



State of European Mobility Startups 2021

January 2022

Leading innovation ecosystem for mobility entrepreneurs.

Via ID

As a business accelerator for new businesses and the venture capital arm of Mobivia, Via ID provides long-term support for projects and entrepreneurs in the development of innovative solutions, so that they can become leaders in sustainable mobility and autotech.

Thanks to its hybrid positioning (investor, accelerator, ecosystem facilitator) Via ID supports innovative startups in sustainable mobility at different stages of development in order to help them develop in France and Europe and transform the mobility of tomorrow.

Mobility Club

The Mobility Club by Via ID connects corporates with startups, and provides its members a deep understanding of key trends in mobility and smart city, but also new business perspectives through investment and/or partnership opportunities.

The value proposition of the Mobility Club is built around 3 main pillars: mobility insights, events & networking, dealflow & project flow.





Global startup & venture capital intelligence platform.

Dealroom.co is the foremost data provider on startup, early-stage and growth company ecosystems in Europe and around the globe.

Founded in Amsterdam in 2013, we now work with many of the world's most prominent investors, entrepreneurs and government organizations to provide transparency, analysis and insights on venture capital activity.

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OVERVIEW	INDUSTRY	EMPLOYEES 32 Marsha Crowth	PUNDING	LOCATION	CHANCE IN 2
Deliverso Online food delivery	Transportation Mobility	5538	¢1.58	Londien	↑ 34231
adgen Adjen Single payments platform	Fintach Payments	- 1486	¢ 255H	Arrotordare	↑ 23452
Service a stretter online	Health Marketplace & Econometer	40	6 22714	Blackholm	↑ 45244
Craphone Docessor for H. intelligence	Travel Real Extern Workspaces	<u> </u>	¢ 418H	Bristal	↑ 1338
Accults: Accults Software for CP practices	Travel Transport Mobility	/ ×	¢ 11.6M	Londen	1 53434
C Forwards Ethical online supermarket	Food Conversity	N	6 21.3M	Londen	1 42342
Netwing Decraiting startup focused on hiting.	Health Marketplace & Ecommerce	- 100	C 28M	Berlin	1 42945
Colores Dig data analytics and process mining	SeaS Enterprise software	<u> </u>	¢ 334H	Humich	1 MIRT
Dig data analytics and process mining	Enterprise software	- "			

What happened in mobility in 2021.

Best year ever for mobility investment in Europe.

VC investment in European Mobility

startups by year

European mobility companies raised \$14B in 2021, an all-time high and 2.7x compared to 2020. The growth has been mainly driven by megarounds (>\$100M), which accounted for 65% of all funding. More than 40% of all European mobility unicorns have been created in 2021 with 14 new unicorns. Mobility is being reshaped by the transition to electric mobility, the race for autonomous driving, the reinvention of urban transport with micromobility and innovation in logistics.

Corporates keep investing for strategic and financial reasons.

CVC is also pushing a lot of capital into mobility startups, accounting for almost 29% of all the funding since 2015, more than any other sector apart from deep tech. In 2021 however, CVC contributed "only" around 20% due to the entrance of more PE funds, hedge funds and institutional investors into the scene. Corporates are investing for a mix of financial and strategic reasons, often alongside commercial agreements and partnerships.

Europe leads in Micromobility and EV mobility.

Micromobility investments globally are ramping up again after the 2017-2018 wave. But now Europe is showing the way. Attracting more than \$1.4B of investments in 2021, as much as the US and China combined.

EV mobility is also accelerating tremendously, with investment into EV charging infrastructure jumping 11x to \$1B and investment into EV battery value chain up 3.8x to \$3.3B. This rise is led by the change of habits from the pandemic and environmental awareness.

European 2021 VC funding and YoY funding growth

3.8x

\$1.0B

\$3.3B

\$1.4B 1.7x

EV charging

EV battery

Micromobility



Corporate investments in European mobility startups by year (% share and total amount)





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11x



Value and Venture Capital



European mobility startups have surged to a combined value of \$227 billion, up 8.4x since 2016.



