

Venture Capital in Finland H1/2022



Statistics on fundraising, investments, and divestments

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Introduction General information and statistics in brief

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Finnish and foreign venture capital investors' activity in Finnish companies

Methodology



Private Equity

Startup

A young and innovative company that typically strives for rapid international growth with a scalable business model.

Venture Capital (VC)

Venture capital investors invest in startups at different growth stages, becoming **minority owners** in their portfolio companies.

Growth Company

A company with established business operations, revenue, & potential for continued growth. Revenue can range from a few million to hundreds of millions.

Buyout & Growth

Buyout and growth investors target more established growth companies. The investments can be **majority or minority investments.** The minority investments are often called **growth** investments.



Private Equity Investors by Stage

Cash flow Typical investors

	Business angels, FFF, crowdfunding	Venture capital	Buyout & Growth	Stock exchange
Members	FiBAN: over 650 persons	FVCA: 40 companies	FVCA: 39 companies	Half of the new companies listed in Helsinki's Stock Exchange 2015-
Average investment (2021)	€40k	€900k	€8,2m	2021 were private- equity backed
Examples	LOU OPO OCK JÄVLA SÅS BOLAG SOLA	RECODS	t eficode frame и UKKO.fi Укот	ery Wirni Mirni rkamills HARVIA
				Growth stage

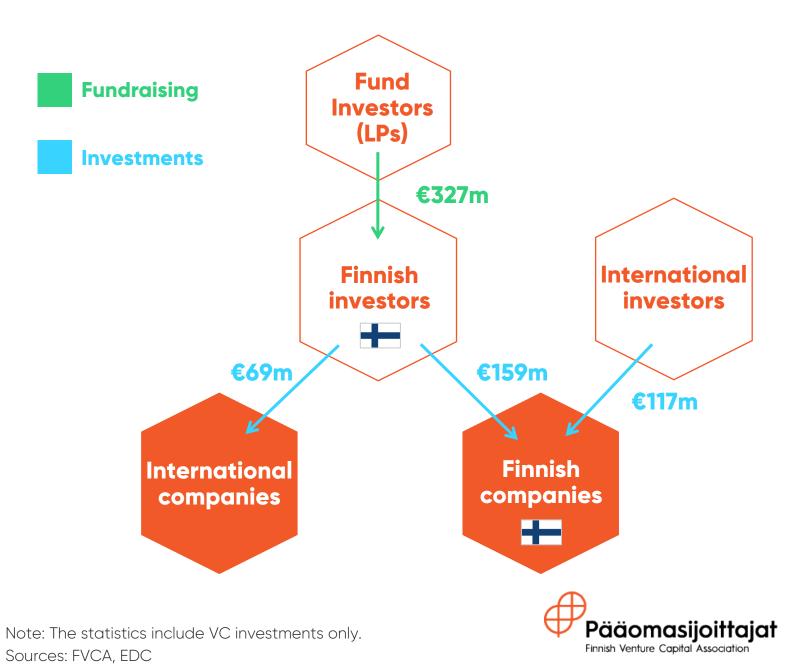
Venture Capital (VC) H1/2022

€276m

VC investments in Finnish startup companies

€228m

Investments made by Finnish VC investors



Venture Capital (VC) H1/2022

Highlights from the statistics

- The total sum of VC funding collected by Finnish startups is
 €276m which is the second largest sum collected in half a year in history
- In total **108** Finnish startups received VC funding
- €159m of the VC investments came from Finland and €117m came from abroad
- Finnish VC investors invested a record amount of €228m, in
 163 domestic and foreign startups
- Already 39 % of Finnish VC investors' investments are made in foreign startups as the industry is getting more international
- Finnish VC funds collected a total of €327m new funds for future investments.



