



# SILVERPEAK

M&A + FINANCING ADVICE

**The state of the market for Series B&C rounds  
in European tech companies**

2022 review

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# 1. European tech: venture environment recent trends

# European tech Series B&C rounds on par with pre-2021 'record' levels

- Total Series B&C **deal activity exhibited a sharp decline HoH**, following the dramatic drop off in Q3 as activity normalises to pre-2021 levels. Total deal value decreased HoH to €5.2bn, (61%), and deal count reduced to 116 (44%).
- **Median deal sizes recover from Q3 decline to above 2020 peak values**, with Series B and C experiencing a QoQ Increase of 15% and 16% respectively, to €27m and €51m median value
- **In H2 there were only six Series C megadeals above €100m, representing 19% of total deals**, compared to 23 comparable deals in H1 (c.39%)
- In 2022, the UK continued to attract the most Series B&C investment of any country in Europe. The **€6.5bn invested in the UK surpassed the two next best countries combined**: Germany (€3.3bn) and France (€2.3bn).
- In 2022, the **biggest volume drop was in Healthtech investment**, where deal numbers were down by 23%



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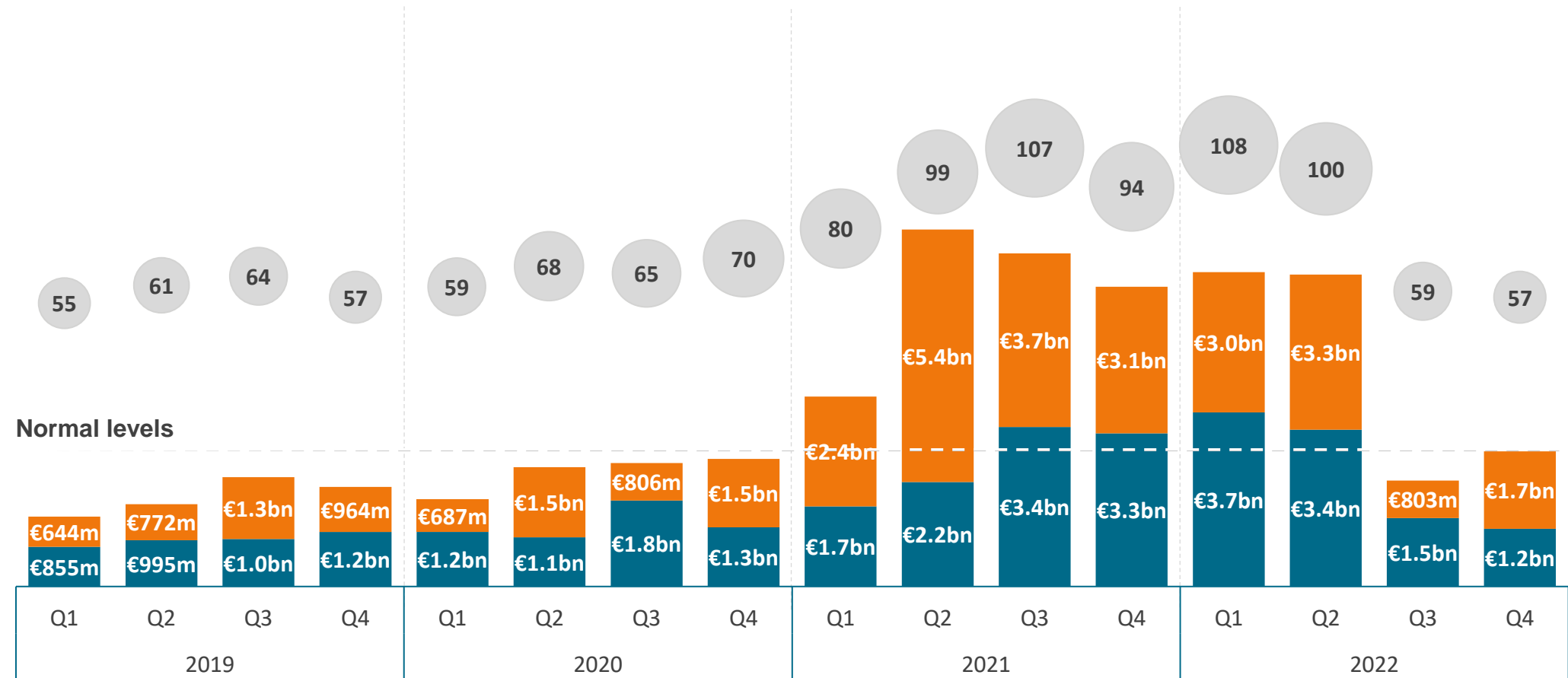
In 2022 there has been a market correction from the extraordinary levels achieved in 2021. Funds remain cautious, though there is still masses of 'dry power' as the scale of private investment remains on par with 2020 record levels.

David Ford  
PARTNER

”

# Series B&C deal activity has stabilised following large Q3 fall

SERIES B&C TOTAL FINANCING AMOUNTS AND DEAL COUNT, 2019 – 2022



SERIES B&C DEAL COUNT

-3% QoQ

SERIES C CAPITAL INVESTED

+107% QoQ

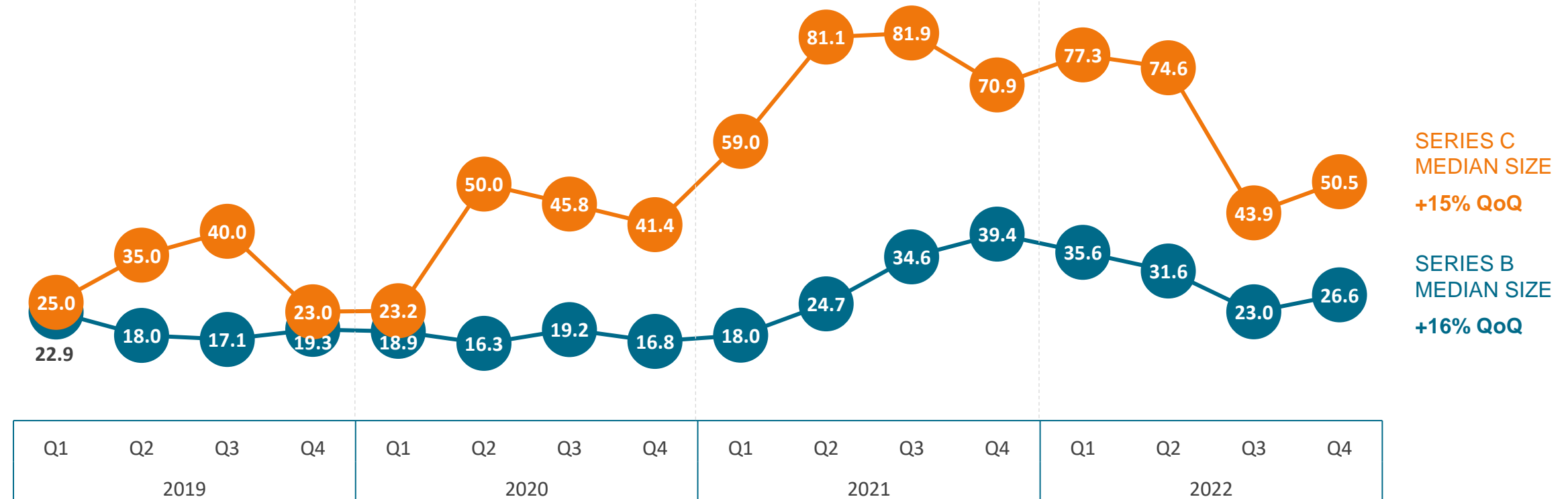
SERIES B CAPITAL INVESTED

-16% QoQ

Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# Median deal size improves from Q3 slump, now exceeding 2020 levels

