



Bank of America
Merrill Lynch 

Lessons From The Last 18 Months – How Is French Venture Progressing?

Jean-Michel Deligny, Managing Director
jmd@go4venture.com

Bank of America Merrill Lynch / Go4Venture Seminar, Paris
30 Mar 2015

London

Paris

New York

San Francisco

48 Charles Street
Berkeley Square
London
W1J 5EN
T: +44 (0)20 7529 5400
F: +44 (0)20 7529 5401
W: www.go4venture.com

Disclaimer

This communication has been approved and issued by Go4Venture Advisers LLP., which is authorised and regulated by the Financial Conduct Authority. It may therefore be issued to Professional Clients. In addition, this promotion may be issued to persons who are deemed to be exempt under the Financial Services and Markets Act 2000 (Financial Promotions) Order because they meet the criteria to be classified as investment professionals, high net worth individuals, certified or self certified sophisticated investors or associations of such persons. No reliance should be placed on this document by persons who do not meet these criteria and persons who do not have investment experience should seek professional advice. Reliance on this promotion for the purpose of engaging in any investment activity may expose an individual to a significant risk of losing all of the property or other assets invested. The information contained herein does not constitute an offer to sell or the solicitation of any offer to buy or sell securities and may not be reproduced, further distributed or published by any recipient without prior permission from Go4Venture Advisers LLP. The information and opinions contained in this document are for background purposes only and do not purport to be full or complete. Nor does this document constitute investment advice.

No representation, warranty, or undertaking, express or otherwise is given as to the accuracy or completeness of the information or opinions contained in this document by Go4Venture Advisers LLP or its employees and no liability is accepted by such persons for the accuracy or completeness of any information or opinions. As such, no reliance may be placed on the information and opinions contained in this document.

Registered address: 10 Wellington Street, Cambridge, CB1 1HW
Limited Liability Partnership Incorporated in England No. OC336611
Authorised and Regulated by the Financial Conduct Authority

Introduction to Go4Venture Advisers

- ❑ International corporate finance advisory firm dedicated to working with fast growing technology companies and their investors.
 - Equally involved in M&A and private placements
- ❑ 10+ professionals in London, Paris and Stockholm + 10+ sector / country advisors. Team comprised of international backgrounds with experience from:

