEY CORPORATE FACTS / KPIs


| | |
|-------------------------|--|
| Offices | Barcelona, Boston and London |
| Founded | 2004 |
| Employees | 12 of which 10 in Europe |
| Current Fund Size | EUR 105m |
| Use of Debt | No |
| Assets under Mgmt | EUR 170m |
| Target Investment Size | EUR 500K – EUR 6m |
| Target Geographies | Europe and US |
| Target Sectors | Internet, eCommerce, Mobile and Software |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | High growth, strong team, disruptive technology, scalable model |
| Website | www.nautacapital.com |
| Contact Email | info@nautacapital.com |
| Contact Phone | +34 93 503 59 00 |


FUND DESCRIPTION


Nauta Capital, founded in 2004 with presence in Barcelona (Spain), Boston (USA) and London (UK), is a venture capital firm specialized in early stage disruptive technology companies, having a special focus on 3 segments: ecommerce/internet, wireless/mobility, and enterprise software/security. Nauta seeks to invest in companies that have developed highly disruptive technologies or business models, have strong potential to grow and a clear strategy to develop international markets. Over a third of the portfolio is located in the UK, over a third in Spain and the remainder in the US and in other Western European countries.

SELECTED PORTFOLIO COMPANIES

privalia ✳ • Leading European and Latin American online fashion retailer

 **socialpoint** • Leading developer of social games for Facebook and Mobile

 • Leading local ecommerce player in Spain and in Italy

 **ScytI** • Global leader in electronic voting software

KEY CONTACTS



- Marcel Rafart
- General Partner
- Email: marcel.rafart@nautacapital.com
- Co-Founder of Nauta Capital and Diamond Cluster Consulting
- Companies: Privalia, Groupalia, SocialPoint and Fractus



- Javier Rubio
- General Partner
- Email: javier.rubio@nautacapital.com
- Co-Founder of Nauta Capital and Diamond Cluster Consulting
- Companies: SocialPoint, Groupalia, Mysportgroup and Handmade

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Munich, San Francisco, Bangkok |
| Founded | 1996 as tech/online marketing company; investment focussed since 2012 |
| Employees | 250 of which 247 in Europe |
| Use of Debt | Flexible |
| Target Investment Size | + EUR500k |
| Target Geographies | EMEA > 50%; US < 30% ASIA < 20% |
| Target Sectors | !Meta-Search! (Kayak for xyz vertical) Search if a lot of data is involved Ecommerce (if data related; no pure Ecommerce) Travel/Mobility "Internet" |
| Investment Style | Long-term value add partner |
| Deal structures | All |
| Key Investment Criteria | World-class entrepreneurs |
| Website | www.nfq.com |
| Contact Email | harald@nfq.com |
| Contact Phone | +49 (0)17664876544 |

FUND DESCRIPTION

NFQ accelerates the success of entrepreneurs with a current team of over 250 specialists delivering company-building services including strategy, engineering, operational scaling, recruiting, business development, product delivery, and product marketing.

We see ourselves as the "Entrepreneurs Behind the Entrepreneurs" and we take a very hands-on approach to investing. We strongly believe that the key to successful investing lies not just in finding the next outstanding internet brand – but in helping to create it. We focus on later-stage growth phases but do also seed and incubation stages.

We don't believe in the "spray and pray investment style" -> we do few investments but then partner with with entrepreneur all the way over multiple funding rounds.

SELECTED PORTFOLIO COMPANIES



- Built up swoodoo to European market leader-> exit to Kayak-> still leading Kayak's global tech & product teams with > 35 NFQ specialists



- First investors -> now: Global leader for local travel services



- Seed investors -> now: Global leader for cruise booking

Portfolio extract • <http://www.nfq.com/stories/>

KEY CONTACTS



- **Wolfgang Heigl**
- Founder & General Partner

- Companies: Getyourguide, Dreamlines, HappyCar, Oxid
- Operational: NFQ; Swoodoo -> Kayak; Hometogo



- **Harald Braunstein**
- Partner – Head of Investments
- Email: harald@nfq.com

- Companies: Trademachines; Ripple Labs; Hometogo
- Operational: Passion Capital, Rocket Internet; Merrill Lynch



Nokia Growth Partners

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | 4 |
| Founded | 2005 |
| Employees | 12 of which 2 in Europe |
| Current Fund Size | 250 Million USD + 100 Million USD |
| Assets under Mgmt | 700 Million USD |
| Target Investment Size | 5-15 Million USD |
| Target Geographies | Europe, US, China and India |
| Target Sectors | Mobile technologies |
| Investment Style | Active |
| Deal structures | Minority investments |
| Key Investment Criteria | Shipping product and revenues |
| Website | http://www.nokiagrowthpartners.com/ |
| Contact Email | ngp@nokiagrowthpartners.com |

FUND DESCRIPTION

Nokia Growth Partners invests in companies that are changing the face of mobility, communications and the internet. NGP offers industry expertise, capital and an extensive network, enabling entrepreneurs to build disruptive, industry-changing companies and take them to the global market. With offices in the US, Europe, India and China, NGP extends the reach of companies making their products and services local everywhere.

SELECTED PORTFOLIO COMPANIES



- RocketFuel



- Swype



- Heptagon

Full Portfolio

- <http://www.nokiagrowthpartners.com/blog/category/portfolio/>

KEY CONTACTS



- Bo Ilsoe
- Partner
- Email: bo.ilsoe@nokia.com

- [Biography](#) & [LinkedIn profile](#)
- Companies: heptagon, Innovis, Inside Secure, InVisage, pelican Imaging, SponsorPay, Voddler



- Walter Masalin
- Principal
- Email: walter.masalin@nokia.com

- [Biography](#) & [LinkedIn profile](#)
- Companies: Babbel, SponsorPay, Grand Cru, Voddler

Northzone

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, Stockholm, New York, Copenhagen, Oslo |
| Founded | 1996 |
| Employees | 11 Investment Professionals |
| Current Fund Size | over \$300 million |
| Use of Debt | No |
| Assets under Mgmt | over \$800 million |
| Target Investment Size | Stage agnostic investor |
| Target Geographies | Northern Europe/US |
| Target Sectors | Internet based business models |
| Investment Style | Active |
| Deal structures | Straight equity |
| Key Investment Criteria | Team, market, business model |
| Website | www.northzone.com |
| Contact Email | info@northzone.com |

Northzone

FUND DESCRIPTION

Northzone is a leading technology investment fund with over USD 800 million under management. With offices across the Nordics, London, and New York, Northzone works with stellar teams to build great tech companies. Northzone is an early investor in Spotify, Avito, Tobii, SpaceApe Games, and Trustpilot. With its recent USD 300+ million fund, Northzone is the largest technology-focused investment fund covering the Nordics and selective Northern Europe innovation hubs.

SELECTED PORTFOLIO COMPANIES



- World leading commercial streaming service with over 40 million active users



- Largest Russian classifieds portal and overall Top 3 Runet web property



- Award Winning Mobile/Social Gaming startup with hit game Samurai Siege

Full Portfolio

- <http://northzone.com/investments>

KEY CONTACTS



- Hans Otterling
- General Partner
- Email: hans@northzone.com



- Jeppe Zink
- General Partner
- Email: jeppe@northzone.com

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, New York |
| Founded | 2009 |
| Employees | 10 (8 in Europe) |
| Current Fund Size | \$120m |
| Use of Debt | Yes (convertible only) |
| Assets under Mgmt | \$150m |
| Target Investment Size | \$0.1m to \$10m |
| Target Geographies | Europe |
| Target Sectors | B2B SaaS |
| Investment Style | Active and supportive |
| Deal structures | Minority or majority |
| Key Investment Criteria | Vision, market size, tech & team |
| Website | www.notioncapital.com |
| Contact Email | wgibbins@notioncapital.com |
| Contact Phone | 0845 498 9393 |

FUND DESCRIPTION

Notion Capital is an entrepreneur-backed venture capital firm focused on Cloud Computing and Software-as-a-Service. We have a unique approach to investing that is founded on entrepreneurial empathy and a laser focus on a market that we know very well. We invest in the B2B & Enterprise space across areas such as FinTech, AdTech, eCommerce Enablement, Big Data & BI, Collaboration, and Security & Content Management.

SELECTED PORTFOLIO COMPANIES



NEWVOICEMEDIA

- Europe's leading Cloud-based contact centre platform

TRADESHIFT

- A global B2B commerce platform connecting thousands of business



- A leading emerging cross-border payments provider

Full Portfolio

- <http://www.notioncapital.com/portfolio>

KEY CONTACTS



- Stephen Chandler
- Managing Partner (London)
- Email: schandler@notioncapital.com

- Entrepreneur and investor in the Cloud SaaS space. Co-founder of Notion Capital & SeedCloud
- Companies: Tradeshift, Star, Realtime Targeting, Bondable



- Wayne Gibbins
- Associate (London)
- Email: wgibbins@notioncapital.com

- Tech and marketing professional with experience in s/w engineering, product management and marketing
- Manages Notion's seed program



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | London, Hong Kong, Malaysia, Indonesia, Philippines, Singapore, Taiwan, Thailand, Denmark, Mexico |
| Founded | 2012 |
| Employees | 350 |
| Current Fund Size | USD50m |
| Target Investment Size | <USD5m |
| Target Geographies | Global |
| Target Sectors | FinTech |
| Investment Style | Operational VC / Company Building |
| Deal structures | Majority, control, joint control, minority |
| Key Investment Criteria | Seed, Early Stage |
| Website | www.novafounders.com |
| Contact Email | raphael@novafounders.com |
| Contact Phone | +852 6393 0293 |

Nova Founders Capital

FUND DESCRIPTION

Nova Founders Capital builds and invests in sustainable large-scale business models with a strong emphasis on the fintech sector. We are very disciplined company builders and investors and understand how to efficiently grow companies. We believe value can only be created through a rigorous focus on execution, operational excellence and constant innovation. We provide companies with the continuous financial and operational support they need to be successful.

SELECTED PORTFOLIO COMPANIES



- CompareGlobalGroup is the most comprehensive financial product comparison group in the world, active across 10 countries.



- GlassesGroupGlobal is Asia-Pacific's largest online eyewear retailer, with the largest selection of sunglasses, prescription glasses and contact lenses.



- Lion&Lion is the leading data-driven digital marketing agency in Asia. The company utilizes analytical insights to drive campaigns that integrate creativity and performance marketing.

Full Portfolio

- www.novafounders.com/portfolio

KEY CONTACTS



- Raphael Strauch
- Managing Partner
- Email: raphael@novafounders.com

- Before founding Nova Founders Capital, Raphael worked as a Global Partner at Rocket Internet and as Managing Director at Groupon in Asia. Prior to this, Raphael was in Investment Banking at Goldman Sachs and Lazard in London and Frankfurt



- Mads Faurholt-Jorgensen
- Managing Partner
- Email: mads@novafounders.com

- Before founding Nova Founders Capital, Mads worked as a Global Partner at Rocket Internet and Managing Director at Groupon in Asia. Prior to this, Mads was a Management Consultant at McKinsey and an Analyst with the Private Equity Fund DanKap.

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Helsinki |
| Founded | 2009 |
| Employees | 5 of which 5 in Europe |
| Current Fund Size | 45M€ |
| Use of Debt | No |
| Assets under Mgmt | Ca. 55M€ |
| Target Investment Size | 1-2M€ |
| Target Geographies | Europe |
| Target Sectors | Software, Internet, Mobile, Cloud |
| Investment Style | Active |
| Deal structures | Minority, early stage VC |
| Key Investment Criteria | Product proven by strong user-base traction, scalable business opportunity |
| Website | www.openoceancapital.com |
| Contact Email | tom@openoceancapital.com |
| Contact Phone | (email, please) |

OPEN OCEAN CAPITAL

FUND DESCRIPTION

Open Ocean Capital is “the MySQL founder’s venture capital firm”. Open Ocean invests in A- and B-round European software start-ups with large user-base / community business-models. Open Ocean leverages its direct experience as the founders and investors in MySQL to provide hands-on support to the management of companies receiving Open Ocean’s funding.

SELECTED PORTFOLIO COMPANIES



- SkySQL is the world’s leading open-source database company



- CommerceGuys is the Drupal Commerce (e-commerce platform) commercialization company



- Truecaller is the world’s largest collaborative phone directory

Full Portfolio

- http://www.openoceancapital.com/our_portfolio

KEY CONTACTS



- Tom Henriksson
- Partner
- Email: tom@openoceancapital.com

- Joined Open Ocean from a 9 year stint at Nokia, which included running Nokia’s mobile advertising business, and heading Corporate BD. Earlier Managing Partner of VC fund investing in MySQL’s A-round.



- Riku Seppälä
- Associate
- Email: riku@openoceancapital.com

- Formerly with start-up(s) in Canada and at Google. Founder of Aalto (University’s) Entrepreneurship Society.

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Munich/Berlin |
| Founded | 2013 |
| Employees | 4 |
| Current Fund Size | N/A |
| Use of Debt | No |
| Assets under Mgmt | N/A |
| Target Investment Size | Seed Investments |
| Target Geographies | GAS/CEE/US/UK/Israel |
| Target Sectors | B2B/B2C/Internet/Tech |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | <ul style="list-style-type: none"> • Seed stage • Working prototype/live • Committed team |
| Website | www.p7s1accelerator.com |
| Contact Email | jakob.pranter@prosiebensat1.com |
| Contact Phone | +49 89 9507-7540 |

FUND DESCRIPTION

ProSiebenSat.1 Accelerator is a 3-month program to support start-ups, led by one of the largest media corporations in Europe, ProSiebenSat.1 Media Group. Launched in 2013, the program provides high potential startups with seed funding, mentoring, office space, and access to investors and strategic partners as well as to Germany's largest media network. Currently there are 26 companies in our portfolio.

Our focus is not limited to startups connected to media industry. We welcome startups from every segment – both B2C and B2B. We are aiming to speed up the pace of the development of promising young companies.

SELECTED PORTFOLIO COMPANIES


• Platform for simple online investing – all investment products in one account



kinematics

• Modular robotics toy system



ekoio

• Accessory and app to connect any car's onboard computer and engine data to your smartphone

Full Portfolio

• www.p7s1accelerator.com/en/portfolio/

KEY CONTACTS


• Dr. Jens Pippig
• Managing Director
• Email: jens.pippig@prosiebensat1.com

• MD of the P7S1 Accelerator.
• Head of Strategy & Operations at ProSiebenSat.1 Media Group
• McKinsey & Company
• Co-Founder of Entrypark/Potentialpark



• Jakob Pranter
• Program Manager
• Email: jakob.pranter@prosiebensat1.com

• Program Manager of ProSiebenSat.1 Accelerator
• Strategy & Operations Management Trainee at ProSiebenSat.1 Media AG
• Previously: Minds+Machines (TLDH), LVMH



P101

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Milan |
| Founded | 2013 |
| Employees | 8 (all in Europe) |
| Current Fund Size | 35mln € |
| Use of Debt | No |
| Assets under Mgmt | 35mln € |
| Target Investment Size | 500,000€-5,000,000€ |
| Target Geographies | Europe |
| Target Sectors | Digital |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Team, market potential, metrics |
| Website | www.p101.it |
| Contact Email | a.dicamillo@p101.it |
| Contact Phone | +39 348 3913303 |

FUND DESCRIPTION

P101 is a venture capital firm specialising on early-stage investments in the digital sector. Our aim is to provide new entrepreneurs with capital, expertise, and resources to sustain and accelerate the growth of their companies. The investments are mainly focused on Italian companies able to exploit the opportunities offered by the digital revolution and that have already proven their business model and the ability to scale quickly, relying on technological, product and process innovation. These are companies that are able to leverage on typical Italian excellences to compete on a international level. P101 was launched by Andrea Di Camillo, who has over 15 years of experience as a venture capital investor and entrepreneur. The investment company is named after the first personal computer sold on a large scale. Programma 101 was designed and manufactured by Olivetti during the 60s, and was an example of Italian innovation that has left a mark on the history of modern digital technology.

SELECTED PORTFOLIO COMPANIES

MUSIXMATCH

- musiXmatch is the world's largest lyrics catalogue available on mobile and desktop devices. It has over 25 million users worldwide and provides more than 7 million lyrics in 38 languages.



- MiSiedo provides online real-time reservations with an immediate confirmation at the best Italian restaurants. By the end of 2014 its database will include more than 2,000 restaurants.



- Cortilia is an Italian online agricultural market connecting consumers and local farmers. Its website has more than 40,000 subscribers and the company makes thousands of delivery each week.

Full Portfolio

- www.p101.it/portfolio/

KEY CONTACTS



- Andrea Di Camillo
- Managing Partner
- Email: a.dicamillo@p101.it

- Andrea has more than 15 years of experience as a venture capital investor and entrepreneur. He worked with Kiwi I and Cir Ventures, and co-founded Vitaminic and Banzai.

- Companies: Musixmatch, Misiedo, Cortilia



- Giuseppe Donvito
- Partner
- Email: g.donvito@p101.it

- Giuseppe has gained experience in the PE/VC industry, by working with companies such as 3i Group plc, HSBC Bank and Futurimpresa SGR.