AUTO 1 * northvolt GROUP Polestar AUTO1 Group Northvolt Arrival Europe's leading digital We are an electric performance ca Lithium-ion batteries manufacture brand, determined to improve the... electric vans Energy, Transportation, Clean Energy, Transportation, Vehicle Production Transportation, Search, Buy & Rent Energy Storage Transportation, Vehicle Production Robotic: Gothenburg, Sweden based Berlin, Germany based Stockholm, Sweden based London, United Kingdom based 1996 founded 2012 founded 2016 founded 2015 founded Ne ____ 2,375 1,902 employees 61 Job Openings 810 Job Openings 380 Job Openings 175 Job Openings s \$20.0B valuation (latest) \$12.9B valuation (latest) \$11.8B valuation (latest) \$8.2B valuation (latest) InPost SCOUT 24 InPost Cazoo Scout24 Holding Veoneer and automotives Transportation, Search, Buy & Rent Real Estate, Transportation, Search, Buy Transportation, Semiconductors Transportation, Logistics & Delivery Food, Tra London, United Kingdom based & Rent Delivery. Kraków Poland hased 2018 founded Stockholm, Sweden based 2018 founded 2006 founded Munich, Germany based 1999 founded 1.072 3,382 39 Job Openings 134 Job Openings \$7.1B valuation (latest) \$7.0B valuation (latest)

Most valuable companies: <u>» view online</u>



2021 has been a record year for European mobility investment, with \$14B raised, up 2.7x year on year.

VC investment in European mobility startups

\$0-1M (pre-seed) \$1-4M (seed) \$4-15M (series A) \$15-40M (series B) \$40-100M (series C) \$100-250M \$250M+



Top rounds in 2021: <u>» view online</u>

NAME		INVESTORS	VALUATION	IF LAST ROUND V	DATE V
oodtwalt	orthvolt hium-ion batteries manufacturer	Goldman Sachs Baillie Gifford EIT InnoEnergy Norrsken VC Fjärde Ap-Fonden (Ap4)	\$11.8b	\$2.8b GROWTH EQUITY VC	Jun 2021
cioch	nch e easy way to buy a car online	GIC Neuberger Berman Group Soros Fund Management Abu Dhabi Investment Authority		€1.2b GROWTH EQUITY VC	May 2021
BOIL	blt e platform that connects you wi	Sequoia Capital Tekne Capital Management D1 Capital Partners G Squared Naya Capital	\$4.4b	€600m LATE VC	Aug 2021
IONITY	NITY gh-power charging station netw	BlackRock	\$2.5b	€500m GROWTH EQUITY VC	Oct 2021
	plestar are an electric performance ca	SK Group Chongqing Chengxing Equity Investment Fund Partnership Zibo Financial Holding Zibo Hightech Industrial Investment	\$20.0b	\$500m GROWTH EQUITY VC	Apr 2021
0	OVO rcelona-based startup and the f	Delivery Hero GP Bullhound Luxor Capital The Drake Group Lugard Road Capital	\$2.2b	€450m SERIES F	Mar 2021
FLIXBUS	ixMobility (FlixBus) hart and green mobility for ever	General Atlantic HV Capital Permira Silver Lake Partners Technology Crossover Ventures	\$3.0b	\$325m SERIES G	May 2021



As European mobility startups begin to reach maturity, megarounds of \$100M+ accounted for 65% of all funding in 2021, an all-time high.





Europe is now home to 34 mobility unicorn startups, 14 of which were created in 2021 alone.



Page / 8 Source: Dealroom.co A unicorn is defined as a rapidly scaling company (and tech-enabled) that has reached a \$1 billion valuation, on the basis of a funding round (unrealised), acquisition or IPO (realised). More details here. Mobility refers to the "Transportation" industry in Dealroom. For details see methodology and definition.



Explore all 34 Mobility unicorns online.

Mobility unicorns are being created faster than ever before, driven by the acceleration in the transition to electric mobility, the race for autonomous driving, the reinvention of urban transport with micromobility and innovation in logistics. 14 unicorns have been created in 2021, compared to "just" 4 in 2020. More than 40% of all European mobility unicorns have been created this year alone.





European mobility startups saw a massive \$81B of exit value realized in 2021, more than in the last 6 years combined.