Investment Banking & Corporate Advisory



VC, PE & Principal Investments



Industry & Consulting

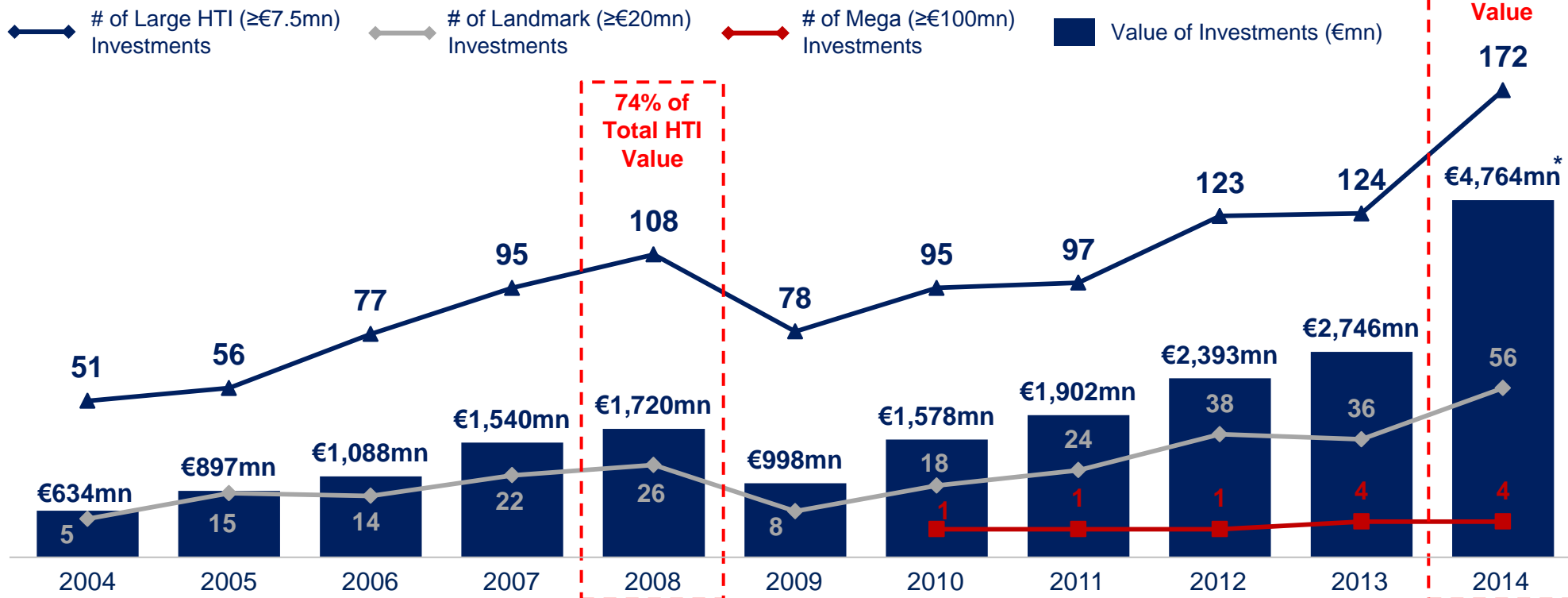


- ❑ Proprietary database of private placement transactions
 - Headline Transactions Index (HTI) as an early indicator of market activity
 - One page profiles of each transaction of more than £5mn / €7.5mn / \$10mn in Monthly Bulletin
 - Joint publications with BoA Merrill Lynch, DFJ Esprit, European Investment Fund (EIF)
 - >11k subscribers; has been referenced by:



European Venture Market At Near Double The Pre-Crisis Level

Volume and Value of Investments in Europe
(2004-2014, investments ≥€7.5mn)



"Happy trails are here again for private equity and venture capital fundraising."
(Feb-15)

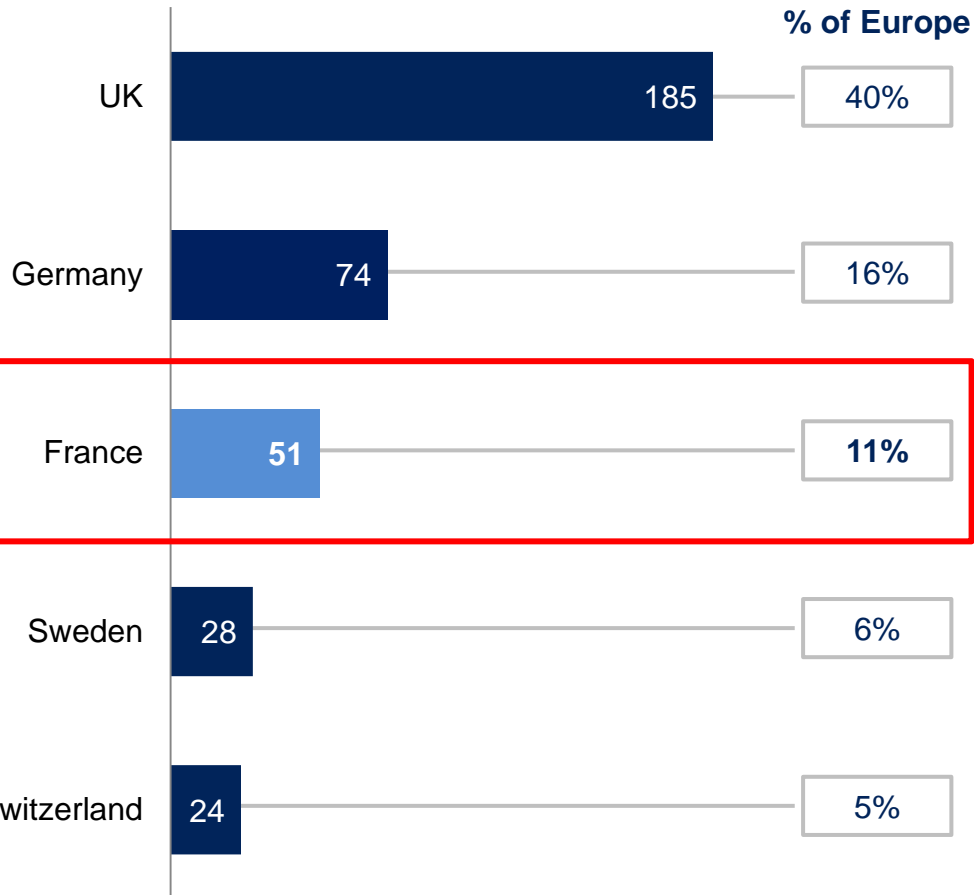
PitchBook
Better Data. Smarter Decisions.

