

PRESS RELEASE

Start-ups / Growth Companies / Venture Capital / Innovation

Revolution through investment: The 40 best European start-ups and growth companies looking for venture capital

International Investors Congress HIGHTECH VENTURE DAYS (# HTVD 18)
on 17 and 18 October 18 2018 in Dresden

- The 40 best high-tech ventures from across Europe present themselves to international investors
- Investment needs of the pitching companies of more than 140 Million euros
- Applications from 200 companies from over 22 countries
- 163 international investors: Business Angels, Corporate VCs (Mittelstand, Big Corporates), Family Offices
- Talk about investment strategies for Europe: innovation managers from industry and venture capitalists - different approaches - one goal: Europe must go on the offensive
- Interlocutors:
 - The 40 best European high-tech start-ups
 - Dr. Ulrich Eisele, CEO/Managing Director, FLUXUNIT GmbH – OSRAM Ventures
 - Elisabeth Schärfl, Corporate Innovation Manager, KUKA Aktiengesellschaft
 - Johann Boukhors, Director Corporate Venture Capital, ENGIE
 - Alain le Loux, Partner, Cottonwood Technology Fund
 - Jörg Schüler, CEO and Member of the Board of HighTech Startbahn

Dresden, 17.10.2018: 2017 is considered a 10-year high in fundraising. € 7.7bn was invested in venture capital funds in 2017, with € 8.2bn expected in 2018. A total of € 6.4bn was invested in 2017 through venture capital funds. Industrial companies are increasingly strengthening their corporate venture capital activities and as well as their position in the venture capital market. The economy is booming. Many positive news, but where is the startup scene in Europe today? Where does high technology stand in Europe compared to Asia and the USA?

Assessment by Jörg Schüler CEO HighTech Runway: *"The situation of European technology companies in seed financing has improved in recent years. Not least due to increased stimuli from state organizations and the increasing awareness of international investors for the innovative power in Europe. Nevertheless, we still need more early-stage venture capital in Europe to compete with the US and Asia. We still have a lot to do in the area of growth financing. The small European funds in the international*

comparison lead to small financing rounds with very fast new financing needs. An increasing number of necessary rounds, sprawling cap tables and early exits are the result. "

The European program HIGHTECH VENTURE DAYS with its eponymous event addresses the potential of European high-tech innovations and their capitalization as a match-making format for the decisive growth phase. On 17 and 18 October 2018, the organizer HighTech Startbahn will be bringing together for the sixth time 40 hand-picked capital-seeking European high-tech start-ups and growth companies with national and international investors in the „Gläserne Manufaktur“ in Dresden. The focus is on companies from the six key technologies: mechanical and plant engineering, micro and nanotechnology, information and communication technology, environmental and energy technology, materials science, life sciences and transport. In addition to the presentation in a seven-minute pitch format, the companies in the „Orangerie“ of the Gläserne Manufaktur Dresden are represented with an individual stand and thus always present for talks with partners, potential investors or networking among each other.

The Hightech Venture Days go far beyond the demands of a classic startup event. The closed annual program focused on successful match making has established itself in recent years as an anchor point for the exchange of technology-oriented investors and industrial companies. Together with the most innovative high technology start-ups, the Hightech Venture Days set the course for growth in Europe.

From Israel and Portugal to Norway: The 40 best high-tech startups looking for more than 140 million euros of venture capital

From all the qualified applications received from more than 23 countries, the **HighTech Startbahn** curating team, together with its strategic partners **Engie, KUKA** and **FLUXUNIT - Osram Ventures**, has selected the best 40 startup companies in Europe. within the scope of this exclusive event they present themselves to investors from Europe, America and Asia. Of the selected ventures, 19 are from Germany with a total capital requirement of € 71.2 million. The six participants from Saxony need 26 million euros.

