

# Scaling European Startups



Startup  
Europe  
Partnership

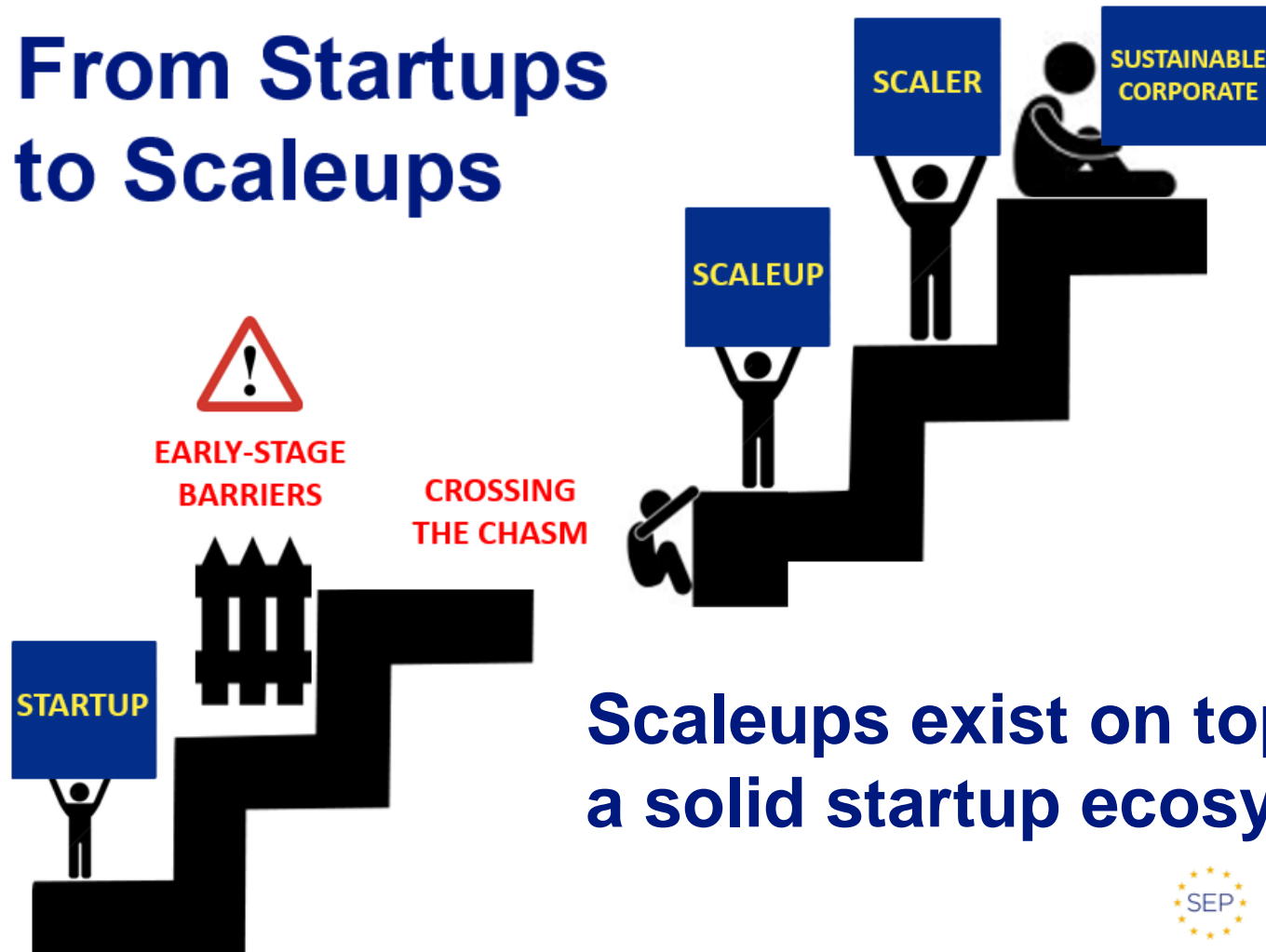
**NESTA** Making  
Innovation  
Flourish



**Factory**

# The Goal: European Startups that Scale

## From Startups to Scaleups



Scaleups exist on top of a solid startup ecosystem



# Mapping the European “Scaleups”

The most relevant IPOs include the following



Only a few European companies are in the «*Billion-Dollar Startup Club*»

**BUT**

A growing number of startups are entering the *Unicorn* «*MiniClub*»

1,000+ European startups have raised \$1M+ in the last 3 yrs.