"We are seeing **positive indications** for a strong 2015. [...] Within both the private equity environment and the broader economy, there is **enthusiasm for investment** and putting capital to work in the coming year." (Jan-15)

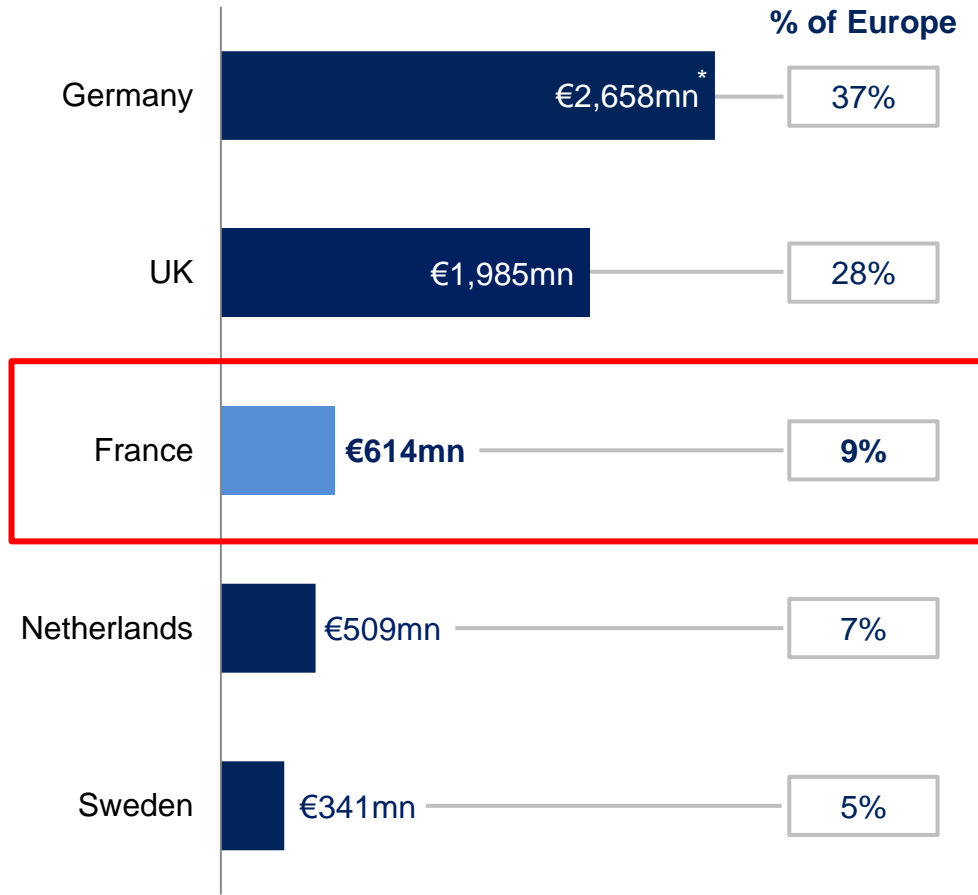
PRIVATE EQUITY
GROWTH CAPITAL
COUNCIL

France Is Europe's 3rd Most Active Venture Market

of HTI Rounds¹
(2014 – February 2015)



Value of HTI Rounds¹
(2014 – February 2015)