Partech Ventures

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Paris , Berlin, San Francisco |
| Founded | 1982 |
| Employees | Omri Benayoun, Philippe Collombel, Bruno Crémel, Nicolas El Baze, Romain Lavault, Gabriel Matuschka, Mark Menell, Jean-Marc Patouillaud |
| Current Fund Size | \$200 million |
| Use of Debt | No |
| Assets under Mgmt | \$650 million |
| Target Investment Size | Seed, earl-stage, growth stage |
| Target Geographies | US and Europe |
| Target Sectors | IT & Digital |
| Investment Style | Active |
| Deal structures | Joint control, minority |
| Key Investment Criteria | - |
| Website | www.partechventures.com |
| Contact Email | contact@partechventures.com |
| Contact Phone | +33 1 53 65 65 53 |

FUND DESCRIPTION

Partech Ventures is a venture capital firm based in San Francisco, Paris and Berlin. Started in 1982, we are a partnership with \$650 million under active management. Our mission is to help outstanding entrepreneurs to succeed in a global economy. We look for companies with a substantial technology or innovation leverage, both in IT and Digital. We manage seed and venture funds, allowing ourselves to invest from \$250,000 to \$10 million in the early institutional rounds of high growth companies. We believe in the unique transatlantic model of our firm. For us, long term success is based on being extremely open, proactive and supportive to our entrepreneurs. In 2014, Partech Ventures has been nominated the first non-American fund by the Private Equity Intelligence (Preqin) and ranked as the 7th best worldwide venture capital fund.

SELECTED PORTFOLIO COMPANIES



- Internet of things data network infrastructure and operator



- Largest european video adserver



- Menswear fashion ecommerce site

Full Portfolio

- www.partechventures.com/portfolio

KEY CONTACTS



- Philippe Collombel
- Managing Partner
- Email pcollombel@partechventures.com
- Prior experience: Accenture (Partner), Carrefour
- Graduated from the « Institut d'Etudes Politiques » of Paris and of the Kellogg Graduate School of Business



- Jean-Marc Patouillaud
- Managing Partner
- Email jmpatouillaud@partechventures.com
- Prior experience: Finovelec (Partner), Alstom
- Engineering graduate (Supelec) and MBA (HEC Paris)





KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London |
| Founded | 2011 |
| Employees | 5 |
| Current Fund Size | £37.5 million |
| Use of Debt | No |
| Assets under Mgmt | £37.5 million |
| Target Investment Size | £200k |
| Target Geographies | UK/Europe |
| Target Sectors | Technology, Internet, Digital, Mobile |
| Investment Style | Entrepreneur-friendly former operators |
| Deal structures | Minority or Majority |
| Key Investment Criteria | Great founders |
| Website | www.passioncapital.com |
| Contact Email | info@passioncapital.com |
| Contact Phone | +442078333373 |

PASSION CAPITAL

FUND DESCRIPTION

Passion Capital is the leading early-stage tech VC in London.

SELECTED PORTFOLIO COMPANIES



- Classifieds aggregator



- Private company information online



- Easy online payments starting with direct debits

Full Portfolio

- <http://www.passioncapital.com/portfolio>

KEY CONTACTS



- **Stefan Glaenzer**
- Partner
- Email: stefan.glaenzer@gmail.com

- Companies: Eye'Em, Readmill, Coinfloor, DailyDeal, (Mendeley, Kaufda, last.fm)
- Operational: Ricardo.de



- **Eileen Burbidge**
- Partner
- Email: eileenburbidge@gmail.com

- Companies: DueDil, Lulu, Memoto, Digital Shadows (Mendeley, Mattermark)
- Operational: Yahoo!, Skype, PalmSource, Openwave, Sun, Apple



- **Robert Dighero**
- Partner
- Email: robert@dighero.com

- Companies: Adzuna, GoCardless, TeacherCentric (Shuttl, Limundo)
- Operational: QXL, AOL, Bertlesmann, Bain

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London |
| Founded | 2010 |
| Employees | 5 (of which 5 in Europe) |
| Current Fund Size | - |
| Use of Debt | No |
| Assets under Mgmt | N/A |
| Target Investment Size | €200k - €20m |
| Target Geographies | Worldwide |
| Target Sectors | Any |
| Investment Style | Active |
| Deal structures | Any |
| Key Investment Criteria | Online companies with network effects |
| Website | www.pitoncap.com |
| Contact Email | info@pitoncap.com |
| Contact Phone | +44 (0) 207 408 0451 |

Piton Capital

FUND DESCRIPTION

Piton Capital is a venture capital and growth equity firm based in London. It focuses on investments in online companies with network effects, such as marketplaces and exchanges. Its founding partners have deep entrepreneurial and investment experience, and have been instrumental investors in Betfair and QXL Ricardo, amongst others. Piton's current portfolio includes Quandoo, BullionVault, DaWanda, videdressing, docplanner, dutycalculator and FanDuel.

SELECTED PORTFOLIO COMPANIES



- Quandoo is the industry leading real-time booking technology, positioned to be global leaders in the restaurant space. As a technology-enabled market place, Quandoo is equipping its partner restaurants with an industry-leading reservation management system that digitizes a restaurant's inventory and makes it real-time accessible from online and mobile channels. Piton led the \$25m Series C round.



- Watchfinder is the leader in UK pre-owned luxury watches, having sold over £120 million in luxury brands such as Rolex, Cartier, Tag Heuer, Breitling, Omega, and Patek Philippe, as well as rare and vintage models. Piton co-led Watchfinder's \$10m investment round in September 2014.



- FanDuel is now the leading daily fantasy sports game for NFL, MLB, NBA and NHL, targeting the 30+ million adult fantasy sports players in North America. Players draft fantasy sports teams at any time in head-to-head or multi-player contests, paying an entry fee for each contest and vie for cash prizes. In 2013 the company awarded over \$150m in prizes and is on course to award over \$400m in 2014. FanDuel closed a \$70m Series D Round in September 2014.

Full Portfolio

- <http://www.pitoncap.com/portfolio/>

KEY CONTACTS



- Andrin Bachmann
- Partner
- Email: Andrin.Bachman@pitoncap.com

- Co-founder of Glocalnet
- QXL Ricardo
- Companies: Quandoo, FanDuel, DaWanda, DocPlanner, Videdressing



- Greg Lockwood
- Partner
- Email: Greg.Lockwood@pitoncap.com

- Founded UBS Capital's early stage venture activities, early investor and former Chairman of Betfair
- Companies: BullionVault, Watchfinder, MBA&Company, BundleTech

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Berlin |
| Founded | 2011 |
| Employees | 7 |
| Current Fund Size | €40m |
| Use of Debt | No |
| Assets under Mgmt | €45 m |
| Target Investment Size | €300k to €1.5 million |
| Target Geographies | Europe and North America |
| Target Sectors | Technology, Internet, Digital, Mobile |
| Investment Style | Entrepreneur-friendly and hands-on approach |
| Deal structures | Minority |
| Key Investment Criteria | Early Stage SaaS and marketplaces |
| Website | www.pointninecap.com |
| Contact Email | rodrigo@pointninecap.com |
| Contact Phone | |




POINT NINE CAPITAL

FUND DESCRIPTION



Point Nine Capital is a Berlin-based early-stage venture capital firm, primarily investing in Software-as-a-Service (SaaS) and marketplaces' startups. The fund and its managers have backed a number of highly successful Internet companies including Zendesk, DeliveryHero, Westwing and DaWanda.

More information can be found at www.pointninecap.com

SELECTED PORTFOLIO COMPANIES

| | |
|--|---|
|  brainly.com | • International group of social learning sites |
|  Kreditech <small>BIG DATA / small loans</small> | • International big data-driven credit scoring service and loan provider |
|  mention | • SaaS web & social media monitoring tools |
| Full Portfolio | • http://www.pointninecap.com/portfolio |

KEY CONTACTS

| | | |
|---|---|---|
|  | <ul style="list-style-type: none"> • Christoph Janz • Managing Partner and co-founder • Email: christoph@pointninecap.com | <ul style="list-style-type: none"> • Serial Entrepreneur and business angel • Companies: Zendesk, FreeAgent, Geckoboard, |
|  | <ul style="list-style-type: none"> • Pawel Chudzinski • Managing Partner and co-founder • Email: pawel@pointninecap.com | <ul style="list-style-type: none"> • Co-founder and Partner at Team Europe • Companies: Positionly, DaWanda, DeliveryHero |

PRIME/VENTURES

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Amsterdam, Cambridge |
| Founded | 1999 |
| Employees | 9 (all in Europe) |
| Current Fund Size | €130 million |
| Use of Debt | yes |
| Assets under Mgmt | €425 |
| Target Investment Size | €5 to €25 |
| Target Geographies | Europe |
| Target Sectors | Consumer internet, digital media, enterprise software, mobile computing, communications, infrastructure services, semiconductor |
| Investment Style | Active support (board membership) |
| Deal structures | Sizable minority stake |
| Key Investment Criteria | Fast growing European technology companies with the first proof points of success |
| Website | http://www.primeventures.com/ |
| Contact Email | sake@primeventures.com |
| Contact Phone | +31 20 20 508 20 |

PRIME VENTURES

FUND DESCRIPTION

Prime Ventures is a leading venture capital and growth equity firm focusing on investing in European companies in the technology and related industries and leverages its capital, experience and network to actively guide them into global category leaders. The firm has invested in companies in the Benelux countries, the United Kingdom, France, Germany, Finland and Sweden. From its offices in The Netherlands and the UK the independent partnership manages over 425 million euro in committed capital.

SELECTED PORTFOLIO COMPANIES



mendix

- Mendix enables business change by helping companies rapidly develop, deploy and integrate business apps at a fraction of the time and cost.



Takeaway.com

- With Takeaway.com hungry consumers can order their favourite takeaway food on the company's websites or through its mobile applications.



AppLift
Mobile Games Marketing

- Through its mobile games marketing platform, AppLift helps mobile game advertisers acquire loyal, quality gaming users at scale on a CPI basis.

Full Portfolio

- http://www.primeventures.com/portfolio_companies/

KEY CONTACTS



- **Sake Bosch**
- Managing Partner
- sake@primeventures.com
- Sake Bosch is a founder and Managing Partner of Prime Ventures as of 1999
- He is actively involved in Civolution, Greetz, MarkaVIP, Service2Media, SaaSPlaza and Thuisbezorgd.nl (Takeaway.com)

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Berlin, São Paulo |
| Founded | 2012 |
| Employees | 100 |
| Current Fund Size | € 80 million |
| Target Investment Size | < € 3 million |
| Target Geographies | Europe, Brazil |
| Target Sectors | Internet, Ad Tech, Mobile |
| Investment Style | Company Building/Operational VC |
| Key Investment Criteria | Seed, Early Stage |
| Website | www.project-a.com |
| Contact Email | thies.sander@project-a.com |
| Contact Phone | +49 30 340606300 |

Project A Ventures

FUND DESCRIPTION

Project A Ventures is a Company Builder focusing on Internet, mobile and advertising technology. With our experts' operational know-how and our financial support, we help start-ups to build up competences in all key areas – and thus contribute to their sustainable success. IT, Performance Marketing, Business Intelligence and Organization Building: Our experts, based in Berlin and Sao Paulo, are among the best in their field and have been involved in building more than 50 market leading companies worldwide within the last 15 years.

SELECTED PORTFOLIO COMPANIES



- B2C online shop for car spare parts, specifically tires (exited in Sep 2013)



- Online platform for emerging artist to showcase and sell their work



- Facebook Ads campaign management platform

Full Portfolio

- <http://www.project-a.com/en/portfolio/>

KEY CONTACTS



- Thies Sander
- Founding Partner + Managing Director
- Email: thies.sander@project-a.com

- Responsible for the areas of Investor Relations, Investment Operations and Active Portfolio Management



- Florian Heinemann
- Founding Partner + Managing Director
- Email: florian.heinemann@project-a.com

- Responsible for the areas of marketing, CRM and business intelligence



Redalpine Venture Partners AG

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 1 |
| Founded | 2007 |
| Employees | 7 (of which 7 in Europe) |
| Current Fund Size | CHF 50M |
| Use of Debt | No |
| Assets under Mgmt | CHF 50M |
| Target Investment Size | CHF 0.5-2M |
| Target Geographies | Europe (with focus on CH, GE) |
| Target Sectors | ICT, Life Sciences |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Early stage, highly scalable technology/product, convincing founders |
| Website | http://www.redalpine.com/ |
| Contact Email | info@redalpine.com |
| Contact Phone | +41 44 271 15 30 |

FUND DESCRIPTION

Redalpine provides Venture Capital to highly scalable European start-ups. Our mission is to help talented entrepreneurs turn an ambitious vision into reality by providing money, experience, coaching and door opening. Redalpine was established in 2006 by a group of successful serial entrepreneurs, business angels and start-up coaches. Since the mid-eighties, they have co-founded and supported some of the most disruptive and successful European high-tech start-up companies, including Xing, SoundCloud and Plazes. The two funds currently in operation have invested in over 20 companies active within the ICT and life science sectors.

SELECTED PORTFOLIO COMPANIES



- The first fully digitalised insurance broker



- Art. Everywhere. Online Shop for Art, Apparel and Accessories



- Europe's most modern and entirely smartphone-based current account

Full Portfolio

- <http://www.redalpine.com/portfolio-all/>

KEY CONTACTS



- Peter Niederhauser
- Founder, Partner
- peter.niederhauser@redalpine.com

- Serial entrepreneur since 1986, co-founder of Miracle Software, Business Angel
- Companies: InSphero, Poken, Number26, Trekksoft, Junique, Knip



- Michael Sidler
- Founder, Partner
- michael.sidler@redalpine.com

- PhD in Life Sciences, Consultant at Boston Consulting group, Business developer at Prionics, CTI- startup coach
- Companies: Redbiotec, Biognosys, Malcisbo, Onsite-Lab (Medmira)



Redpoint Ventures

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Menlo Park, CA (headquarters), Los Angeles, Shanghai, Sao Paulo |
| Founded | 1999 |
| Employees | 25+ investment professionals globally |
| Current Fund Size | Redpoint V (Early), \$400M; Redpoint Omega II (Growth), \$400M; Redpoint e.ventures (Early), \$130M |
| Assets under Mgmt | \$3.4B |
| Target Investment Size | Focus on both early and growth stage investments (up to \$50M in equity) |
| Target Geographies | Global |
| Target Sectors | Internet, mobile, digital media, and software |
| Investment Style | Active lead investor |
| Deal structures | Minority equity to fund working capital, acquisitions and shareholder liquidity |
| Key Investment Criteria | Redpoint looks to partner with industry defining companies and emerging leaders of rapidly-growing markets |
| Website | http://www.redpoint.com |
| Contact Email | ideas@redpoint.com |
| Contact Phone | (650) 926-5600 |

FUND DESCRIPTION

Redpoint Ventures is a leading technology focused venture capital and growth equity firm. The firm manages \$3.4 billion in capital and invests globally across the Internet, mobile, digital media, and software sectors. By providing access to capital and domain expertise, Redpoint helps develop industry defining growth companies. Redpoint's Partners have funded 374 companies and have been involved in 120 IPOs and acquisitions. From the earliest stages, Redpoint has supported HomeAway, Fortinet, Heroku, Netflix, TiVo, Juniper, RightMedia, Zimbra, LifeSize, among many others, helping them transform their industries.

a

SELECTED PORTFOLIO COMPANIES



- Netflix is the world's leading Internet / TV network with nearly 38 million members in 40+ countries, streaming 1 billion+ hours per month



- HomeAway is the world's leading online marketplace for the vacation rental industry, representing over 775,000 paid listings in 171 countries



- Just-Eat is the world's largest takeaway ordering service, operating in 13 countries and serving over 34,000 restaurants



- Open English is a leading online English learning platform, serving over 80,000 students in over 20 countries

Full Portfolio

- <http://www.redpoint.com/portfolio>

KEY CONTACTS



- Pueo Keffer
- Partner
- Email: pkeffer@redpoint.com
- Helps lead Redpoint's growth equity practice and focuses on opportunities in Internet, mobile, digital media, and software
- Companies: Just-Eat, HomeAway, Sonos, Open English, Kabam, ViajaNet, 55 Social

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | 1-3 Strand, London |
| Founded | 2000 |
| Employees | 5 (of which 5 in Europe) |
| Current Fund Size | \$100m |
| Assets under Mgmt | \$250m |
| Target Investment Size | \$1-10m |
| Target Geographies | North America, Europe, Israel |
| Target Sectors | Big Data, Healthcare IT, Deep Technology, Internet & Media |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Outstanding management team, sizeable market opportunity, customer traction |
| Website | www.rev.vc |
| Contact Email | Luke.smith@reedelsevier.com |
| Contact Phone | 0207 166 5665 |

Reed Elsevier Ventures

FUND DESCRIPTION

Reed Elsevier Ventures is a London based technology & media venture capital firm founded in 2000. We are backed by one of the world's most successful media and information companies, Reed Elsevier.

