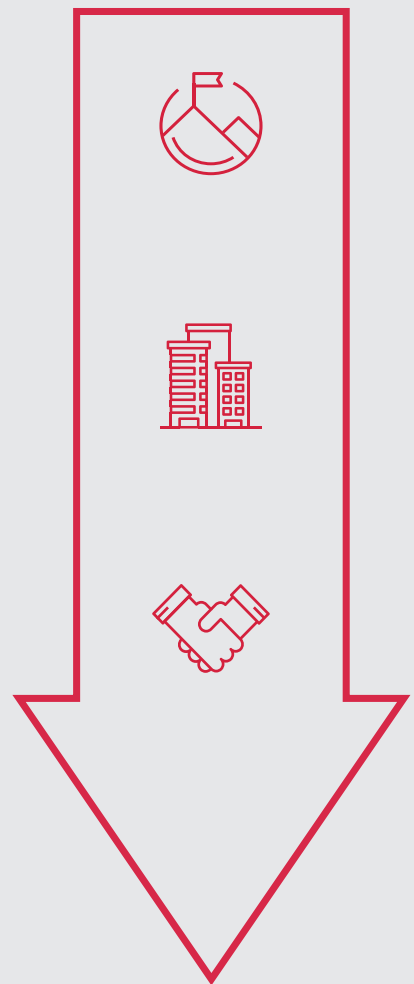




# POLISH VENTURE CAPITAL

## REPORT 2016



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Acknowledgements

Polish Venture Capital Report 2016 is the first report in a series of reports that will cover the Central and Eastern European (CEE) Venture Capital Market.

Analysis of the available European and global reports has shown us that they often underestimate the actual venture capital activity in CEE. We're going to improve the situation by providing access to the most comprehensive data from the region.

Compared to some Western European countries Polish VC market is relatively small, but it is the largest one in the Central and Eastern Europe region with a total investment volume of over \$164 million in 2016.



## Methodology

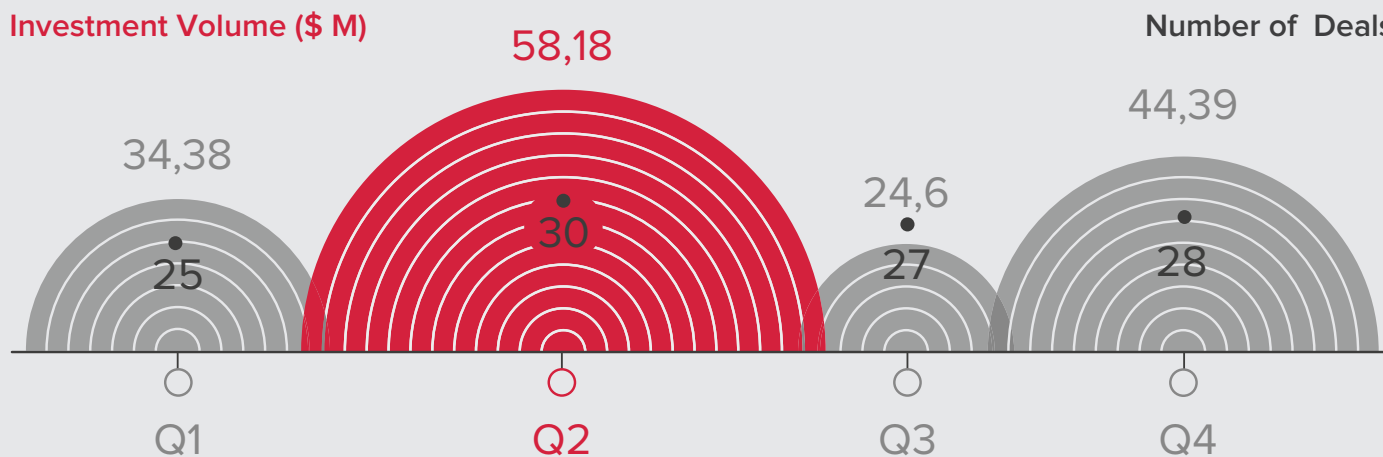
We analyzed 114 Polish VC investment deals and 31 tech M&A transactions that occurred from January to December 2016. We included only those deals in which the funded company has headquarters (HQ) in Poland or/and at least has one Polish founder (currently lives or lived in Poland when the company was founded). For acquisitions, this condition works for the company that was acquired and in the case of a merger transaction for at least one of the companies.

To collect data we monitored publicly announced deals from news, corporate blogs, social networks and enriched it with data from databases (Crunchbase, AngelList) and direct information from deal participants (investors and representatives of the companies).

The data in the report should be taken as an approximation. In some cases, deals are not made public and are not published, so we can't disclose them. In other cases, the round is known, but the invested amount hasn't been released, so we count the number of deals, but we can't calculate the total investment volume.



# Key Takeaways



**\$ 164 Million**

Total Invested in 2016



**Q2 (\$ 58,18 Million Invested)**

Top Quarter by Investment Volume



**114** Total number of investment deals



**42** Number of Active Funds (including foreign funds)



**38%** of the funded companies are headquartered in Warsaw



**79** Seed/Angel Deals

## Top Industries by Number of Deals:

1. Internet B2B Services - **28**
2. Hardware - **15**
3. Mobile - **12**

## Top Industries by Investment Volume:

1. IoT - **\$28,4 M**
2. Marketplace - **\$24,13 M**
3. Fintech - **\$23,48 M**

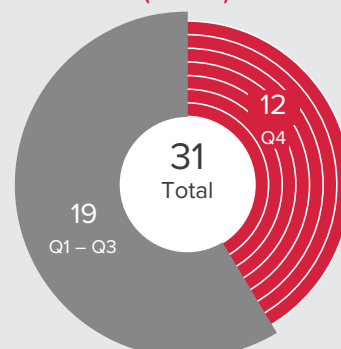
## Top Funding Round:

DocPlanner has raised a **\$20 Million** Series C round from Target Global, ENERN & EBRD.