MEDIAN SIZE OF SERIES B&C ROUNDS, 2019 – 2022

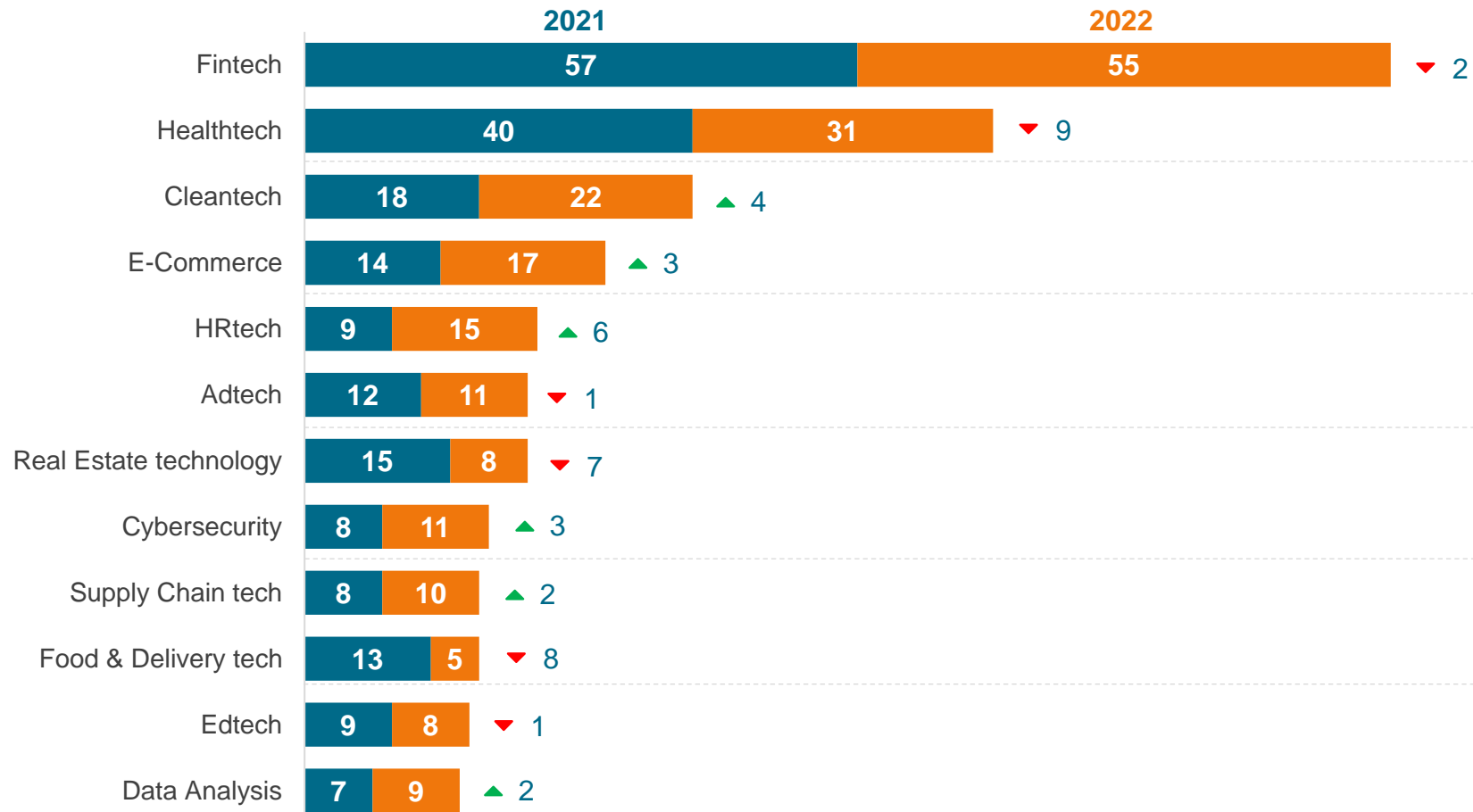


Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# Healthtech vertical witnessed a decrease in 2022 deals

## COUNT OF B&C ROUNDS BY VERTICAL, 2021 - 2022

▲ change from 2021



## Selected companies



Genesis fonoa

nuclera TRICares

H2green steel Blue World

ankorstore Swappie

happeo wire

alphin ZOOLU

clikalia IMMO

veriff SEON

katana VOLTA TRUCKS

CHOCO Zapp

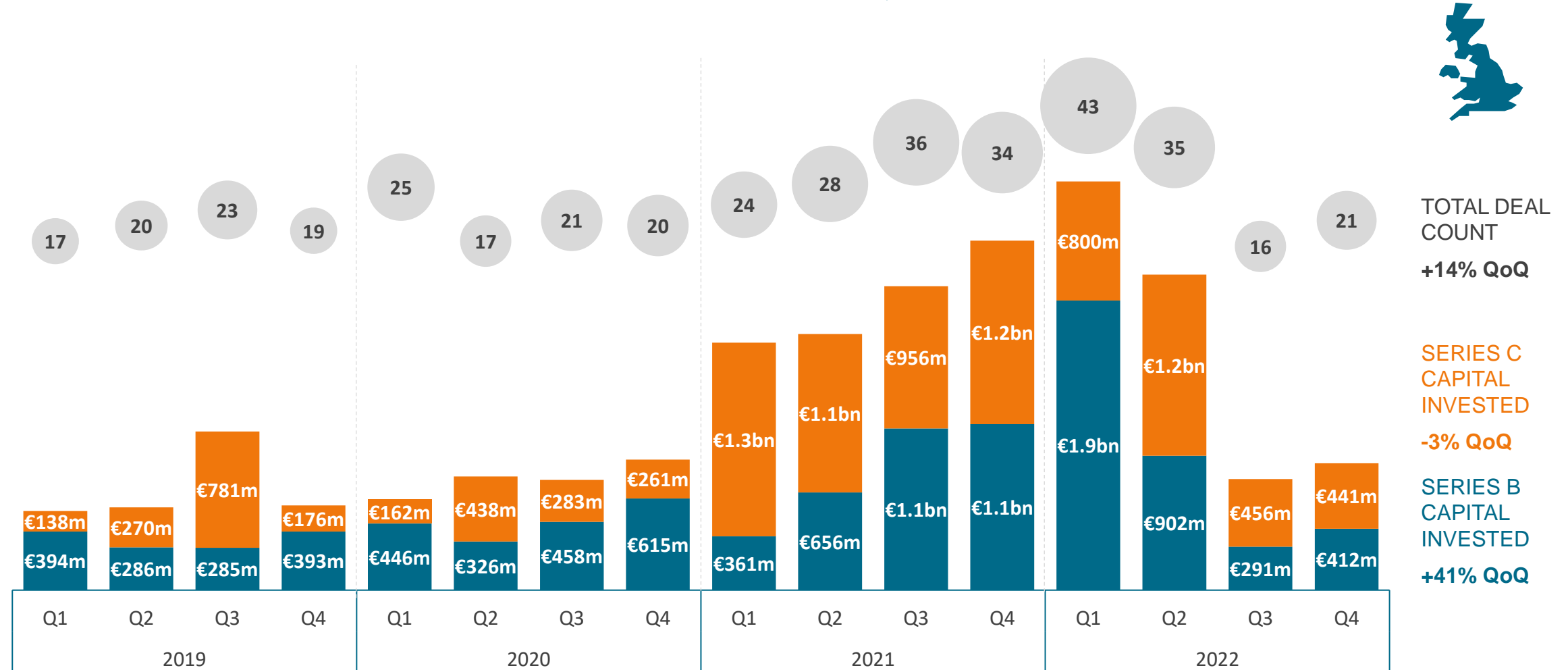
Mentimeter Sana

Pigment Latana

Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# UK deal activity recovers from Q3 to more normal levels