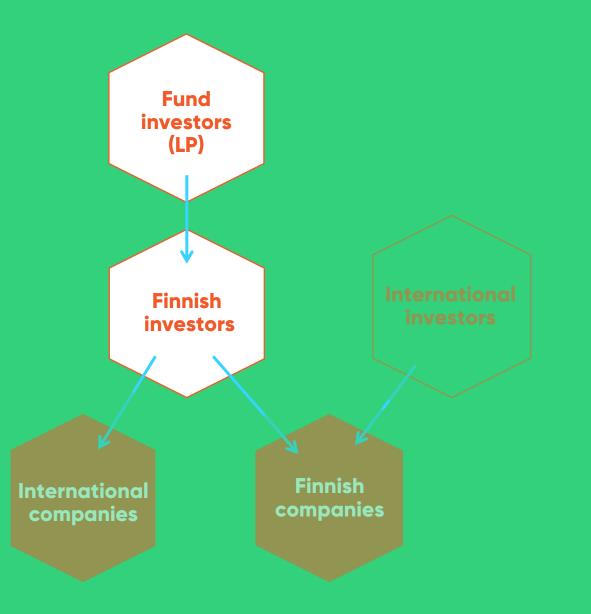
Industry Statistics

Finnish venture capital investors' activity in Finland and abroad



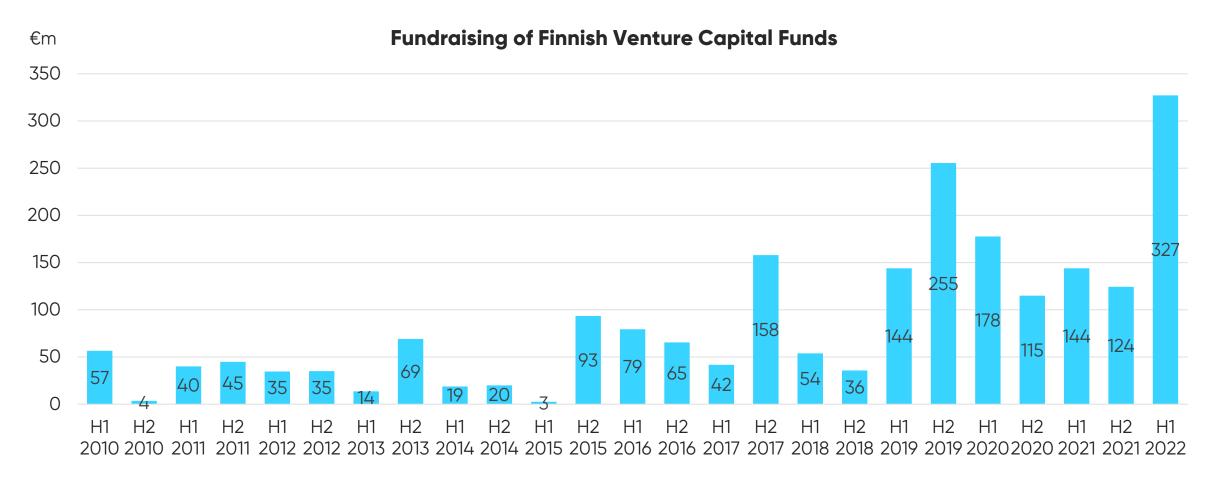


Fundraising





€327 Million to Finnish VC-Funds Between January-June 2022





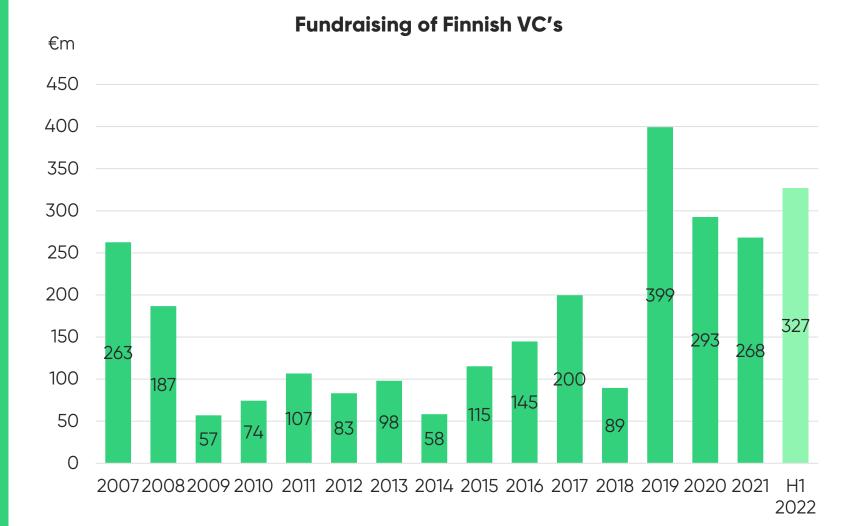
A Record Amount Raised for Future Investments

€327m

Funds raised to Finnish VC funds in the first half of 2022.

€1.3bn

During the last 3½ years Finnish VC's have raised over a billion euros for future investments.