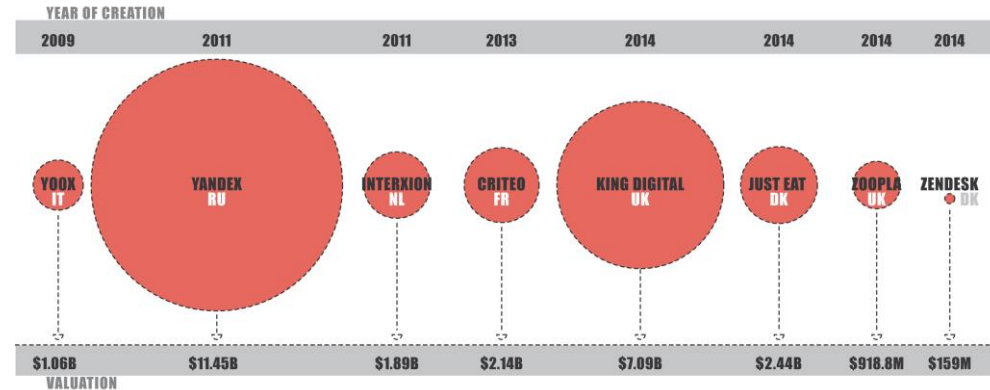
57% founded after 2010

200+ ICT exits reported in Europe in the last 3 yrs.

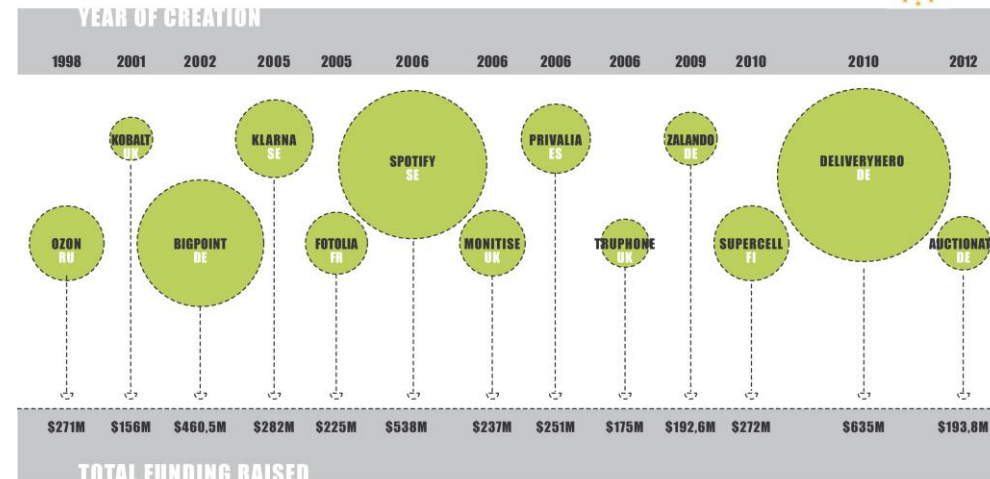
Approx. 30 companies acquired for more than \$100M