SERIES B&C TOTAL FINANCING AMOUNTS AND DEAL COUNT IN THE UK, 2019 – 2022



Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022



## 2. European tech: Series B rounds

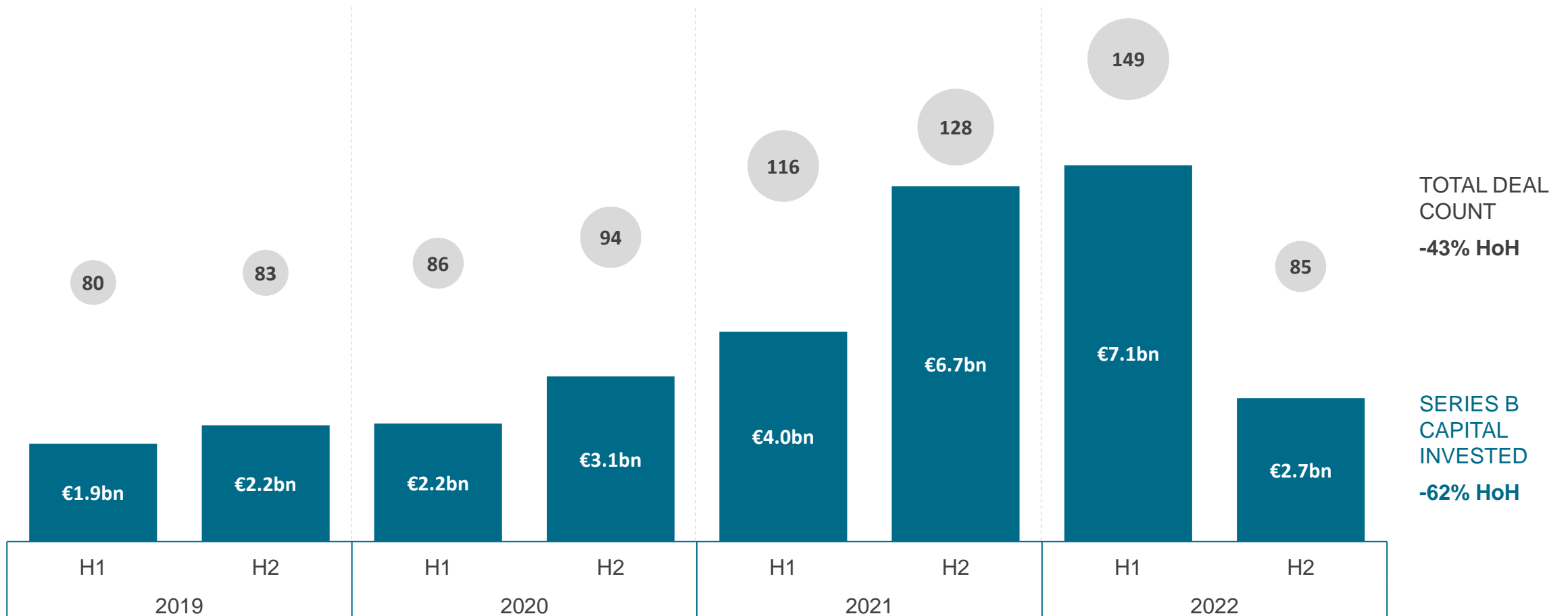
Series B rounds take businesses past the development stage. They provide acceleration money to fuel growth and to fully exploit market opportunities.

Typically, companies have established their team, product and go-to-market strategy following a Series A round and completed significant milestones.

For our report, we have included Series B rounds above €5m for European-headquartered businesses using Silverpeak's proprietary technology sector filters.

# Sharp decline in investment and deal activity in H2

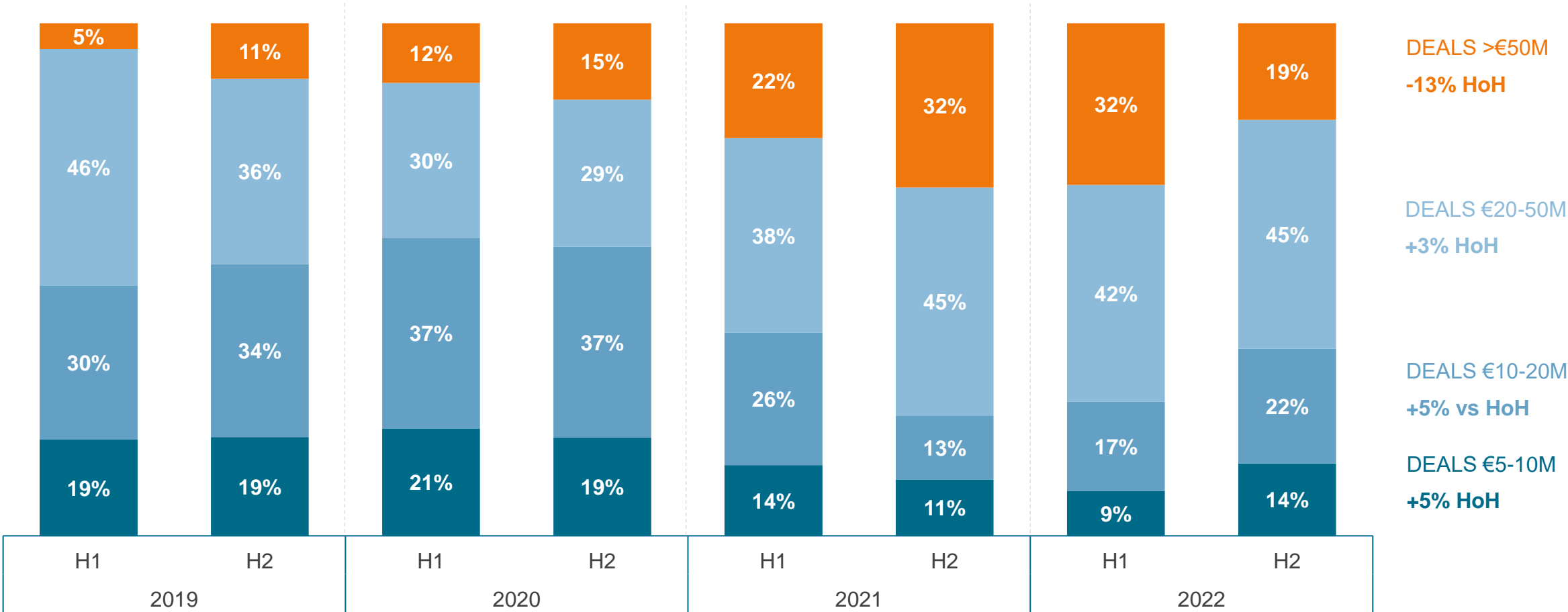
SERIES B TOTAL FINANCING AMOUNTS AND DEAL COUNT, 2019 – 2022



Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# Large deals (€50m+) returned to pre-Covid levels (32% to 19% in H2-22)

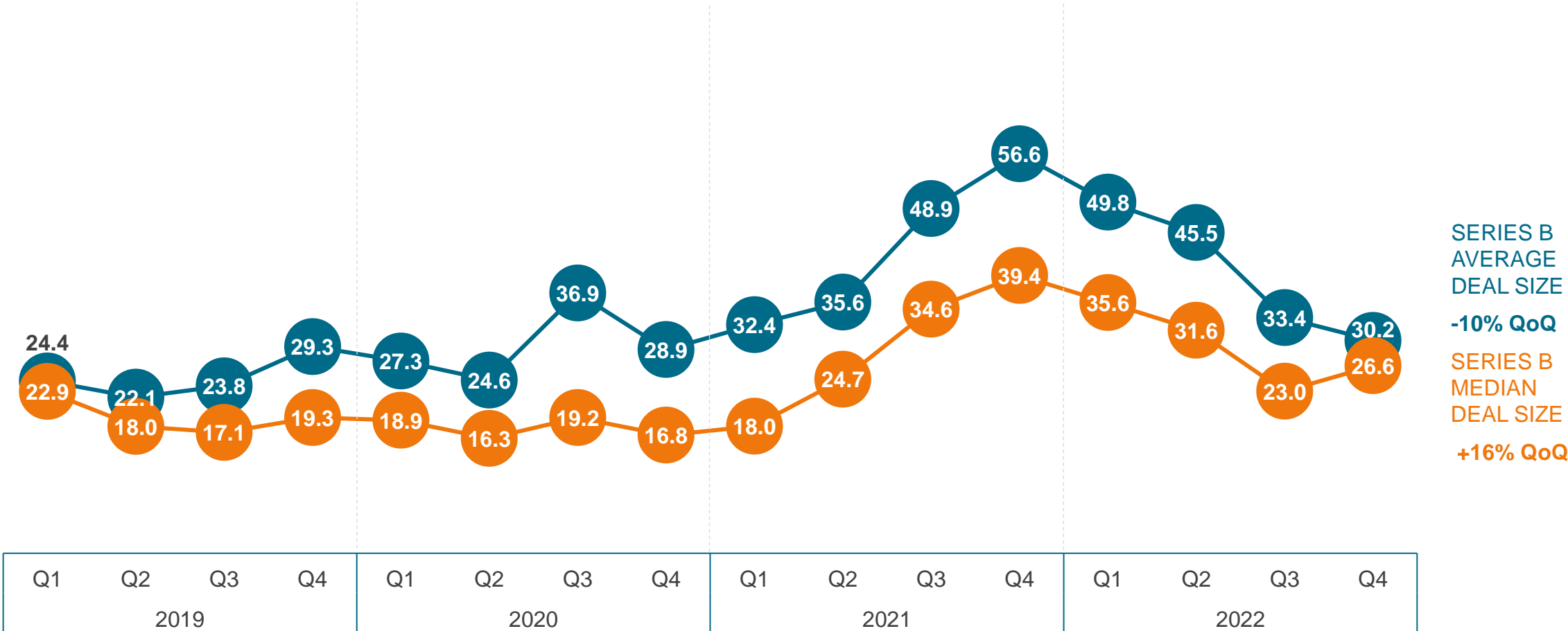
BREAKDOWN OF SERIES B ROUNDS BY VALUE 2019 – 2022



Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# Variability in the size of series B rounds reduces

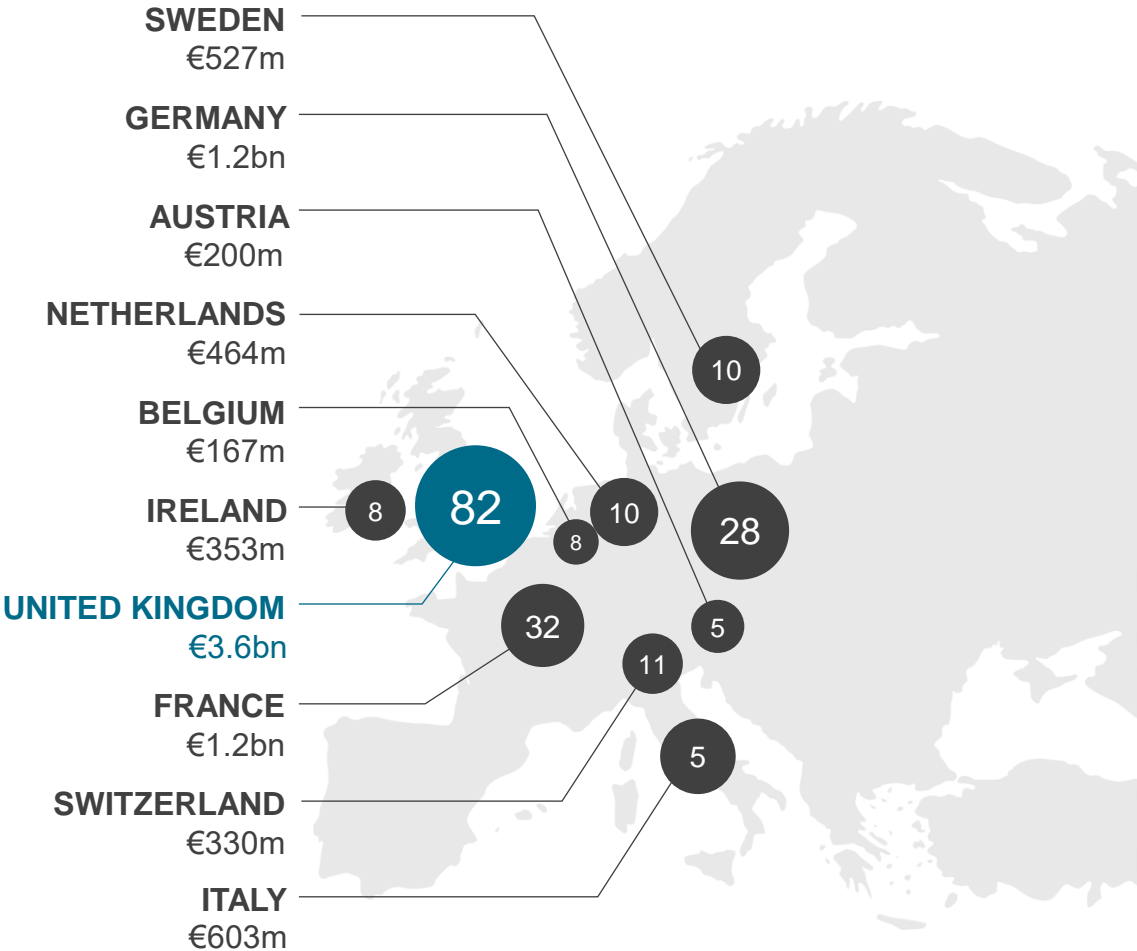
MEDIAN AND AVERAGE SIZE OF SERIES B ROUNDS, 2019 – 2022



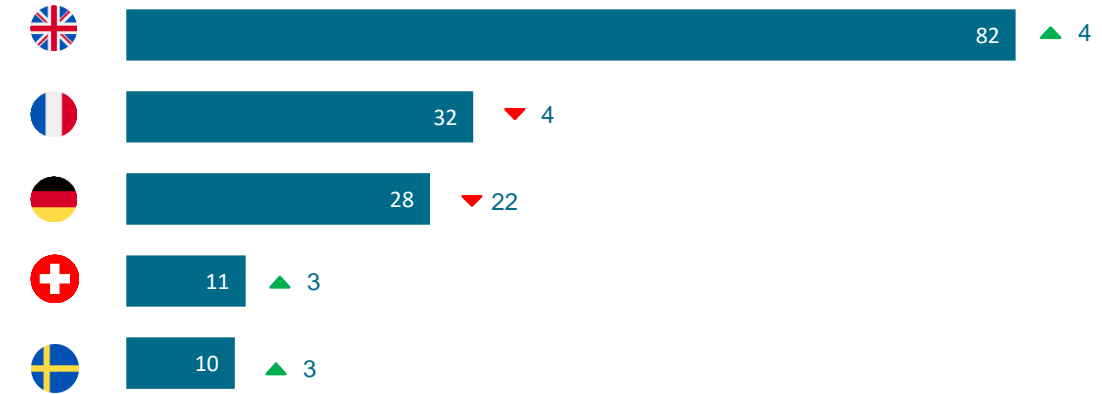
Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# Series B became more UK focussed, at the expense of France and Germany

