



Flanders State of the Art

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The State of Flanders' Startup Ecosystem 2022

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Flanders Investment & Trade (FIT) promotes international enterprise in Flanders in a sustainable way as a key factor in the social and economic development of our region. FIT does so by supporting the international activities of Flanders' companies and by attracting foreign investors to Flanders. With almost 100 offices worldwide, FIT provides direct access to international markets.



EFRO EUROPEES FONDS VOOR REGIONALE ONTWIKKELING Flanders Innovation & Entrepreneurship is the contact point for entrepreneurs in Flanders. VLAIO encourages and supports innovation and entrepreneurship, and contributes to a favourable business climate. It does so by being a one-stop-shop, and building a bridge towards stronger entrepreneurship.



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.



Big thanks to the contributors to this report.



Zhong Xu Co-founder and CEO Deliverect



Michel Casselman General Manager PMV



Felix Van de Maele CEO Collibra



Katleen Verleysen CEO miDiagnostic



Tom Vanhoutte Partner imec.xpand



The first report on Flanders' Startup Ecosystem.



This report builds on the newly-launched <u>Flanders' Startup</u> <u>Ecosystem Database</u>, which is powered by Dealroom. In this report "Flanders' startups" refer to all startups, scaleups and unicorns which are headquartered in Flanders. Startups founded in Flanders, which later relocated abroad but maintain a significant presence in Belgium, are also included.

What is a startup?

As our coverage of Flanders' ecosystem improves, new startups are discovered and new data is added to existing companies. Founders, investors and enablers can claim their profile on the <u>Flanders'</u> <u>Startup Ecosystem Database</u> and improve the visibility of their (portfolio) company.

For any additional questions, please contact **support@dealroom.co**.

Claim your profile



Key takeaways.

2021 was a record year for the VC funding in Flanders.

In 2021 Flanders startups raised over €550M, an increase of 2.8x since 2017. 2022 had a strong start with €292M raised by April and created the potential for the ecosystem to raise a total of €876M by the end of the year.

VC investment into Flanders startups

annualized, based on Jan-Apr Reported €876M €558M €175M €175M 2017 2022

Flanders is one of Europe's most proportionally funded R&D regions.

Flanders is proportionally one of Europe's most R&D funded regions. The research hub is mostly funded by corporates with almost 75% of the total budget. While strongly funded, the region has not been able to effectively convert these initiatives into disruptive products and startups.

Flanders still has room to grow.

Flanders is facing a paradox: it is one of Europe's top R&D spenders and home to one of the densest startup ecosystem in western Europe, it also ranks amongst the lowest in terms of VC activity. In 2021, VC investment reaching Flanders-based startups amounted to a little over 85€ per inhabitant.

VC investment per capita (2021)

Flanders

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R&D Budget to GDP



66 The startup ecosystem in Flanders is growing fast and attracting more international attention.

Flanders is the place to be for foreign companies and investors in life sciences and other high-tech fields. It's so gratifying that we can rely on the support of the whole ecosystem, from cities to incubators, and get the word out that Flanders is the ideal place to accelerate your business."

Read the full interview

Claire Tillekaerts CEO at FIT







Ecosystem overview



Flanders is a distributed ecosystem with innovation all around.



The combined enterprise value of the Flanders' startup ecosystem has reached €32.6B, up 6.0x since 2016.



Page / 9 Source: Dealroom.co *Acquired startup



Flanders currently is home to 2k+ startups, 200+ scaleups and 5 unicorns.





66 The culture is shifting and entrepreneurship is increasingly celebrated and nurtured."

This is unlocking tremendous opportunities for the emerging wave of European unicorns we are seeing today. Moreover, we are observing that this culture shift has dramatically changed the funding landscape. **International investors are actively looking into our ecosystem**, which will speed up the scaling-up process for the future unicorns."

> Felix Van de Maele CEO at Collibra







Out of the 8 Belgian unicorns, 6 have roots in Flanders.

Homegrown Flanders' Unicorns <u>» view online</u>



300+ job openings at Flanders' unicorns on the Jobs Board

Explore now

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Unlike many European countries' startup ecosystems, Belgium's unicorn companies are broadly distributed throughout the country. Belgium's most valuable new-gen innovation business, antibody therapeutics discovery platform argenx, is based in Ghent.

In all, 75% of Belgium's unicorns were born in Flanders, and Flanders academic and research centres have proved fertile breeding ground for high growth businesses. Belgium's second ranked unicorn by valuation, enterprise data intelligence platform Collibra, spun out of the <u>Vrije Universiteit Brussels (VUB)</u>.