Combined valuation of mobility exits

Biggest mobility exits in 2021: <u>» view online</u>

	NAME	BACKERS	MARKET	F ENTERPRISE VALUE	TRANSACTION
╉	Polestar We are an electric performance ca	SK Group Chongqing Chengxing Equity Investment Fund Partnership Zibo Financial Holding Zibo Hightech	transportation vehicle production	\$20.0b	\$800m SPAC IPO
AUTO 1	AUTO1 Group Europe's leading digital automotiv	Cherry Ventures DN Capital Piton Capital DST Global Mutschler Ventures	transportation search, buy & rent	€11.7b	€1.8b IPO
*	Arrival Technology company making sma	Company Kia Motors BlackRock BNP Paribas Wellington Management	transportation vehicle production	\$13.0b	\$259m SPAC IPO
InPost	InPost Using innovative technology to tra	Integer.pl Group Advent International	transportation logistics & delivery	€8.0b	€2.8b IPO
AZOO	Cazoo Car buying and rental website	Entrée Capital Errol Damelin Octopus Ventures Stride.VC Delin Ventures	transportation search, buy & rent	\$7.0b	\$805m SPAC IPO
oneer	Veoneer Designs, develops, manufactures	Autoliv Quinary	transportation semiconductors	\$4.5b	\$4.5b ACQUISITION
*-	Lilium Building radically better ways of m	Technical University Munich (TUM) Freigeist Capital Frank Thelen Atomico LGT Capital Partners	transportation autonomous & sensor tech vehicle production	\$3.3b	\$380m SPAC IPO







European mobility startups continue to compete strongly internationally. Europe raised almost half of the US total in 2021, and is growing more than twice as fast.



OBILITY

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European mobility startups raised 16% of the global venture capital in 2021, and 36% at early stage, its highest proportions ever.



VC investment in mobility by startup HQ, rounds up to \$15M

📕 Europe 📕 USA 📕 China 📕 Rest of Asia 📕 Rest of the World







Germany has received the most investment since 2015, but was pipped by Sweden in 2021 thanks to Northvolt's megaround.





Stockholm, Berlin, London, Munich and Paris remain key hubs for mobility in Europe, followed by Barcelona, Madrid and Amsterdam.



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Explore mobility funding by regions, countries and cities.

Mobility is one the biggest sector for European VC funding, attracting 13% of all the investments in 2021. Competition among countries and cities to attract transportation talent and business in the field is increasing. Countries and cities also play a pivotal role in facilitating the transition towards more sustainable mobility from the EV revolution to micromobility in urban areas.

» Investment by regions

» Investment by countries

» Investment by cities

» More ...

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\$	VC INVESTMENT	NEW FUNDS	EXITS UN	ICORNS FUTU	IRE UNICORNS				
	Top global hubs Asia Pacific European Cities More Searches								
Ha	mature Growth stage	transportation v	Grant V S Rounds	PA C Private Placement Rounds	~				
Ø	outside tech v Type to filter results								
×									
€ ∵∑	Annually Q	uarterly Mon	thly	Amount Nur	mber of rounds	2015	2021		
	AMOUNT								
∲ S	INVESTED V Locations	2015	2016	2017	2018	2019	2020	JF 2021	
\$ →	Sweden	\$12.3m	\$37.8m	\$87.2m	\$145m	\$1.4b	\$829m	\$3.8b	
83 83	United Kingdom	\$158m	\$268m	\$536m	\$320m	\$653m	\$1.4b	\$2.6b	
	Germany	\$205m	\$165m	\$609m	\$953m	\$1.5b	\$1.4b	\$2.6b	
	France	\$313m	\$250m	\$360m	\$343m	\$409m	\$241m	\$954m	
<u>.</u>	Netherlands	\$22.7m	\$47.2m	\$51.7m	\$107m	\$157m	\$97.1m	\$706m	
:	Estonia	\$858k	\$1.1m	\$4.8m	\$176m	\$62.9m	\$276m	\$693m	
≞	Spain	\$92.5m	\$151m	\$187m	\$392m	\$566m	\$253m	\$660m	
	Italy	\$6.8m	\$9.4m	\$23.5m	\$31.8m	\$37.7m	\$64m	\$103m	
	Norway	\$6.1m	\$22.3m	\$12.5m	\$19.6m	\$21.8m	\$74.7m	\$91m	
	Croatia		2	\$34.1m	\$700k	\$88.2m	\$6.5m	\$77m	
	Switzerland	\$24.3m	\$13.9m	\$43.3m	\$108m	\$118m	\$137m	575	





Corporates provided 21% of European mobility startup funding in 2021. While this share is triple that of 2015, corporate interest may have peaked in 2018/19.