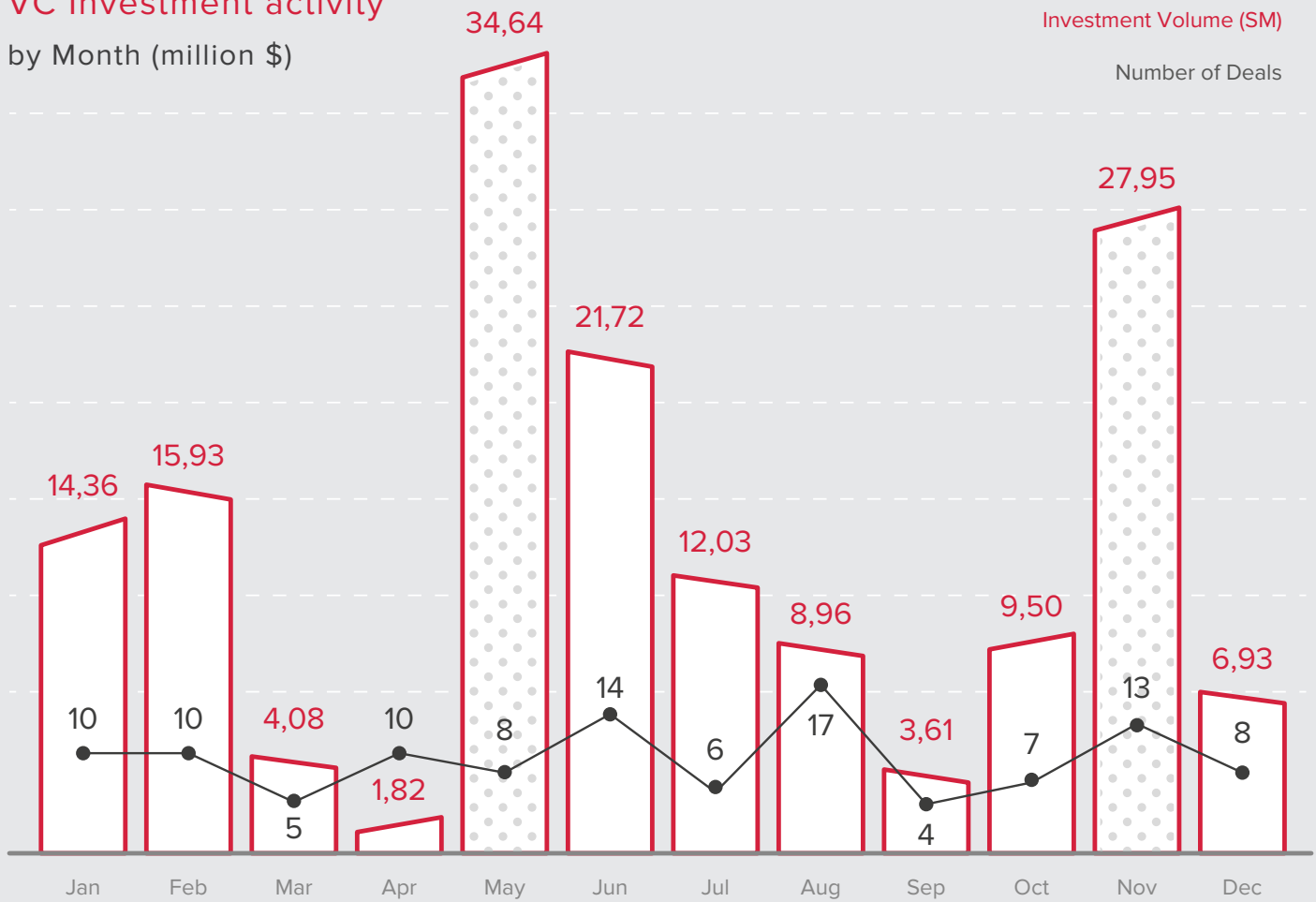
## The Largest M&A Transaction:

Naspers Limited sells 100% stake in Polandbased Allegro Group, which includes both Allegro.pl and Ceneo.pl, to funds advised by private equity firms Cinven, Permira and Mid Europa for **\$3.253 Billion**.

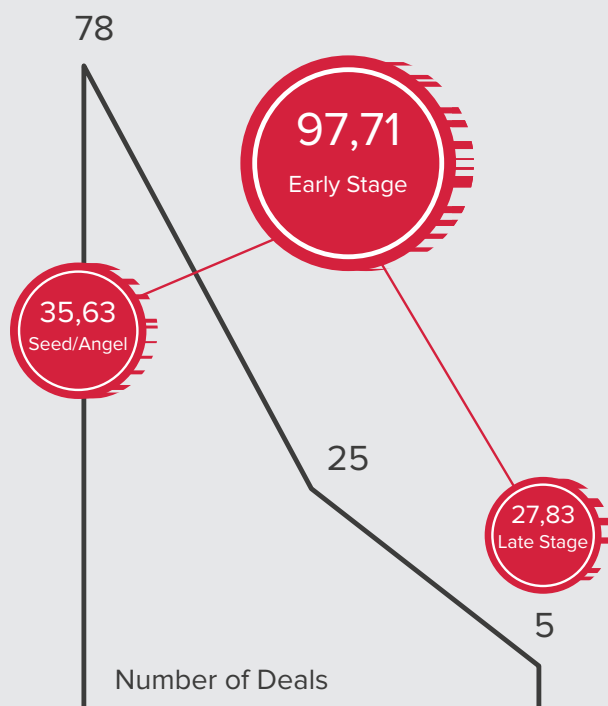
## M&A Deals Number (Tech)