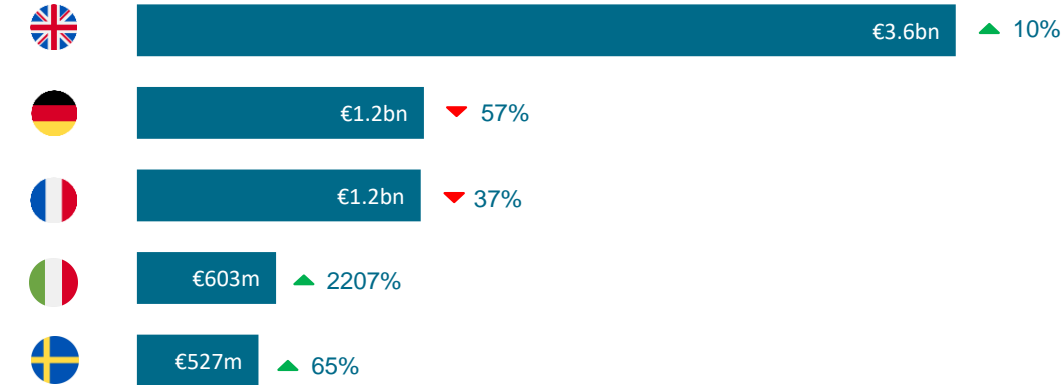
SERIES B DEAL COUNT AND VALUE BY COUNTRY, 2021 - 2022



# of Series B rounds in 2022 vs 2021



Value of Series B rounds in 2022 vs 2021

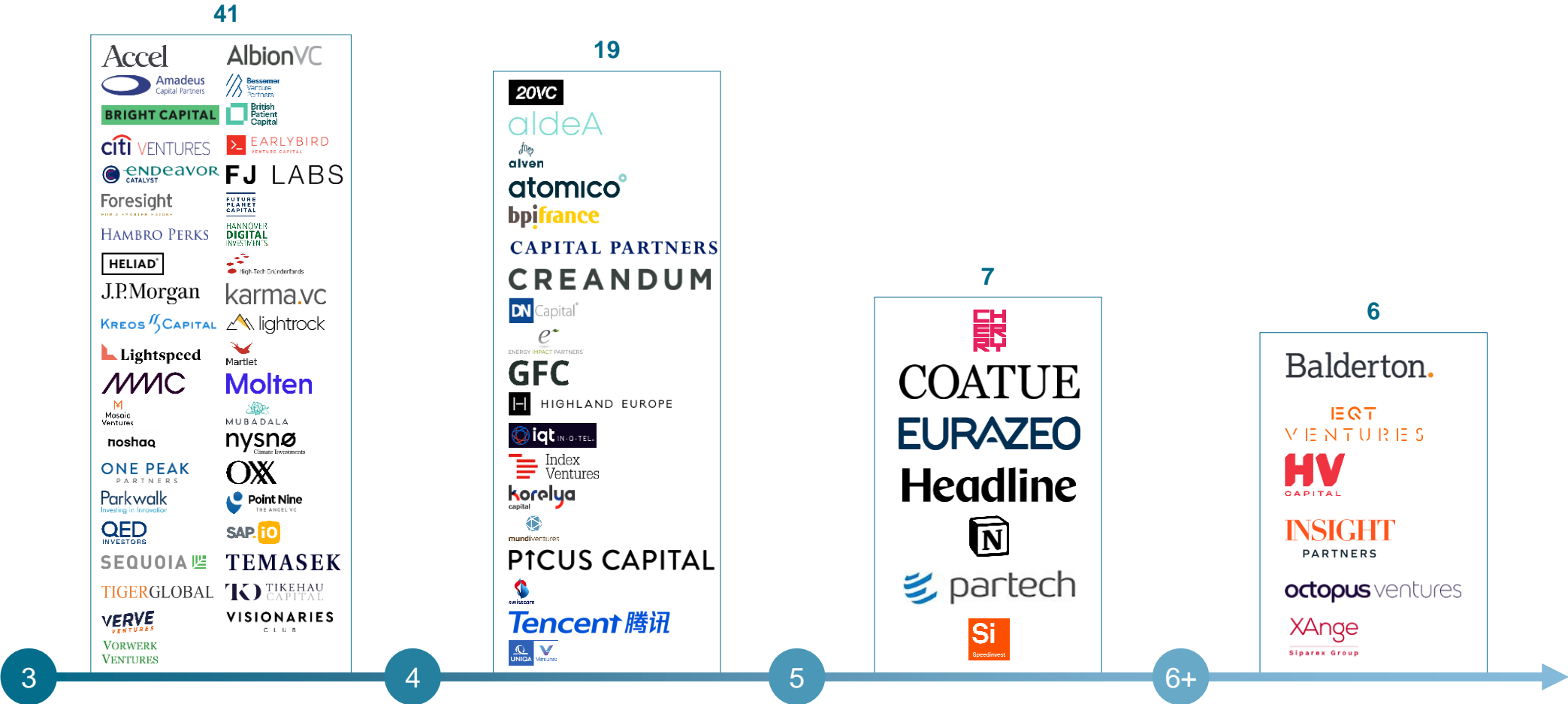


▲ change from 2021

Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# The pool of repeat B round investors is very large...

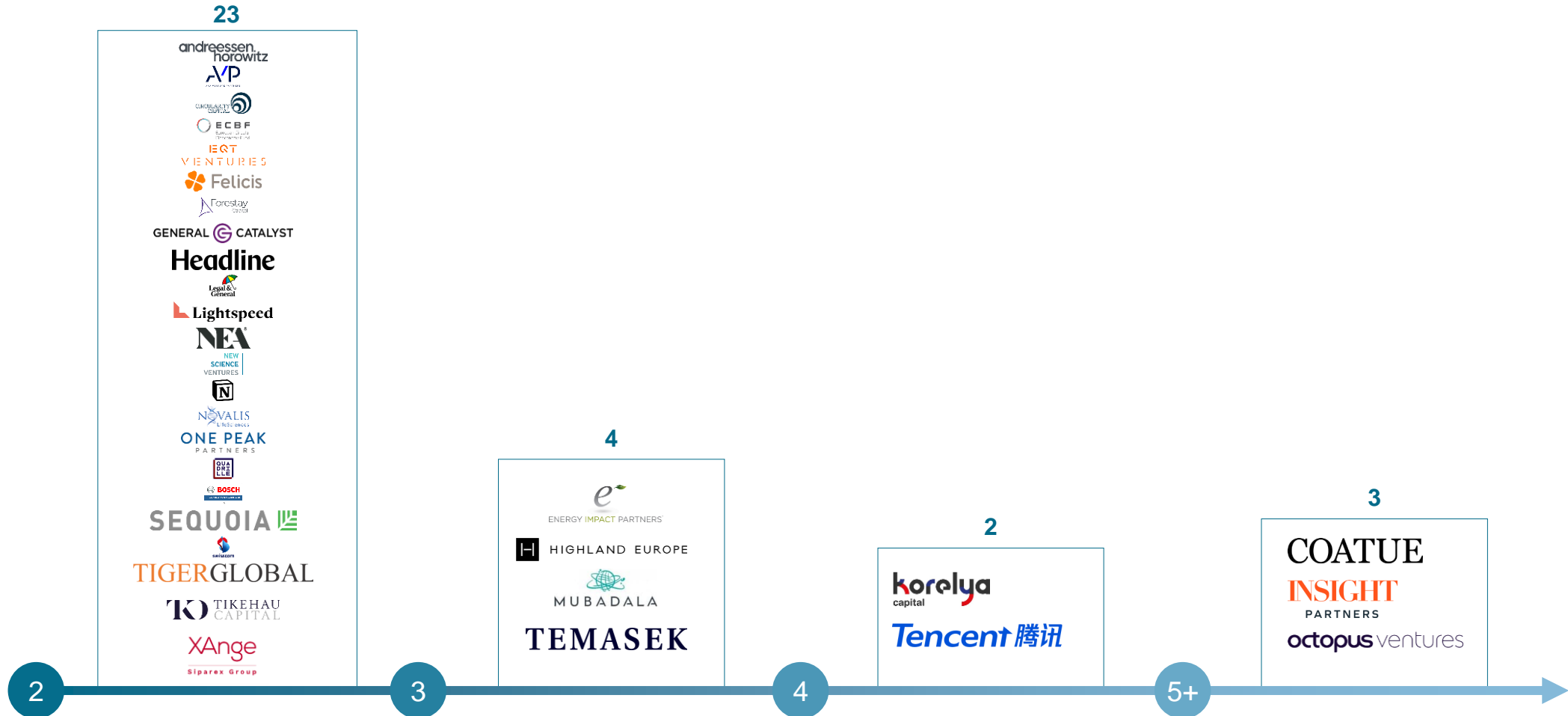
73 INVESTORS PARTICIPATED IN THREE OR MORE SERIES B FUNDING ROUNDS IN 2022



Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# ...but only a select few frequently led investments

32 INVESTORS LED TWO OR MORE SERIES B ROUNDS IN 2022
















Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022. Lead investors only



# Q3 and Q4 showcased lower deal sizes with only two deals above €100m

## LARGEST SERIES B ROUNDS, IN 2022

### TOP DEALS Q1

	 WAYVE	€205m
		Jan-22
	 ECLIPSE	AI MOBILITY SOFTWARE
	 ZAPP	€192m
		Jan-22
	 Lightspeed 468 Capital  BRIGHT CAPITAL	GROCERY DELIVERY
	 tripledot	€159m
		Feb-22
	 THE CURVE	GAMING










### TOP DEALS Q2

	 scalapay	€486m
		May-22
	 Tencent 腾讯  WILLOUGHBY	FINTECH
	 JUNI	€193m
		May-22
	 MUBADALA	FINTECH
	 FINN	€104m
		May-22
	 korelya capital Verlinvest	CAR RENTAL SUBSCRIPTION