VC investment in mobility startups by investor type <u>» view online</u>

📕 Venture capital 📕 Corporate 📕 Other



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Mobility is among the sectors where corporate investments are more present.

% capital investment (2015-2021) from corporates



Why are corporates investing so much in mobility startups?

Mobility companies, such as auto OEMs, and energy companies have strong capital resources and deep sector expertise. Investing is a way to establish partnerships, have an edge on disruption of the industry and achieve strong financial returns. Some investments are more financially driven and focus on market perspective and potential returns, others have a strong strategic mandate regarding synergies on supply chain and industrial asset utilization.

In contrast, Enterprise software refers to tools improving productivity and processes in a wide range of industries. This means the strategic dimension of the investment and the value of sector expertise is strongly diminished.



Mobility OEMs and suppliers and Energy companies are investing mainly in EV, while tech and financial sector have more spread bets.





Volkswagen and Scania invest in Northvolt to secure batteries supply for their EV ambitions.

According to TechCrunch, the company concluded several deals with OEMs, including Volkswagen (a \$14B contract), BMW (a \$2.3B contract), and Scania. The company operates a gigafactory in Sweden and plans to build 2 other gigafactories (one will be in Germany). Northvolt's key differentiation is about manufacturing batteries using renewable energy, recycling batteries in-house and reuse of the raw materials during the process.

<u>Volkswagen has a 20% stake in Northvolt</u>. In 2019, joint-venture to build a factory. Volkswagen's ambition is to meet the growing demand in the EV market (the OEM plans to launch +70 new EV models). <u>Scania backs Northolt since 2018</u> and is looking at securing batteries for heavy vehicles. The Swedish OEM realises there is a limited supply of batteries, thus looking at a strategic partner to fulfill its ambition in the heavy electric vehicles segment. Back in 2018, <u>Scania deployed an</u> <u>expert R&D team in Northvolt Labs</u>.

northvolt

Country: Sweden

Sector: **EV Battery manufacturing** CVC investors: **Goldman Sachs, Scania, Volkswagen** Last funding: **\$2.75B (June 2021).** Total funding: **\$6.1B (equity and debt)**

In 2017, Northvolt announced a bold and simple plan: to enable the future of energy by developing the world's greenest battery cell and establishing a European supply of batteries. The mission of the company is to build the greenest battery in the world with a minimal carbon footprint and the highest ambitions for recycling to enable the European transition to renewable energy.





Vincent Cabanel Business Intelligence at ViaID



CVC investments in mobility reached an all-time high in Europe, with \$10Bn invested in 2021.

At Via ID, we are at the forefront of the shift towards a greener mobility. **CVC investments in mobility reached an all-time high in Europe, with \$10Bn invested in 2021**. Corporates are strongly involved in the shift towards sustainable mobility, with EV and AutoTech (especially used cars) sectors attracting the most fundings. It confirms our investment strategy.

Another strategic sector is micromobility. 2021 was definitely the e-bike boom in Europe, and I'm looking forward to see how the market will evolve next year, especially about the after-sales and second-hands!







Electric mobility (clean energy and energy storage), Mobility platforms and Logistics & delivery have attracted the most funding and are the fastest growing sub industries.

Total VC funding in European mobility by sub industry (2015-2021)



VC funding growth in European mobility by sub industry (2021 vs 2020)





Micromobility, 10-min delivery and the EV charging and battery space are among the fastest growing trends in European mobility.

Total VC funding in European mobility by selected trends (2015-2021)



VC funding growth in European mobility by selected trends (2021 vs 2020)



Page / 25 Source: Dealroom.co. Mobility refers to the "Transportation" industry in Dealroom. For details see methodology and definition. *Considered as part of the foodtech industry in Dealroom, since still mostly focused on groceries delivery.

The macroeconomic environment increased the shift towards greener modes of mobility, both for consumers and professionals.

We started VelyVelo convinced that bikes are probably the best vehicle to deliver packages in grounded cities. We provide comprehensive solutions to power the revolution in food delivery, 10min-delivery and the e-commerce market."



Dieu Ly Tran Consumer research at Lufthansa innovation hub

Lufthansa

Innovation Hub

<u>LLH</u>



⁶⁶We saw people change their habits with the pandemic. In last mile mobility we witnessed a shift towards micromobility and the operators are improving monetization with new payment and subscription models."