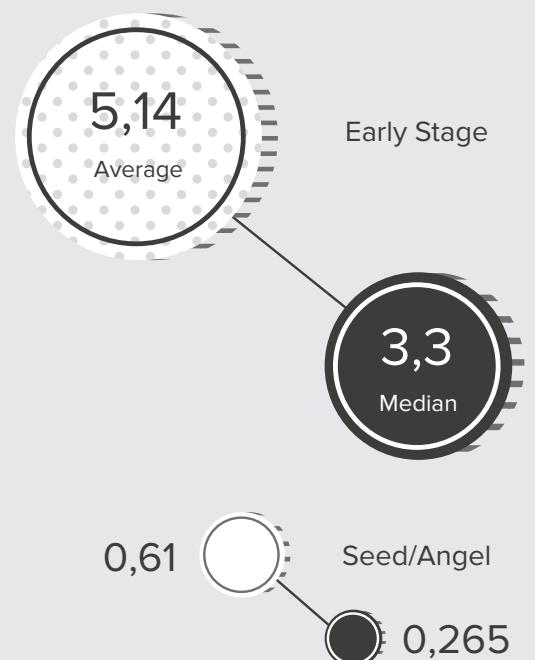
VC Investment activity  
by Month (million \$)



VC Investment activity  
by Stage (million \$)



Median & Average Round Size  
by Stage (million \$)

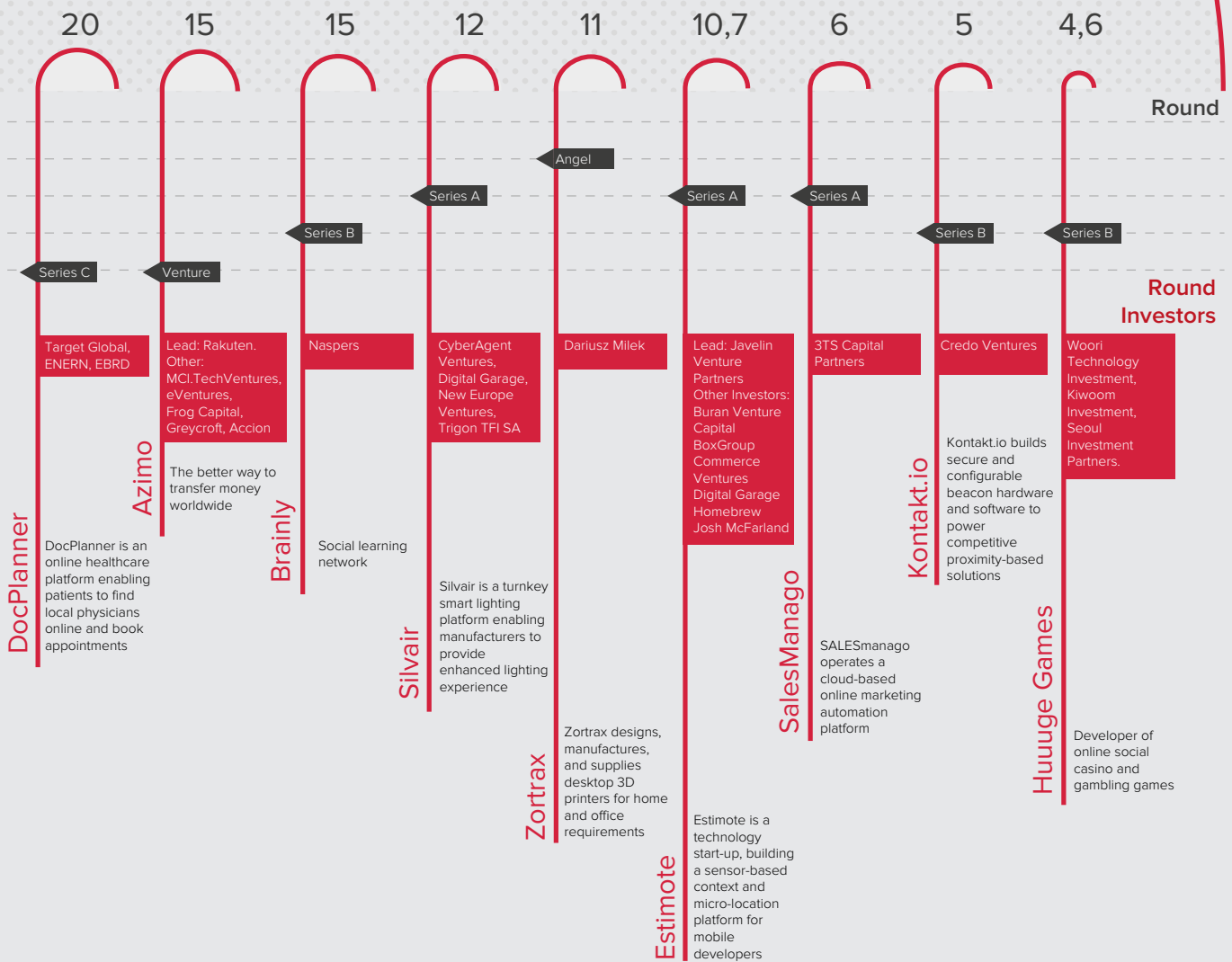


# 500

Temasek Holdings  
(investment arm  
of the government  
of Singapore)

Venture

Amount (\$M)



