



Si

Speedinvest
FinTech Portfolio Q1/17

Si

IN A NUTSHELL

EUR 100M

Capital Raised

Started mid-2011 in Vienna

Si1 EUR 10M from 34 LPs

Si2 EUR 90M from more than 100 private LPs

50 | 7

Investments | Exits

In the past 5 years, we have looked at more than 3.400 startups and made 50 investments. By 2017 we have already exited 7 of them. The value of the portfolio has more than doubled so far.

100%

Digital

We invest in early-stage digital startups, focusing on Central and Eastern Europe and we are also strongly linked to the US.

We exclusively invest in sectors in which we ourselves have founded and worked. This credibility is the basis of our success.

Si2

investment focus:
100% digital

DEEPTeCH

FINTECH

CONSUMER /
MEDIA



Speedinvest

Vienna | Silicon Valley | Munich

Si2

INVESTMENT STRATEGY

EUR 7M

PRE-SEED

Pioneers Ventures

Ticket Size: 20k-100k

EUR 37M

SEED

Strategic Focus

Ticket Size: 200k-500k + Growth Partner Program

EUR 46M

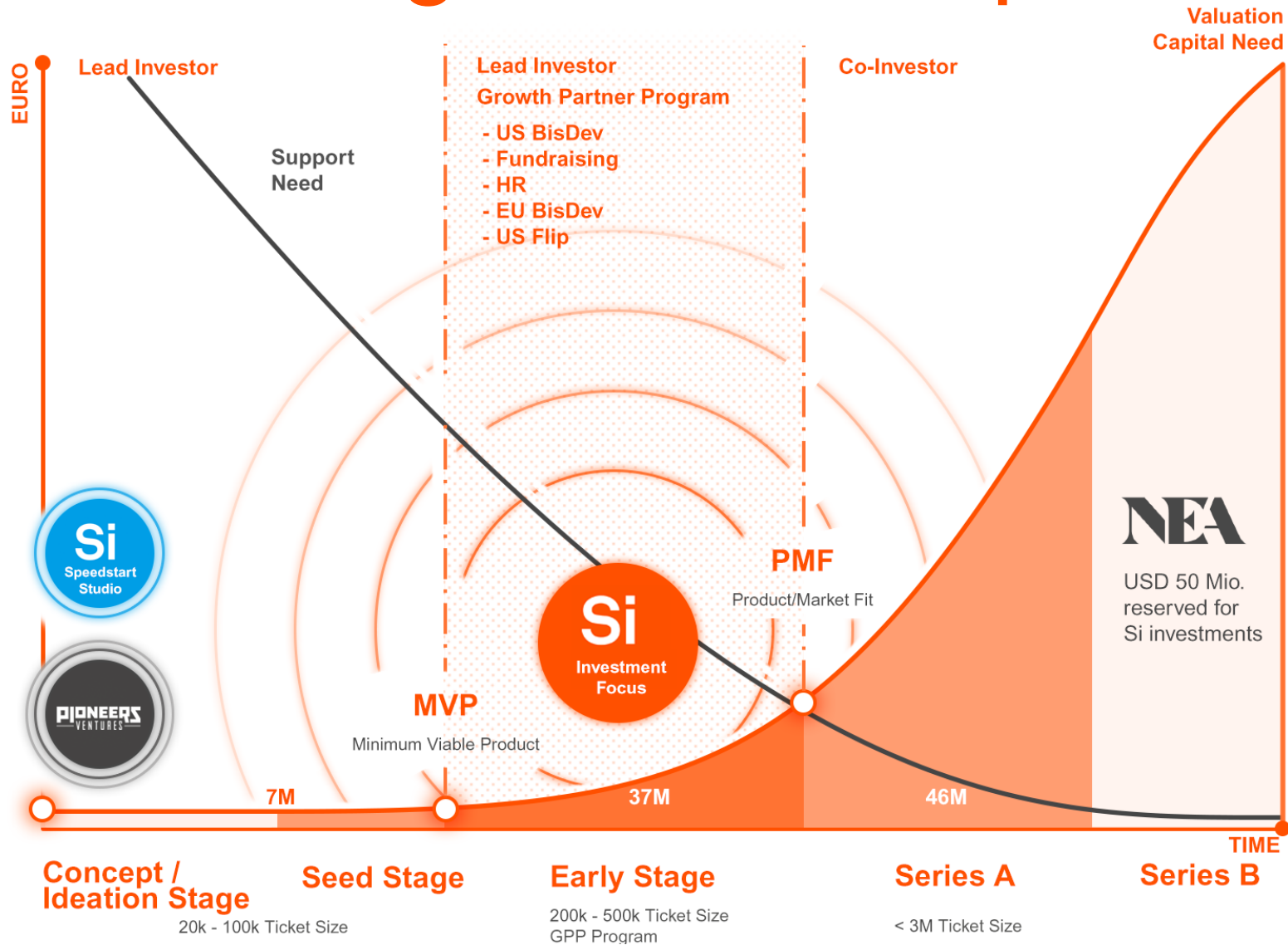
OPPORTUNITY

Series A and Bridge

Ticket Size: < 3M



Re-inventing Venture Capital



Growth Partner Program (GPP)

Besides capital, Speedinvest invests operational resources of its senior partners in the portfolio companies in return for additional equity shares.