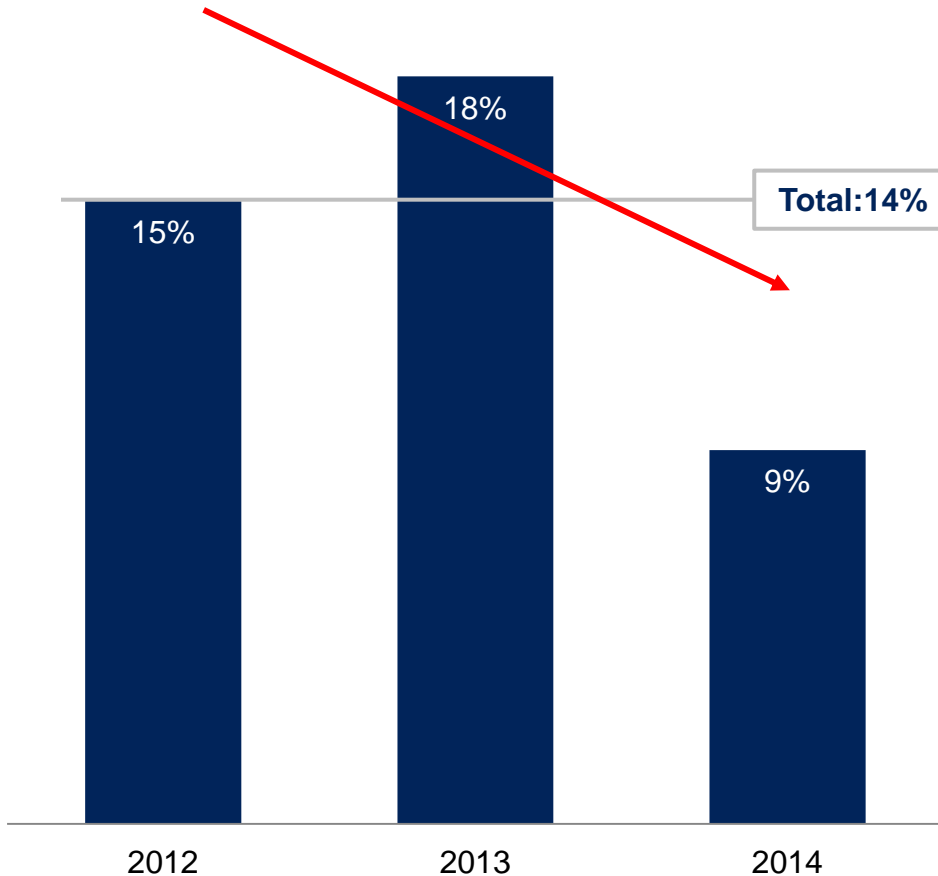
* Includes Rocket Internet raising €768mn August 2014 and Delivery Hero raising €496mn in February 2015 + €271m in September 2014

Source: Go4Venture Advisers HTI Database

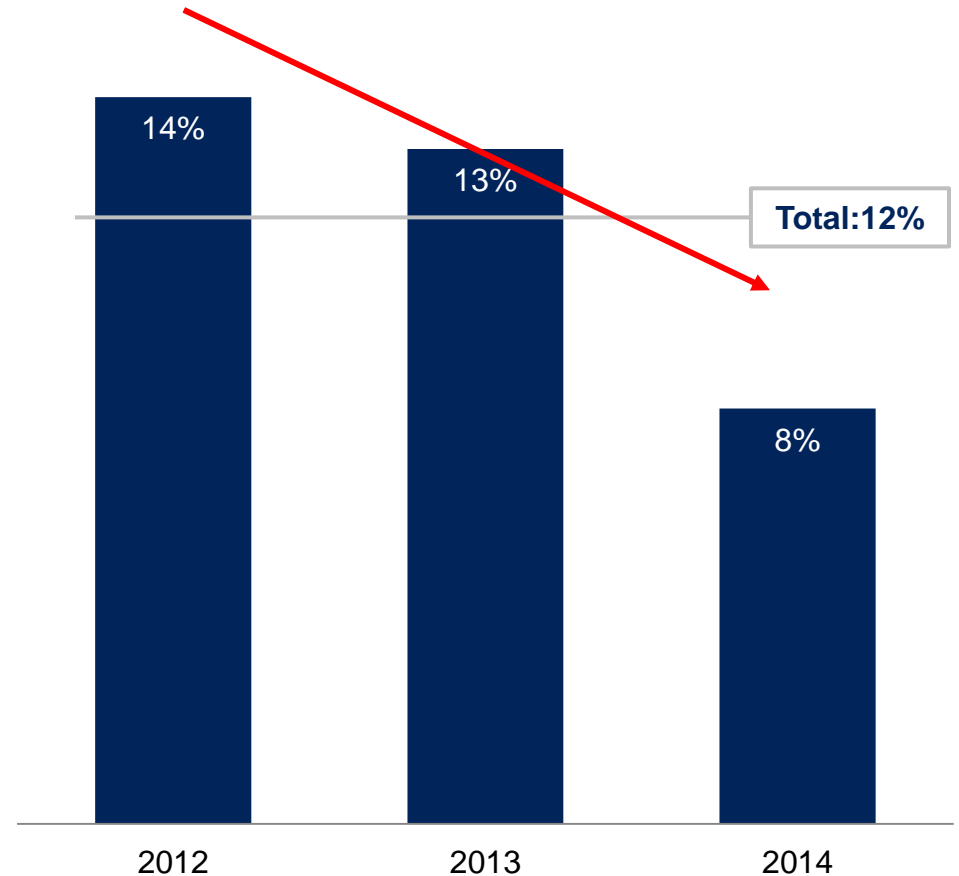
1. VC / PE rounds for Information Technology companies based in Europe