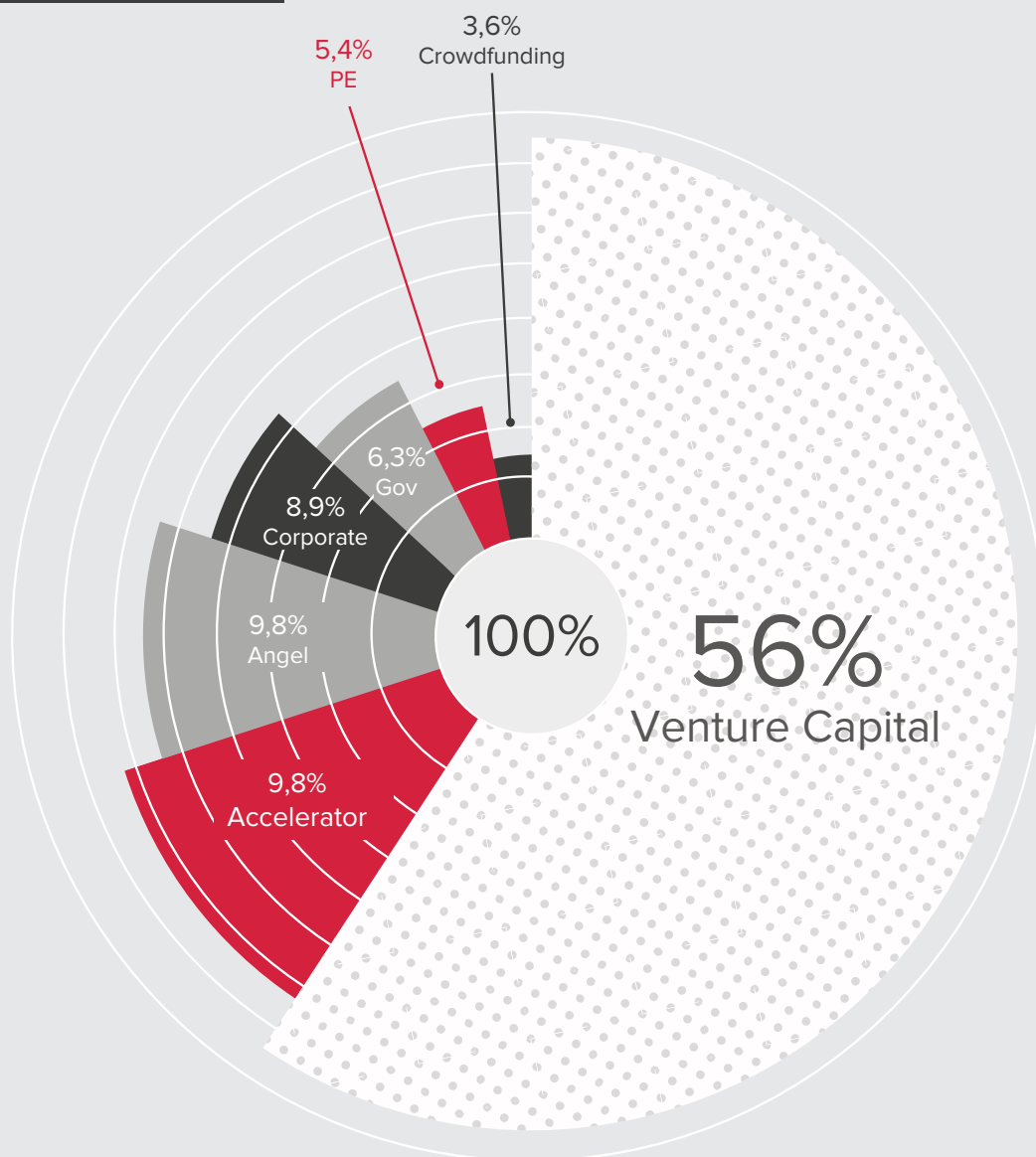
Wish

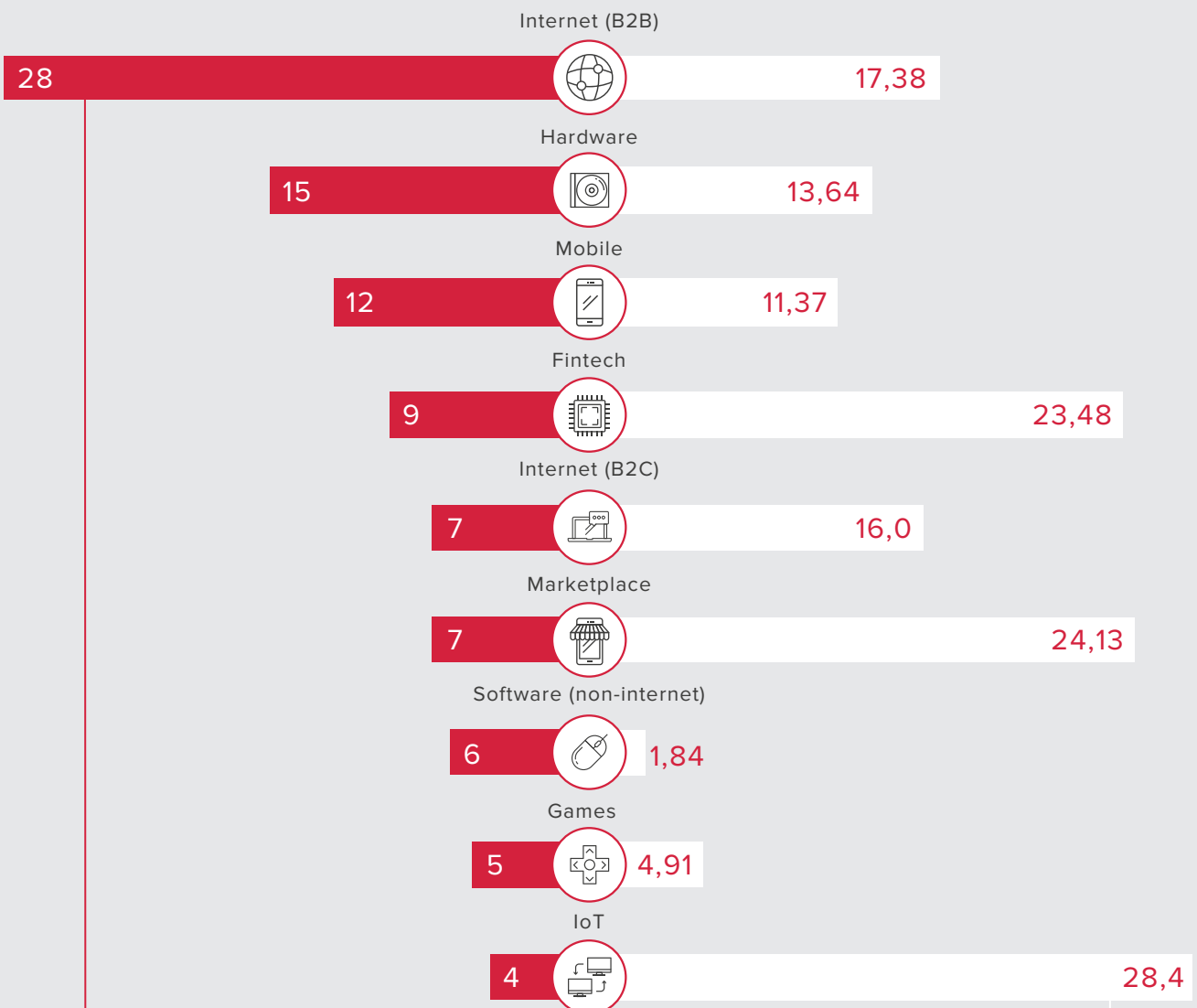
Wish is the leading mobile commerce platform in North America and Europe. In 2010 Peter Szulczewski (born in Poland) and Danny Zhang founded ContextLogic, an advertising technology startup, and a year later pivoted it to Wish. We did not include this round because Peter hasn't lived in Poland since 2000.