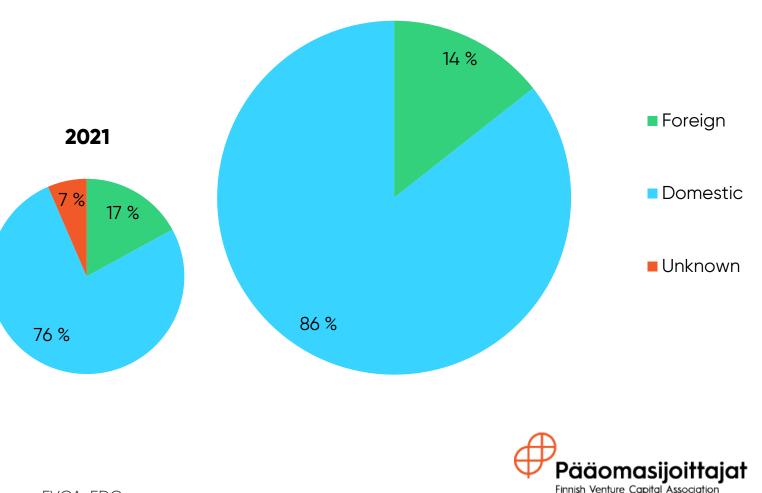
The Importance of Foreign LPs in Fundraising Is Increasing

14 %

of the raised amount came from foreing sources in the first half of 2022

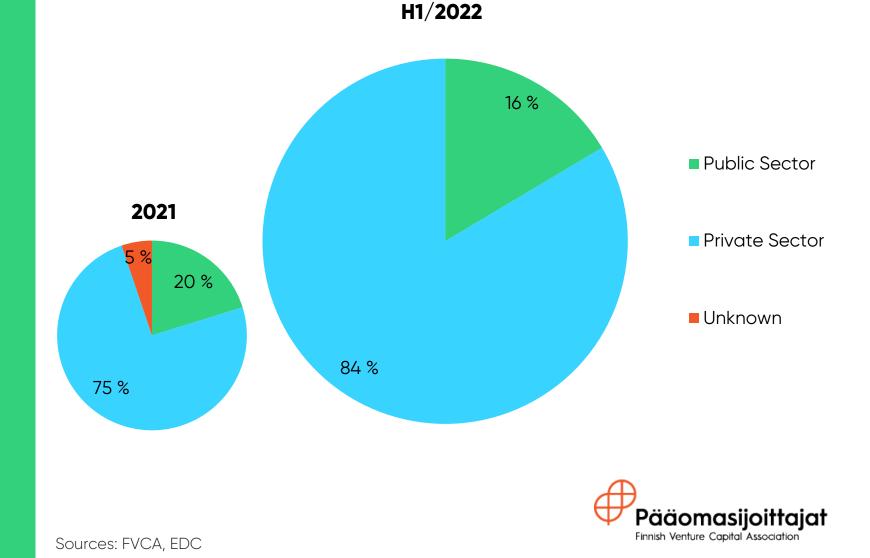
Most foreign capital was raised from France & Benelux and second most came from the Nordics

Fundraising From Domestic and Foreign Sources in H1/2022



Public Sector's Share of Fundraising

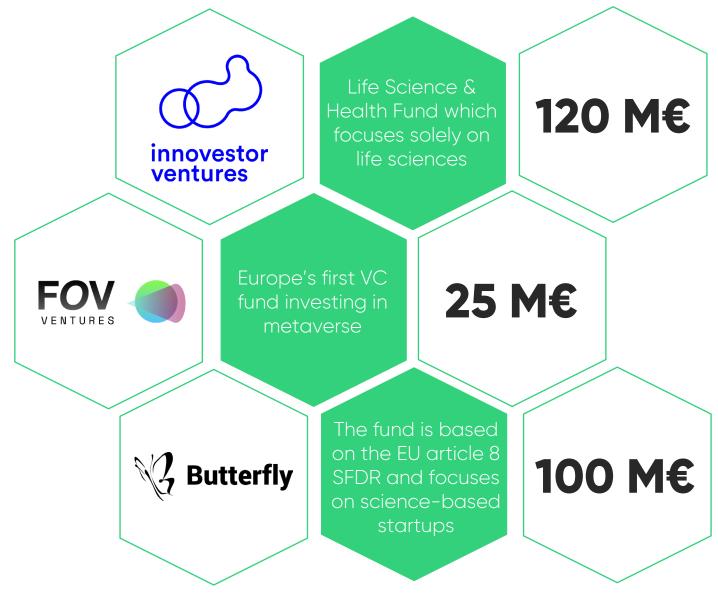
16 % of raised funds came from public sources