### TOP DEALS Q3

	 H2green steel	€190m
		Aug-22
	 AMF  GIC  SCHAEFFLER	CLEANTECH
	 NOT so DARK	€80m
		Sep-22
	 KHARISCAPITAL	ONLINE DELIVERY
	 MMI Microfinance	€73m
		Jul-22
	 DEERFIELD Advancing Healthcare®	MEDICAL ROBOTICS

### TOP DEALS Q4

	 HOMA GAMES	€101m
		Oct-22
	 QUADRILLE	GAMING
	 tines	€82m
		Oct-22
	 ADDITION  Felicis	CYBER SECURITY
	 bud	€81m
		Oct-22
	 TDR Capital	FINTECH

 €100m+ deals

Source: Pitchbook. Data as of 31/12/2022. Lead investors only



### 3. European tech: Series C rounds

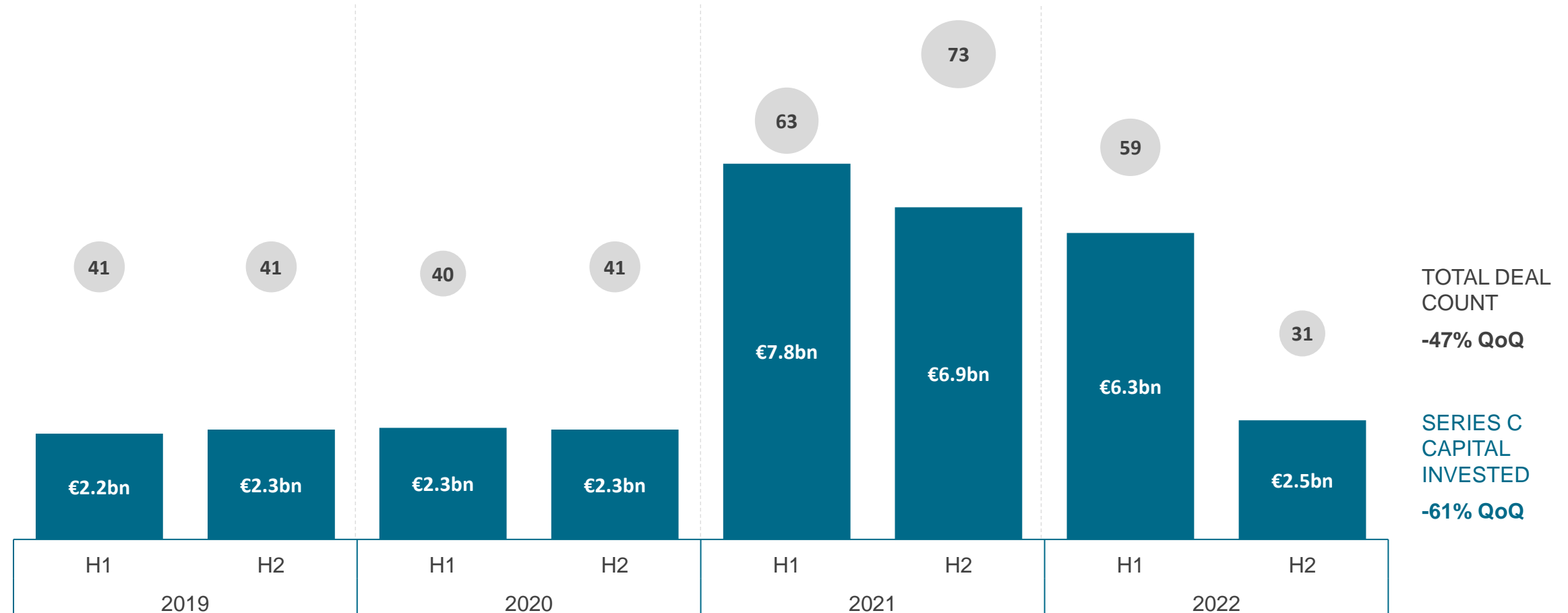
A Series C round is the fourth stage of a company's financing, and typically the last stage of venture capital financing. However, some companies opt to conduct more rounds, such as Series D, E, etc.

Companies that aim to obtain Series C funding are no longer start-ups.

They are usually established, successful companies in their late stages of development, with solid revenues. Their core products or services generate strong demand in the marketplace, attracting a substantial customer base.

# Series C deal volume declines to lowest level in four years

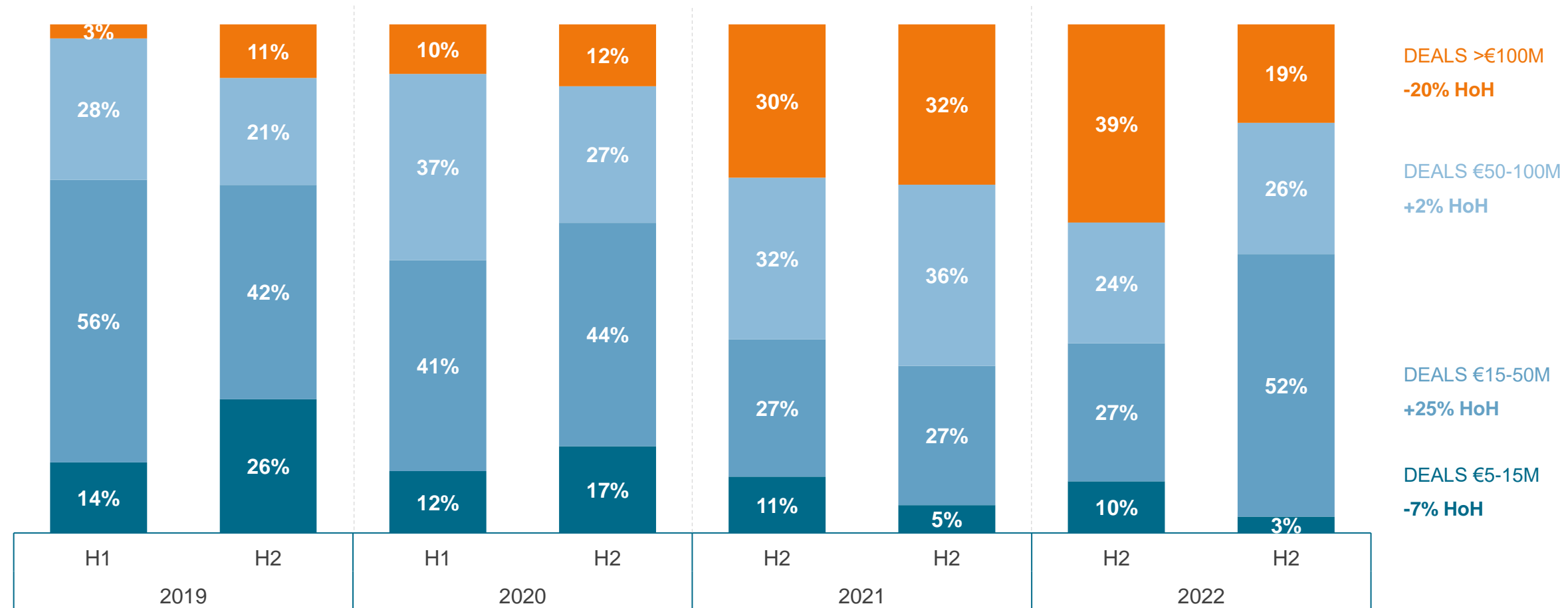
SERIES C TOTAL FINANCING AMOUNTS AND DEAL COUNT, 2019 – 2022



Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# Deals less than €50m increased from 37% to 55% of total deals in H2-22