## Number of Deals (Polish Companies)



## Investors by Type



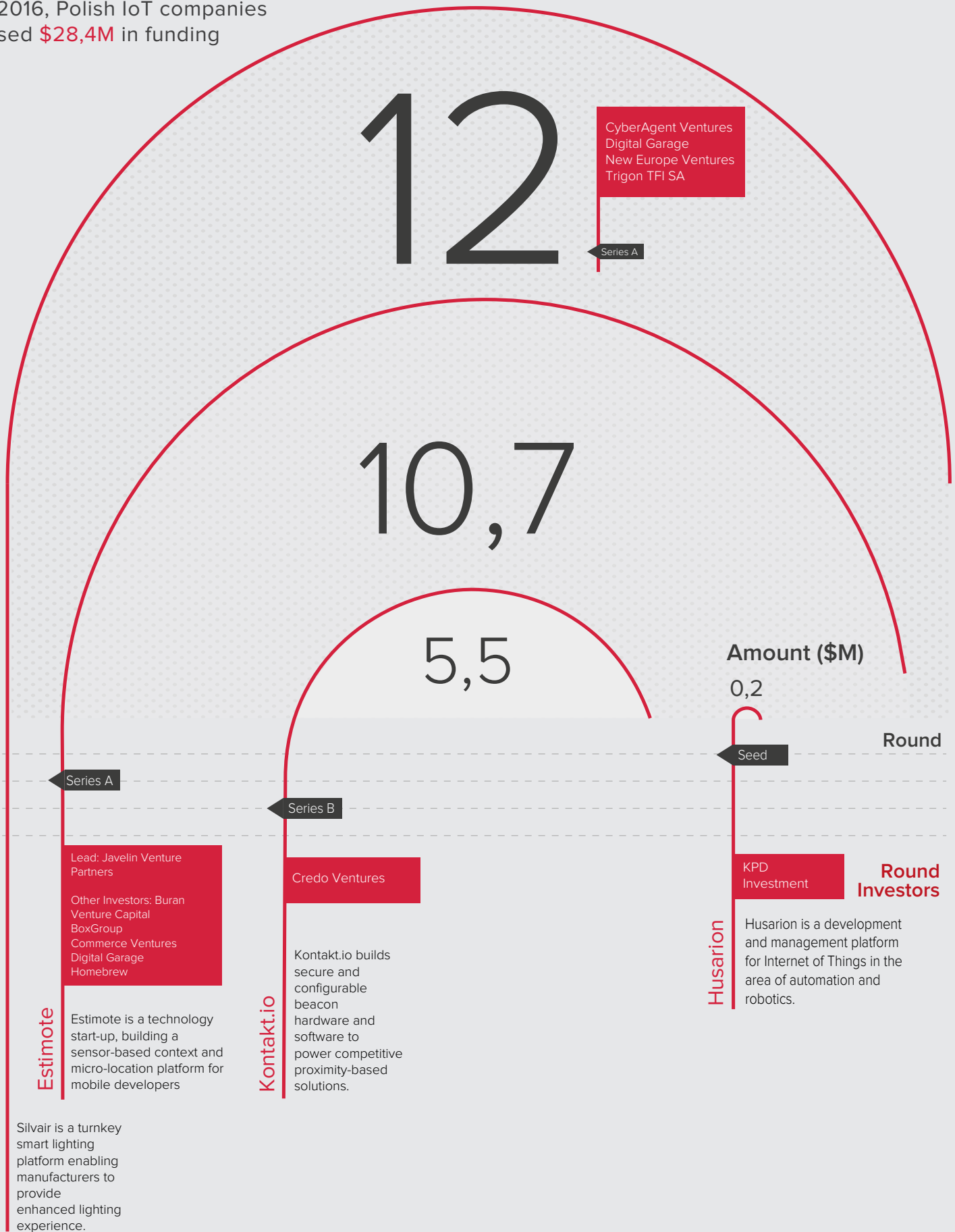


**Top industries by  
Number of Deals**

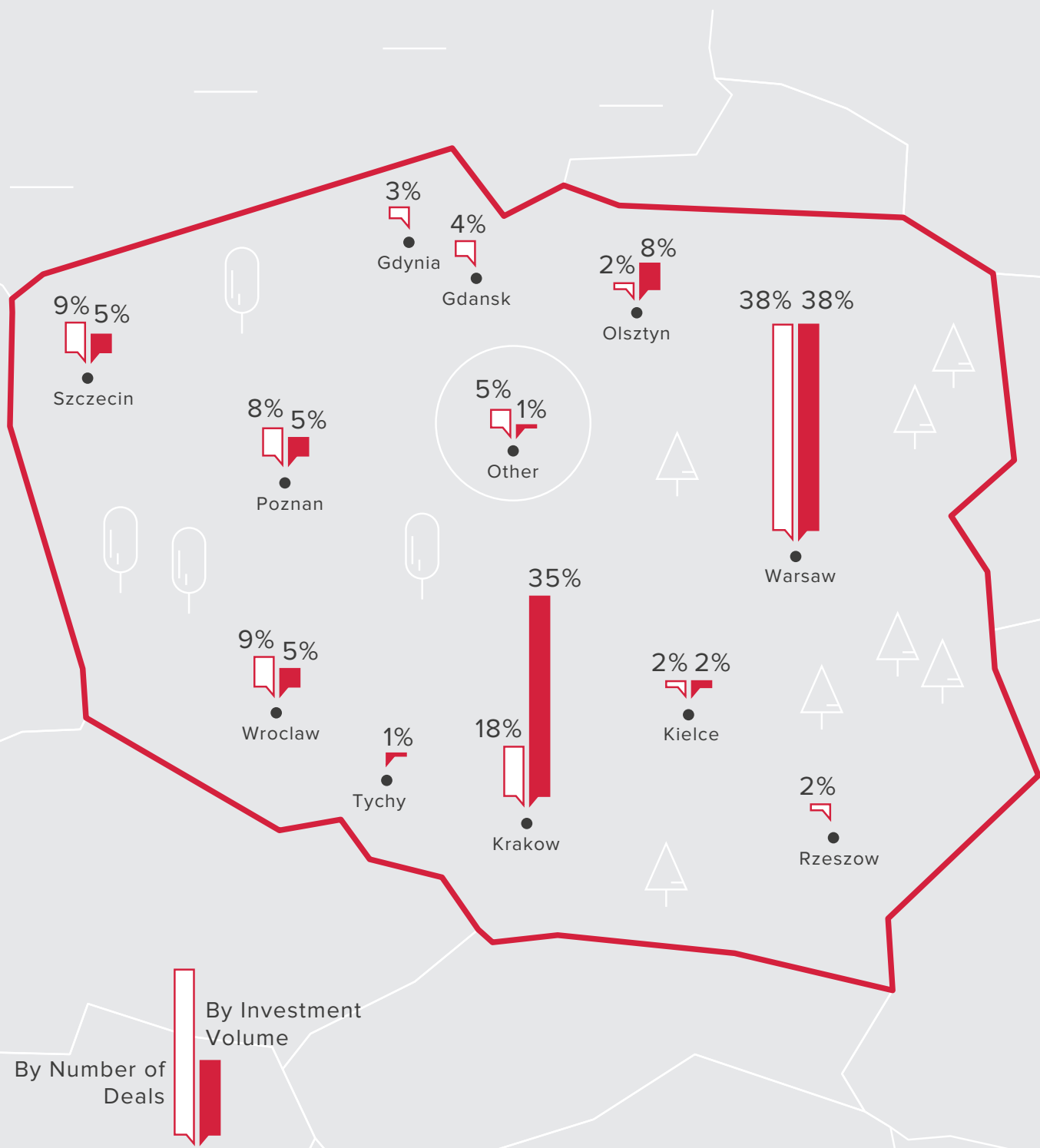
**Top industries  
by Volume  
(million \$)**