Fundraising From Private and Public Sector in

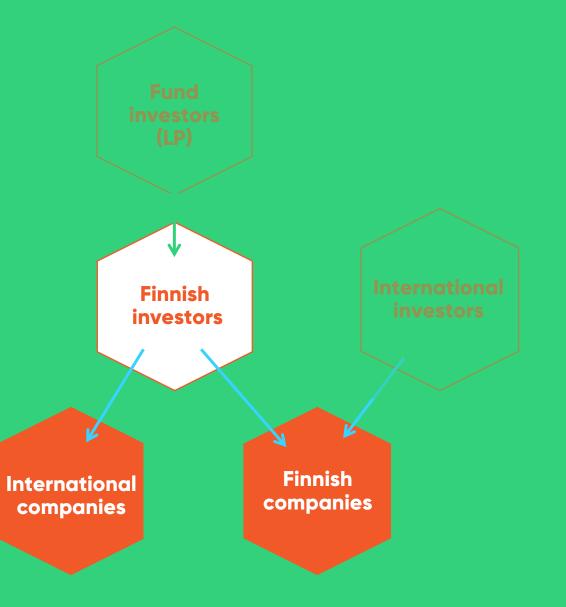
Examples of VCfundraising in H1/2022

The amounts show the target sizes of the funds.



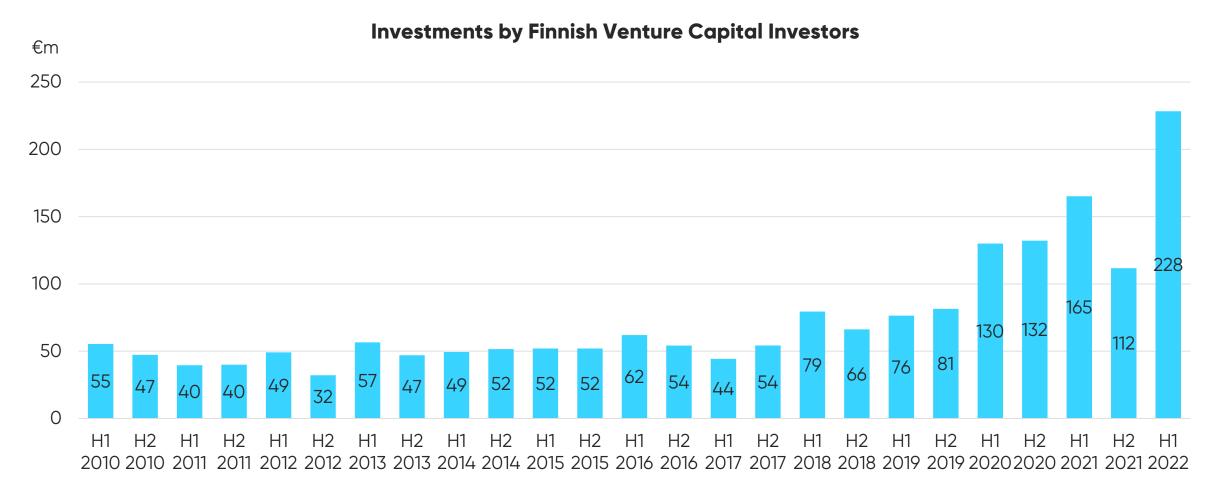


Investments





Finnish VC's Invested €228 Million Between January-June 2022





A Record Sum Invested by Finnish VCs Over a Six-Month Period

228 M€

The sum of investments in domestic and foreign companies by Finnish investors in the first half of 2022

The amount invested increased by 104 % compared to H2/2021

Investments by Finnish Venture Capital Investors





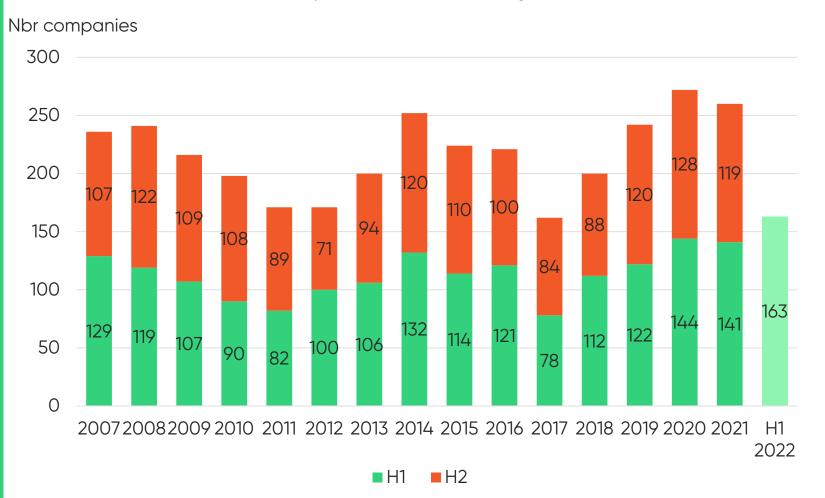
A Record Number of Companies Received an Investment in H1/2022

