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Investor Ranking EMEA 2022



JULY 2022

1 Introduction

- 2 Reviewing the results
- 3 More about the dataset

It's brilliant to have an objective, data-driven approach to analysing global VC investment. If we want to level the playing field and encourage greater transparency, then founders need research like this on who are the best early-stage funds to work with. Hard data that highlights which investors have consistently come in at the entry round (vs any round) into the next generation of highly successful companies as well as research that looks at firms, not individuals."

Beezer Clarkson

PARTNER at Sapphire Ventures



The Investor Rank brings data transparency to the entire tech ecosystem.

LPs

Find investors to back. Complementing fund return data with a more ecosystem-wide public benchmark

Startups

Finding investors to back your startup and doing due diligence on themi



The right investor on your side can be a matter of life or death for startups.

Research has shown that startup success varies hugely between investors. In partnership with Atomico and LocalGlobe, Dealroom published a report on the reality of the early-stage funding journey in Europe back in 2018. We applied a systematic re-labeling of more than 22,000 European funding rounds between 2012 and 2018 to allow for consistent and reliable comparisons. One of the (many) findings is shown here on the right.

The 2018 report can be found <u>here</u>. It will soon be updated.

Graduation rates of European startups from Seed to to Series A



Source: Journey to Series A by Dealroom, LocalGlobe and Atomico, from 2018.

Explore thousands of EMEA investors online. Customize your search. Create alerts.



Customize your search			
ji PROMINENCE RANK V EMEA comblined ranking 2022.	NAME	PREFERRED ~	LOCATI
1 +2	LocalGlobe LocalGlobe is Venture capital firm t	SEED	Camden T Kin
2 +-1	Accel Accel Accel is a leading venture capital fi	SERIES A	Palo Alto, I
3 ↓-1	Index Ventures Index Ventures capital firm based i	SERIES A	London, Un
4 +4	Seedcamp Europe's seed fund, investing early	SEED	London, Un
5 + 13	HV Capital Leading German VC active through	SERIES A	Munich,
6 #4	Balderton Capital Balderton Capital is the leading Eu	SERIES A	London, Un
7 \$30	Insight Partners Insight Partners is a global softwar	SERIES B	New York St

Customize your search

• Customize your search

Coming soon: the global ranking. Review the preliminary version now and contact us to submit data.



ja.	PROMINENCE RANK Global combined ranking (prelim.)	~	NAME		PREFERRED	~	LOCATI
	1 11			Sequoia Capital From idea to IPO and beyond, Seq	SERIES A		Menlo Park,
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	7 \$47		NEA	New Enterprise Associates A venture capital firm investing in t	SERIES B		Chevy Chase

Review your investor profile on the platform.



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Power Law on display: only the best 2% invest in two or more unicorns at seed.



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New in the 2022 rank: deal-by-deal weighting by investment stage.

For 2022 we've added a deal-by-deal weighting based on the investment stage. The sooner an investor can pick winners, the higher the score.

In last year's rank we already did this on a fund level, but not on deal level.

The chart on the right illustrates how this works. A unicorn investment from seed stage is awarded 100 points, while the same investment from series A stage is 30 points, series B stage 10 points.



100% data-driven, transparent, and slightly better every year.

This is the fifth edition of the annual Investor Rank. As in all previous years, the 2022 ranking is fully data-driven and transparent, based on data collected and analyzed by Dealroom, via public sources and data submitted by investors.

In a nutshell, the ranking is based on investors' ability invest in unicorns and future, as well as their level of deal activity in 2021–2022.

Each year we finetune the methodology in pursuit of the most meaningful insights. More on that in the next page.



2,000 **dealroom.co**

Top EMEA funds with a Seed stage focus

Unicorns at Seed (100 points)
 Unicorns at A (30 points)
 Unicorns at B+ (10 points)
 Future unicorns (1-10 points)

Top EMEA funds with a Series A focus

Unicorns at Seed (100 points)
 Unicorns at A (30 points)
 Unicorns at B+ (10 points)
 Future unicorns (1-10 points)



The top 10 funds for selected geographies in EMEA.