Micromobility is an opportunity to substitute car ownership for short distance trips.

Why is micromobility important for Europe

In UK trips shorter than 3 miles makes 67% of all trips. In Germany 59%.*

Change of habits from the pandemic, increased environmental awareness and collaboration with the cities are unlocking the micromobility opportunity in Europe.







Long Distance Car-Sharing (20+ km)



SHARENOW

citeecar

GoMøre

Tcosla Location de voitures



Europe is now leading the way for micromobility innovation with over \$1.4B of investments in 2021, as much as US and China combined.



Most valuable European micromobility operators: <u>» view online</u>



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Micromobility is maturing and consolidating. Leading operators are increasing their M&A activity.

Micromobility operators consolidation

Micromobility is now a maturing sector going under consolidation.

In the past, we used to see a fierce war for market share with several operators in each city battling for user onboarding.

Now, players are expanding more carefully with tenders.

Several micromobility operators are now going public such as Donkey republic, Helbiz, Bird, Gogoro. Others will join soon such as Lime next year.

M&A is also increasing with the biggest operators acquiring smaller players to expand geographically or launch new services.

Selected micromobility operators acquisitions



Tier acquired the italian operations of Wind mobility to enter this new market.

Tier acquired German bike-sharing platform to accelerate its expansion to e-bikes.

Tier acquired the e-mopeds and charging infrastructure of failed Berlin-based Coup to launch its own service in the city.

Helbiz acquired Italian e-moped sharing platform Mimoto to add e-mopeds to its offering of e-scooters and e-bikes.

Helbiz acquired Skip operations in Washington, DC to bolster its US expansion.



Micromobility operators are still unprofitable, but investors keep believing in their long term potential.

2021 saw, for the first time, micromobility operators public. go

Micromobility operators have a valuation premium (7.3-23x vs 4-5x) in respect to ride-hailing operators. Grab is an exception due to its superapp ambitions. Micromobility operators such as Donkey and Helbiz command the higher premium, despite having the worse EBITDA margin (highly negative).

Bird claims to be on its way to profitability thanks to its recent change from full-stack micromobility technology provider. operator to Gogoro's hybrid model has been EBITDA positive (e-bike since 2019. also Niu seller).

It is still a long way for micromobility operators to get to a scale comparable to ride-hailing giants. The hope is for margins to improve with scale without accumulating too wide losses.



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Europe is still behind on Electric mobility investments but it is growing the fastest. Europe is also leading in electric vehicle adoption, especially the Nordics.



Share of plug-in electric vehicles in new passenger car sales (2020)





Investment into the EV charging infrastructure is up 11x from last year, to \$1B.

European VC funding into EV charging









Investment into the EV battery value chain is up 3.8x from last year, to \$3.3B.

European VC funding into EV battery

» Explore 140+ **EV Battery startups** across 15 categories <u>here</u>





Explore the key themes driving Mobility.







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Venture capital methodology and definitions.

Startups, scaleups, grownups and tech

Companies designed to grow fast. Generally, such companies are VC-investable businesses. Sometimes they can become very big (e.g. \$1B+ valuation).

This report focuses, unless specified, on companies in the information age, i.e. after 1990. When startups are successful, they develop into scaleups (>50 people), grownups (>500 people) and result in big companies, like NorthVolt or Arrival.

A unicorn is defined as a rapidly scaling company (and tech enabled) that has reached a \$1 billion valuation, on the basis of a funding round (unrealised), acquisition or IPO (realised).

Venture capital investment

Investment numbers refer to rounds such as Seed, Series A, B, C, late stage, and growth equity rounds.

Venture capital investment figures exclude debt or other non-equity funding, lending capital, grants and ICOs.

Buyouts, M&A, secondary rounds, and IPOs are treated as exits: excluded from funding data.

Investment rounds are sourced from public disclosures including press releases, news, filings and verified user-submitted information.

Taxonomy

This report focuses on the Mobility industry. This industry is referred as "Transportation" in the Dealroom taxonomy.

The transportation industry is divided into the following sub-industries: Mobility, Search, Buy & Rent, Maintenance, Navigation & Mapping, Autonomous & Sensor Tech, Vehicle Production, Logistics & Delivery. A precise definition can be found <u>here</u>.

Sub topics like micromobility and EV battery are represented by tags in the platform. This can be under one single industry/sub industry or across multiple of them.