163 companies

received an investment from a Finnish VC investor in the first half of 2022.

This number is a new record and increased by 37 % compared to H2/2021

Investments by Finnish Venture Capital Investors



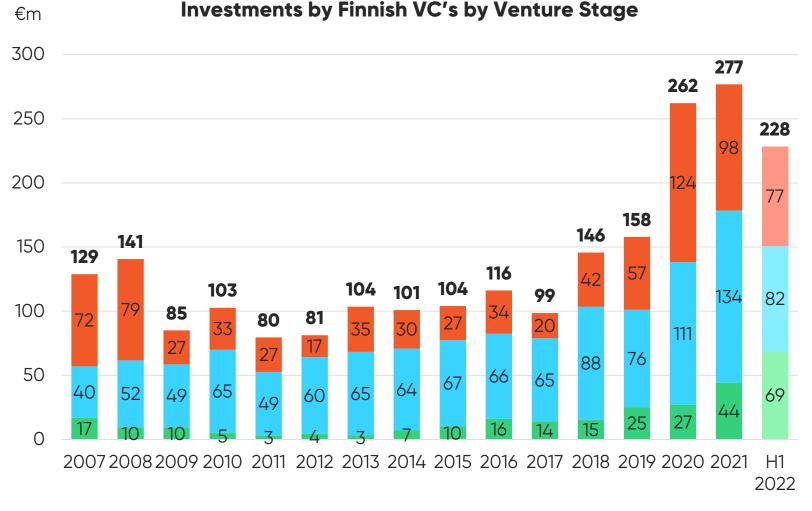


Record Investments in All Stages

€69m

Seed-stage investments were at an all-time record only after half a year

In a half year period, investments at a record level in all investment stages



Seed Start-up Later Stage Venture

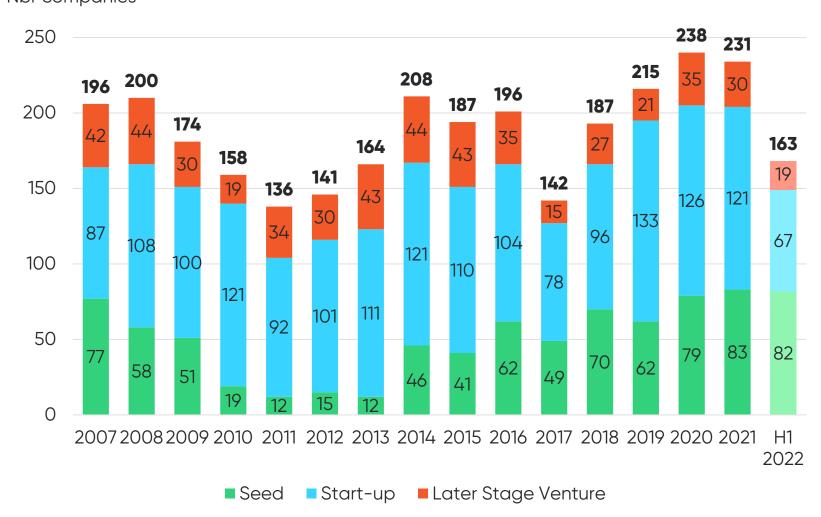


The Number of Companies Receiving Funding is Growing

163 companies received funding from Finnish VC investors in H1/2022

82 companies that are only starting their operations received a seed-stage investment