France's Market Share Is Slipping

France % of Number of HTI Rounds¹
(2012-2014)



France % of Value of HTI Rounds¹
(2012-2014)

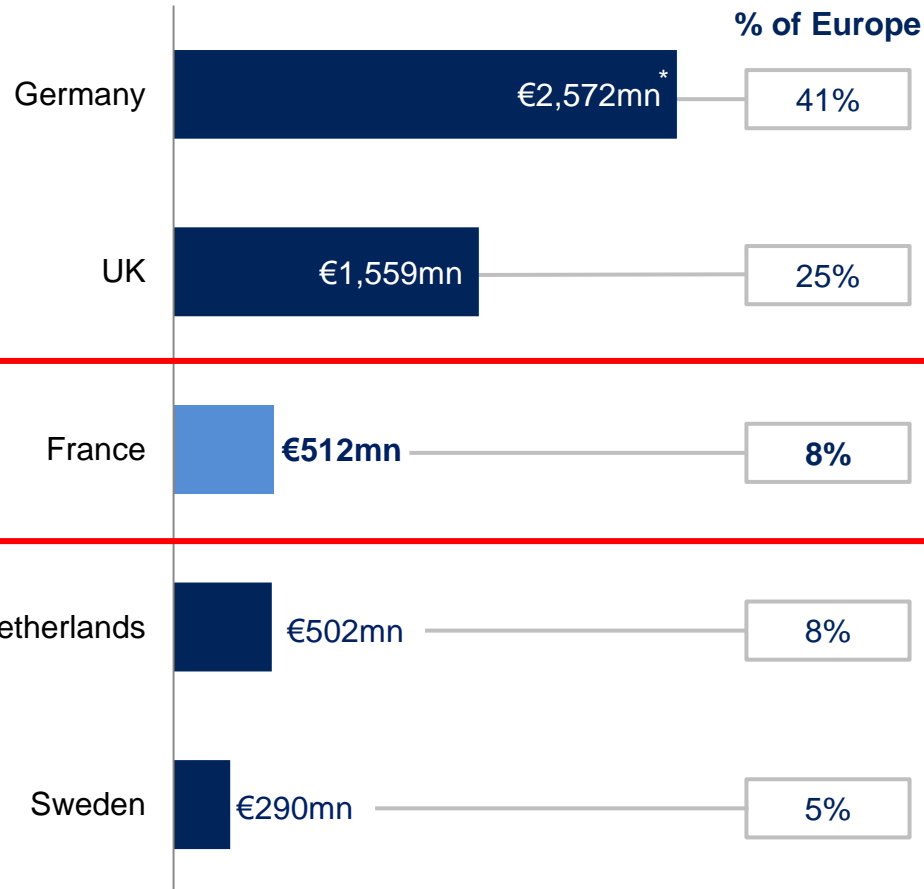


Source: Go4Venture Advisers HTI Database

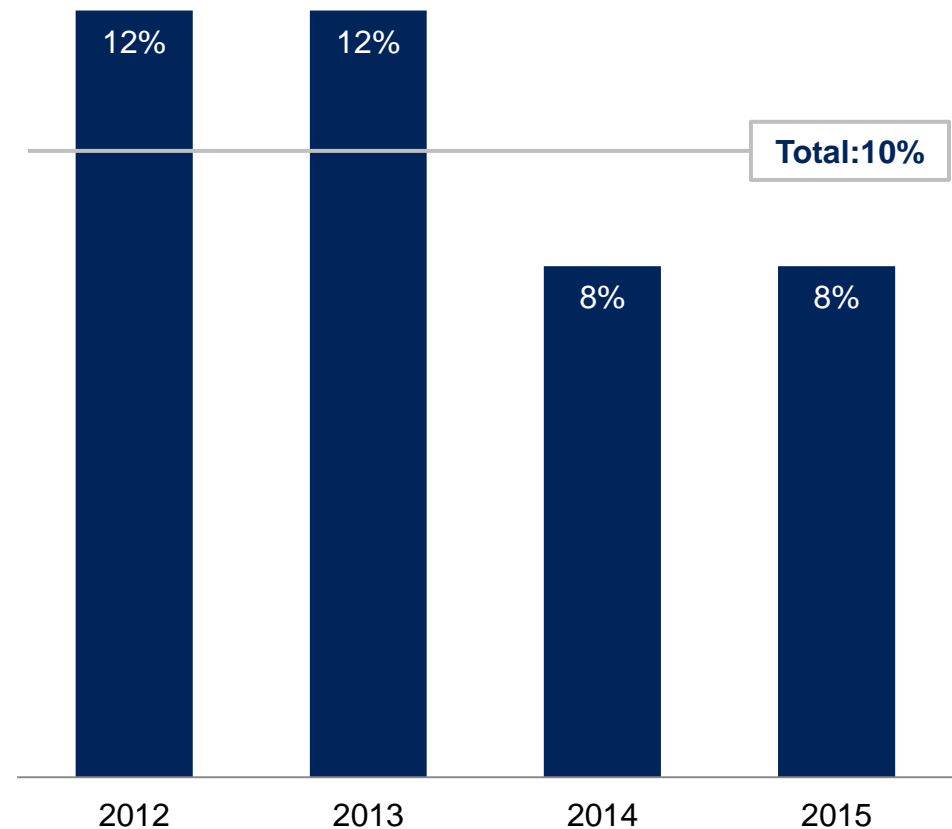
1. VC / PE rounds for Information Technology companies based in Europe

This Is Also True For Larger Rounds

Value of Large HTI Rounds¹
(2014 – February 2015)



France % of Value of Large HTI Rounds¹
(2012 – February 2015)



* Includes Rocket Internet raising €768mn August 2014 and Delivery Hero raising €496mn in February 2015 + €271m in September 2014

Source: Go4Venture Advisers HTI Database