Our focus is high growth, technology, internet & media companies based in the US, Europe or Israel. Our sectors include: big data & analytics, new media & mobile, and healthcare information & software.

SELECTED PORTFOLIO COMPANIES



- Provider of software applications for integrating, visualizing and analyzing the world's information



- Big data platform for ingesting, processing and analysing massive volumes, greater velocities and wider varieties of data in real time



- Provider of patient intelligence based on the collection and analysis of massive amounts of patient-written health experiences

Full Portfolio

- <http://rev.vc/our-portfolio>

KEY CONTACTS



- Tony Askew
- General Partner
- Email: tony.askew@reedelsevier.com

- Tony has over 20 years experience building and financing digital media and technology businesses. He was a founding partner of REV in 2000
- Companies: Babbel, Spacecurve



- Kevin Brown
- General Partner
- Email: kevin.brown@reedelsevier.com

- Kevin has been involved in early stage tech & VC since the late 90s as an entrepreneur & investor. He was a founding partner of REV in 2000
- Companies: GigaOm, Healthline



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Moscow, New York, Boston |
| Founded | 2000 |
| Employees | 15 |
| Current Fund Size | 500M\$ |
| Use of Debt | No |
| Assets under Mgmt | 800M\$ |
| Target Investment Size | Up to 30M\$ |
| Target Geographies | US, Europe, India, SEA, Turkey, Russia |
| Target Sectors | Consumer internet, SAAS, Digital Media, |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | Strong Team, Scalable Model, High Growth |
| Website | www.ru-net.ru , www.rtp.vc |
| Contact Email | info@ru-net.ru |
| Contact Phone | +7 495 7979763 |

ru-Net

FUND DESCRIPTION

Ru-Net is one of the leading Russian based VC funds investing globally in growing companies in the consumer and technology space with a focus on disruptive models, digital media, marketplaces and transaction businesses, platforms, SAAS and big data.

Started in 2000 and making the name with early investments in OZON and Yandex ruNet now invests out of our third 500M\$ fund and has a portfolio of more than 40 companies spanning across Russia, Europe, Turkey, India, USA, South East Asia.

SELECTED PORTFOLIO COMPANIES



Delivery Hero

- Delivery Hero is one of the leading global online food delivery services



- Snapdeal is the leading Indian online marketplace



- Ozon is the biggest ecommerce and online travel agency in Russia



DATADOG

- DataDog is one of the leading cloud based infrastructure monitoring tools

KEY CONTACTS



- Galina Chifina
- Investment Director
- Email: gchifina@ru-net.ru

- Joined ru-Net team in 2007 and currently supervising Russian, Indian, Turkish and European portfolio
- Companies: Ivi, Mamsy, SnapDeal, FreeCharge, AppsDaily, Delivery Hero



- Alexander Pavlov
- Investment Director
- Email: apavlov@ru-net.ru

- Joined ru-Net in 2008 and covering Russian, European and South East Asian portfolio
- Companies: Biglion, Dawanda, eSky



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Moscow |
| Founded | 1991 |
| Employees | 38 (all based in Moscow) |
| Current Fund Size | ~\$720 million* |
| Use of Debt | No |
| Assets under Mgmt | \$1.5 billion |
| Target Investment Size | \$5 - \$50 million |
| Target Geographies | Russia and the CIS |
| Target Sectors | Technology, Media and Telecommunications (TMT) |
| Investment Style | Active |
| Deal structures | Joint control or minority |
| Key Investment Criteria | High-growth businesses focused on developing new, innovative technologies |
| Website | www.russiapartners.ru |
| Contact Email | info@rp.co.ru |
| Contact Phone | +7 (495) 234-3095 |

* Includes Russia Partners III and Russia Partners Technology Fund.

Russia Partners

FUND DESCRIPTION

Russia Partners, a pioneer in private equity investing in Russia and the CIS, has approximately \$1.5 billion of assets under management. The firm is one of the oldest and largest private equity firms in Russia and the CIS. Since its founding in 1991, Russia Partners has become the leader in attracting and managing long-term private equity investments from U.S. and foreign institutional investors into the region. The firm has managed investments in more than 60 companies since its inception. Russia Partners is a wholly-owned subsidiary of Siguler Guff & Company, LP, a multi-strategy private equity investment firm. Siguler Guff and its affiliates, which have over \$10.0 billion in assets under management, invest opportunistically in sectors of market inefficiency.

SELECTED PORTFOLIO COMPANIES



- Global provider of software engineering services, listed on NYSE (EPAM)



- #1 online fashion retailer and a Top-5 e-Commerce provider in Russia



- Global leader in virtualization and automation software that optimizes computing for consumers, businesses and service providers across all major hardware, operating systems and virtualization

Select Transactions • <http://russiapartners.com/representative-transactions/>

KEY CONTACTS



- Roman Simonov
- Managing Director
- Email: simonov@rp.co.ru
- Russia Partners since 2010
- Companies: KupuVip.ru, Parallels, Slice.com



- Alexander Lupachev
- Director
- Email: lupachev@rp.co.ru
- Russia Partners since January 2013
- Companies: Banki.ru, Slice.com

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London (UK), Moscow (Russia) |
| Founded | 2012 |
| Employees | 7 - of which 5 in Europe |
| Current Fund Size | USD 100M |
| Use of Debt | No |
| Assets under Mgmt | Fund is nearly 40% invested |
| Target Investment Size | USD 2-8M |
| Target Geographies | Europe, USA, and Russia |
| Target Sectors | Fintech |
| Investment Style | Hands on investors – tend to have Board representation. |
| Deal structures | Minority Stake |
| Key Investment Criteria | New financial services or new technology for financial services; Growth stage: existing product or service, generating revenue or in significant “pilot deployments” |
| Website | http://www.sbt-vc.com |
| Contact Email | mircea@sbtventurecapital.com |
| Contact Phone | +1 6502831069 |

FUND DESCRIPTION

SBT Venture Capital manages a fintech VC fund investing in Series A-D rounds of the most promising early stage companies in the financial services industry. We bring solid experience of the banking industry, a network of financial service companies and related technology vendors. SBT's main partner is the largest commercial bank in Russia. Current focus is on early-stage growth companies that are generating revenue, in need of financial/ intellectual capital and access to the right network in order to rapidly scale. SBT provides more than just finance. We foster growth.

SELECTED PORTFOLIO COMPANIES

Moven

- Mobile application for personal money management, defined as “the future of a checking account” with real-time solutions for customer needs.

sequent

- Provider of digital issuance and open wallet platform-as-a-service that delivers secure mobile payments and value-added services to banks, mobile operators, merchants, and access control providers

walkbase

- In-store retail analytics provider and indoor positioning solution which provides a retail analytics solution for improving the impact of marketing on physical stores and personalizing in-store shopping experience

Full Portfolio

- <http://www.sbt-vc.com/portfolio/>

KEY CONTACTS



- Mircea Mihaescu
- General Partner
- Email: mircea@sbtventurecapital.com

- Over 30 years of experience in managing innovative software development projects, from startups to large corporations.
- Companies: Sberbank, IBM, Think Dynamics, beMany, Bank of Montreal



- Matteo Rizzi
- General Partner
- Email: matteo@sbtventurecapital.com

- 8 Years experience in web-oriented IT and networking hardware; 6 Years in banking tech and interbank telecommunications
- Co-founder of Inn tribe, SWIFT collaborative innovation initiative in the Financial Industry

Scottish Equity Partners

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | London and Glasgow |
| Founded | 2000 |
| Employees | 30 of which all in Europe |
| Current Fund Size | £200m |
| Assets under Mgmt | £535m |
| Target Investment Size | £2m-£20m |
| Target Geographies | UK and Ireland (Europe by exception) |
| Target Sectors | Software, digital media, e-commerce, healthcare and energy |
| Investment Style | Active |
| Deal structures | Minority, replacement, MBO |
| Key Investment Criteria | Growth equity and venture capital for innovative companies in technology or technology enabled sectors with substantial potential for growth. |
| Website | www.sep.co.uk |
| Contact Email | enquiries@sep.co.uk |
| Contact Phone | 0207 758 5900; 0141 273 4000 |

FUND DESCRIPTION

SEP is a leading UK venture capital company focused on investment for innovation and growth. SEP invests throughout the UK and Ireland in the technology and media sectors, typically taking significant minority stakes in companies at or close to profitability and exhibiting strong revenue growth. SEP has a long and distinguished track record in helping exceptional technology companies achieve great things. The firm's reputation as supportive and knowledgeable investors is unrivalled making SEP the venture capital partner of choice for many entrepreneurs.

SELECTED PORTFOLIO COMPANIES



- Over 20 million people are now using Skyscanner to find their flights, car hire and hotels each month, and the Skyscanner app has been downloaded over 25 million times.



- A leading online eyewear retailer focused on the European market, Mister Spex has over 500,000 customers and has grown rapidly since its formation 4 years ago.



- Matchesfashion.com sells luxury fashion clothing, accessories and fine jewellery online and through 14 London stores and ships to 120 countries.

Full portfolio

- www.sep.co.uk/portfolio

KEY CONTACTS



- Calum Paterson
- Managing Partner
- Email: contact_angela@sep.co.uk
- Calum heads up the SEP investment team and chairs its investment committee
- Companies: Skyscanner; Media Ingenuity



- Stuart Paterson
- Partner
- Email: contact_stuart@sep.co.uk
- A founding Partner of SEP, Stuart is interested in new investment opportunities in software, internet and new media
- Companies: Mister Spex; SocialBro; Control Circle






KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | 1 |
| Founded | 2013 |
| Employees | 6 of which 6 in Europe |
| Current Fund Size | 57 |
| Use of Debt | No |
| Assets under Mgmt | 57 |
| Target Investment Size | € 5M |
| Target Geographies | Spain & LatAm |
| Target Sectors | Marketplaces Consumer Internet & Media Consumer Mobile Enterprise and Consumer Software & Services – SaaS Digital Marketing Payment: Internet & Mobile |
| Investment Style | Active |
| Deal structures | Sizeable equity investments |
| Key Investment Criteria | Selected deals (Spain, LatAm, Europe) Proven Business Models Companies in need of expansion or growth capital |
| Website | www.seayaventures.com |
| Contact Email | info@seayaventures.com |
| Contact Phone | +34 91 110 86 97 |



FUND DESCRIPTION

Seaya Ventures is a Spanish venture fund investing in (late) early / growth stage Internet and technology-enabled businesses in Spain, LatAm and Europe. The fund seeks to transform early and growth stage companies into category leaders. Being entrepreneurs ourselves, we look for innovative businesses that can build a lasting value. We empower outstanding teams and help them navigate from (late) early and growth stages into rapid growth and sustainable profitability.

SELECTED PORTFOLIO COMPANIES

| | |
|---|--|
|  | • DIY ticketing platform for Spanish speaking countries. |
|  | • Online platform for food delivery and takeout. |
|  | • Provider of real-time online restaurant reservations for diners; reservation and guest management solutions for restaurants. |
|  | • Digital Marketing Technology and Services to SMEs. |
|  | • Web and mobile app that enables users to request high-end cars with chauffeur. |
| Full Portfolio | • http://seayaventures.com/portfolio |

KEY CONTACTS

| | | |
|---|--|--|
|  | <ul style="list-style-type: none"> • Beatriz González • Founder & Managing Partner • bg@seayaventures.com | <ul style="list-style-type: none"> • +12 years working in the private equity industry. • Previous to Seaya Ventures: Head of the Telefonica's Pension Fund, Darby Overseas (part of the LatAm Mid-market Growth Fund), Excel Partners, Morgan Stanley (Equity Research), Qarana. Member of ILPA (2008-2011). |
|  | <ul style="list-style-type: none"> • Michael Kleindl • Founder & Managing Partner • mk@seayaventures.com | <ul style="list-style-type: none"> • +10 years successfully investing as a business angel. • Previous to Seaya Ventures: Co-founder and CEO of AdLINK. Michael has invested and exited companies such as ZanoX.de, MAILPROFILER, United MailSolutions, Eyewonder, Buy VIP, AdCloud GmbH, Smartclip... • His portfolio includes: Smartclip Latam, Crossinx, PayCo, Mediasmart, Bodeboca. Board Member at Hi Media. |

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Munich |
| Founded | 2011 |
| Employees | 40 |
| Current Fund Size | NA |
| Use of Debt | No |
| Assets under Mgmt | NA |
| Target Investment Size | €1 million to €50 million |
| Target Geographies | German-speaking Europe |
| Target Sectors | Internet, Mobile |
| Investment Style | Active owners and hands-on business partners |
| Deal structures | Minority or Majority |
| Key Investment Criteria | Close fit with TV/mass media, strong economics, profitable or clear path to break-even |
| Website | http://www.sevenventures.de/en |
| Contact Email | claas.van.delden@sevenventures.de |
| Contact Phone | +49 89 9507 8670 |

FUND DESCRIPTION

SevenVentures is the venture arm of the ProSiebenSat.1 Group, one of the leading media companies in Europe and Germany's largest television network. Our media-for-equity business models give companies both growth capital and advertising time in return for equity. We invest in growth companies with attractive products and services in online and TV-related segments, e.g. fashion and travel. SevenVentures is the leading media investor in Europe that helped building market leading brands like Zalando, trivago or Tirendo.

SELECTED PORTFOLIO COMPANIES

STYLIGHT

- Europe's leading online fashion marketplace



- *Leading* German online marketplace for furniture



- #1 meta-search for rental cars in Germany

Full Portfolio

- <http://www.sevenventures.de/en/portfolio>

KEY CONTACTS



- Claas van Delden
- Managing Director
- *Strategic Investments*
- Email: claas.van.delden@sevenventures.de
- Prior positions at Holtzbrinck Digital, Boston Consulting
- Companies: moebel.de, billiger-mietwagen and mydays (now managed by 7Travel)



- Sascha van Holt
- Managing Director
- *Media Investments*
- Email: sascha.van.holt@sevenventures.de
- Prior positions at Waterland Private Equity, Bertelsmann/arvato
- Companies: JustFab, Shopkick

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Kiev, Moscow, Luxembourg |
| Founded | 2010 |
| Employees | 10 (all in Europe] |
| Current Fund Size | \$50 mln |
| Use of Debt | No |
| Assets under Mgmt | N/A |
| Target Investment Size | Up to \$3 mln |
| Target Geographies | Europe, USA, Asia, LatAm |
| Target Sectors | OTA, e-commerce, mobile, cloud |
| Investment Style | Active and passive |
| Deal structures | Minority |
| Key Investment Criteria | Strong team, clear and scalable business model, big market opportunities |
| Website | taventure.com |
| Contact Email | viktoriya.tigipko@taventure.com |
| Contact Phone | +38 044 593 77 77 |

FUND DESCRIPTION

A Venture is focused on investing in innovative seed-stage and early-stage Web companies in Ukraine, Russia and other CIS countries, as well as in Europe, the USA, Brazil and India. The fund also invests in growth-stage companies with proven business models that have been successfully implemented in Western markets and which seek to expand their business into Ukraine, Russia and other CIS countries.

TA Venture operates a venture capital fund, which has reached an initial capital commitment of \$50 million. The company is registered in Luxembourg.

The investments of TA Venture include WeHostels, AdoreMe, SumUp, Auctionata, GetGoing, NU3, Bravoavia and others.

TA Venture supports the international conference "IDCEE. Internet Technologies and Innovations", which will have its fifth edition on October 16-17th, 2014.

SELECTED PORTFOLIO COMPANIES









KEY CONTACTS


- Viktoriya Tigipko
- Managing Director
- Email: viktoriya.tigipko@taventure.com



- Igor Semenov
- Venture Partner
- Email: i.semenov@taventure.com



- Teodoro D'Ambrosio
- Venture Partner
- Email: dambrosio@taventure.com



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | 1 |
| Founded | 2009 |
| Employees | 10 (of which 10 in Europe] |
| Current Fund Size | Deal by Deal |
| Assets under Mgmt | \$150m |
| Target Investment Size | \$1-10m |
| Target Geographies | In Digital - Any |
| Target Sectors | Cyber Security, Mobile, FinTech, Data |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | http://www.taliscapital.com/digital_ventures |
| Website | www.taliscapital.com |
| Contact Email | info@taliscapital.com |
| Contact Phone | +44 203 542 6260 |

Talis Capital Limited

FUND DESCRIPTION

Talis Capital is a multi-family office with focus on direct Private Equity and Digital Venture Investments.

SELECTED PORTFOLIO COMPANIES



- Iwoca is a start-up technology company providing instant loans to online retailers to improve their working capital. Iwoca can help online sellers in the UK sell more by financing their growth based on annual sales and customer feedback scores, factors that a traditional lender won't consider.



- FuelQuest is an on demand fuel management and tax automation cloud software company. FuelQuest has focused on reducing the cost of procuring and managing fuel for retail, fleet and transportation companies through innovative, technology-based solutions



- Navmii is a UK based mobile applications publisher. Their main products at the moment include Navmii & Navfree (the world's first free onboard navigation app for iPhone and Android with 16m users.