Nbr companies Investments by Finnish VC's by Venture Stage



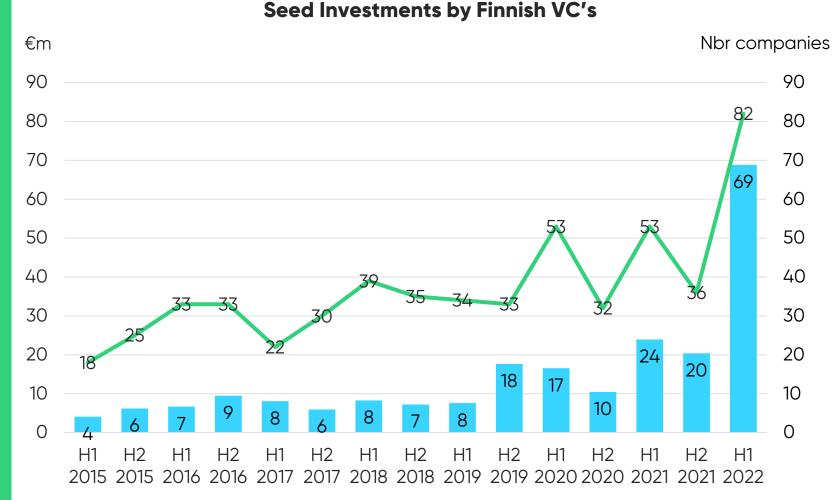
Note: The company may have received an investment at different stages during the period, which is why the total amount may be lower than the sum of the parts. Sources: FVCA, EDC



Seed-Stage Investments Are Increasing Rapidly

€69m (+245 %) An increase of 245 % compared to the previous six months.

82 companies (+128 %) In H2/2021 36 companies received seed investment



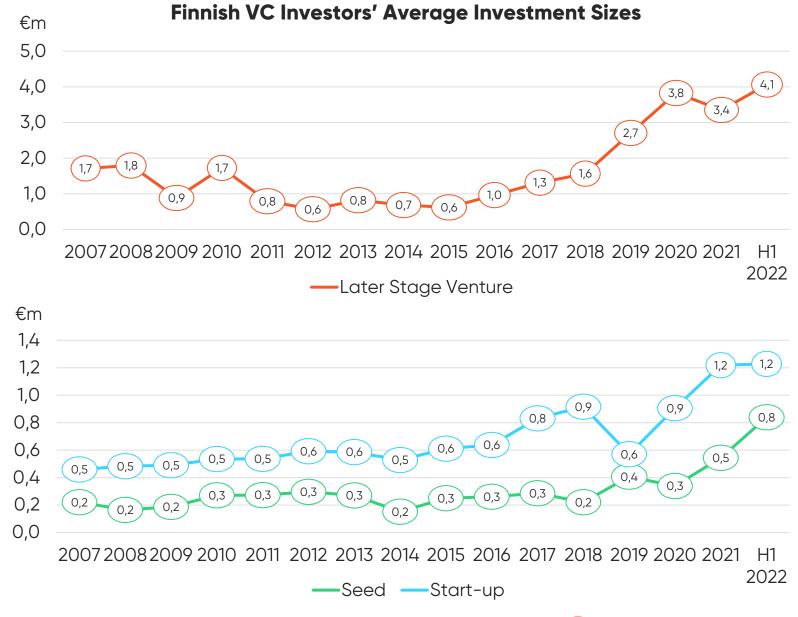
■€m —Nbr companies



VC Investments Increasing in Size

€1,4m (+13 %) The average size of VCinvestments in H1/2022.

The average investment size has increased in all stages, especially in seed-stage investments.





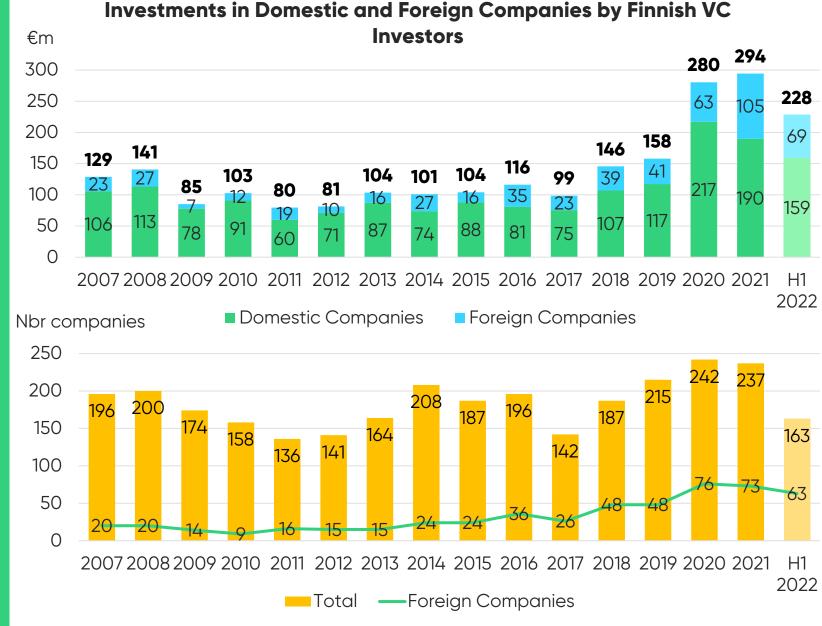
A New Record in VC Investments Made in Foreign Companies