1. Large HTI investments (>£5mn / €7.5mn / \$10mn) for Information Technology companies based in Europe

France Produces World-Class Companies

Of Which Some Already Exited...

Software / Internet	Hardware / Infrastructure
 	 

...Others Are Well On Their Way

Software / Internet	Hardware / Infrastructure
 	 
 	 
 	 

And More Are Coming!

Selected French Companies Having Raised More Than €10mn (2011 – February 2015)

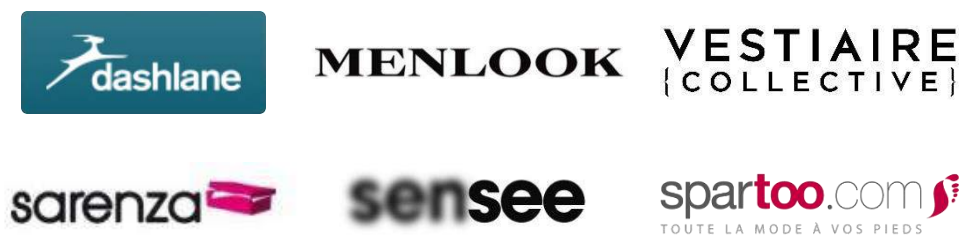
SaaS / Software



FinTech / AdTech



Marketplace / Consumer Mobile



Hardware



* Rumoured in [December 2014](#) to be in the process of raising \$120mn
Source: Go4Venture Advisers HTI Database