Flanders is home to a pipeline of high growth businesses, on the track towards unicorn status, with a particular strength within Health and Biotech.



Source: Dealroom.co. Ranking is by number of unicorns with current HQ location in country. Founding location may differ from current HQ as some companies relocate, but usually maintain a significant presence in their country of origin. FLANDERS INVESTMENT & TRADE

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Funding Landscape



VC activity in Flanders has reached €234M in Q1 2022, its second-highest ever quarter.





Biggest funding rounds since 2021.

Biggest rounds in Flanders since January 2021

<u>» view online</u>

Startup	Round Date	Industry	Transaction
Lansweeper	Jun 2021	Enterprise Software	€145M Growth VC
Online orders. Simplified.	Jan 2022	Food	€135M Series D
AGOMAB THERAPEUTICS	Mar 2021	Health	€68M Series B
	Apr 2021	Health	€38M Angel
Solution Strengy Vision	Apr 2022	Mobility	€26M Late VC
ZIPHIUS Vaccines	May 2021	Health	€24M Series A
ExeVir	Mar 2021	Health	€21 Series A

Explore Flanders-based startups which raised recently <u>» view online</u>

NAME		INVESTORS	MARKET
Lansw A popula	reeper	Insight Partners	enterprise software
	Ab Therapeutics	Omnes Capital Boehringer Ingelheim Versure Fund Pontifär Annes Biotochnology V-Rio Verstrums	health Bistochrology
Delive Integrate	rect is online orders from food	Redpoint Novicion STST Globala Smrthis Capital CMERS Ventures Europe	food enterprise software is user real & restaurant tack food logities & delivery
	mostics ng a comprehensive men	Michel Akkermans Urbain Vandeurzen Marc Coucka	health bistechnology medical divisors
	is Vaccines is urgent global public he	Annie Verrecken Christian Damolin Belgian Family Offices	health pharmaceutical
ExeVir Develops	Bio single-domain antibody	Sambrinvest Flanders institute for Biotechnology (VB) SFFFFM V Vibo Ventures Vives Louvain Fichnicology Fund	health bistschoology pharmaceutical
Qover Designs,	builds, and distributes di	Abben Anthenis Group Prime Vertures Cathay Innovation	fintech enterprise software inserance
Providing	reak g all the data and insights	Passel	marketing enterprise software adtech marketing analytics
CAPEX A global	brand, whose main goal i	Growth Box Ventures Moore & Moore	fintech crysta and defi
	ms4Trade e in customs, excise and i	a3North	legal fintech regrech & compliance
	enate Biomed based healthy aging comp	Vesalius Biocapital Partners Rejuveron Life Sciences AG	health pharmonatical
spectricity Develops	ricity low-cost, miniaturized, i	Atlantic Bridge Innet-spand Capricom Fusion China Fund Shanghai Seniconductor Equipment shrinon	semiconductors



We are happy to see that the funding landscape is still growing fast. It enables companies to grow and conquer new markets.

What would really help young companies in Flanders is the availability of funding for them now more and more investors are looking for the more mature companies.

We would also love to see more availability of domestic money that aligns with the bold ambitions of the founders in Flanders."

Zhong Xu Co-founder and CEO at **Deliverect**







Mid and late stage funding has gained space within the ecosystem, accounting for 70% of the volume invested in 2021.

VC investment in Flanders' startups



FLANDERS INVESTMENT & TRADE

Domestic investors provide half the funding in early stages and have maintained relevance in mid-stage rounds.



Series B - €15-50M



2021

Flanders' VCs raised over €160m in 2021, following trend of outlier funds raising capital.



Other selected local VCs

DROIA

korys

Wisi leuven

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Discover Flanders' most

the Matching Tool

SOFINA

Smartfin

VOLTA



Local and foreign investors are driving early-stage VC in Flanders.