€69m

Finnish VC investors' investments in foreign startup companies reached a new high in H1/2022

63 companies

from abroad received an investment in the first half in 2022



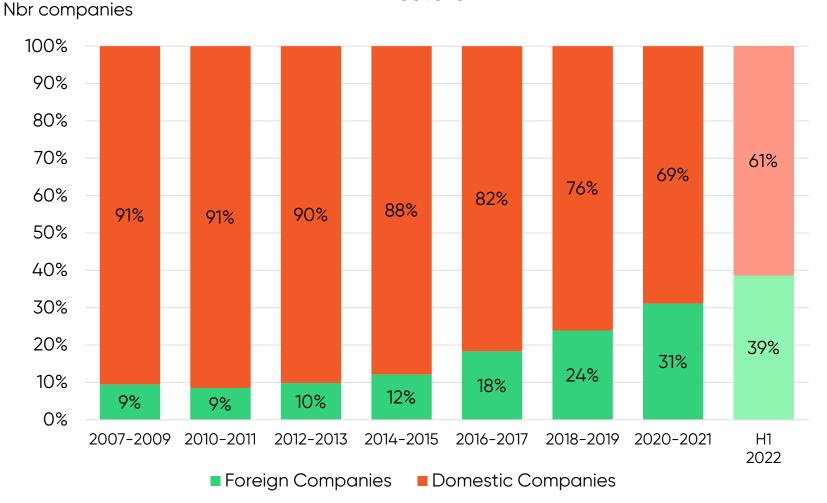


The Share of International Investments Growing

Foreign companies are choosing Finnish VCs as their partners in growth more and more often.

With international investments, new know-how is accumulated for both investors and portfolio companies, and networks with international investors are strengthened.

Investments in Foreign Companies by Finnish VC Investors





Divestments

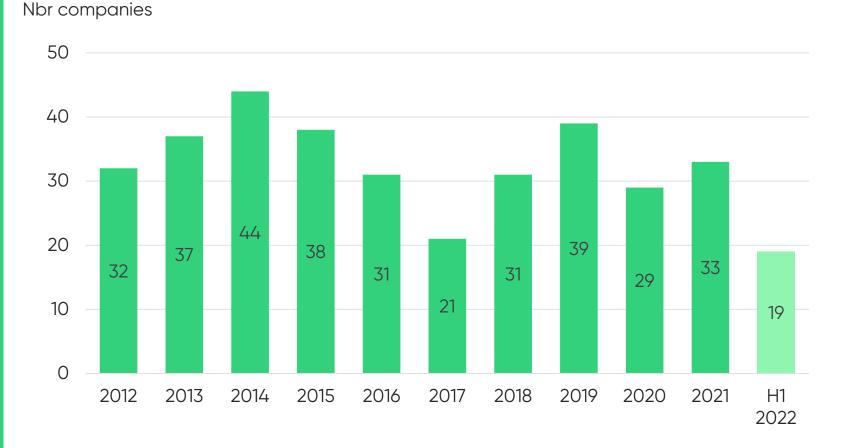


Divestments by Finnish VC Investors

19 companies exited between January-June 2022.

The development of VC portfolio companies has positive indications for future exits.