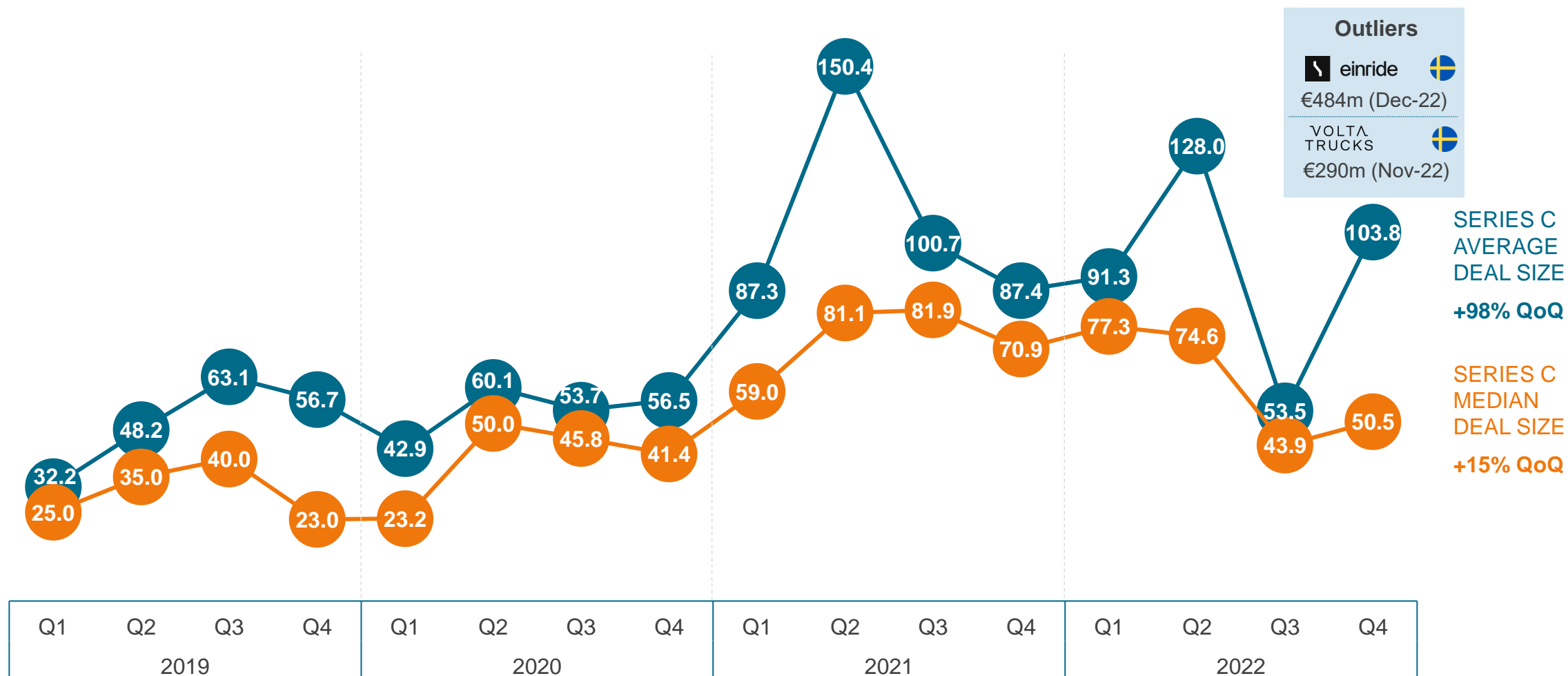
BREAKDOWN OF SERIES C ROUNDS BY VALUE 2019 – 2022



Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# Median value increases 15% QoQ with some large outlier deals

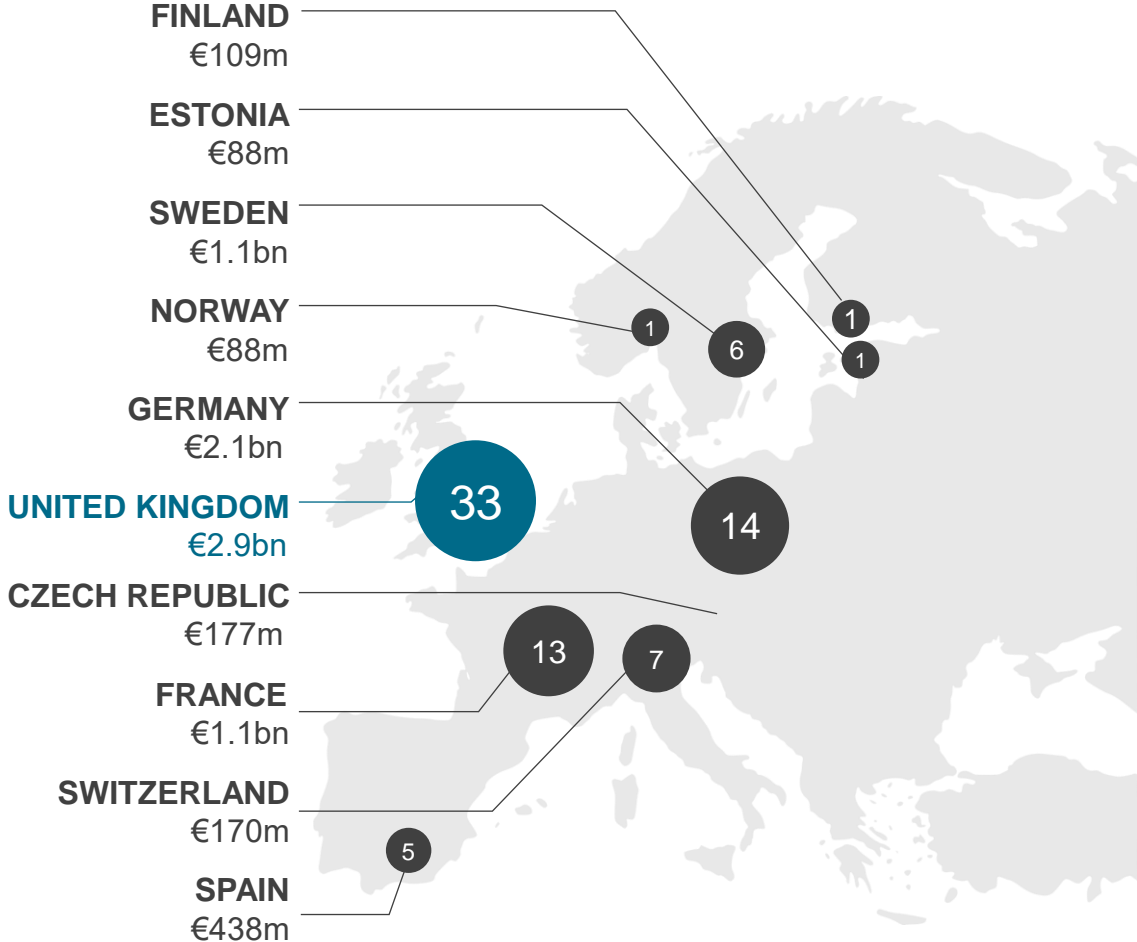
MEDIAN AND AVERAGE SIZE OF SERIES C ROUNDS, 2019 – 2022



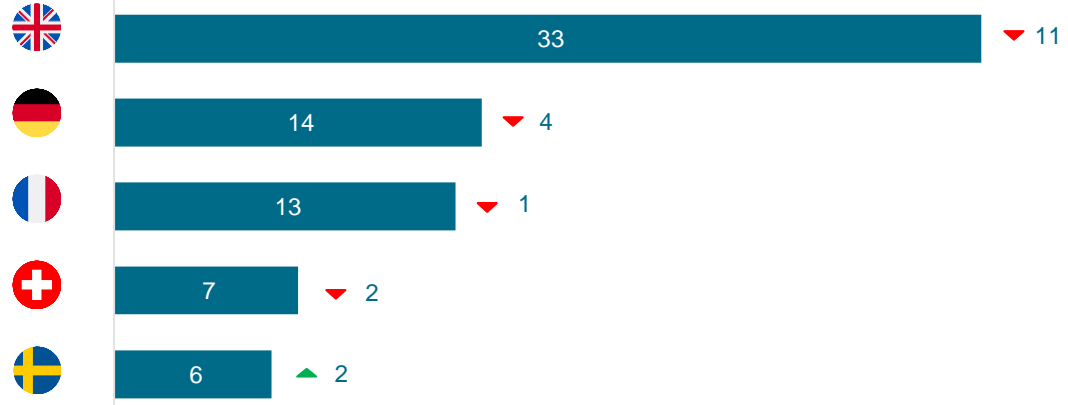
Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# Outlier deals drive Sweden's investment level above France in 2022