Full Portfolio

- http://www.taliscapital.com/digital_ventures

KEY CONTACTS



- Vasile Foca
- Director
- Email: vasile@taliscapital.com
- Vasile is co-founder and managing director of Talis Capital. He is active in building and investing in companies, providing board support. His entrepreneurial career began by co-founding INTRESCO LTD. Vasile holds an MBA degree from LBS.
- Companies: FuelQuest, Share The Match, Clicktale, WeDemand, Iwoca, Navmii, Cygnet, Talis Shipping, New Era, Centar



- Matus Maar
- Director
- Email: matus@taliscapital.com
- Matus is a co-founder and director of Talis Capital. Deals directly in PE Deals, supporting them through growth to exit. Working hands on with companies, giving the best board support. Matus has a degree from the University of Manchester, is an active alumni of Singularity University and is Associate of Chartered Institute for Securities & Investments
- Companies: FuelQuest, Share The Match, Clicktale, WeDemand, Iwoca, Navmii, Cygnet, Talis Shipping, New Era, Centar

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Amsterdam and Hamburg |
| Founded | 2006 |
| Employees | >10 |
| Current Fund Size | EUR 100m |
| Use of Debt | No |
| Assets under Mgmt | EUR 250m |
| Target Investment Size | EUR 3m-8m |
| Target Geographies | West Europe |
| Target Sectors | TIMES |
| Investment Style | Active |
| Deal structures | Significant minority |
| Key Investment Criteria | Strong top-line growth and near profitable |
| Website | www.endeit.com |
| Contact Email | christoph@endeit.de |
| Contact Phone | +49 40 2000 3210 |

FUND DESCRIPTION

Van den Ende & Deitmers is the investment firm of Endemol founder Joop van den Ende and former member of Endemol's Executive Board Hubert Deitmers. Driven by our entrepreneurial roots and dedicated to building companies of lasting value, we provide operational experience and a strong entrepreneurial track record to complement the provision of growth capital to Western-European crossmedia companies with international growth potential.

SELECTED PORTFOLIO COMPANIES



- Operator of online social-gaming platforms



- Leading European social video advertising platform



- Online (video) advertising network

Full Portfolio

- www.endeit.com

KEY CONTACTS



- Martijn Hamann
- Partner
- martijn@endeit.com
- Partner since 2006
- Companies: Unruly, Spilgames



- Christoph Neuhaus
- Director DACH
- christoph@endeit.de
- Director DACH since 2012
- Companies: none



Verdane Capital VIII K/S

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Oslo, Stockholm and Helsinki |
| Founded | 1985 |
| Employees | 23 of which 23 in Europe |
| Current Fund Size | Skr2 bn (€220m) |
| Use of Debt | No |
| Assets under Mgmt | €700m |
| Target Investment Size | €10m to €50m |
| Target Geographies | Northern Europe |
| Target Sectors | E-commerce, IT, energy and advanced industrials |
| Investment Style | Active |
| Deal structures | Minority, control and joint control |
| Key Investment Criteria | Assets with high growth potential |
| Website | www.verdanecapital.com |
| Contact Email | info@verdane-capital.com |
| Contact Phone | +46 407 42 00 |

FUND DESCRIPTION

Verane VIII has the flexibility to invest in either a complete portfolio, parts of a portfolio or a single company. The fund primarily seeks to invest in growth companies in the Nordic region, active in the IT, energy and advanced industrial sectors.

Verdane Capital Advisors is the exclusive investment advisor to Verdane funds. Its 'goal is to always deliver more than capital. The team invests the time required to thoroughly understand the opportunities and challenges facing each business and to help devise structured action plans to address those. The team has deep sector knowledge and more general ownership experience from over 250 companies acquired since 2003.

Verdane VIII is backed by international blue-chip investors, with a strong appetite for co-investment, meaning there is ample capital available to fund large deals.

SELECTED PORTFOLIO COMPANIES



- Online fashion specifically targeted at women 25-45



- Software security and robustness testing



- Complete online grocer that also provides "grocery bags" with recipes

Full Portfolio

- <http://www.verdanecapital.com/kategori/7/holdings.html>

KEY CONTACTS



- Pål Malmros
- Partner
- Email: pm@verdane-capital.com

- Previously Schibsted and McKinsey
- Companies: eBuilder, Newscycle and NYX



- Staffan Mörndal
- Partner
- Email: sm@verdane-capital.com

- Previously founder of Enkatsu Solutions
- Companies: Boozt, Caliroots, Mathem, Liaison, MM Sports and OutNorth

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Frankfurt, Zurich |
| Founded | 2000 |
| Employees | 15 (of which 15 in Europe) |
| Current Fund Size | €150 million |
| Use of Debt | No |
| Assets under Mgmt | €300 million |
| Target Investment Size | €4 million to €15 million |
| Target Geographies | Europe |
| Target Sectors | Software and Internet Technology |
| Investment Style | Board and active strategic support |
| Deal structures | Minority or Majority |
| Key Investment Criteria | Growth and unique value proposition |
| Website | www.viewpointpartners.com |
| Contact Email | ad@viewpointpartners.com |
| Contact Phone | +49 69 7191800 |

FUND DESCRIPTION

ViewPoint Capital Partners is a specialized growth equity fund focused on successful software and Internet technology companies with a unique value proposition and revenues ranging from €4 million to over €40 million. ViewPoint provides capital for growth and international expansion, shareholder liquidity, buy-outs and acquisitions. The firm has invest in companies across all software segments from infrastructure and cloud-computing to consumer software as well as financial services technologies. Partnering with outstanding entrepreneurs and management teams for over a decade, ViewPoint is building market leading technology companies and actively supporting them to execute on their growth strategy.

SELECTED PORTFOLIO COMPANIES



- Superior interactive entertainment & video game technology



- Next-generation banking payment systems



- Leading online marketplace for on-demand text contents



- Advanced data-driven display and video advertising platform

Full Portfolio

- <http://www.viewpointpartners.com/portfolio>

KEY CONTACTS



- Christian Janson-Euteneck
- Managing Partner
- Email: cje@viewpointpartners.com
- ViewPoint Capital Partners since 2000
- Companies: Crytek, Tricentis, Arcolinx, Textbroker, Adnologies, ...



- Urs Ehrismann
- Managing Partner
- Email: ue@viewpointpartners.com
- ViewPoint Capital Partners since 2000
- Companies: Dovetail, Aquin, Brandmaker, Fernbach, ...

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Herzliya, Israel |
| Founded | 2003 |
| Employees | 16 |
| Current Fund Size | \$161M |
| Assets under Mgmt | \$700M+ |
| Target Investment Size* | \$3-7M |
| Target Geographies | Israel, Europe |
| Target Sectors | ICT |
| Investment Style | Can lead a round or be passive |
| Deal structures | Minority |
| Key Investment Criteria | VC backed technology companies with a revenue run rate of \$10M+ |
| Website | http://vintage-ip.com/ |
| Contact Email | irith@vintage-ip.com |
| Contact Phone | +972-9-954-8464 |

* Applies to Vintage's Co-Investment Fund

FUND DESCRIPTION

Leading venture capital fund of funds, secondary fund and co-investment fund manager, focusing on Israel and Europe.

SELECTED PORTFOLIO COMPANIES

| | |
|------------|--|
| Celeno | <ul style="list-style-type: none"> Celeno is a fabless semiconductor company developing components and subsystems for high performance carrier-class Wi-Fi systems and networks. |
| Borderfree | <ul style="list-style-type: none"> Borderfree is a software and services platform that allows US retailers to take their online businesses global by managing all aspects of the international order lifecycle. |
| Superfish | <ul style="list-style-type: none"> Superfish developed a patented algorithmic-based visual search technology to deliver similar and near-identical search results to users in real time. |

KEY CONTACTS



- Alan Feld
- Founder and Managing Partner
- Email: alanf@vintage-ip.com



- Irit Habshush
- Senior Associate
- Email: irith@vintage-ip.com

- General Partner, Israel Seed Partners
- Partner and Co-Founder, Vertex Israel
- Managing Director, Evergreen Capital Markets
- 21 years of investment-related experience
- BA (Economics) from University of Toronto, MBA and LLB from York University (Toronto)
- Associate at JP Morgan Investment Banking
- Associate at BDO Project Finance
- Analyst at HSBC Investment Banking
- MBA from Columbia Business School (New York), and BA from the Raphael Recanati International School, IDC (Herzliya)



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Wuppertal, Germany |
| Founded | 2008 |
| Employees | 4 |
| Current Fund Size | - |
| Use of Debt | Yes |
| Assets under Mgmt | - |
| Target Investment Size | € 1 Mio. to € 5 Mio. |
| Target Geographies | Europe |
| Target Sectors | Direct to consumer |
| Investment Style | Passive |
| Deal structures | Joint control, minority |
| Key Investment Criteria | Team Ecommerce & social commerce Proven concept Sizeable market Scalability |
| Website | www.vorwerk-ventures.de |
| Contact Email | dirk.meurer@vorwerk.de |
| Contact Phone | +49-202-564 1923 |

Vorwerk Ventures

FUND DESCRIPTION

Vorwerk Ventures is an investment vehicle of the Vorwerk Group. Its investment approach focuses on rapidly growing companies with direct-to-consumer business models. The corporate venture capital arm makes global investments and holds shares in companies in Europe and the US.

SELECTED PORTFOLIO COMPANIES



- Leading online marketplace for DIY



- Leading social commerce platform for fashion & furniture



- On-demand grocery-delivery service

Full Portfolio

- <http://corporate.vorwerk.de/vorwerk-ventures/en/portfolio/>

KEY CONTACTS



- Dirk Meurer
- Managing Director
- Email: dirk.meurer@vorwerk.de

- Founding partner of Vorwerk Ventures; more than 18 years of international investment experience
- Companies: HelloFresh, DaWanda, Neato Robotics, MeinAuto, Ringana



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, New York |
| Founded | 2007 |
| Employees | 5 (3 in Europe] |
| Current Fund Size | N/A |
| Use of Debt | No |
| Assets under Mgmt | N/A |
| Target Investment Size | \$250k to \$3 million |
| Target Geographies | North America, Europe |
| Target Sectors | Mobile, big data, gaming, social, SaaS |
| Investment Style | Active; entrepreneur-friendly |
| Deal structures | Minority |
| Key Investment Criteria | Great founders and a product with potential |
| Website | www.whitestarvc.com |
| Contact Email | See team contact info |

WHITE STAR CAPITAL

FUND DESCRIPTION

White Star Capital helps exceptional entrepreneurs build great technology companies. With a presence in Europe and North America and a truly global network, we invest in great teams and support them to scale globally.

SELECTED PORTFOLIO COMPANIES



betaworks

- Betaworks creates, scales and acquires data centric media business



- Bloglovin' is the best place to discover inspiring blog content



Summly

- Summly uses NLP/AI to summarise the web for mobile, starting with the news

Full Portfolio

- www.whitestarvc.com/portfolio

KEY CONTACTS



- Christian Hernandez Gallardo
- Managing Partner
- christian@whitestarvc.com

- 16+ years operating experience at Facebook, Google, Microsoft & MicroStrategy
- Seedcamp Board of Advisors; EVCA Digital Task Force; Wired Magazine Top 100 Digital Influencer
- Former Facebook's Director for UK and Pan-Euro; led international expansion of BD, gaming & platform



- Eric Martineau-Fortin
- Managing Partner
- eric@whitestarvc.com

- 18+ years IBD / VC experience
- Board member of Betaworks, Science, Execution Labs and Ludia
- Former founding member and partner at Messier & Associés; involved in ±50 transactions valued >\$10b
- Formerly M&A / PE at Merrill Lynch & ABN AMRO



- John Henderson
- Principal
- john@whitestarvc.com

- Head of Biz Dev & Ops at Summly (acq. by Yahoo!)
- Formerly Strategy & BD at Facebook; Consultant at The Boston Consulting Group; M&A Lawyer at Linklaters

» LEADERS CONNECTED

NOAH'14
London

FUND BOOK

GROWTH

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 3 |
| Founded | 1983 |
| Employees | 100 |
| Current Fund Size | \$900M |
| Assets under Mgmt | \$5B+ |
| Target Investment Size | \$10-100M |
| Target Geographies | North America, Europe, & Israel |
| Target Sectors | Software, internet/digital media, ecommerce, etc. |
| Investment Style | Active |
| Deal structures | Minority AND majority |
| Key Investment Criteria | None. No revenue, profitability, or growth requirements. We're 100% market-driven and make a deal-by-deal decision when investing. |
| Website | www.battery.com |
| Contact Email | zewen@battery.com |
| Contact Phone | +1 781 478 6600 |

FUND DESCRIPTION

A multi-stage investment firm focused on technology and innovation worldwide. The firm partners with entrepreneurs and management teams across technology sectors, geographies and stages of a company's life, from seed and start-up financing, to growth equity and buyouts. We invest worldwide from offices in Boston, Silicon Valley and Israel. We have raised approximately \$5B since inception, and are currently investing a \$900M fund.

SELECTED PORTFOLIO COMPANIES



- Conversational marketing technology; acquired by Adobe for \$600M



- E-mail marketing SaaS; acquired by Salesforce.com for \$2.7B



- Group purchasing; IPO

Full Portfolio

- www.battery.com/our-companies/

KEY CONTACTS



- Michael Brown
- General Partner
- Email: michael@battery.com

- 15 years at Battery, software and internet focused
- Outlooksoft, LIFFE, ExactTarget, Neolane, Q2eBanking, etc.



- Zakary Ewen
- Associate
- Email: zewen@battery.com

- 3.5 years at Battery, specializes in Europe
- Jeeves Information Systems

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | In 14 countries |
| Founded | EQT Partners AB 1994 |
| Employees | EQT Partners around 120 investment advisory professionals. More than 550,000 employees within EQT portfolio companies |
| Current Fund Size | n.a. |
| Assets under Mgmt | ~ EUR 20bn capital raised in 15 funds |
| Target Investment Size | Mid-sized companies, Equity investments will typically range between EUR 35-75 million for Europe and EUR 40-100 million for Greater China/Southeast Asia |
| Target Geographies | Europe, Greater China and South East Asia |
| Target Sectors | TMT, Consumer Goods & Retail, Healthcare, Industrials, Business Services and Energy & Environment |
| Investment Style | Growth Investments |
| Deal structures | Control, joint control, minority |
| Key Investment Criteria | Growth situation, proven concept, post venture stage |
| Website | www.eqt.de |
| Contact Email | fabian.wasmus@eqt.de |
| Contact Phone | +49 69 2470 45 123 |

EQT Mid-Market Strategy

FUND DESCRIPTION

Seeks companies with strong market positions and growth potential in the middle market segment in Europe, Greater China and Southeast Asia. Focus is on buyouts and growth equity for family- and entrepreneur owned businesses, corporate orphans and public-to-private transactions. The typical equity investment opportunity ranges between EUR 35 million and EUR 75 million in Europe and between EUR 40 million and EUR 100 million in Greater China and Southeast Asia.

SELECTED PORTFOLIO COMPANIES



- Leading online retailer for bikes, accessories and outdoor products. Based in Germany.



- Multi-channel retailer for photographic art under its flagship brand LUMAS and the leading professional online photo lab WHITEWALL. Based in Germany.



- Leading international provider of a cloud-based learning management system, based in Norway.

Full Portfolio

- <http://www.eqt.se/Portfolio-Companies/Current-Portfolio/>

KEY CONTACTS



- Fabian Wasmus
- Director
- fabian.wasmus@eqt.de

- Fabian joined EQT Partners in 2006. He started his career as a founder of an internet start-up (squeaker.net). Later on he worked for KPMG Advisory (CF). He then joined a mid-cap PE investor in Frankfurt (MCap Finance).
- Recent investments: Avenso, It's learning, Internetstores, Coromatic, Roeser Medical, Sausalitos

EXPONENT PRIVATE EQUITY**KEY CORPORATE FACTS / KPIs**

| | |
|-------------------------|--|
| Offices | London |
| Founded | 2004 |
| Employees | 14 |
| Current Fund Size | £805 million |
| Use of Debt | Yes |
| Assets under Mgmt | £1.2 billion |
| Target Investment Size | £75m-£350 million |
| Target Geographies | UK, Ireland |
| Target Sectors | Media, Business Services, Financial Services, Healthcare |
| Investment Style | Board membership and senior management support |
| Deal structures | Majority |
| Key Investment Criteria | UK based market leading businesses |
| Website | www.exponentpe.com |
| Contact Email | David.mcGovern@exponentpe.com |
| Contact Phone | +442078458530 |

FUND DESCRIPTION

Exponent is a private equity firm that invests in UK headquartered businesses. We invest in successful companies with an enterprise value of between £75m-£350m. We do this by identifying companies that are prominent and distinctive in their markets and working with their management teams to develop a plan to unlock further value. In 2005 we raised an initial fund of £400m from some of the world's largest and most respected financial institutions. Having deployed this in nine investments, we raised a second fund of £805m. We are currently investing from this second fund.