Unicorns at Seed (100 points) Unicorns at Series A (30 points)

Unicorns at Series B+ (10 points)

Future unicorns (1-10 points)

Page / 14 Source: Dealroom.co * In the UK we used a different methodology: only based on investments in the UK. ** DACH = Germany, Austria, Switzerland. Combined to reflect dynamics of the German speaking market.

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By total number of unicorns, late stage investors dominate the league tables.



Top investors by number of EMEA unicorns

Who has the most EMEA unicorn investments at seed?



Who has the most exited EMEA unicorn investments at seed?



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The dataset

Investors

E

Headquartered anywhere Investments in EMEA startups

Made 5 or more investments in 2021–April 2022

Angels and corporate investors are excluded

The final dataset 3,907 investors

Startups

Headquartered or founded in EMEA

Raised in 2021 until April 2022

Unicorn and Future unicorns

The final dataset

<u>464</u> unicorns <u>810</u> future unicorns 56K rounds between 2021–April 2022

The number of active VC investors in EMEA has grown 3.5x since 2014.

Number of active investors by preferred stage (a least one investment per year)



The chart on the left shows **5,467** active investors in 2021.

For the 2022 rank, the dataset was reduced to **3,907** investors due to an additional requirement of at least 5 investments globally during 2021–2022, and by eliminating corporate investors.

The final dataset contains:
1,078 series B+ investors
947 series A stage investors
1,882 seed stage investors

The number of Seed and Series A rounds also has grown 2.3x since 2014 and 4x since 2012.

Number of EMEA rounds <u>» view online</u> \$250K-1m (pre-seed) \$1-4m (seed) \$4-15m (series A) Depending on the cohort, roughly 1–1.5% of (pre)seed funded companies turn into unicorns.



Page / 21 Source: Dealroom.co.

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The number of investors has increased. But what about the number of investment opportunities?

The times of two unicorns per day are over. But unicorns are still being built.

Before the 2021 bubble, the rate was around 40 new unicorns per year between 2018 and Mid 2020. This is up from less than 10 new unicorns per year just before 2014.

Today, unicorns are also bigger than before as startups are going after bigger markets (finance, healthcare) and greater challenges (space, incurable diseases, AI).

View data online

New unicorns appear roughly 4x more frequently since 2014.



Why count unicorns?

Unicorns are basically startups that are well on their way to be (very) successful. Important in the context of this report: they also have the potential be a "fund returner" for a seed investor. The example on the right shows how the math works.

The Investor Rank assigns the same number of points to unicorns, whether they are exited or unrealized unicorns. A realized unicorn is a more tangible result. But unrealized unicorns are more forward-looking. Decacorns are valued the same as unicorns (for now).

You might be wondering: isn't revenue more meaningful than paper value from a VC round? Yes it is, but revenue data is reported with significant delay (if at all) and therefore a lagging indicator in the real world. Valuation, while far from perfect, is a more real-time and ubiquitous datapoint about the state of individual startups.



Throughout Europe, 402 unicorns from over 80 cities have been created.

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Throughout EMEA, 464 unicorns have been created.



Curious about the state of VC in the current market?

Market is bracing for a massive downturn but the data so far pains a different picture.

Key takeaways:

- VCs remain highly active across all stages as many companies seek to extend their runway
- All-time record new funds raised in first half of 2022 by EMEA VCs
- Underlying long term trends of digitization and innovation are still going strong

Read report

More data on <u>Rows.com</u>



1	PREFERRED ROUND	pref_round	PROFILE URL	NAME		RANK (new 1	futur RANK	(previous f	Total unico	orns	emea unicorn see				
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Series A

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8 Big Sur Ventures

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8 Adara Ventures

8 IDC ventures

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