This approach reduces early-phase risks by:

- a deep due diligence during evaluation phase
- cost efficient hands-on support from serial entrepreneurs
- timely correction/acceleration measures

The Growth Partner Program significantly reduces the risk
and leverages the capital base of our investors.

Success Factor – Bridge to the US



- New Enterprise Associates (NEA), the world's largest VC fund by volume, is invested in Si2 with USD 5M
- USD 50M are reserved for follow-on investments in Speedinvest's portfolio companies

Si Speedinvest



- 3 Speedinvest partners are located in Silicon Valley, US
- Access for EU startups to potential business and exit partners

90% of exit opportunities and large growth funds are based in the US,
with significantly higher valuations for start-ups.



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Speedinvest is the most active FinTech VC in Europe

Rank	Investor	Rank	Investor
1	SpeedInvest	5	SEED Capital
2	German Startups Group	5	Earlybird Venture Capital
2	Global Founders Capital	5	Holtzbrinck Ventures
2	Balderton Capital	5	Seedcamp
5	Octopus Ventures	5	High-Tech Grunderfonds
5	Point Nine Capital	5	Index Ventures
5	Passion Capital		

Source: The Global FinTech Report: 2016 In Review, CB Insights, February 17th, 2017.

Speedinvest co-invested with some of the most notable VCs around the world

GLOBAL FOUNDERS CAPITAL

Seedcamp

salesforce
ventures

EARLYBIRD
VENTURE CAPITAL

HEDOSOPHIA

Horizons Ventures
维港投资

DVH VENTURES
DIETER VON HOLTZBRINCK

idinvest
PARTNERS

Y Combinator

CONNECT
VENTURES

kima
ventures

TARGET PARTNERS

VALAR
VENTURES

ATOMICO

500

hoxton ventures

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Speedinvest's FinTech Portfolio

PAYMENT

BANKING

LENDING

INVESTMENTS

SECURITY

INSURANCE

SERVICE

 payworks



HOLVI



 FinanceFox



 Investly

 AMODO

 ClauseMatch

 iyzico

 N26

 Finnest

 tradico
intelligent working capital

 BILLIE

Our 17 FinTech companies
are active all across Europe,
Asia, Middle East and the US.

*N26: Stefan Klestil Member of the Advisory Board

*Holvi: Exit to BBVA in March 2016

Some highlights

17 companies covering 20 European markets out of 8 home markets

1M+ consumers and small businesses use these services

Ca EUR 250M payments processed/month, EUR 200M+ AuM, >EUR 35M lending volume processed, ca 100K insurance clients

Monthly usage growth 10-100%

Commercial and operational relationships with >40 banks and insurers

1 bank license, 2 e-money licenses, 1 factoring license (pending)