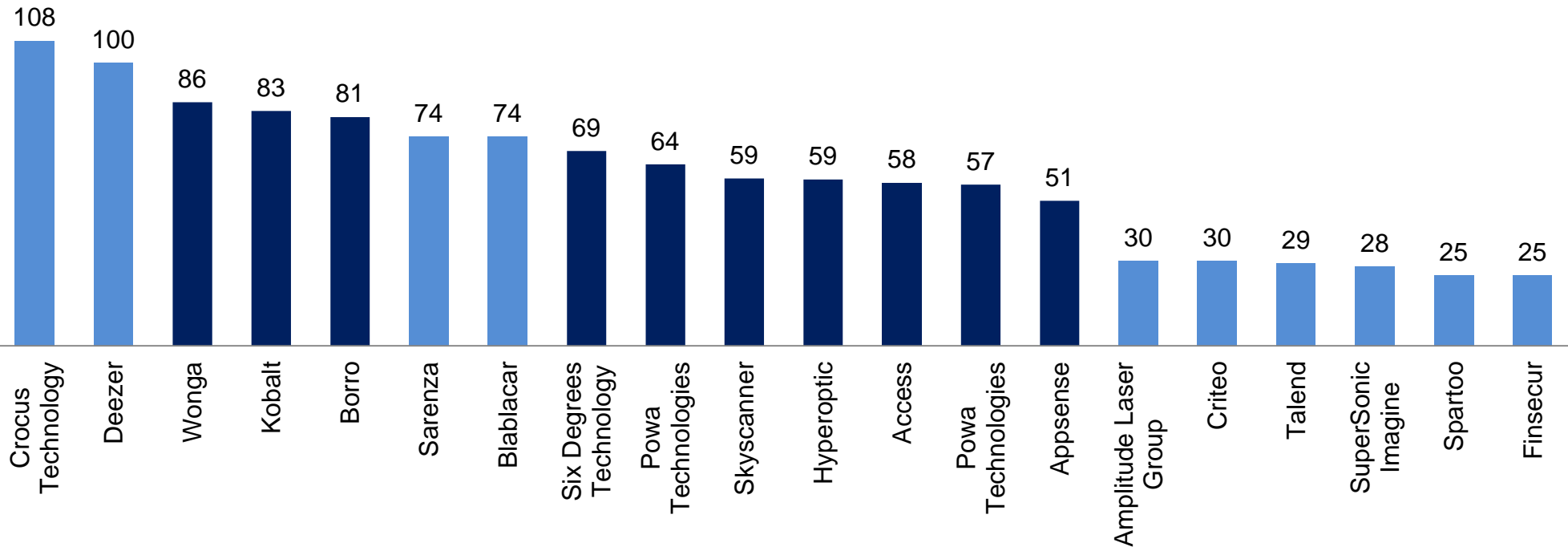
However Access To Capital Remains A Challenge...

Top 10 UK and French Fund-Raisers¹ (2011-2014, €mn)