SELECTED PORTFOLIO COMPANIES

- Technology driven VAT refund and Dynamic Currency Conversion services for merchants, tourists and governments.



- Leading branded special interest content and platform company



- UK's largest independent retailer of train tickets via thetrainline.com website and mobile app

Full Portfolio

- www.exponentpe.com/portfolio

KEY CONTACTS

- **Tom Sweetescott**
- Partner
- Exponent since 2004
- Companies: thetrainline.com, HSS



- **Richard Tudor**
- Partner
- Exponent since 2005
- Companies: thetrainline.com, Pattonair, Radley



- **David McGovern**
- Exponent since 2011
- Companies: thetrainline.com, Fintrax, Immediate Media

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | New York (HQ), Beijing, Hong Kong, London, Mumbai, Munich, Palo Alto, Sao Paulo, Singapore |
| Founded | 1980 |
| Employees | 86 investment professionals o/w 16 in Europe |
| Current Fund Size | Evergreen structure (\$1.5 - \$2.0bn invested annually) |
| Assets under Mgmt | \$19bn |
| Target Investment Size | \$75 - \$400m |
| Target Geographies | Global |
| Target Sectors | Business Services, Consumer, Financial Services, Healthcare, Internet & Technology |
| Investment Style | Active Partnership |
| Deal structures | Significant minority to control |
| Key Investment Criteria | <ul style="list-style-type: none"> Strong position in deep and rapidly growing market Scalable management team Sustainable competitive advantage Sustainably profitable business model |
| Website | www.generalatlantic.com |
| Contact Email | generalatlantic@generalatlantic.com |
| Contact Phone | +44 (0) 20 7484 3200 |

FUND DESCRIPTION

General Atlantic manages approximately \$19 billion in capital (comprised of both total committed capital and portfolio investments). Our exclusive focus on growth has made us a leader in global growth investing and a trusted strategic partner for growth companies. We believe that the depth and breadth of our experience built over the past three decades has earned GA a reputation for identifying leading growth companies, partnering with entrepreneurs and helping management teams build and scale their organizations.

SELECTED PORTFOLIO COMPANIES



- GA invested in a joint venture with Axel Springer to create Axel Springer Digital Classifieds, a portfolio of leading online classifieds businesses across Europe.



- Klarna is an innovative European e-commerce payment platform, offering convenient and flexible payment options to online shoppers while helping merchants manage fraud risk



- Yemeksepeti.com is an online marketplace for food delivery in Turkey, the UAE, Qatar and Oman. It operates portals that enable consumers to order food online.

Full Portfolio

- <http://www.generalatlantic.com/portfolio/>

KEY CONTACTS



Gabriel Caillaux - Managing Director
+44 20 7484 3205
gcaillaux@generalatlantic.com

- Companies:** Axel Springer Digital Classifieds, Citco, Markit, Privalia, Santander Asset Management, Yemeksepeti.com
- Leads Financial Services, Internet and Consumer in Europe



Joern Nikolay - Principal
+49 895 589 32711
jnikolay@generalatlantic.com

- Companies:** Axel Springer Digital Classifieds, Klarna
- Leads GA's activities in Germany



Chris Caulkin - Vice President
+44 20 7484 3216
ccaulkin@generalatlantic.com

- Companies:** Yemeksepeti.com, Studio Moderna
- Focuses on Internet and Technology sector

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Office | Kings Cross, London |
| Founded | 2008 |
| Employees | 12 (all in Europe) |
| Assets under Mgmt | c. €100m |
| Target Investment Size | Up to €20m of growth capital |
| Target Geographies | Europe |
| Target Sectors | IT, Digital Media & Resource Efficiency |
| Investment Style | Active, growth-focused investor |
| Deal structures | Minority or majority |
| Key Investment Criteria | Generating €3m-€30m of revenue; growing at 40% in a high-growth sector |
| Website | www.frogcapital.com |
| Contact Email | daniel.tarver@frogcapital.com |
| Contact Phone | +44 207 833 0555 |

FUND DESCRIPTION

Frog invests in Europe's most ambitious growth stage companies. Investing in businesses in technology-led sectors with EVs of €10m - €50m, Frog is made up a team of 12 based in London.

We target businesses which are growing quickly. To us that means growing in excess of 40%. Frog's objective is to support you to achieve strong growth each and every year.

Our skillset is focused on managing and sustaining rapid growth. Unlike others, we focus on a select group of businesses. Frog is a committed and enthusiastic partner. To learn more, get in touch.

SELECTED PORTFOLIO COMPANIES

www.frogcapital.com/portfolio/



Global leader in cloud-based commerce solutions



UK's leader in helping homeowners find quality, local tradesmen



Disruptive leader in real-time market analytics for fashion



KEY CONTACTS



Mike Reid
 Partner
Mike.Reid@frogcapital.com



Jens Düing
 Principal
Jens.Dueing@frogcapital.com



Stephen Lowery
 Partner
Stephen.Lowery@frogcapital.com



Joe Krancki
 Principal
Joe.Krancki@frogcapital.com



Iyad Omari
 Partner
Iyad.Omari@frogcapital.com



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | One office, London |
| Founded | 1993 |
| Employees | 21 |
| Current Fund Size | € 341.7 million |
| Use of Debt | Yes |
| Assets under Mgmt | € 776.7 million |
| Target Investment Size | € 25 million to €50 million |
| Target Geographies | Europe |
| Target Sectors | Infrastructure, Content and Related Services |
| Investment Style | Active |
| Deal structures | Significant minority or majority holdings |
| Key Investment Criteria | Businesses with strong barriers to entry, recurring revenues, foreseeable cash flows and growth in active M&A markets |
| Website | www.gmtpartners.com |
| Contact Email | nt@gmtpartners.com |
| Contact Phone | +44 (0) 20 7292 9333 |

GMT Communications Partners

FUND DESCRIPTION

GMT Communications Partners is a leading private equity firm focusing on investments in European communications, information and technology, having managed more than € 775 million across three funds. With a 20 year record of active investing, the GMT team is Europe's longest-established private equity firm specialising in the Communications arena. Pioneers during the growth of the European communications and information industry, GMT has made over 100 acquisitions across 19 countries.

SELECTED PORTFOLIO COMPANIES



- Leading provider of business critical managed services and shared hosting for SME's in the Netherlands



- Leading provider of computer based training systems for seafarers worldwide



- Leading conferencing and collaboration services provider

Full Portfolio

- <http://www.gmtpartners.com/Portfolio.aspx?id=3>

KEY CONTACTS



- Timothy S Green
- Managing Partner
- tim.green@gmtpartners.com

- Co-founding Partner of GMT
- Companies: Multicom, Primesight, Seagull Holding, IT-Erinity



- Natalie Tydeman
- Partner
- Natalie.tydeman@gmtpartners.com

- GMT Partner since 2010
- Companies: Seagull Holding

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 1 |
| Founded | 1998 |
| Employees | 47 (of which 0 in Europe) |
| Current Fund Size | \$1.1 Billion |
| Assets under Mgmt | \$2.7 Billion |
| Target Investment Size | \$25 - \$100 Million |
| Target Geographies | U.S., Canada |
| Target Sectors | Digital Media, eCommerce, Internet Infrastructure, Financial IT, Healthcare IT, and Software |
| Investment Style | Active |
| Deal structures | Buyouts, recapitalizations and expansion financings |
| Key Investment Criteria | We seek to identify and build relationships with middle market companies (typically under \$500 million TEV) that are positioned to grow rapidly in our targeted sectors and have potential to be strategically important to larger enterprises. |
| Website | www.greathillpartners.com |
| Contact Email | mkumin@greathillpartners.com |
| Contact Phone | 617-790-9435 |

FUND DESCRIPTION

Great Hill Partners is a leading private equity manager focused on middle market growth equity. Founded in Boston, Massachusetts, in 1998, Great Hill Partners has managed four generations of private equity funds, and its growth equity strategy has consistently delivered exceptional returns. Great Hill's middle market growth equity strategy is based on rigorous sector research, proactive origination, value-added company-building tactics, focus on majority ownership positions, conservative use of leverage, and emphasis on exits to large, strategic buyers.

SELECTED PORTFOLIO COMPANIES

Legacy.com

- Legacy operates the world's largest network of obituary websites, covering 75% of all deaths in the U.S. through partnerships with 85% of U.S. newspapers, and the funeral homes they serve.

ALL WEB LEADS

- All Web Leads is an insurance-focused online marketing services company.



- Ziff Davis is a digital media company and operator of lead generation for the enterprise IT space.

Full Portfolio

- www.greathillpartners.com/portfolio

KEY CONTACTS



- Peter Garran
- Principal
- Email: pgarran@greathillpartners.com

- 5 years at GHP, Investment Banking at JP Morgan, BA – History and Literature, Harvard College
- Companies: All Web Leads, Inc., D&B Credibility Corp., Educaedu S.L., SheKnows Media Holdings, Inc., Spark Networks, Inc.



- Sarah Pinto Peyronel
- Vice President
- Email: spinto@greathillpartners.com

- 3 years at GHP, 2 years at Bridgepoint, Investment Banking at Goldman Sachs, MPA – Kennedy School of Government
- Companies: IntApp, Inc., Legacy.com, Inc., Jobing.com, Inc.

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | 2 |
| Founded | 2000 |
| Employees | 100 in Europe |
| Current Fund Size | £2 billion |
| Use of Debt | If it makes sense |
| Assets under Mgmt | Over £5 billion |
| Target Investment Size | Between £20m – £500m |
| Target Geographies | Western Europe |
| Target Sectors | TMT, Services, Industrials, Renewable Energy |
| Investment Style | Active |
| Deal structures | Control |
| Key Investment Criteria | Growth potential, predictable revenues and strong market position |
| Website | www.hgcapital.com |
| Contact Email | stefan.margolis@hgcapital.com |
| Contact Phone | +49 (0)89 255 49 5523 |

FUND DESCRIPTION

HgCapital is the leading Software and one of the major TMT investors in Europe with c. £2 billion of equity invested into this sector over the last decade.

HgCapital is a mid-market private equity firm with over £5 billion assets managed, investing in four sectors, predominantly across Northern Europe.

Formerly part of Mercury Asset Management, HgCapital was established as a partnership, wholly owned by its partners and staff, in 2000.

Today the investment teams manage three investment funds, HgCapital 7, a mid-market buyout fund, RPP2 a renewable energy infrastructure fund and HgCapital Mercury, a TMT focused small buyout fund.

SELECTED PORTFOLIO COMPANIES



- Europe's leading and largest SaaS accounting solution provider serving over 350k SMBs. Its products enable its SMB and accountant customers to do their accounting more efficiently and with greater flexibility over the internet.



- Intelliflo is a leading SaaS provider of front and back office software to Financial Advisors, Advisor Networks and Brokers.



- Valueworks provides a private B2B electronic marketplace through which c. 300 buyers procure goods and services, primarily relating to social housing planned repair and maintenance.

Full Portfolio

- <http://hgcapital.com/our-portfolio/investments>

KEY CONTACTS



- Stefan Margolis
- Email: stefan.margolis@hgcapital.com

- Stefan has been involved in the acquisition of e-conomic, P&I Personal und Informatik AG and Visma. Stefan sits on the board of e-conomic.



- Jonathan Boyes
- Email: jonathan.boyes@hgcapital.com

- Jonathan sits on the board of Lumesse and was involved in the investments in TeamSystem, Lumesse, Epyx, Computer Software Holdings, SHL, Voyage and PBR.

HIGHLAND

CAPITAL PARTNERS EUROPE

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, Geneva, Dublin |
| Founded | 1988 |
| Employees | 10 (all in Europe) |
| Current Fund Size | €250m |
| Use of Debt | No |
| Assets under Mgmt | \$3.5bn (Globally) |
| Target Investment Size | €5m - €35m |
| Target Geographies | Europe |
| Target Sectors | Software, Internet, Digital Media, Mobile |
| Investment Style | Active |
| Key Investment Criteria | > €10m in annualised revenues, exceptional growth, strong market position, proven product and outstanding team |
| Website | www.hcp.com |
| Contact Email | dblyghton@hcp.com |
| Contact Phone | +44 20 7183 4325 |

Highland Capital Partners Europe

FUND DESCRIPTION

Highland Capital Partners Europe invest in rapidly growing European internet, mobile and software companies that address large market opportunities and have over €10 million in annualised revenues. Our capital enables management teams to accelerate growth and build a lasting, valuable business.

Through a dedicated pan-European growth equity technology fund, Highland Capital Partners Europe embraces Highland Capital Partners' global mission of helping great people build great companies. In the last 12 months Highland Capital Partners Europe has invested in Bradwatch, eGym, NewVoiceMedia, GetYourGuide, Outfittery, SocialPoint, AMCS and Intersec.

SELECTED PORTFOLIO COMPANIES



- Global marketplace for local travel activities



- Stylist-led fashion eCommerce for men



- Connected fitness equipment and software



- Full Portfolio
- www.hcp.com/companies/?fund=highlandcapitalpartnerseurope

KEY CONTACTS



- Sam Brooks
- Partner
- Email: sbrooks@hcp.com
- Co-founder and Partner with Highland Capital Europe since 2011
- Previously 6 years at Insight Venture Partners, investing in expansion stage software and internet-enabled businesses



- David Blyghton
- Associate
- Email: dblyghton@hcp.com
- Associate at Highland Capital, focused on identifying, evaluating, and executing growth stage technology investments
- Previously analyst at Deutsche Bank, UK M&A
- Oxford University, Chemistry

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | New York, NY |
| Founded | 1995 |
| Employees | 75 |
| Current Fund Size | ~\$3 Billion |
| Use of Debt | Yes |
| Assets under Mgmt | ~\$8 Billion |
| Target Investment Size | \$20-200m |
| Target Geographies | Global |
| Target Sectors | Software, Internet & Tech-enabled Services |
| Investment Style | Active |
| Deal structures | Flexible |
| Key Investment Criteria | Growth |
| Website | www.insightpartners.com |
| Contact Email | hmiller@insightpartners.com |
| Contact Phone | 212-230-9200 |

Insight Venture Partners

FUND 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 \$8 billion 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



- Trivago is 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.



- Delivery Hero is a worldwide network of online food ordering sites with over 55,000 restaurants connected to its service.

Full Portfolio • www.insightpartners.com/portfolio

KEY CONTACTS



- Jeff Horing
- Managing Director
- Email: jhoring@insightpartners.com

- Jeff Horing has been a co-founder and managing director at Insight Venture Partners since 1995..
- Companies: Anaqua, Datasift, GFI, New Relic, Tintri, Shutterstock, WIX, Zumba Fitness, Airwatch, Think Systems, TeamViewer, Solarwinds



- Deven Parekh
- Managing Director
- Email: dparekh@insightpartners.com

- Deven Parekh is a managing director & manages investments in e-commerce, consumer internet data, and application software businesses on a global basis.
- Companies: Alibaba, Automattic, Campaign Monitor, Twitter, JD.com, Syncsort, iParadigms, BuddyMedia, Football Fanatics, Tumblr, DrillingInfo, Despegar

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Stockholm, London |
| Founded | 1936 |
| Employees | 25 |
| Current Fund Size | N/A |
| Use of Debt | No |
| Assets under Mgmt | \$10bn |
| Target Investment Size | Flexible: Seed to Growth |
| Target Geographies | Global ex US |
| Target Sectors | Consumer / tech-enabled |
| Investment Style | Active |
| Deal structures | Flexible |
| Key Investment Criteria | Best model, best team, most capital to win |
| Website | http://kinnevik.se/en/ |
| Contact Email | info@kinnevik.se |
| Contact Phone | +44 (0) 207 440 5760 |





Investment AB Kinnevik

FIRM DESCRIPTION

Investment AB Kinnevik is a leading, long-term oriented, investment company based in Sweden. Kinnevik primarily invests in consumer centric businesses that provide innovative and value-added technology-enabled services. Our main areas of focus are the Communications, e-Commerce, Entertainment and Financial Services sectors. We own significant stakes in over 50 companies that operate in more than 80 countries across five continents, with a particular emphasis on growth markets. The Kinnevik Group employs more than 90,000 people around the world.

Kinnevik actively supports the companies in which it invests and plays an influential role on their respective Boards. Kinnevik was founded in 1936 by three Swedish families who continue to play a leadership role in the ownership of the Company and in the pursuit of its entrepreneurial ventures.