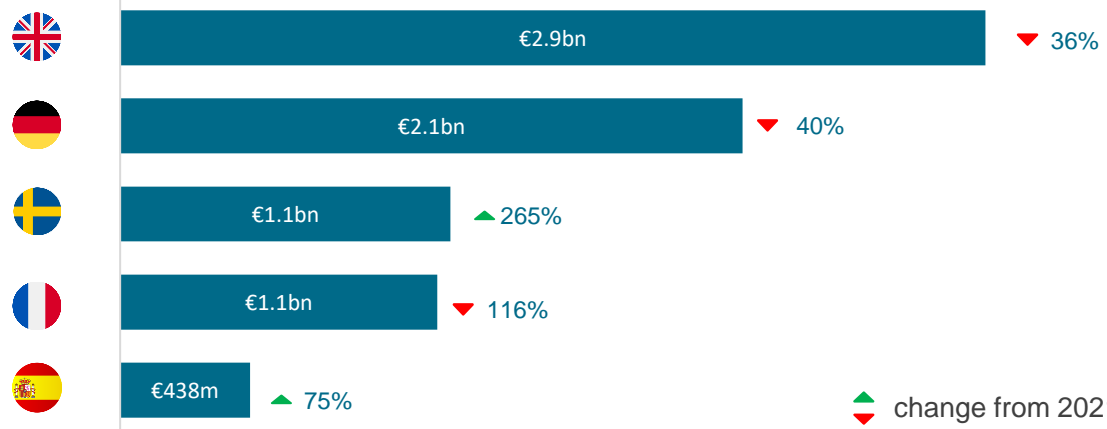
SERIES C DEAL COUNT AND VALUE BY COUNTRY, 2021 - 2022



# of Series C rounds in 2022 vs 2021



Value of Series C Rounds in 2022 vs 2021



▲ change from 2021

Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022

# In 2022 there were only a small number of repeat series C lead investors

9 INVESTORS LED TWO OR MORE SERIES C FUNDING ROUNDS IN 2022, DOWN FROM 23 IN 2021










Source: Pitchbook. Deals below €5m have been excluded. Data as of 31/12/2022. Lead investors only









# Q4 exhibited a return to large outlier deals concentrated in Sweden

## LARGEST SERIES C ROUNDS, 2022










### TOP DEALS Q1

	<b>Ankorstore</b>	€250m
	Jan-22	
	E-COMMERCE MARKETPLACE	
	<b>VOLTA TRUCKS</b>	€230m
	Feb-22	
	ELECTRIC TRUCKS	
	<b>alma</b>	€211m
	Feb-22	
	PAYMENTS	










### TOP DEALS Q2

	<b>TRADE REPUBLIC</b>	€1,089m
	Jun-22	
	TRADING PLATFORM	
	<b>Grover</b>	€297m
	Apr-22	
	ELECTRONICS RENTAL	
	<b>CoachHub</b>	€188m
	Jun-22	
	EMPLOYEE COACHING	

### TOP DEALS Q3

	<b>Genesis</b>	€215m
	Jul-22	
	CAPITAL MARKETS	
	<b>yu life</b>	€87m
	Jul-22	
	INSURANCE PLATFORM	
	<b>ONTO</b>	€76m
	Jul-22	
	ELECTRIC CAR RENTAL	

### TOP DEALS Q4

	<b>einride</b>	€484m
	Dec-22	
	AUTONOMOUS VEHICLES	
	<b>VOLTA TRUCKS</b>	€290m
	Nov-22	
	ELECTRIC TRUCKS	
	<b>MEWS</b>	€177m
	Dec-22	
	TRAVELTECH	

 €250m+ deals

Source: Pitchbook. Data as of 31/12/2022. Lead investors only

## 4. SILVERPEAK OVERVIEW





# Our connections, ability and focus will deliver the best outcomes for your business

WE ARE MID-MARKET TECHNOLOGY SPECIALISTS representing European growth businesses in M&A and financing transactions involving the most relevant investors and acquirers, wherever they are.

**25+** team concentrated  
in a single office

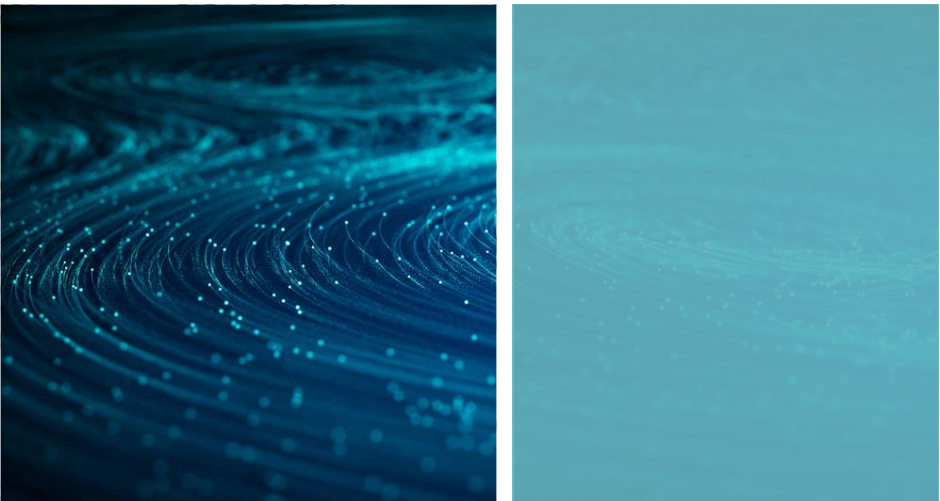
**300+** completed  
deal experience

**60%+** transactions with North American  
counterparties in the last 3 years



# WE HAVE ACCESS TO THE RIGHT INVESTORS AND ACQUIRERS WHEREVER THEY MAY BE

A SELECTION OF INVESTORS AND ACQUIRERS ON SUCCESSFUL TRANSACTIONS



# Silverpeak is built for success

## **PASSION FOR TECHNOLOGY**

A high energy team of technology enthusiasts with the creativity and courage to overcome any challenges

## **ABILITY TO ARTICULATE YOUR FULL VALUE**

Deep business and product understanding focused on discovering the full strategic value and demonstrating this to the right acquirers and investors

## **EXCEPTIONAL GLOBAL EXECUTION**








The experience and connections to execute your transaction flawlessly, with global reach, within a process built just for you



# Sector Coverage











## SOFTWARE



-  Application Software
-  Cloud
-  DevOps
-  Infrastructure Software
-  Mobility
-  RPA / LowCode
-  Sustainability



## DEEP TECH



-  Additive Manufacturing
-  Algorithms/AI & ML
-  AR/VR
-  High Perf. Computing
-  MedTech
-  Networking and IoT
-  NewSpace
-  Photonics
-  Security Software
-  Semiconductors

## SERVICES



-  IT Consulting
-  Managed Services
-  Outsourcing
-  Telecom Services

# Selected recent transactions

CH | PL | LU | US  
December 2022

**clearspace today**

In orbit servicing and space debris removal

\$29m Series A investment by

UK | US  
November 2022

**AVVIO**

Hotel technology platform driving direct bookings

Sale to

AU | DE  
October 2022

**camplify**

Travel P2P marketplace

€30m acquisition of

UK | UAE  
October 2022

**vaarst ROVCO**

Autonomous subsea robotics technology

Series B extension to \$26m+

IT | US  
May 2022

Additive manufacturing services and proprietary composite materials

Investment by

UK | UK  
March 2022

**worksmart**  
REGULATORY CHANGE MEETS BUSINESS ADVANTAGE

RegTech SaaS solution

Sale to

UK | UK | NO | US  
March 2022

**vaarst ROVCO**

Autonomous subsea robotics technology

\$20M+ Series B investment by

IT | WW  
January 2022

In-space services and satellite transport

€51.5m pre-SPAC convertible bond by

UK | UK  
October 2021

**cloudtrade**

Data extraction & document automation SaaS ML platform

Sale to

NO | CA  
September 2021

**Safran**

Project management and risk analysis software

Sale to

NL | US  
September 2021

**LOGINVSI**

Application testing software

Majority sale to

UK | UK  
June 2021

Trading and automation SaaS for renewable energy

£20m investment led by

UK | SE  
April 2021

**MSite**

Construction workforce management platform & SaaS

Sale to

UK | LU, US  
February 2021

**isotropic systems**

Satellite antenna technology

\$40m investment by



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