5 IPOs got a \$1B+ valuation

47% of acquirers are US based companies



Top European scalers that received the last funding in the past three years



Source: Startup Europe Partnership (SEP) Monitor  
\*Preliminary Data



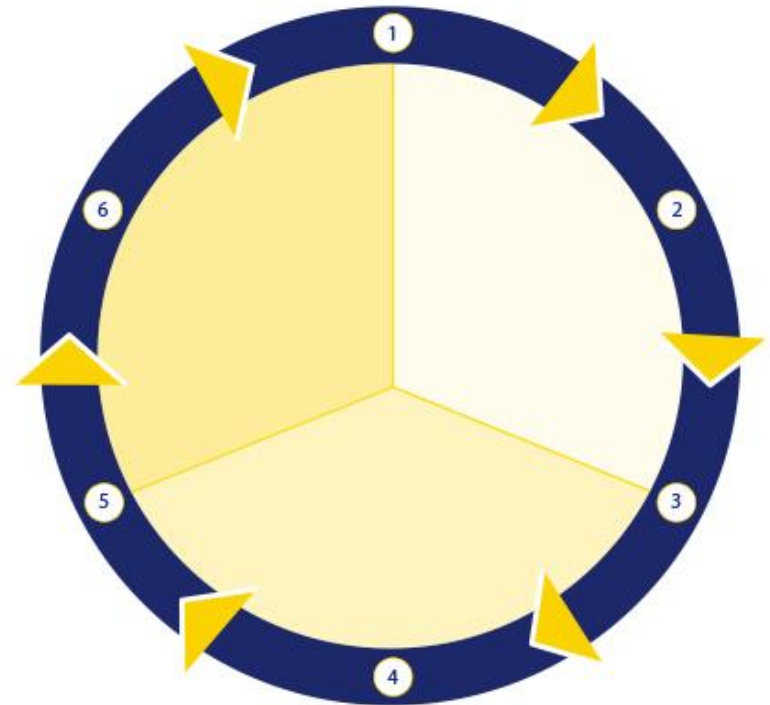
# The Startup Europe Partnership

*"We all win when startups move to scaleups"*  
(David Butler, The Coca-Cola Company)

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## The Vision:

- We'll see a much larger percentage of startups move to scaleups, if we can get the starters of the world to build with the scalars of the world*



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Telefonica



The Ed. bank



**STARTUP  
EUROPE**



# Startup Europe Partnership

# Stakeholders

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*Telefonica*



Unipol  
GRUPPO



## Join us in building a scalable European startup Ecosystem

STARTUP  
EUROPE



# SEP Official Launch: Brussels

May 22<sup>nd</sup>, 2014



Officially launched together with **President Barroso** and **Vice President Kroes**