SELECTED PORTFOLIO COMPANIES

| | |
|--|---|
|  zalando | Europe's largest fashion e-Commerce online platform. IPO:ed in September 2014 |
|  Avito | The #1 online horizontal classifieds company in Russia |
|  Quikr | India's leading horizontal classifieds platform |
|  BIMA | Mobile-led microinsurance product for consumers in Africa, Asia and Latin America |

KEY CONTACTS



Chris Bischoff

Head of Investments
chris.bischoff@kinnevik.se

• **Companies:** Avito, Quikr, Bayport, BIMA, Saltside, Konga, Iroko



Christoph Barchewitz

Investment Manager
christoph.barchewitz@kinnevik.se

• **Companies:** Dafiti, Lamoda, Jabong, Zalora, Namshi, Westwing, Home24, Lazada, Linio, Foodpanda, Wimdu



Jessica Thorell

Investment Manager
jessica.thorell@kinnevik.se

• **Companies:** Konga, Dealdey, Iroko, Yell.ru

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Moscow |
| Founded | 2012 |
| Employees | 8 (8 in Europe] |
| Current Fund Size | \$100 million |
| Use of Debt | No |
| Assets under Mgmt | \$100 million |
| Target Investment Size | \$1 million to \$5 million |
| Target Geographies | Russia, CIS, Europe, US |
| Target Sectors | Technology, Internet, Financial Technologies, Marketing, Digital Media, Mobile, Telecommunication |
| Investment Style | Board and operational support on demand |
| Deal structures | Minority |
| Key Investment Criteria | Established business model and rapid growth potential |
| Website | www.inventurepartners.com |
| Contact Email | Victoria.Kiseleva@ivprs.com |
| Contact Phone | +7 495 641 3635 |

FUND DESCRIPTION

Inventure Partners is an innovative investment firm helping inventive entrepreneurs start and grow disruptive technology businesses. We look for teams with a novel approach to solving real problems and back a wide range of ventures across technology industry with an emphasis on internet, mobile, software and e-commerce segments. Although, our sweet spot is an investment of \$1-5MM, we are generally flexible on the investment size and can back attractive business models both at the earliest stages of their development as well as at the reasonably late stages.

SELECTED PORTFOLIO COMPANIES



- Taxi aggregator service allowing smartphone users to book a taxi



- Online tourist agency selling packaged tourist tours via its web-site



- Mobile payment solution allowing users to accept payments through mobile phones

Full Portfolio

- www.inventurepartners.com/portfolio/

KEY CONTACTS



- Sergey Azatyan
- Managing Partner
- Email: Sergey.Azatyan@inventurepartners.com

- Inventure Partners since 2012
- Companies: Marshall Capital, MDM Bank



- Anton Inshutin
- Managing Partner
- Email: Anton.Inshutin@inventurepartners.com

- Inventure Partners since 2012
- Companies: Morgan Stanley, Deutsche Bank

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London |
| Founded | 2007 |
| Employees | 15 |
| Current Fund Size | €500m |
| Use of Debt | Yes |
| Assets under Mgmt | €788m |
| Target Investment Size | €20 million to €70 million |
| Target Geographies | UK & Western Europe |
| Target Sectors | Technology, Media, Telecommunications, Consumer, Business Services, etc |
| Investment Style | Entrepreneurial |
| Deal structures | All types of majority investments |
| Key Investment Criteria | Value growth |
| Website | www.oakleycapital.com/private-equity |
| Contact Email | mark.joseph@oakleycapital.com |
| Contact Phone | +44 207 766 6921 |

FUND DESCRIPTION

Headquartered in London, Oakley Capital Private Equity is a mid-market private equity fund with €500m of committed capital, investing in the UK and Western Europe.

We typically invest in growth opportunities where we can back management and/or founders. We have often invested alongside founders helping to accelerate revenue growth (organically and through M&A) in order to create substantial value. Within our core sector interests we invest in both performing and under-performing companies.

SELECTED PORTFOLIO COMPANIES



- Leading price comparison portal in Germany



- An online global supplier of professional web hosting and server solutions



- Global entertainment listings publisher active in 32 cities worldwide

Full Portfolio

- <http://www.oakleycapital.com/private-equity/investments.aspx>

KEY CONTACTS



- Mark Joseph
- Partner
- Email: mark.joseph@oakleycapital.com

- Joined Oakley Capital in 2007 from UBS
- Companies: Verivox, Intergenica, Host Europe



- Alex Collins
- Partner
- Email: alex.collins@oakleycapital.com

- Joined Oakley Capital in 2007 from Henderson Global Investors
- Companies: Emesa, Time Out, Intergenica

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Cleveland House, 33 King Street, London SW1Y 6RJ |
| Founded | 1999 |
| Employees | 27 (of which 27 in Europe) |
| Current Fund Size | €670 million |
| Use of Debt | Yes |
| Assets under Mgmt | €530,000,000 |
| Target Investment Size | €10m – €80m |
| Target Geographies | Western Europe |
| Target Sectors | Business and Industrial Services, Communications, Consumer Goods and Retail, Energy and Environment, Financial Services, Other, Consumer Services: others |
| Investment Style | Active |
| Deal structures | Control |
| Key Investment Criteria | Revenue growth potential |
| Website | www.palamon.com |
| Contact Email | info@palamon.com |
| Contact Phone | 0044 207 766 2000 |

Palamon Capital Partners

FUND DESCRIPTION

Palamon is a Pan-European growth equity provider with over 15 years track record of investing in fast growing mid-sized businesses. Palamon has invested 1.1 billion euros in over 35 companies in partnership with entrepreneurs. Palamon is a thematic investor, focusing on secular trends that fuel growth in services businesses across technology, retail, financial and business services.

In the technology space, we have completed and continue to pursue investments in e-commerce companies taking advantage of the offline to online channel shift, payment providers exploiting the move from cash to electronic payments, and enterprise software providers offering applications that improve productivity and reduce operating costs of companies, including SaaS and cloud based solutions. Palamon typically invests 20 to 80 million euros in fast growing profitable companies in transactions that provide partial liquidity to founders and early investors as well as equity funding to further accelerate revenue growth.

SELECTED PORTFOLIO COMPANIES



• The largest online retailer of premium beauty products in the UK



• One of Europe's largest on-line designer fashion outlets



• Online hotel booking website covering 11,000 hotels across Europe

Full Portfolio

• www.palamon.com

KEY CONTACTS

- Fabio Giuseppetti
- Partner
- Email: guiseppetti@palamon.com

- Formerly at Bancroft Group, GE Capital, Chase Manhattan Bank
- Companies: Retail Decisions, budgetplaces.com, TeamSystem

- Ricardo Caupers
- Partner
- Email: caupers@palamon.com

- Formerly a Principal at BCG
- Focuses on e-commerce, payments, and enterprise software businesses. Responsible for Palamon's investment in feelunique.com, ReD Worldwide.

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | US, India, China, Israel |
| Founded | 1972 |
| Employees | N/A |
| Current Fund Size | \$950M |
| Use of Debt | No |
| Assets under Mgmt | N/A |
| Target Investment Size | \$1M - \$200M |
| Target Geographies | All |
| Target Sectors | Technology |
| Investment Style | All |
| Deal structures | Minority |
| Key Investment Criteria | N/A |
| Website | www.sequoiacap.com |
| Contact Email | N/A |
| Contact Phone | N/A |

FUND DESCRIPTION

[Sequoia Capital](#) helps founders turn imaginative ideas into enduring companies. As the "Entrepreneurs Behind the Entrepreneurs," the Sequoia team has worked closely with legendary founders such as Steve Jobs of Apple, Larry Ellison of Oracle, Len Bosack and Sandy Lerner of Cisco, David Filo and Jerry Yang of Yahoo!, Max Levchin, Elon Musk and Peter Thiel of PayPal, Sergey Brin and Larry Page of Google, Steve Chen and Chad Hurley of YouTube, Reid Hoffman and Jeff Weiner of LinkedIn and, more recently, Drew Houston and Arash Ferdowsi of DropBox, Brian Chesky, Nathan Blecharczyk and Joe Gebbia of AirBnB and Jan Koum and Brian Acton of WhatsApp. Sequoia is now helping the next generation of innovators build the lasting companies of tomorrow in the U.S., China, India and Israel.

SELECTED PORTFOLIO COMPANIES



- Cross-platform mobile messenger app



- Online media file services



- Peer-to-peer travel network

Full Portfolio

- <http://www.sequoiacap.com/>

KEY CONTACTS



- Jake Anderson
- Member
- anderson@sequoiacap.com
- Product Manager, CBR Systems
- Companies: Skyscanner, Telcare



KEY CORPORATE FACTS / KPIs

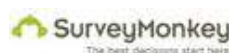
| | |
|-------------------------|---|
| Offices | Boston, Menlo Park |
| Founded | 1994 |
| Employees | 32 |
| Current Fund Size | \$680 Million |
| Use of Debt | Yes |
| Assets under Mgmt | \$4.6 billion |
| Target Investment Size | \$25 million to \$75 million |
| Target Geographies | North America, Europe, Global |
| Target Sectors | Technology, Internet, Digital Media, Mobile, Telecommunication |
| Investment Style | invest in and help build the companies leading the information industry |
| Deal structures | Minority or Majority |
| Key Investment Criteria | Strong top-line growth and profitable |
| Website | www.spectrumequity.com |
| Contact Email | adam@spectrumequity.com |
| Contact Phone | +1-617-464-4600 |

Spectrum Equity

FUND DESCRIPTION

Spectrum Equity is a private equity firm focused on investing in growth companies leading the information economy. Spectrum Equity has been an active investor in software, information services, digital media and services spaces. Founded in 1994 with offices in Boston and Menlo Park, Spectrum Equity has raised \$4.7 billion in capital across six funds.

SELECTED PORTFOLIO COMPANIES



- Leading global provider of online survey solutions with 250,000 paying subscribers, including 99% of the Fortune 500



- Leading online resource for family history research to 2M subscribers globally, leveraging over 6B genealogical records and 20M+ user-generated family trees



- Leading provider of subscription-based training through an online library featuring 90,000 video tutorials, 1,500 online courses, and 250+ authors

Full Portfolio

- <http://www.spectrumequity.com/investments/>

KEY CONTACTS



- Adam Margolin
- Principal
- Email: adam@spectrumequity.com

- Spectrum Equity since 2005
- Companies: Business Monitor International, Trintech, World-Check



- Michael Farrell
- Principal
- Email: mfarrell@spectrumequity.com

- Spectrum Equity since 2009
- Companies: BATS, Jagex, Pictometry



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | 1 – New York, NY |
| Founded | 2003 |
| Employees | 15 |
| Current Fund Size | \$305M |
| Assets under Mgmt | |
| Target Investment Size | \$10M - \$100M |
| Target Geographies | North America, Europe |
| Target Sectors | B2B/B2C Internet, SaaS, branded consumer products |
| Investment Style | Active |
| Deal structures | Majority/minority; primary/secondary |
| Key Investment Criteria | \$10M+ in revenue \$0M+ in EBITDA |
| Website | www.stripesgroup.com |
| Contact Email | info@stripesgroup.com |
| Contact Phone | +1 (212) 823-0720 |

Stripes Group

FUND DESCRIPTION

Stripes Group is a boutique growth equity firm that invests in rapidly growing companies with proven business models that are looking for partners to help accelerate growth, fund acquisitions or generate shareholder liquidity. We are strategic partners to the management teams and contribute proactively, but do not interfere in the company's day-to-day operations. We have formed a unique perspective from our entrepreneurial, operational and investing backgrounds, and leverage our network to help portfolio companies with M&A, business development and recruiting initiatives. As long-term investors, we will implement a concise playbook and invest in growth to create enterprise value.

SELECTED PORTFOLIO COMPANIES



- Global platform for online employment (Mountain View, CA, USA)



- Enterprise class cloud-based platform to create, manage, and track HTML-based mobile web experiences (Kaiserslautern, Germany)



- Catalogue of over 64,000 original music tracks available for commercial licensing through annual subscription (London, England)

Full Portfolio

- www.stripesgroup.com/portfolio

KEY CONTACTS



- Jason Santiago
- Vice President
- Email: jason@stripesgroup.com



SUMMIT PARTNERS

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, Boston, Menlo Park |
| Founded | 1984 |
| Employees | 160 (24 in Europe) |
| Current Fund Size | \$6.5 billion |
| Used of Debt | Yes |
| Assets under Mgmt | \$16 billion |
| Target Investment Size | €5 million to €400 million |
| Target Geographies | US, Europe, Asia |
| Target Sectors | Technology, Internet, Digital Media, Mobile, Telecommunication |
| Investment Style | Board and operational support on demand |
| Deal structures | Minority or Majority |
| Key Investment Criteria | Rapid top-line growth and profitable |
| Website | www.summitpartners.com |
| Contact Email | aclavel@summitpartners.com |
| Contact Phone | +44 (20) 7659 7509 |

SUMMIT PARTNERS

FUND DESCRIPTION

Summit Partners is a leading global growth equity firm. We work with owners and management teams to maximize the long-term value of their companies. Since our inception in 1984, Summit has raised more than \$16 billion in capital on behalf of a prestigious group of institutional investors. We have invested in more than 400 companies in technology, healthcare and other growth sectors. These companies have completed more than 135 public offerings, and in excess of 150 have been acquired through trade sales. Summit opened its European office in 2001 and has since invested more than €1.5 billion in capital across 11 European countries.

SELECTED PORTFOLIO COMPANIES



- Largest online private sales platform in Europe with over €1 billion in sales



- Leading European online payment processing company



- Freemium antivirus protecting more than 220 million computers and mobile devices globally

Full Portfolio

- <http://www.summitpartners.com/companies>

KEY CONTACTS



- **Scott Collins**
- MD / Head of Europe
- Summit Partners since 1996
- Companies: Acturis, AVAST Software, Jamba!, vente-privee.com, Web Reservations International



- **Antony Clavel**
- Vice President, Technology Sector
- Email: aclavel@summitpartners.com
- Summit Partners since 2013
- Companies: Masternaut



TA Associates

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, Boston, Menlo Park, Mumbai, Hong Kong |
| Founded | 1968 |
| Employees | 131 (of which 15 in Europe) |
| Current Fund Size | \$7 billion |
| Use of Debt | Yes |
| Assets under Mgmt | \$18 billion |
| Target Investment Size | \$50-500 million |
| Target Geographies | US, Europe, Asia |
| Target Sectors | Technology, Healthcare, Consumer, Business Services |
| Investment Style | Board and M&A Support |
| Deal structures | Minority and Majority |
| Key Investment Criteria | Topline Growth and Profitability |
| Website | www.ta.com |
| Contact Email | aelfimova@ta.com |
| Contact Phone | +442078230228 |

FUND DESCRIPTION

At TA Associates we invest in exciting industries with the goal of helping management teams build their businesses into great companies. TA is one of the oldest and largest private equity firms in the world. We offer our portfolio companies financial backing, strategic guidance and a significant network of contacts. Our more than 430 current and former portfolio companies and over 120 IPOs illustrate our commitment to provide steady support through the cycles of the global economy. We work with our companies to navigate the complicated paths of public offerings, debt financings, and mergers and acquisitions.

SELECTED PORTFOLIO COMPANIES

- flashtalking“,”** • Online advertising technology, UK, 2013
- eCircle** • Email marketing, Germany, 2010. Sold to Teradata in 2012
- AVG** • Security software, Czech Republic , 2009. Listed on NASDAQ in 2011
- Full Portfolio • <http://www.ta.com/Investments/Portfolio/Current-Portfolio.aspx>

KEY CONTACTS



- J. Morgan Seigler
- Principal
- Email: mseigler@ta.com
- TA Associates since 2003
- Companies: AVG, Bigpoint, CMOSIS, Flashtalking, MandM Direct, ION Trading; eCircle, SmartStream



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | London, Palo Alto, New York |
| Founded | 1995 |
| Employees | 80 |
| Current Fund Size | \$3 billion |
| Use of Debt | Occasionally |
| Assets under Mgmt | \$8 billion |
| Target Investment Size | €20 million to €250 million |
| Target Geographies | US, Europe, Israel |
| Target Sectors | Internet, Software, Infrastructure, Business & Financial Services |
| Investment Style | Board-level involvement and operational support |
| Deal structures | Minority or Majority |
| Key Investment Criteria | Category Leading Growth Businesses |
| Website | www.tcv.com |
| Contact Email | jdoran@tcv.com |
| Contact Phone | +44 (0)20 7004 2620 |

Technology Crossover Ventures

FUND DESCRIPTION

Technology Crossover Ventures (TCV), founded in 1995, is a leading provider of capital to growth-stage technology companies, providing funds to later-stage private and public companies. With \$7.7 billion in capital raised, TCV has invested in over 200 technology companies over the last 18 years. Selected investments include Altiris, C|NET, ExactTarget, Expedia, Facebook, Fandango, FX Alliance, Go Daddy, Genesys Software, Groupon, HomeAway, Netflix, RealNetworks, Redback Networks, RiskMetrics Group, Sitecore, Splunk and Zillow. TCV has 11 partners and is headquartered in Palo Alto, CA with offices in New York, NY and London.