National and international investors

Over 163 international investors will convince themselves of Europe's strong innovation potential this year. Among others: *ENGIE, KUKA, Fluxunit, ABB, Angels Bodensee, Altana, Baidu Ventures, BASF, Bosch, BtoV, Convergence Partner, Coparion, Cotton Wood, Credit Swiss, DOW, Evonik Venture Capital, Fidura, Harbourvest, Heraeus, Henkel, Huawei, Invest Hongkong, MBG, SAB, Sabic, Set Ventures, SpeedInvest, Target Partners, TGFS, Theegarten PacTec, Trumpf, Truventuro, UVC, Venionaire Capital, Wieland Ventures, Wermuth Asset, Wincubator, Wille AG, Veolio, ZAZ Ventures, ...*

Facts, figures and facts about the HTVD 2018:

The selected 40 with their own presentation booth:

- Current capital needs: € 143,55 million
- 27 startups and 13 growth companies

Breakdown by country of origin:

| | Number of companies | Capital requirements in Mio € |
|-----------------------|----------------------------|--------------------------------------|
| Denmark | 2 | 2,75 |
| Germany | 19 | 71,2 |
| France | 1 | 1 |
| Israel | 4 | 20 |
| Luxembourg | 1 | |
| Netherlands | 3 | 9,8 |
| Norway | 1 | 15 |
| Austria | 3 | 4,5 |
| Poland | 2 | 4,3 |
| Portugal | 1 | 4 |
| Switzerland | 1 | 1 |
| Czech Republic | 2 | 10 |
| Results | 40 | 143,55 |

Germany

| State | Number of companies | Capital requirements in Mio € |
|---------------------------|----------------------------|--------------------------------------|
| Baden-Wurttemberg | 2 | 6,5 |
| Bavaria | 3 | 14 |
| Berlin | 3 | 8,7 |
| Brandenburg | 1 | 1 |
| Hamburg | 1 | 7,5 |
| Hesse | 1 | 1 |
| Saxony | 6 | 26 |
| Schleswig-Holstein | 1 | 5,5 |
| Thuringia | 1 | 1 |
| Results | 19 | 71,2 |

Technology fields * of the pitching companies:

- IKT, Micro- & Nanotechnology: 13
- Environmental & Energy Technologies: 8
- Transports und Logistics: 4
- Material Science: 4
- Machinery and Plant Engineering: 5
- Life Sciences: 6

* Multiple entries possible

Numbers, data, facts HighTech Venture Days 2013-2017:

Between 2013 and 2017, 208 companies from 38 countries pitched, plus 40 additional growth companies that did not pitch at the event but met with selected investors.

Successful placement of financing in the period between 2013 - 2017

- In average 9 follow-ups per investor resulting from the HighTech Venture Days
- Number of financing: 61 rounds by HTVD alumni
- Known capital investment of more than EUR 400 million (35 of 61 rounds)
- 15 % financing ratio through the event

HIGHTECH VENTURE DAYS – 17. bis 18.10.2018: Bereits zum 6. Mal bringt die HighTech Startbahn ausgewählte europäische Hochtechnologie-Unternehmen und internationale Kapitalgeber zu diesem auf Hochtechnologie spezialisierten Investorenkongress in Dresden zusammen. In diesem Jahr präsentieren sich 40 ausgewählte kapitalsuchende Hightech-Start-ups und Wachstumsunternehmen aus sechs Technologiefeldern (Maschinen- & Anlagenbau, Mikro- & Nanotechnologie, Informations- und Kommunikationstechnik, Umwelt-/Energietechnik, Materialwissenschaften, Life Sciences, und Transport & Logistik) nationalen und internationalen Investoren wie Business Angels, Venture Capitalists, Corporate VCs, und dem „investierenden Mittelstand“. In hochqualitativen Pitches sowie einer Venture Exhibition mit anschließender Q/A lernen die Kapitalgeber die Unternehmen in privater und exklusiver Atmosphäre kennen.

Über HighTech Startbahn: Die HighTech Startbahn (HTSB) unterstützt junge Unternehmen aus dem Hochtechnologieumfeld in der schwierigen Nachgründungsphase durch die aktive Vermittlung von Kontakten zu Investoren, Mentoren, Industriepartnern und Dienstleistern. Neben Veranstaltungsformaten, die den gegenseitigen Erfahrungsaustausch ermöglichen, gehört der Aufbau einer lebendigen Gründerszene sowie Coaching & Beratung, Fundraising und Company Building dieser Hochtechnologieunternehmen zu den Kernkompetenzen des HTSB-Teams. Kapitalgeber und Industrieunternehmen werden mit CVC Services, Scouting, Screening und im Portfolio- und im Innovationsmanagement begleitet.

More press material available under :

www.hightech-venture-days.com/press-contact/

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