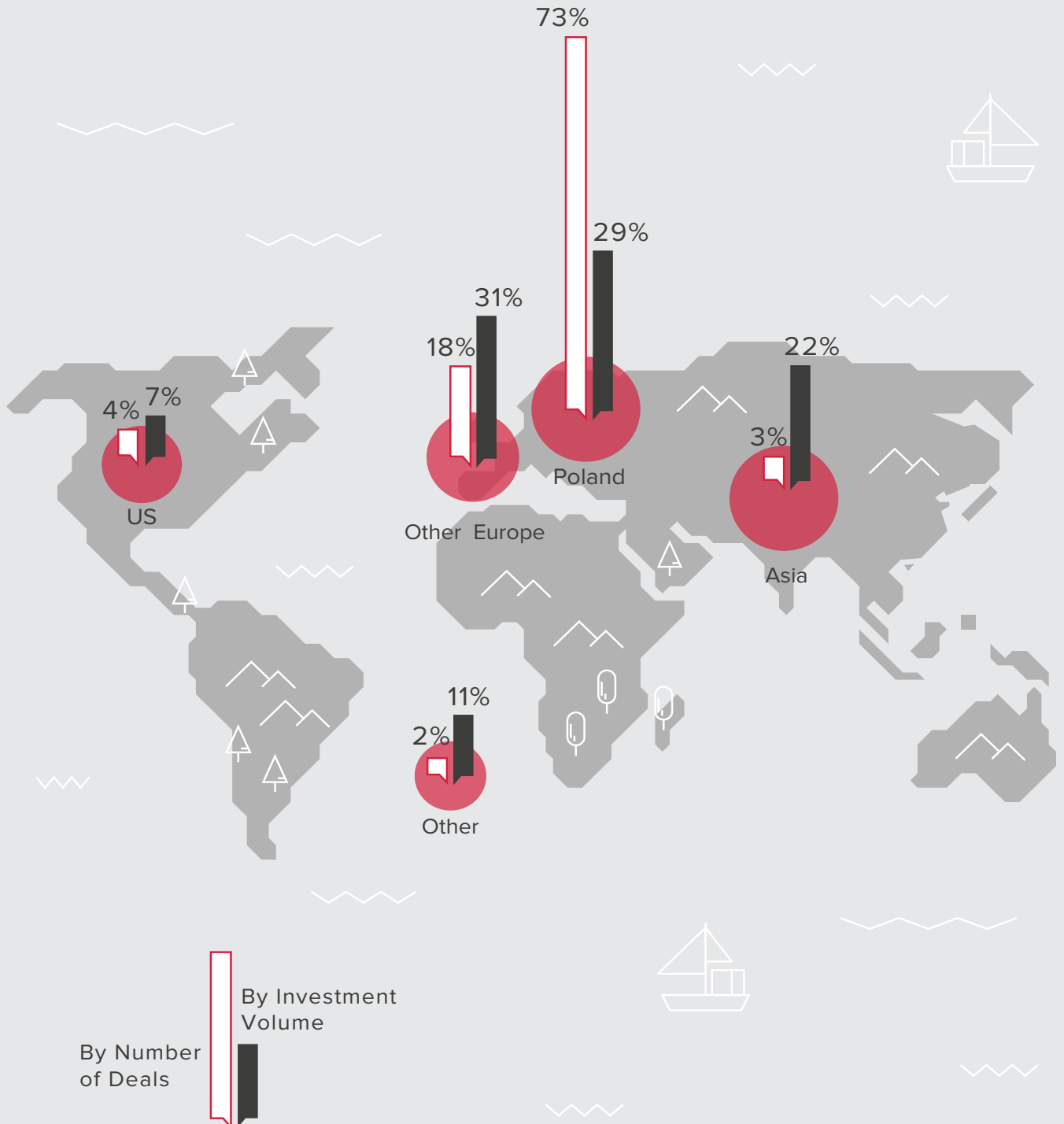


In 2016, Polish IoT companies raised **\$28,4M** in funding



# Funded Companies HQ Location





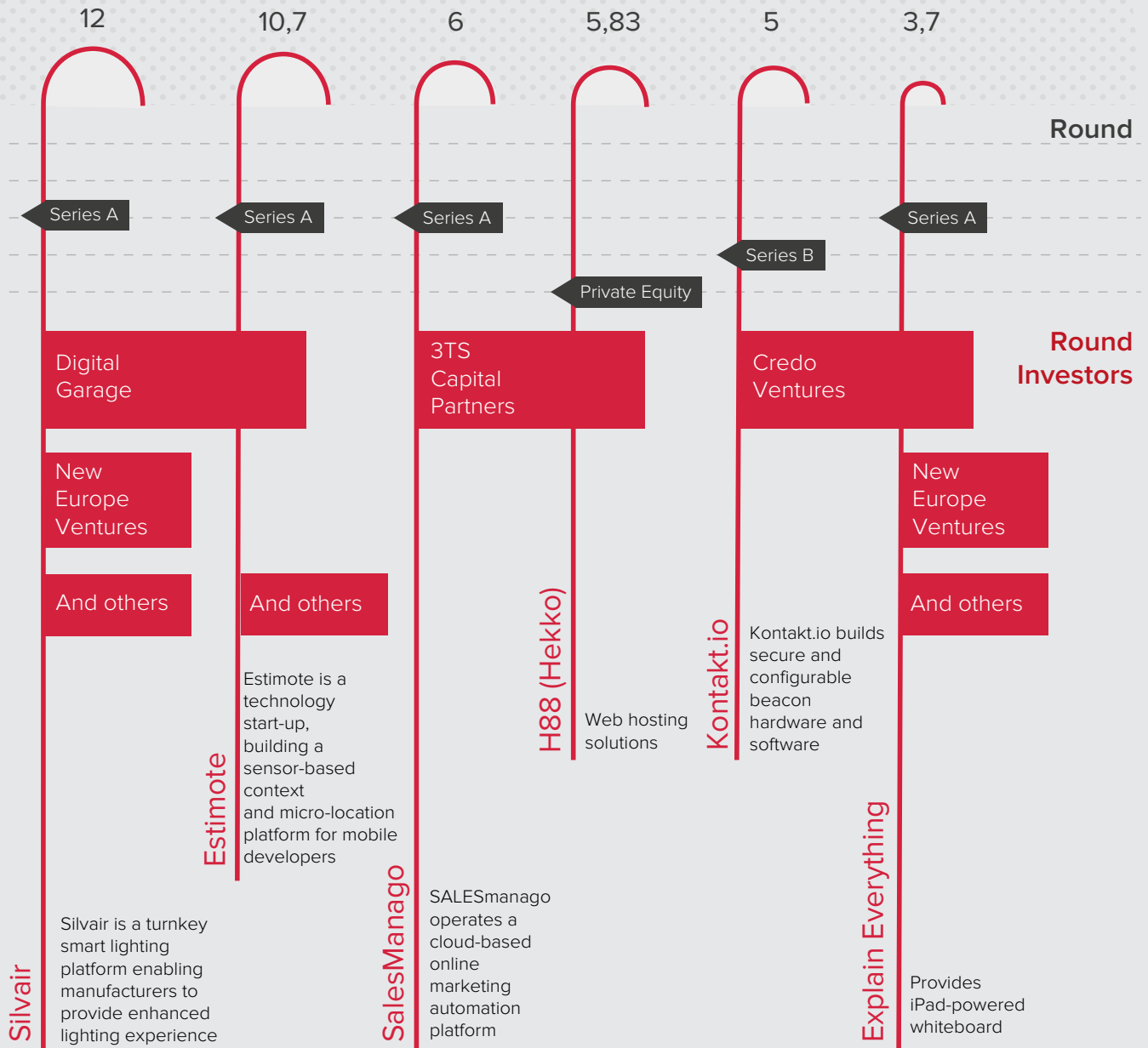
# Most Active Foreign Investors



Foreign funds, which made **two** Polish deals in 2016

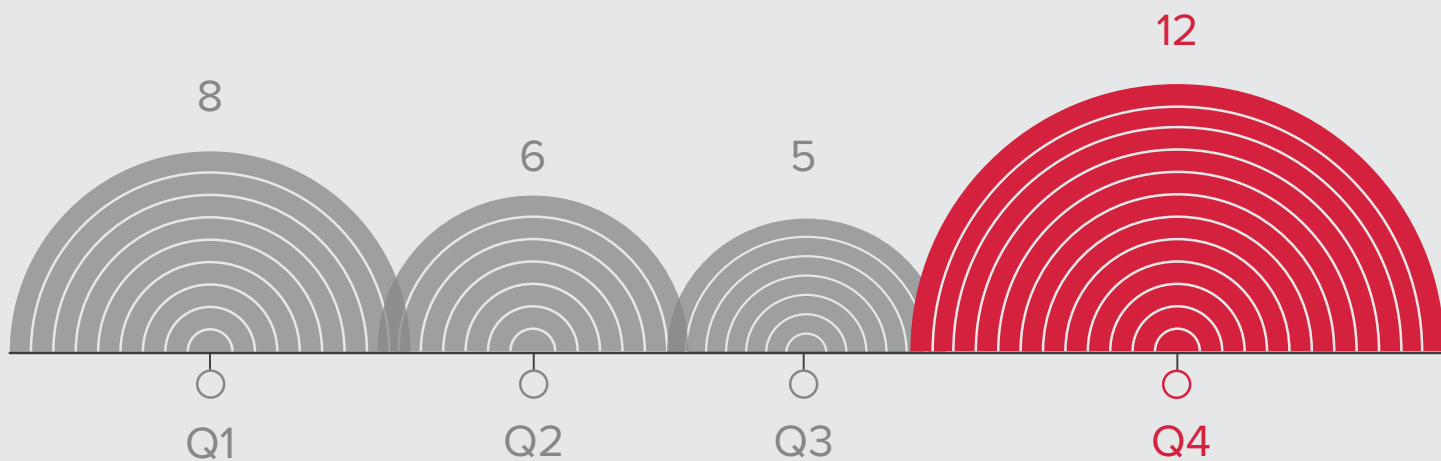
# Total 102,8

Amount (\$M)

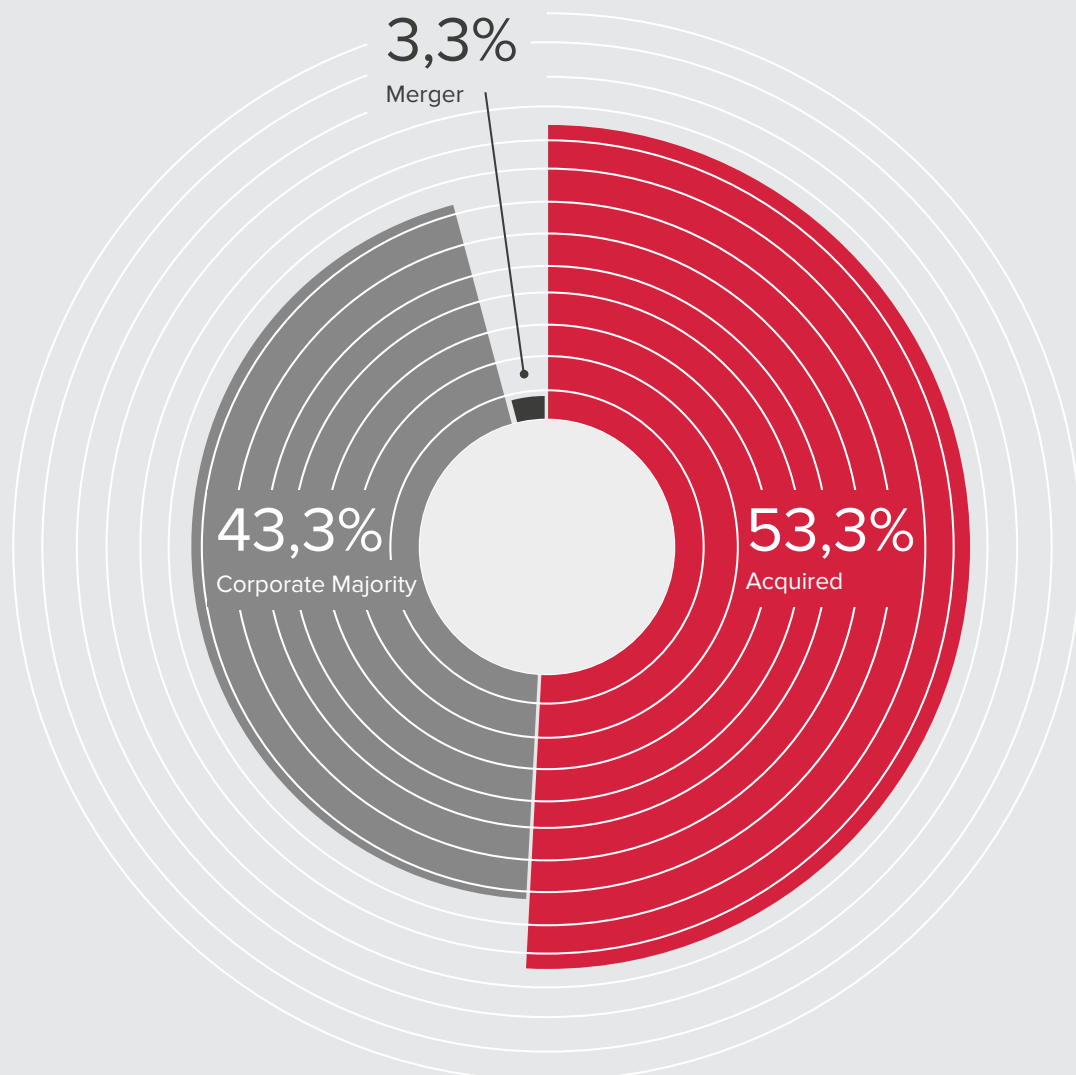


## Number of M&A Deals

by Quarter



## M&A Deals Type



# 3250

Cinven,  
Permira, Mid  
Europa Partners

100%

Amount (\$M)

27,4

8

5,7

Acquired Stake

100%

75%

Acquirer

MCI Capital

SeaChange

Wirtualna  
Polska

**Mobiltek**

Electronic payments provider

**DCC Labs**

Middleware products for TV industry

**Nocowanie**

Nocowanie offers an online platform specializing in tourism e-commerce

**Allegro**

Allegro is a most popular online marketplace in Poland

# Acknowledgements

We thank Ilya Boshnyakov and his team from BrainCombinator ([braincombinator.com](http://braincombinator.com)) for the help with automation of data collection from social media that significantly increased the total number of deals that we have analyzed.

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Prepared by GrowthUP Group  
[growthup.com](http://growthup.com)  
[nso@growthup.com](mailto:nso@growthup.com) (Nikolay Sokratov)



Designed by Top Lead  
[toplead.com.ua](http://toplead.com.ua)  
[marina.budnik@toplead.com.ua](mailto:marina.budnik@toplead.com.ua)