SELECTED PORTFOLIO COMPANIES



- Leading global video streaming and DVD rental service, based in Los Gatos, California



- #1 US-focused online home and real estate marketplace, based in Seattle, Washington



- Leading provider of web content management and online engagement solutions, based in Copenhagen, Denmark

Full Portfolio

- <http://www.tcv.com/portfolio/>

KEY CONTACTS



- John Rosenberg
- General Partner, Head of Europe
- Email: jrosenberg@tcv.com
- Joined TCV in 2000, founded the London office in 2012
- Think Finance, Thinkorswim, FX Alliance, Capella Education



- John Doran
- Principal
- Email: jdoran@tcv.com
- Joined TCV in 2012; previously with Summit Partners, Morgan Stanley

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, Munich, Stockholm |
| Founded | 2007 |
| Employees | 18 investment professionals (all in Europe) |
| Current Fund Size | £1 billion |
| Use of Debt | If appropriate |
| Assets under Mgmt | c£1.7 billion |
| Target Investment Size | £20-150m equity cheque |
| Target Geographies | Northern Europe |
| Target Sectors | Tech, Internet, Media, Telecoms, Financial Services, Healthcare |
| Investment Style | Board and operational support on demand |
| Deal structures | Majority and Minority |
| Key Investment Criteria | Strong growth and proven economic model |
| Website | www.vitruvianpartners.com |
| Contact Email | thomas.studd@vitruvianpartners.com |
| Contact Phone | +44 20 7518 2800 |

FUND DESCRIPTION

Vitruvian is an independent private equity firm which specialises in middle-market buyouts, growth buyouts and growth capital investments in Europe. Vitruvian focuses on investing in 'dynamic situations' in industries characterised by growth and change such as digital, software, media, telecoms, healthcare, financial services, business services and leisure. Vitruvian is currently investing its second fund of £1 billion and has offices in London, Munich and Stockholm.

SELECTED PORTFOLIO COMPANIES



- World's largest online delivery and takeaway ordering service



- Online marketplace enabling high-end fashion boutiques to sell branded apparel and accessories to consumers worldwide



- SaaS platform and market leader in web-based Total Compensation Management



- Provider of Software Asset Management solutions to corporates

Full Portfolio

- <http://www.vitruvianpartners.com/portfolio/>

KEY CONTACTS



- Thomas Studd
- Principal
- Email: thomas.studd@vitruvianpartners.com
- Vitruvian Partners since 2009
- Companies: Farfetch, Just-Eat, JAC Travel, IMD, Inenco, OpenBet



VULCAN CAPITAL

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Palo Alto and Seattle |
| Founded | 1986 |
| Employees | 30+ |
| Current Fund Size | Multi-billion |
| Use of Debt | Yes |
| Assets under Mgmt | Multi-billion |
| Target Investment Size | \$10 million to \$100 million |
| Target Geographies | US, Europe, Asia |
| Target Sectors | Technology, Internet, Digital Media, Mobile, Telecommunication |
| Investment Style | Growth stage |
| Deal structures | Minority or Majority, Debt or Equity |
| Key Investment Criteria | Rapid revenue growth |
| Website | capital.vulcan.com |
| Contact Email | natem@vulcan.com |
| Contact Phone | +1 650 329 5924 |

FUND DESCRIPTION

Vulcan Capital is the multi-billion dollar investment arm of Vulcan Inc., the company founded by Microsoft co-founder Paul G. Allen to manage his philanthropic and business endeavors. The firm invests across all stages of corporate development including venture capital, growth equity and leveraged buyouts as well as investing in public equities and other liquid asset classes. Vulcan Capital's current portfolio spans a range of industry sectors, including technology, internet, mobile, life sciences, energy and natural resources, media and communications, and financial and information services.

SELECTED PORTFOLIO COMPANIES



- Flipkart is the leading e-commerce destination in India



- Zuora is a growth stage global SaaS platform powering subscription-based business models



- Gilt is a fast-growing e-commerce company that offers consumers a highly curated experience for purchasing designer merchandise and experiences at attractive prices

Full Portfolio

- <http://capital.vulcan.com/SelectInvestments/Index.html>

KEY CONTACTS



- **Abhishek Agrawal**
- MD / Head of Growth Equity
- Previously at General Atlantic in NYC
- Investments include: Flipkart, Zuora, GILT Groupe, Alibaba, Bazaarvoice, Klarna, AKQA, Dice, Peixe Urbano



- **Nate Mitchell**
- Growth Equity
- Email: natem@vulcan.com
- Previously at Index Ventures in London
- Investments include: Zuora, Flipkart, Mimecast, ASOS, Etsy, RPX Corp

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | New York (HQ), Beijing, Frankfurt, Hong Kong, London, Mumbai, San Francisco, Sao Paulo, Shanghai |
| Founded | 1966 |
| Current Fund Size | \$11.2bn |
| Assets under Mgmt. | \$35bn |
| Target Investment Size | \$40m - \$1bn |
| Target Geographies | The Americas, Asia, Europe |
| Target Sectors | Technology, Media & Telecommunications, Financial Services, Healthcare, Energy, Consumer, Industrial & Services |
| Investment Style | Active Partnership |
| Deal structures | Minority or Majority |
| Key Investment Criteria | High growth potential Scalable business model Strong management team |
| Website | www.warburgpincus.com |
| Contact Email | bert.janssens@warburgpincus.com |
| Contact Phone | +44 (0) 20 7306 3056 |

FUND DESCRIPTION

Warburg Pincus is a leading global private equity firm. The firm has more than \$35 billion in assets under management. Its active portfolio of more than 125 companies is highly diversified by stage, sector and geography. Warburg Pincus is a growth investor and an experienced partner to management teams seeking to build durable companies with sustainable value. Founded in 1966, Warburg Pincus has raised 13 private equity funds that have invested more than \$45 billion in over 675 companies in more than 35 countries.

SELECTED PORTFOLIO COMPANIES



- 58.com is the leading online classified advertising company in China



- An online food ordering service that allows users to order food for delivery and takeout from restaurants through their web site or suite of mobile apps



- Start-up information security business led by George Kurtz, former McAfee CTO and co-founder and CEO of Foundstone, and Dmitri Alperovitch, former McAfee Vice President of Threat Research

Full Portfolio

- <http://www.warburgpincus.com/portfolio/>

KEY CONTACTS



- Simon Begg
- Managing Director
- Email: simon.begg@warburgpincus.com
- Warburg Pincus since 2008



- Bert Janssens
- Principal
- Email: bert.janssens@warburgpincus.com
- Warburg Pincus since 2007

» LEADERS CONNECTED

NOAH'14
London

FUND BOOK

BUYOUT

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | London, Barcelona, New York, Hong Kong, Munich, Mumbai, Sao Paulo, Shanghai, Tel Aviv |
| Founded | 1969 |
| Employees | 95 Investment Professionals |
| Current Fund Size | €5.8 billion / \$7.5 billion |
| Use of Debt | Yes |
| Assets under Mgmt | \$40 billion |
| Target Investment Size | €200 million - €500 million |
| Target Geographies | North America, Europe, Brazil, India, China |
| Target Sectors | Consumer, Healthcare, Services, Tech & Telco |
| Investment Style | Active |
| Deal structures | Control |
| Key Investment Criteria | Sector focus |
| Website | www.apax.com |
| Contact Email | tripp.lane@apax.com |
| Contact Phone | +44 207 872 6380 |

Apax Partners

FUND 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



- Leading provider of automotive online classifieds in the United Kingdom



- Leading provider of mobile online games to consumers



- Leading provider of online classified advertising and marketing for Canadian auto dealers



- Leading real estate internet portal in China

Full Portfolio

- <http://www.apax.com/sectors/all-investments.aspx>

KEY CONTACTS



- Tom Hall
- Partner
- Email: tom.hall@apax.com
- Tom joined Apax in 1998 and the firm's investment in The Stationary Office, Thomson Directories, Pharma, Truvo, Trader Media Group and Soufun.
- Companies: Trader Media Group, Top Right Group and Soufun



- Tripp Lane
- Principal
- Email: tripp.lane@apax.com
- Tripp started with Apax in 2006. Since joining has worked on a number of investments including Cengage Learning, New Look, Top Right Group and Trader
- Companies: Cengage, New Look and Trader

Blackstone

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | NY, London, HK, Mumbai + 21 Others |
| Founded | 1985 |
| Employees | 1,800 (of which 200 in Europe) |
| Current Fund Size | \$22 billion |
| Use of Debt | Yes |
| Assets under Mgmt | \$248 billion (Total) \$63 billion (Private Equity) |
| Target Investment Size | \$150 million plus |
| Target Geographies | Global |
| Target Sectors | Varied |
| Investment Style | Active, supportive of board and management |
| Deal structures | Minority or Majority |
| Key Investment Criteria | High growth, global potential |
| Website | www.blackstone.com |
| Contact Email | haide.hong@blackstone.com |
| Contact Phone | +44 207 451 4044 |

BLACKSTONE

FUND DESCRIPTION

Blackstone (NYSE:BX) is one of the world's leading investment and advisory firms. We seek to create positive economic impact and long-term value for our investors, the companies we invest in, the companies we advise and the broader global economy. We do this through the commitment of our extraordinary people and flexible capital. Our asset management businesses include investment vehicles focused on private equity, real estate, hedge fund solutions, non-investment grade credit, secondary funds, and multi asset class exposures falling outside of other funds' mandates. Blackstone also provides various financial advisory services, including financial and strategic advisory, restructuring and reorganization advisory and fund placement services.

SELECTED PORTFOLIO COMPANIES



- Leading global information and measurement company, focusing on media audience and consumer purchasing measurement and analytics



- Global online travel company, including the brands orbitz.com, ebookers.com, hotelclub.com and cheaptickets.com



- Multi-platform media company focused on providing branded weather news and information across three screens - television, internet and mobile

Full Portfolio

- <http://www.blackstone.com/businesses/aam/private-equity/portfolio>

KEY CONTACTS



- Robert Reid
- Senior Managing Director, Head of TMT



- Inaki Echave



- Haide Hong

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | 19 offices in 14 countries |
| Founded | EQT Partners AB 1994 |
| Employees | In total: ~300 (of which 260 in Europe) |
| Current Fund Size | EQT VI: EUR 4.75 bn, raised in 2011 |
| Use of Debt | Yes |
| Assets under Mgmt | ~ EUR 20bn capital raised in 15 funds |
| Target Investment Size | Mid – to Large-Cap companies, Equity investments will typically range between EUR 100 – 600 million |
| Target Geographies | Europe |
| Target Sectors | Online/Digital Media, Online Classifieds, Online Advertising, E-Commerce, Software, Payments, Education, Mobile, Content Rights |
| Investment Style | Buyout Investments |
| Deal structures | Control, joint control |
| Key Investment Criteria | Growth opportunities, leading market position, performance improvement potential |
| Website | www.eqt.se |
| Contact Email | Dominik.Stein@eqt.de Thomas.Klews@eqt.de |
| Contact Phone | +49 89 25 54 99 36 +49 89 25 54 99 45 |

FUND DESCRIPTION

EQT VI is a EUR 4.75 bn buyout fund raised in 2011, that seeks high-quality, market-leading, medium-sized to large companies in Northern and Central Europe with significant value-creation opportunities. Targeted companies should have the potential for improvement and value creation by investing in growth, in performance improvement, and active participation in industry consolidation through add-on acquisitions. The typical equity investment opportunity ranges between EUR 100 million and EUR 600 million.

SELECTED PORTFOLIO COMPANIES



- Global independent leader in IT process automation software, based in Austria



- Market leading provider of live sports information and services, operating at the interface between sports and entertainment



- Leading offline and online outdoor sports retailer in the Nordic region

Full Portfolio

- <http://www.eqt.se/Portfolio-Companies/Current-Portfolio/>

KEY CONTACTS



- Dominik Stein
- Partner
- Email: Dominik.Stein@eqt.de

- Joined EQT in September 2006
- Head of TMT Sector
- Board member of Sportradar, Springer SBM, Bureau van Dijk, Blizoo



- Thomas Klews
- Director
- Email: Thomas.Klews@eqt.de

- Joined EQT in October 2007
- Previously worked for Credit Suisse in London and Frankfurt, focusing on European TMT

KEY CORPORATE FACTS / KPIs

| | |
|------------------------|---|
| Offices | London |
| Founded | 2004 |
| Employees | 20 |
| Current Fund Size | £805 million |
| Use of Debt | Yes |
| Assets under Mgmt | £1.2 billion |
| Target Investment Size | £75m-£350 million |
| Target Geographies | UK, Ireland |
| Target Sectors | Media, Business Services, Financial Services, Healthcare |
| Investment Style | Board membership and senior management support |
| Deal structures | Majority |
| Website | www.exponentpe.com |
| Contact Email | david.mcgovern@exponentpe.com / carl.lavin@exponentpe.com |
| Contact Phone | +44 20 7845 8520 |

FUND DESCRIPTION

Exponent is a private equity firm investing in UK headquartered businesses with enterprise values between £75m and £350m. We work with businesses across a broad range of sectors; where we can unlock value and drive growth. We do this by finding the right companies, identifying their potential and working with great people to develop them.

SELECTED PORTFOLIO COMPANIES



- UK's largest independent retailer of train tickets via thetrainline.com website and mobile app.



- Leading branded special interest content and platform company.



- Technology driven VAT refund and Dynamic Currency Conversion services for merchants, tourists and governments.

Full Portfolio

- www.exponentpe.com/portfolio

KEY CONTACTS



- Tom Sweet-Escott
- Senior Partner
- Exponent since 2004
- Companies: thetrainline.com, HSS Hire, Pattonair.



- David McGovern
- Principal
- Exponent since 2011
- Companies: thetrainline.com, Fintrax .



- Carl Lavin
- Principal
- Exponent since October 2014
- Focus on technology and media investments

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | New York, London, Menlo Park, Hong Kong, Tokyo, São Paulo and others |
| Founded | 1976 |
| Employees | 190 Investment Professionals 50 Operational Professionals |
| Current Fund Size | Europe III (€6bn size) |
| Use of Debt | Flexible |
| Assets under Mgmt | \$96 Billion Globally |
| Target Investment Size | Growth Equity: \$10m - \$100m Private Equity: \$100m - >\$2bn equity |
| Target Geographies | Global |
| Target Sectors | Media, Technology, Consumer, Retail, Energy, Financial Services, Healthcare, Infrastructure and others |
| Investment Style | Active |
| Deal structures | Flexible deal structuring, including minority positions or partnerships |
| Key Investment Criteria | Best-in-class Mgt. team, operational & technology excellence, growth potential, profitability or clear path to profitability |
| Website | www.kkr.com |
| Contact Email | Franziska.Kayser@kk.com |
| Contact Phone | +44 (20) 7104 2552 |

FUND DESCRIPTION

Global Presence: 21 offices in 15 countries and a unique network for global roll-outs.

Focus on Operational Value Creation: KKR's average holding period is 7 years and over 50 Operating Partners (KKR Capstone) support companies with operational expertise.

Large portfolio: With 98 portfolio companies globally with more than 800,000 employees, KKR offers a unique roll-out opportunity to B2B companies.

Highly Experienced in Partnership Transactions: BMG, Fotolia, Scout24 Schweiz, Ping Identity, and many others.

Deep Sector Knowledge: >50 TMT deals with aggregate deal value in excess of \$100bn.

Dedicated Growth Fund: Targeting tech-enabled growth investments ranging from \$10m-\$100m.

SELECTED PORTFOLIO COMPANIES



- Leading online marketplace for digital images operating websites in 23 countries and 13 languages



- Leading provider of wireless audio and home theatre products for the connected home



- Provider of domain name registration, web-hosting and other cloud-based services and software primarily to SMBs



- Leading automotive and real estate online classifieds (Scout24) and digital marketing (Omnimedia) platform in Switzerland



- Community and e-commerce sites in the automotive, careers, home, shopping, and travel and leisure verticals



- Leading multi-vertical eRetailer focused on health & fitness, beauty & apparel



- Provider of enterprise Identity and Access Management (IAM) software



- Innovator of artificial intelligence & machine learning software for IT automation

KEY CONTACTS



- Philipp Freise
- Head of Media Europe



- Lucian Schönefelder
- Head of Digital Media Europe

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Sydney, New York, London, San Francisco, Hong Kong, and Others |
| Founded | 1969 |
| Employees | 1,141* |
| Current Fund Size | \$2+ Billion |
| Use of Debt | Yes |
| Assets under Mgmt | \$396 Billion |
| Target Investment Size | \$20 – 200 Million |
| Target Geographies | Global |
| Target Sectors | TMT, Industrials, Infrastructure, FIG, Real Estate, Gaming, and Consumer |
| Investment Style | Active & Passive |
| Deal structures | Flexible |
| Key Investment Criteria | Market Leading, Best-In-Class Management, High Growth, and Cash Flow Characteristics |
| Website | www.macquarie.com |
| Contact Email | Gokay.Urenay@macquarie.com |
| Contact Phone | +1 (212) 231 0409 |

FUND 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. The Company employs 13,900 staff in 28 countries and has assets under management of \$396 billion.