Some more highlights

First ecommerce transaction Iranian cardholder outside Iran

Manchester City and Manchester United

Holvi-BBVA: First licensed FinTech exit to a bank in Europe

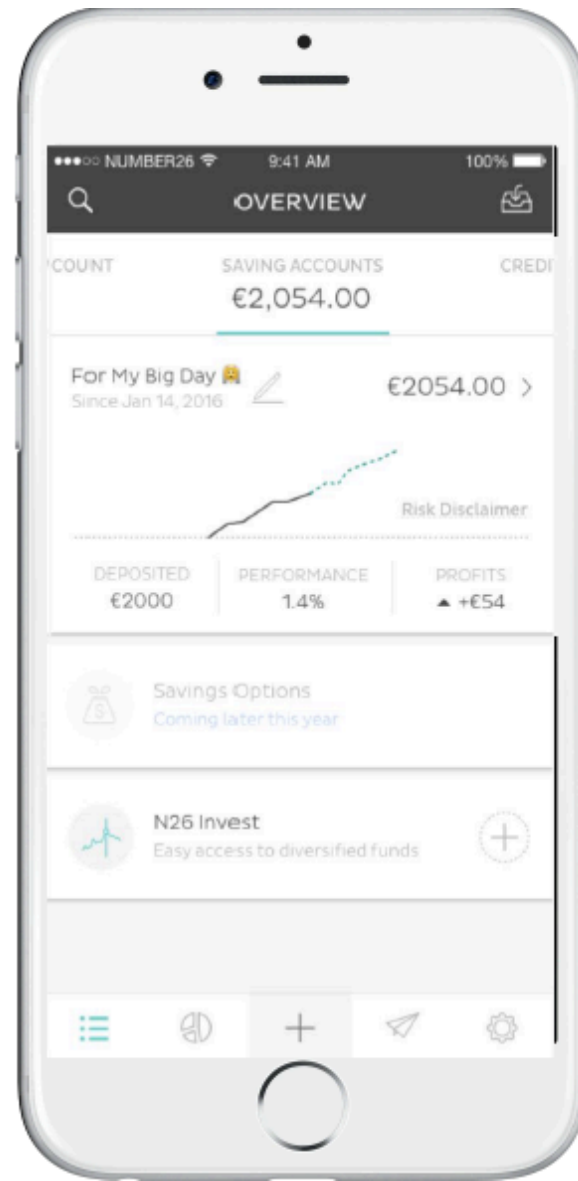
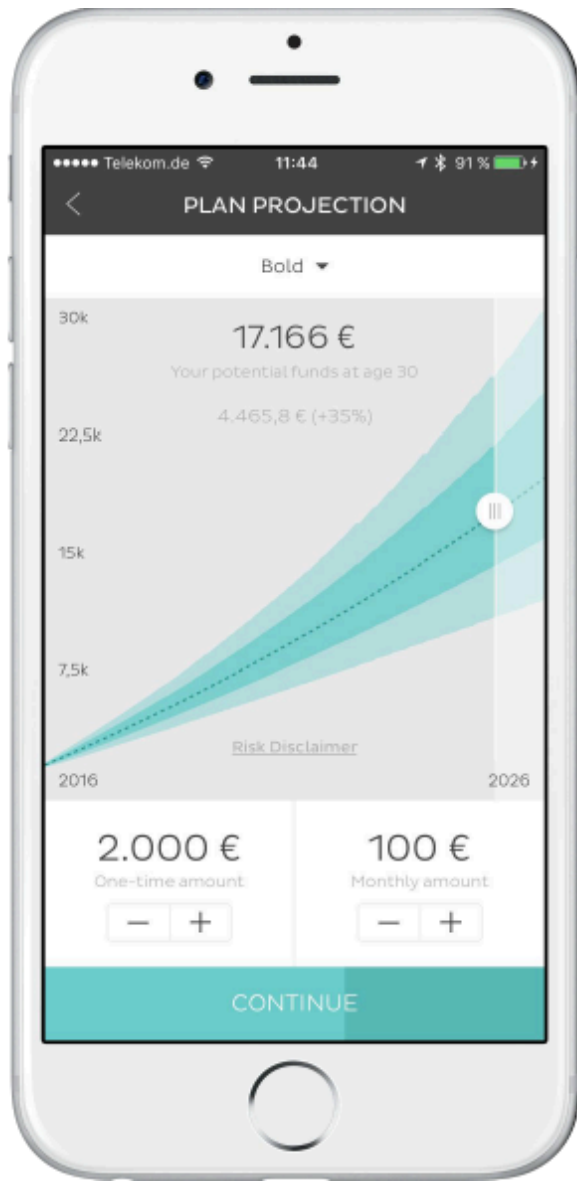
Full Bank license granted by Bafin. Only second to a FinTech

EUR40M investment led by Horizons

>EUR 5M SME loans financed by over 2.000 private people. Not a single defaulted loan so far

Fraud reduction of 70% and uplift turnover of 15-20% in the first client test of Fraugster

2 out of top 3 winning startups @money 2020



What's different about FinTechs...

Leveraging the power of digital and mobile tech:
data, virality, convenience, cost

Driven, resilient Entrepreneurs

Relentless search for perfection
in a particular niche/customer segment

Focus on Millennials – largest segment by now!

...more specifically:

Transparency/ Design

All your policies/cards in one place
Transparent pricing, feedback, performance, budgeting
Cool look & feel

Convenience

Easy, fast onboarding (in spite of regulation)
Notifications, No IBAN, one-click purchase etc.
Frictionless add-on services (overdraft, savings etc.)

Data

Integrations into cloud-accounting services
Context-and usage based services
Fully personalized services – “digital assistant”

Price/cost

No legacy tech and people cost
Customer acquisition cost 1/10-1/20 vs traditional
Tech unit costs 1/20-1/100



HOLVI

Hypothesis: FinTechs improve the financial ecosystem

Reduction of fraud via “big” data/behavioural data

Reduction of loan losses via better and more up-to-date data

Better access to lending for underserved SME and consumer segments via risk-adjusted pricing and no or affordable collateral

Giving businesses and customers insights about their financial options will help them make better choices

Real incentives for consumers to improve their health and driving behaviour – prevention is the new game

Team & Experience



Stefan Klestil

Partner

20 years experience in Financial Services and FinTech



Oliver Holle

CEO & Founding Partner



Michael Schuster

Partner

Worked with major banks on digitalization



Andreas Schwarzenbrunner

Junior Investment Manager