# Matching Format

## Startups

1 Startups get referred through partner network

2 10/20 startups are filtered

3 1:1 high-qualified meetings

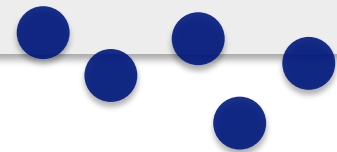
4 Learn from corporates

Startups Apply Through Referrals

Startups Pitch

MATCHING

Knowledge Exchange



## Corporates

1 Indicate areas of scouting

2 Validate the deal flow prior the event

3 Exposure to selected startups

4 Learn about new innovations, biz models

**OUTPUT:** Procurement + Investment + Acquisition

# SEP Matching Events 2014

**Naples**, May 13, Matching Event

MTB **JOB**  
CREATOR TOUR

**Madrid**, Jun 26, Matching Event

STARTUP  
FUSION

**Rome**, Oct 3, Matching Event

ROME  
**Maker Faire**  
THE EUROPEAN EDITION

**London**, Nov 21, Matching Event

SILICON VALLEY  
COMES TO THE **UK**

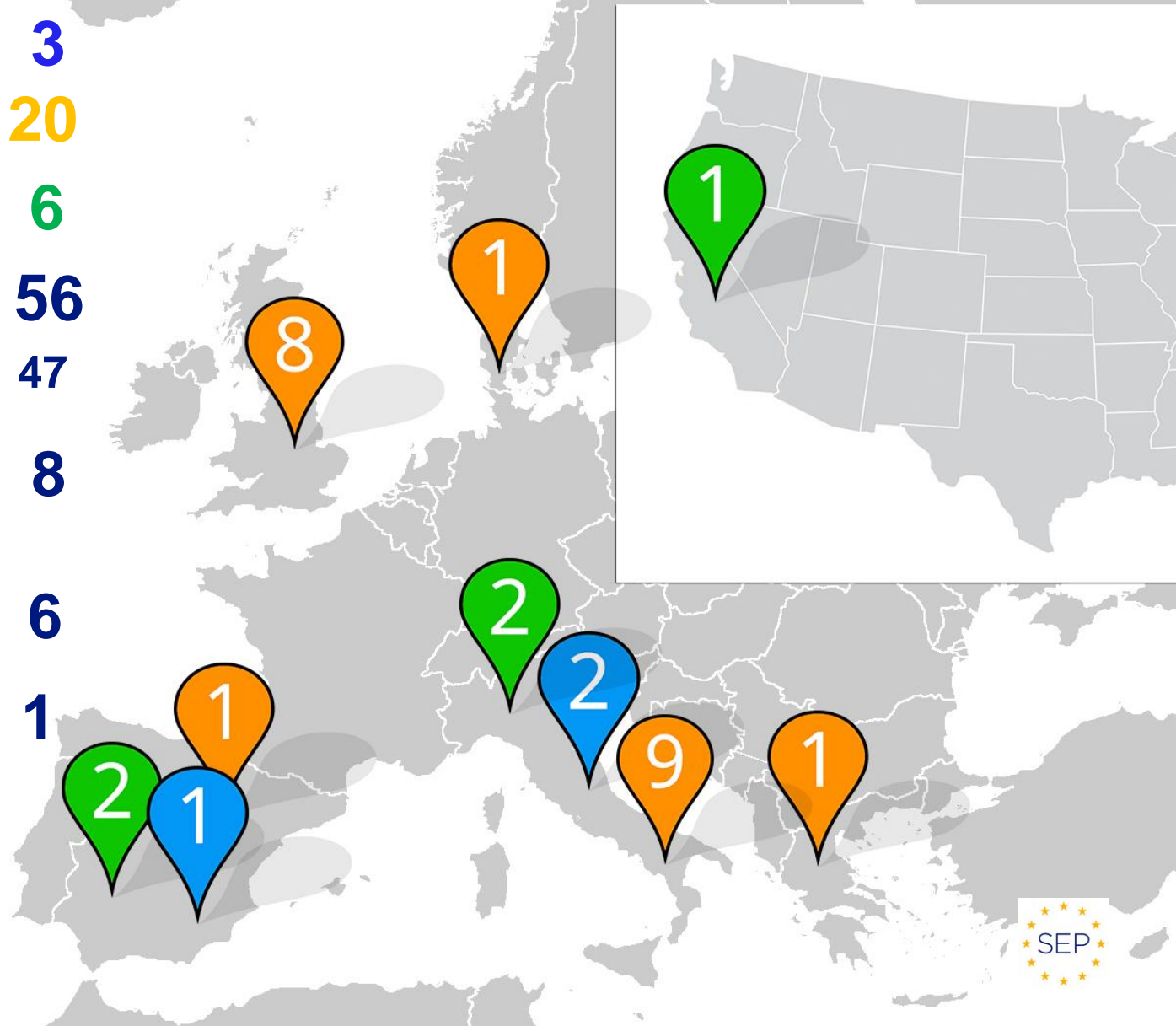
**Paris**, Dec 12, Matching Event

**LE**  
**WEB**



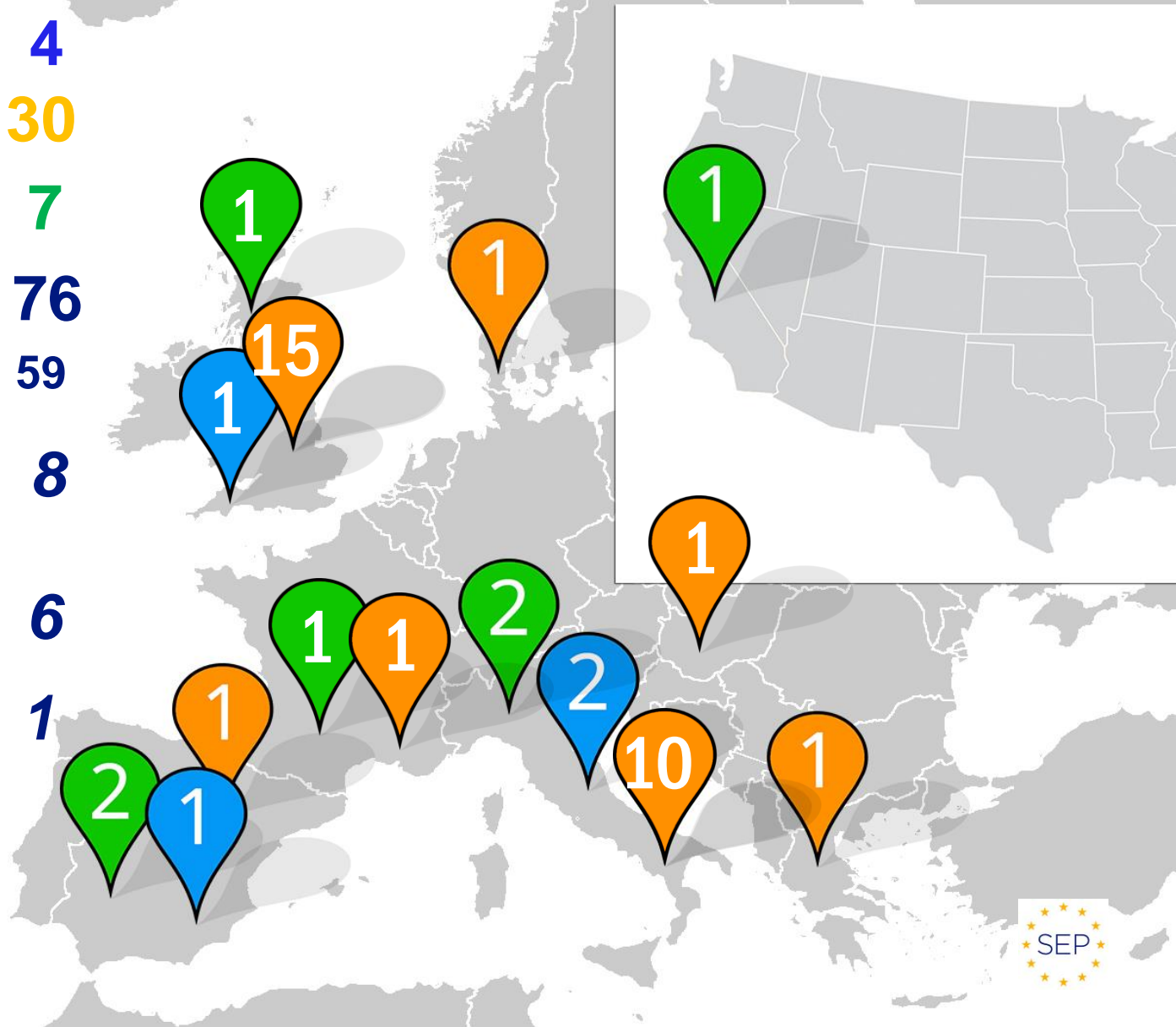
# Results Thus Far

Matching Events **3**  
Startup involved **20**  
Corporates involved **6**  
Qualified Meetings **56**  
whose: Crossborder **47**  
Follow-up **8**  
Ongoing Biz Discussions **6**  
Deals closed **1**



# (+London Matching)

Matching Events	4
Startup involved	30
Corporates involved	7
Qualified Meetings	76
whose: Crossborder	59
<i>Follow-up</i>	8
<i>Ongoing Biz Discussions</i>	6
<i>Deals closed</i>	1



# Startup Europe Partnership



Thank you.

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Happen



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