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



TRAVEL

- Leading Travel Management Company (TMC) within the global managed corporate travel industry, providing travel management services to large corporate customers worldwide



ENCOMPASS
DIGITAL MEDIA

- Leading provider of mission-critical broadcasting services and outsourced services to a broad range of broadcasters and media companies

MODERN LUXURY
MEDIA

- Largest publisher of luxury city-regional magazines in the United States with 36 publications covering 15 of the largest markets in the US

SOASTA

- Leading technological provider of cloud load testing, mobile performance testing, mobile test automation, real user monitoring, web performance testing, and managed testing solutions

KEY CONTACTS



- Gokay Urenay
- Senior Vice President
- Email: Gokay.Urenay@macquarie.com

- Joined Macquarie in 2010 ; previously at UBS, IPG / Initiative and Vivendi



- David Dorfman
- Senior Managing Director
Head of US Technology, Media, & Telecom
- Email: David.Dorfman@macquarie.com

- Joined Macquarie in 2009; previously at Lehman Brothers and Nomura



KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | 1 |
| Founded | 2004 |
| Employees | 6 |
| Current Fund Size | Balance sheet investments from parent company Mayfair SE |
| Use of Debt | Yes |
| Assets under Mgmt | not disclosed |
| Target Investment Size | €500m - €1bn |
| Target Geographies | Europe, North America |
| Target Sectors | Consumer goods, retail, digital media, business services |
| Investment Style | Active |
| Deal structures | Control, joint control, minority, etc. |
| Key Investment Criteria | Long-term growth prospects Healthy business with unique assets International exposure Low capital intensity Strong management |
| Website | |
| Contact Email | hl@maryland-gmbh.de |
| Contact Phone | +49 (40) 320878 0 |

Maryland GmbH

FUND DESCRIPTION

Maryland GmbH is the direct investment division of Mayfair SE, the private family office of Günter and Daniela Herz, former owners of the Tchibo Group. Maryland aims to establish a portfolio of long-term direct investments. The focus is on companies with a strong business model and long-term growth prospects preferably in branded consumer goods, retail, digital media, or the services sector. Transaction structures may range from minority to majority holdings, private or public companies, typically on an all-equity basis.

SELECTED PORTFOLIO COMPANIES



- Global leader in Testing, Inspection & Certification (ship classification, oil & gas, energy and ISO certification)
- #3 global TIC services company, €2.5bn revenues, 16,000 employees
- 36.5% holding in DNV GL (Mayfair merged its 100% investment in GL Group with direct competitor DNV in 2013 to create leading TIC services company)



- Innovative, Italian fast-casual restaurant concept
- 150 restaurants in 28 countries worldwide (€350m system-wide revenues)
- Mayfair acquired 44% holding in 2011
- Support for global roll-out of the business



- #3 global sporting goods brand leading in the sport lifestyle segment
- Mayfair acquired 27% holding in 2005; sold to PPR in 2007

KEY CONTACTS



- Hinrich Stahl
- Managing Director
- Email: hs@maryland-gmbh.de

- responsible for Mayfair's direct investments since 2004
- previously Apax Partners and McKinsey & Co.
- MBA INSEAD (Fontainebleau)



- Helge Lützen
- Director
- Email: hl@maryland-gmbh.de

- joined Maryland in 2008
- previously Citigroup Global Markets
- ebs Oestrich-Winkel



Partners Group
Passion for Private Markets

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | 16 offices around the globe |
| Founded | 1996 |
| Employees | More than 650 |
| Current Fund Size | More than EUR 19bn in private equity assets under management |
| Use of Debt | Yes |
| Assets under Mgmt | EUR 30.3 billion |
| Target Investment Size | EUR 100 million to EUR 2 billion in enterprise value |
| Target Geographies | Americas, Europe, Asia |
| Target Sectors | Consumer, Financial & Business Services, Healthcare, Industrials, Information Technology, Infrastructure Media & Telecommunications |
| Investment Style | Value-add investor |
| Deal structures | Majority and Minority |
| Key Investment Criteria | Market leading, strong management, value-add opportunities |
| Website | http://www.partnersgroup.com/en/ |
| Contact Email | directs@partnersgroup.com |
| Contact Phone | +41 41 784 60 00 |

Partners Group

FUND DESCRIPTION

Partners Group is a global private markets investment management firm with over EUR 30 billion in investment programs under management in private equity, private debt, private real estate and private infrastructure. The firm manages a broad range of investment programs and customized portfolios for an international clientele of institutional investors such as pension funds, insurance companies and sovereign wealth funds who are seeking direct exposure to individual private markets assets. Partners Group is headquartered in Zug, Switzerland and has 16 offices around the globe. The firm employs over 650 people and is listed on the SIX Swiss Exchange with a major ownership by its Partners and all employees and is invested in more than 6'000 privately held assets.

SELECTED PORTFOLIO COMPANIES



- Global multiplatform software guide which allows users to explore, download and manage software applications on multiple devices



- Provider of technology support services (tech support, cloud migration, mobility solutions) to blue-chip companies around the globe



- Provider of Value-Added / Goods and Services Tax refund services and flexible currency payment processing solutions

Full Portfolio

- <http://www.partnersgroup.com/en/>

KEY CONTACTS



- Christian Unger
- Managing Director
- 18 years of industry experience; former CEO of QXL Ricardo (TRADUS) and Ringier AG
- Companies: Softonic, Publigroupe SA, Ringier Axel Springer Media AG, Eventim / Ticketcorner, Jobs.ch



- Stephan Seissl
- Vice President
- Partners Group since 2007; formerly Lehman Brothers and BrainsToVentures
- Companies: Softonic, Delsey

» LEADERS CONNECTED

NOAH13
London

FUND BOOK

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|---|
| Offices | Providence, New York, London, Hong Kong, Beijing & New Delhi |
| Founded | 1989 |
| Employees | 241 (25 in Europe) |
| Current Fund Size | \$5.25 billion |
| Use of Debt | Yes |
| Assets under Mgmt | \$37 billion |
| Target Investment Size | \$150 million - \$350 million |
| Target Geographies | USA, Europe & Asia |
| Target Sectors | Internet, Digital Media, Media, Communications, Internet Infrastructure, Education & Information Services |
| Investment Style | Active |
| Deal structures | Minority or Majority |
| Key Investment Criteria | Growth Equity |
| Website | www.provequity.com |
| Contact Email | info@provequity.co.uk |
| Contact Phone | +44 (0) 207 514 8800 |

Providence Equity

FUND DESCRIPTION

Providence is the world's leading private equity firm focused on media, communications, education and information investments. The firm manages funds with \$37 billion in commitments and has invested in more than 130 companies globally since its inception in 1989. Providence is headquartered in Providence, Rhode Island and also has offices in New York, London, Hong Kong, Beijing, and New Delhi.

SELECTED CURRENT & FORMER PORTFOLIO COMPANIES



- Leading online automotive marketplace



- Leading website for premium video content in the US



- China's leading website for premium video content



- Pioneering global educational software provider

Full Portfolio

- <http://www.provequity.com/>

KEY CONTACTS



- Andrew Tisdale
- Managing Director
- Companies: ATG, HSE24, M7



- Dany Rammal
- Managing Director
- Companies: Galileo, Study Group



- Karim Tabet
- Managing Director
- Companies: Academedia, Digiturk, Galileo



- Roderik Schlosser
- Vice President
- Companies: M7

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Silicon Valley, New York, London, Hong Kong, Shanghai, Tokyo |
| Founded | 1999 |
| Employees | >200 (of which >20 in Europe) |
| SLP IV Fund Size | \$10.3 billion |
| Use of Debt | Yes |
| Assets under Mgmt | ~\$20 billion |
| Target Investment Size | \$100 million to \$1 billion (equity) |
| Target Geographies | Global |
| Target Sectors | Technology and technology-enabled |
| Investment Style | Flexible |
| Deal structures | Flexible |
| Key Investment Criteria | Market leader, cash flow generative, high growth |
| Website | www.silverlake.com |
| Contact Email | silverlake@brunswickgroup.com |
| Contact Phone | +44 20 3205 8400 |

FUND DESCRIPTION

Silver Lake is the global leader in technology investing, with over \$20 billion in combined assets under management and committed capital and a team of approximately 110 investment and value creation professionals located around the world. Dedicated to the thesis that the dynamism and rapid pace of innovation in global technology demand intensely focused domain expertise, Silver Lake differentiates itself from generalist investment firms by devoting its full scope of talent and intellectual capital to the singular mission of investing in the world's leading technology companies and tech-enabled businesses. Applying the strategic insights of an experienced industry participant, the operating skill of a world-class management team, and the investing capabilities of a leading private equity firm, Silver Lake leverages the deep knowledge and expertise of a global team based in Silicon Valley, New York, London, Hong Kong, Shanghai, and Tokyo.

SELECTED PORTFOLIO COMPANIES



- Leading voice-over-IP service and instant messaging client



- Domain registration, web hosting, and related value-added services



- China's leading e-commerce company

Full Portfolio

- <http://www.silverlake.com/secondary.asp?pageID=6>

KEY CONTACTS



- **Simon Patterson**
- Managing Director
- Silver Lake since 2005
- Companies: Skype, Dell, Intelsat, Multiplan, Gerson Lehrman Group



TPG

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, San Francisco, Beijing, Chongqing, Hong Kong, Melbourne, Moscow, Mumbai, New York, Paris, São Paulo, Shanghai, Singapore and Tokyo |
| Founded | 1992 |
| Employees | Over 250 (of which ~25 in Europe) |
| Current Fund Size | \$19 billion |
| Use of Debt | Yes |
| Assets under Mgmt | \$66 billion |
| Target Investment Size | \$100 million+ |
| Target Geographies | Europe, US, Asia |
| Target Sectors | Technology, Internet, Digital Media |
| Investment Style | Active board members |
| Deal structures | Minority or Majority |
| Key Investment Criteria | Market leaders; strong growth prospects; unit economics that work |
| Website | www.tpg.com |
| Contact Email | mjanzarik@tpg.com |
| Contact Phone | +442075446518 |

FUND DESCRIPTION

TPG has a long history of successful investments in leading internet and media franchises such as Victoria Plumb, AirBnB, Box, Sabre/Travelocity/Lastminute.com, Hotwire.com, Univision, Creative Artists Agency (CAA), and RentPath (ApartmentGuide.com; Rent.com). We have also helped digitize many of the world's leading offline businesses through multiple online platforms, including NeimanMarcus.com, Petco.com, JCrew.com, and Become.com. TPG has a long history of successful minority investments, including many with specific focus in the digital media and internet sector. Minority investments within the media, digital media and internet sector include AirBnB, Box, Uber, SurveyMonkey, Hotwire.com and CAA.

SELECTED PORTFOLIO COMPANIES



- UK's market leading online seller of bathrooms



- World's leading short term residential bookings marketplace



- World's leading private car / taxi booking service



- UK's #1 online teacher job and resources platform
- World's leading marketplace for teacher content exchange

- Full Portfolio
- www.tpg.com

KEY CONTACTS



- Karl Peterson
- Head of Europe. Former founder / CEO of Hotwire.com
- Email: kpeterson@tpg.com
- TPG since 1995



- Malte Janzarik
- Vice President
- Email: mjanzarik@tpg.com
- TPG since 2005

» LEADERS CONNECTED

NOAH'14
London

FUND BOOK

DEBT



BLUE TREE GROUP
CORPORATE FINANCE ADVISORY AND
INVESTMENT MANAGEMENT

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | Munich |
| Founded | 2009 |
| Employees | 4 (all based in Europe) |
| Current Fund Size | Deal by Deal Funding |
| Use of Debt | Yes |
| Assets under Mgmt | EUR 10m |
| Target Investment Size | EUR 3 m– 6m |
| Target Geographies | Germany, Austria, Switzerland, Netherlands, UK |
| Target Sectors | Technology & Internet, Media & Communications and Technology-Enabled Services |
| Investment Style | Active |
| Deal structures | Minority |
| Key Investment Criteria | <ul style="list-style-type: none"> • High growth potential • High profit potential • Globally appl. business models • Investments around series B, C |
| Website | www.bluetreegroup.com |
| Contact Email | info@bluetreegroup.com |
| Contact Phone | +49 (0) 89 244 01 737 |

Blue Tree Group

FUND DESCRIPTION

Blue Tree Group is a financial advisor and investment manager for HNWI and corporate ventures investing in promising people and scalable business on a deal by deal basis. The team of BlueTree provides portfolio companies with funding, strategic and operational advice in order to foster a company's growth and to create value for the investors. In turn, Blue Tree Group might support the management team recruiting the best professionals, providing access to industry experts and potential clients as well as setting up a sound milestone plane.

It is the goal to find the best people for the best businesses in order to grow the venture and to create valuable companies.

SELECTED PORTFOLIO COMPANIES



- Founded in 2014
- Fast growing social commerce and ticket business for the leisure industry
- MakeYourDay.com is an inspiring platform to conveniently find, organize, and book leisure time activities together with friends online



- Founded in 2003
- Highly profitable and innovative technology company in the leisure industry
- Jollydays is the market leading broker of (gift) vouchers (e.g. wellbeing gifts, numerous sport activities) in Austria

KEY CONTACTS



- Dr. Michael Daldrup
- Managing Partner
- Email: mdaldrup@bluetreegroup.com



- Marko Stjepanovic
- Analyst
- Email: mstjepanovic@bluetreegroup.com



- Alexander Koch, CFA
- Associate
- akoch@bluetreegroup.com

KEY CORPORATE FACTS / KPIs

| | |
|-------------------------|--|
| Offices | London, Zurich |
| Founded | 2006 |
| Employees | 20 (of which 20 in Europe) |
| Current Fund Size | 250 mil |
| Assets under Mgmt | 500 mil |
| Target Investment Size | 5 – 30 mil |
| Target Geographies | Europe |
| Target Sectors | Agnostic, except biotech |
| Investment Style | Passive |
| Deal structures | Debt |
| Key Investment Criteria | Later stage (revenues €10+ mil), repayment profile: 3-4 years |
| Website | www.esocapital.com |
| Contact Email | info@esocapital.com |
| Contact Phone | +41 44 200 3822 / +44 203 642 2600 |

ESO Capital

FUND DESCRIPTION

ESO Capital, founded in 2006, provides self-originated and self-structured capital solutions to European small and medium sized enterprises, from high growth businesses to insolvency situations. ESO invests across the capital structure, with target deal size is €5 to 40 million with a typical investment horizon of 2 to 4 years. Besides the high degree of flexibility in structuring our engagement, we can provide companies with the comfort of a long-term partner investing from 5th fund. Our process is clearly structured and can be executed within few weeks.

TYPICAL LOAN TERMS

- Size: €5 to 30 million
- Tenor: 2 – 4 years
- Return components: Interest (cash or PIK); fees, warrants
- Repayment: Flexible amortization, bullet possible; Can be repaid at any time

KEY CONTACTS



- Olya Klueppel
- Partner
- Email: ok@esocapital.com

- At ESO since 2010
- Previous, Harcourt Investment, Citigroup/Salomon Smith Barney
- MBA, Harvard Business School, BA, Lafayette College



- Natalia Nowak
- Managing Director
- Email: nn@esocapital.com

- At ESO since 2012
- Previous: Arrowgrass Capital Partners, Cerberus, Goldman Sachs
- MBA, Harvard Business School, Dipl.-Kauffrau, European Business School

| KEY CORPORATE FACTS / KPIs | |
|----------------------------|---|
| Offices | 28 US offices and international operations in China, India, Israel and UK |
| Founded | 1983 |
| Employees | 1800+ |
| Current Fund Size | N/A |
| Use of Debt | Yes |
| Assets under Mgmt | N/A |
| Target Investment Size | N/A |
| Target Geographies | N/A |
| Target Sectors | Software, Hardware, Life Science & Healthcare, Energy & Resource Innovation, Venture Capital & Private Equity, Premium Wine |
| Investment Style | Active |
| Deal structures | N/A |
| Key Investment Criteria | N/A |
| Website | www.svb.com |
| Contact Email | ajennett@svb.com |
| Contact Phone | +44(0) 207 367 7832 |

Silicon Valley Bank

FUND DESCRIPTION

Silicon Valley Bank is the premier bank for technology, life science, energy & resource, venture capital, private equity and premium wine businesses. Silicon Valley Bank and its affiliates within SVB Financial Group provides industry knowledge and connections, financing, treasury management, corporate investment and international banking services to its clients worldwide through 28 US offices and seven international operations in China, India, Israel and the UK. (Nasdaq: SIVB) www.svb.com/uk

SELECTED PORTFOLIO COMPANIES



- Brandwatch is a social media monitoring company headquartered in Brighton, UK.



- Pinterest is a visual discovery tool that you can use to find ideas for all of your projects.



- Space Ape Games is an award-winning mobile/social gaming startup founded in 2012.

Portfolio news

- <http://www.svb.com/newslist.aspx>

KEY CONTACTS



- James Downing
- Vice President, Business Development
- jadowning@svb.com

- James works with a range of growing technology businesses, both venture backed and independently funded. He joined Silicon Valley Bank from Barclays, where he was a director working with large and mid cap companies across the TMT space.



- Anna Jennett
- Associate, Business Development
- ajennett@svb.com

- Anna has been with Silicon Valley Bank for 5 years, focusing on building relationships with early and growth stage technology businesses. She has a BA in English and French from the University of Durham.