Investor	НQ	Preferred round	Selected Flanders investments
	Brussels	Seed	i∩digo argenx [¥] <i>mi</i> DIAGNOSTICS
Index Ventures	London	Series A	S silverfin TWOO NETLOG
	Antwerp	Seed	
Smartfin	Antwerp	Early VC	Limeseer.AI S silverfin willow
SEEDER FUND	Brussels	Seed	(hello customer COCCE DOGCHEF 42
VOLTA	Amsterdam	Series A	RESPONSUM KW / RTS C WHALE
	Leuven	Seed	
newion	Amsterdam	Series A	Replaypass A apicbase Octoverect

Investments by Belgian investors into startups from Flanders since 2020 <u>» view online</u>

AME		INVESTORS	MARKET	LOCATION V	VALUATION	LAST ROU
Ö	Chili Online editing solution that conve	PMV Pamica Connected Capital Group MC	B2B	Aalst, Belgium	€40—60m	€10m L
Conceptor -	Cascador.Health Unlocks the true value of patient d	Volta Ventures Qbic Fund Theodorus Hirslanden AG	B2B health health platform	Temse, Belgium	€14—20m	€3.4m S
ÅSKΛ	Aska The bike that turns every commut	PMV Stefan Tournoy Marleen De Smedt Steven Buyse Bob Verbeeck	B2C transportation vehicle production	Leefdaal, Belgium	€5—8m	€1.3m
Seraphin.	Yago (Formerly Seraphin) Developing the first digital insuran	Be Angels IPM Group Nicolas Debray H & I Invest	B2B, B2C fintech insurance	Etterbeek, Belgium	€9—13m	€2.2m
$\langle \! \! \! \! \rangle$	Robovision BVBA Leverages computer vision and de	PE Group Atlasinvest Dovesco	B2B robotics	Ghent, Belgium		€10m CON
9	CODDY Scavenger Hunt in your City with y	Spreds Digital Attraxion Finance&invest.brussels	B2C gaming	Evere, Belgium	€2—4m	€600k
alla.	Pricing Pact	Sambrinvest	B2B marketing enterprise software	Forest, Belgium	€5—7m	€1.2m
# Effitrax	Effitrax Data acquisition and processing fo	The Walloon Region Friends & Family	transportation enterprise software	Kortrijk, Belgium	€4—6m	€1m EA
nobi	Nobi Détection de chute avec Nobi chez	PMV BNP Paribas Fortis Private Equity I SP Health Fonormics Fund	home living	Antwerp, Belgium	€52—78m	€13m E/





Healthtech attracted over 30% of Flander's VC investments in 2021.

	2015	2016	2017	2018	2019	2020	2021
Health	€34.6	€45.3	€49.7	€45.5	€237.9	€142.0	€194.3
Fintech	€58.0	€23.2	€12.9	€40.6	€10.1	€69.5	€33.6
Food	€55.5	€9.7	€169.9	€1.9	€43.9	€67.5	€85.9
Industrial Tech Robotics + Semiconductors	€1.3	€5.1	€5.3	€10.8	€22.6	€10.8	€23.0
Marketing	€11.7	€50.3	€30.6	€37.5	€65.4	€18.0	€11.7
Security	€4.4	€0.0	€1.7	€1.1	€27.4	€4.9	€15.6
Legal	€0.0	€4.5	€1.0	€0.0	€2.0	€3.0	€17.0
Real Estate	€9.1	€6.6	€2.1	€2.3	€0.7	€7.4	€0.6

Investment by industry*, 2015-2021 <u>» view online</u>



The share of capital coming from the US grew 2.5x in the last year to 27% of all VC raised, as top tier international VCs take interest in Flanders' startups.





Flanders in perspective



Flanders is centrally located within a megalopolis stretching from Greater London to the Netherlands, Belgium and parts of Germany and France. As a result, the region serves as a gateway to one of the world's highest concentrations of people, money and industries: **60% of Europe's purchasing power** is located **within 500 kilometers of Flanders**.





Page / 25 Population for startup hubs registered as metropolitan area. Travel time to startup hubs is based on travel by train out of Antwerp or Brussels.

At over double the EU average, Flanders is one of Europe's densest startup ecosystems with 330+ startups per million inhabitants.

Startup density Active startups per million inhabitants (2022)





But Flanders lags behind in terms of VC investment, raising just over half the EU per capita average.

VC Investment density in and around Flanders VC investment per capita, 2021



66 Flanders has seen an accelerated growth in its startups and scaleups over the last decade and, as this report shows, this acceleration continues today.

As one of Flanders' leading investors, PMV is proud of the role it played and will continue to play in this evolution. We realize that innovation and openness to international complementary talents, partners and investors have been and will continue to be key success factors."

> Michel Casselman General Manager at PMV







Flanders' ecosystem is growing faster than most of its neighbours, second only to Germany.

Ecosystem Growth annual growth since 2016 in number of new startups⁽¹⁾



110+ new startups were created every year for the past five years in Flanders.