Top 10 UK Total: €668mn

- 22%

Top 10 France Total: €523mn

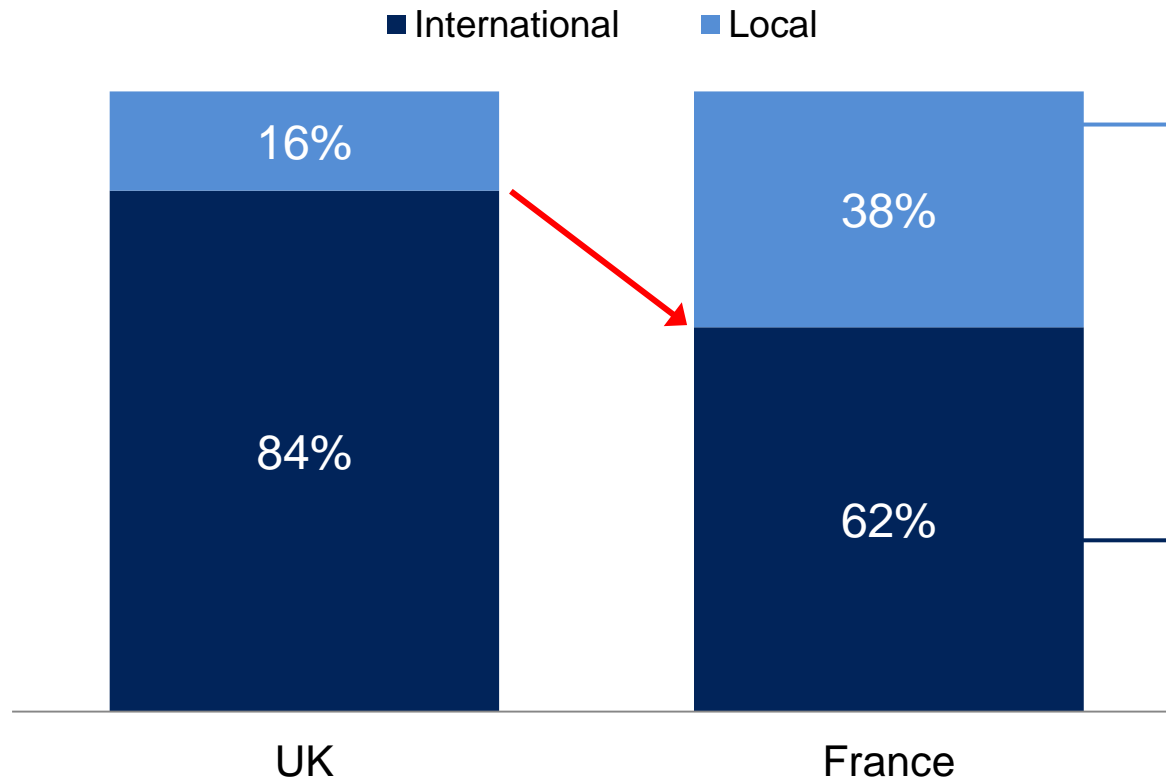


Source: Go4Venture Advisers HTI Database

1. Large HTI investments (>£5mn / €7.5mn / \$10mn) for Information Technology companies based in Europe

Especially International Capital...

Number of Local vs. International Rounds ^{1,2}
(2011-2014)



Selected Local² Rounds

Selected International² Rounds

Source: Go4Venture Advisers HTI Database

1. Large HTI investments (>£5mn / €7.5mn / \$10mn) for Information Technology companies based in Europe

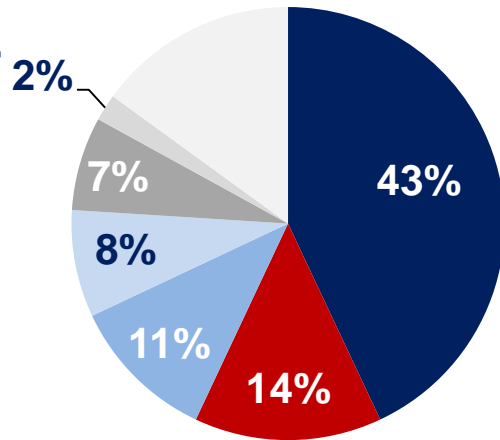
2. Rounds defined as international if any single investor is not from the same country as the fund-raising company's HQ

.. And US Investors In Particular

Share of US Investment Value in Europe (2010 vs. 2014, investments ≥ €7.5mn)

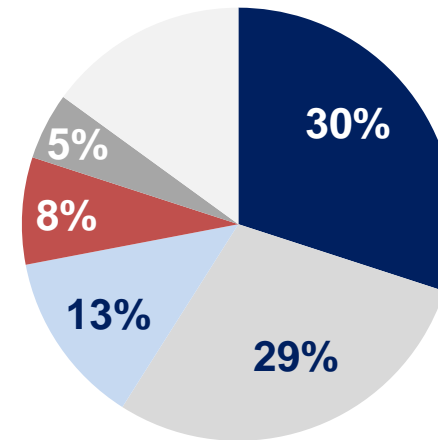
2010

Name *	Rank
■ UK	#1
■ France	#2
■ Spain	#3
■ Netherlands	#4
■ Sweden	#5
■ Germany	#8
■ Others	



2014

Name *	Rank
■ UK	#1
■ Germany	#2
■ Netherlands	#3
■ France	#4
■ Sweden	#5
■ Others	



2010 → 2014



- Remains #1
- Declining share reflects a more balanced European venture landscape



- Considerable surge on the back of e-commerce platforms
- Now #2 with a share nearly equal to the UK



- Losing share
- Now under-represented: ranks #4 (behind the Netherlands) vs. #2 in 2010

* Countries with over 5% share of US investment by value (and Germany in 2010)
Source: Go4Venture Advisers HTI Database

Go4Venture Advisers

For more information please visit www.go4venture.com

London

48 Charles Street
Berkeley Square
London
W1J 5EN

T: +44 (0)20 7529 5400
F: +44 (0)20 7529 5401
W: www.go4venture.com

Paris

16 Passage Jouffroy
75009 Paris
FRANCE

New York

303 Cognewaugh Road
Greenwich, CT 06807
USA

San Francisco

50 California Street, Suite 3200
San Francisco, CA 94111
USA