At over 7% year-on-year growth, Flanders' ecosystem is largely overperforming compared to the European average (5.5%) and Belgium's national average (4.0%).

Flanders is creating new startups at a pace reflected a few years back in today's leading European ecosystems including the UK 10 years ago, or France and the Netherlands 5 years ago.





In terms of value, Flanders is smaller compared to others, but its ecosystem has a higher growth rate of 6.0x since 2016.





Flanders is well positioned in terms of value compared to similarly-sized ecosystems across Europe and shows promising growth.





Page / 31 Source: Dealroom.co

Flanders: a R&D powerhouse and integrated ecosystem



Flanders is one of Europe's most research-intensive regions.

Gross domestic expenditure on Research & Development (R&D) is remarkably high in Flanders. The equivalent of 3.3% of the region's GDP is invested in R&D (2019), which makes the region an outlier in the EU and a reputed knowledge hub in Europe.

Whilst overall amounts spent in R&D are high in Flanders, its innovation ecosystem has long struggled to leverage its innovative edge at the service of entrepreneurship.

But Flanders has been changing the narrative in recent years:

- Its world renowned <u>universities and research centers</u> are producing an increasing number of successful spinouts.
- Startup <u>acceleration and incubation programmes</u> are also helping founders scale faster and better.
- Critically, <u>funding opportunities</u> are also abundant to increase Flanders' startups scale.

R&D expenditure as % of GDP (2021)





Flanders' research centres and scientific institutes

Apart from four leading strategic research centers, Flanders also has many R&D centers and scientific institutes. Easily accessible for business collaboration, many of these organizations are located at the heart of their respective industry clusters in or around prominent cities such as: Brussels, Antwerp, Ghent, and Leuven.

Explore the landscape





Spinouts are a crucial driver of value creation, growing twice as fast as the overall ecosystem.

Combined enterprise value of Flanders university spinouts » view online



160+ spinouts created out of Flanders' leading universities

KU LE		IVERSITEIT NT	Ŀ	Universit Antwerp	teit	UHASSELT				
FLANDERS INVESTIGAT STRACE	Randen Ber France	Q Search	for companies, i	nvestors, people, lis	ts & innovations			Q	+ 🖵 🔺	Ø
NAME		LOCATIONS	ALUMNI-FOUNDED STARTUPS (Tempe)	FOUNDERS (Europe)	ALUMNI-FOUNDED UNICORNS Surpe	ALUNNI-FOUNDED FUTURE UNICORNS (Datapet)	ALUMNI- FOUNDED STARTUPS	ALUMNI FOUNDERS	ALUMNI WHO BECAME FOUNDERS that tabled most than GDm	ALUMN FOUND UNICOR
RELEASE	KU Leuven KU Leuven is a leading higher educ	Leuven Flemish Brabant	73	66			79	75	11	1
anterer anterer	Ghent University	Ghent East Flanders	68	66	1	1	74	74	22	1
V	Vlerick Business School Vlerick Business School is a top Eu	Ghent East Flanders	50	49			59	57	14	1
WB	Vrije Universiteit Brussel The Vrije Universiteit Brussel is a D	Gooik Flemish Brabant, Ixelles Brussels-Capital, City of Brussels Brussels-Capital	25	28			30	31	7	1
Ե	University of Antwerp The home ground for original thin	Antwerp Antwerp, Antwerp Belgium	21	21		1	30	26	8	
AMS	Antwerp Management School	Antwerp Antwerp	8	6			9	8	1	
++ UHASSELT	University of Hasselt Hasselt University (UHasselt) is a u	Hasselt Limburg Province, Liège Liège Province	5	5			5	5	3	
KdG	Karel de Grote University of Applied Sciences	Antwerp Antwerp	4	4			4	4		
HO	Hogeschool Gent School offering teaching, research,	Ghent East Flanders	4	4			9	6	3	

Explore Flanders' spinouts





Source: Dealroom.co . Spinouts are startups where Universities have equity, licensing deals or have been founded Page / 35 as a result of research conducted at the University. Value represents combined enterprise value of spinouts founded out of Universities in Flanders + VUB in Brussels.

66 Being able to work together is an accelerator for growth."

"We believe that our success is supported by an ecosystem of clinical partners and large corporations like research institutes and pharma partner. We are grateful to have this ecosystem in Flanders. The professionalism and speed of the Ethical Committees of the University Hospitals of Leuven and Antwerp make it possible to quickly shift gears and perform the necessary clinical studies that support our claims. In addition, the support of large organizations corporations like imec, Brussels Airport, VIB and the breadth of pharmaceutical companies in Flanders enables us to tap into a large network, supported by the best technology and science."

> Katleen Verleysen CEO at miDiagnostic







Biotech and Pharmaceutical industries have driven growth in the Flanders ecosystem.

Selected Healthtech success-stories in Flanders



argenx is an immunology company focused on helping people suffering from severe autoimmune diseases and cancer. It operates a platform for antibody lead choice that supports the discovery of human antibody therapeutics.



Galapagos discovers and develops small molecule medicines with novel modes of action in programs in inflammation, fibrosis, and other indications.



Ablynx develops Nanobodies, proprietary therapeutic proteins to combine the advantages of conventional antibody drugs with some of the features of small-molecule drugs.

Combined enterprise value of Healthtech startups in Flanders, 2016-2021 <u>» view online</u>





Our unique partnership with imec, coupled with our outspoken international approach and our ability to raise large rounds of financing in the early stages of development, are widely recognized as success drivers for ambitious semiconductor startups."









Flanders is a leading destination for the development of next-generation semiconductors.

At a time when semiconductors are in both high demand and constricted supply, the future of semiconductor performance and innovation is coming into ever sharper focus.

Home to three major strategic research centres and a further 5 research institutes with dedicated microelectronics, nanotech and semiconductors departments, Flanders is cultivating a vibrant ecosystem supporting semiconductor innovation.

On the private innovation side, four semiconductor startups have raised six rounds of investment between them inside the last 18 months.

Beyond international appetite, there is also huge potential for the application of next-gen semiconductors within deep and biotech, some of Flanders' other strength sectors.

Selected Funding Rounds raised by Flanders-HQ'ed semiconductor startups in the last 18 months <u>» view online</u>

spectricity	spectricity develops low-cost, miniaturized, integrated spectral sensing solutions in the visible and near-infrared spectral range.	€14M Series B Aug 2021
	Robovision develops a platform to leverage human intelligence to automate and enhance operations.	€14M Conv. Feb 2022
HICLEDI MICRODISPLAYS	MICLEDI Microdisplays develops high-resolution microLED displays for AR glasses.	€7M Early VC May 2021
QustomDot	QustomDot produces on-chip grade Quantum Dots (QDs) and assists customers in successfully integrating QDs into their products.	€3M Seed Feb 2020



Visit Flanders' startup database to explore the Flanders tech ecosystem in greater depth.

The first open digital database covering startups, scaleups and funding in **Flanders**.

The platform catalogues the collective regional tech ecosystem, covering areas such as newly founded and scaling companies, funding, investors, accelerators, and job opportunities.



1 Flanders Q Search for companies, investors, people, lists & innovations Your dashboard H FLANDERS 2.182 58 42k 765 Verified startups VC investors Startup employees VC Investment Rounds Employees €0—1m (pre-seed) €1—4m (seed) €4—15m (series A) €15—40m (series B) €40—100m (series C) €100—250m €250m+ round size 5== €1.0b 0 £800n £→ £600r 1 €400m 9 €200m 00 View chart ... = Hot scaleups Your saved searches Hot startups 2-50 employees, growth signal refreshes every few days. 51-500 employees, growth signal refreshes every few days. Your most recently created searches NAME GROWTH SIGNAL NAME **GROWTH SIGNAL**

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Methodology



Methodology & 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).

When startups are successful, they develop into scaleups (>50 people), grownups (>500 people) and result in big companies.

Only companies founded since 1990 are included in this report.

What is a startup?

Venture Capital, Investors

Domestic investors are all investors based in Belgium. European investors exclude Belgium but include the entire European continent, the UK and Russia, but excluding Turkey.

Investment numbers refer to rounds such as Seed, Series A, B, C, late stage, and growth equity rounds. VC investment figures exclude debt or other non-equity funding, lending capital, grants and ICOs.

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

Glossary & Definitions

Valuation

The combined valuation of the tech ecosystem is based on their market cap or latest transaction value.

Transaction value is realized from exit or implied unrealised valuation from the latest VC round, which is either announced or estimated by Dealroom based on benchmarks.

Underlying Data

Dealroom's proprietary database and software aggregate data from multiple sources: harvesting public information, user-submitted data verified by Dealroom, data engineering. All data is verified and curated with an extensive manual process.

The data on which this report builds is available via <u>flanders.dealroom.co</u>. For more info please visit dealroom.co or contact <u>support@dealroom.co</u>.



What this report includes.