Divestments by Finnish Venture Capital Investors



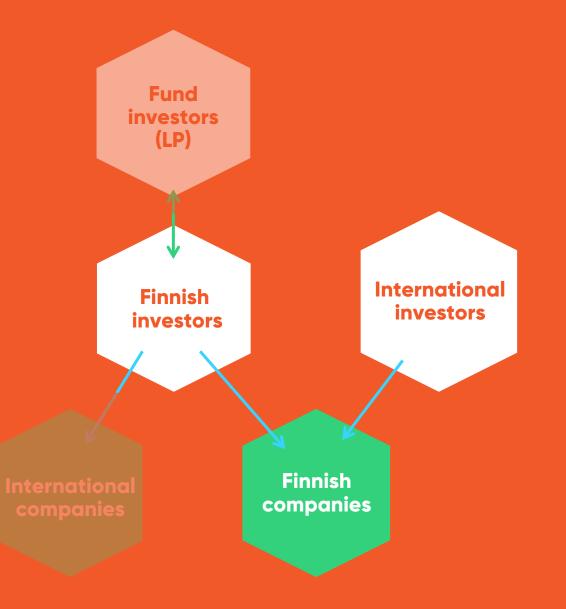


Market Statistics

Finnish and foreign venture capital investors' activity in Finnish companies



Investments

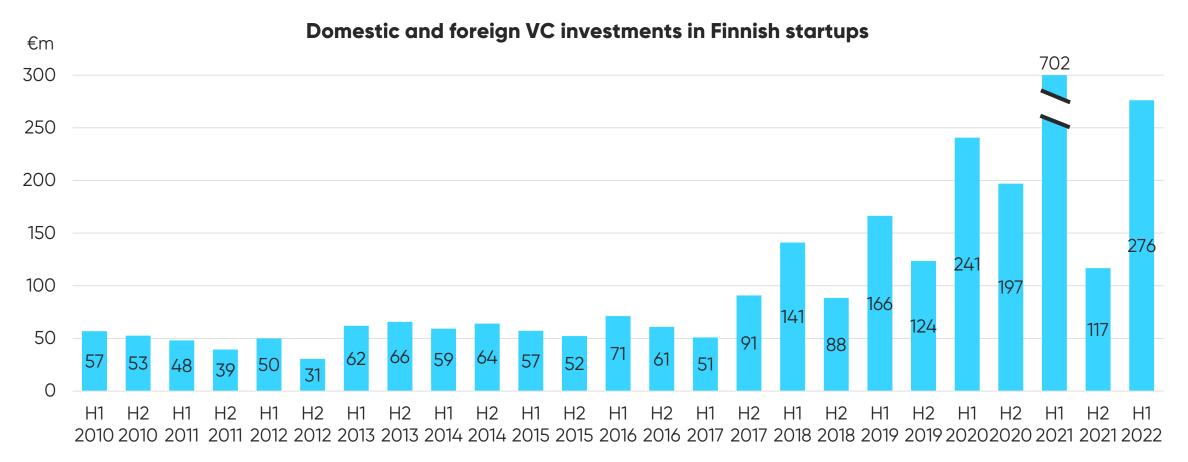




Examples of H1/2022 Startup Investments



276 M€ of VC investments in Finnish startups between January–June 2022



Additionally, in H1/2022 "startups" Relex and Aiven received €500m and €200m investments respectively, which are included in the buyout & growth statistics for the PE-investment part.



Sources: FVCA, EDC

29

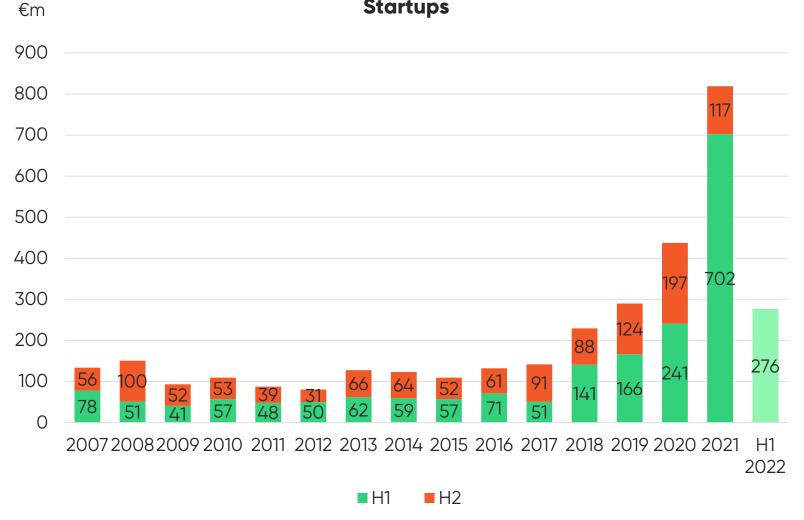
A Significant Amount of Funding for Finnish startups

€276 M

Finnish startups collected the second highest amount of funding in history in the first half of 2022.

Additionally, in H1/2022 "startups" Relex and Aiven received €500m and €200m investments respectively, which are included in the buyout & growth statistics for the PEinvestment part.

Domestic and Foreign Venture Capital Investments in Finnish Startups



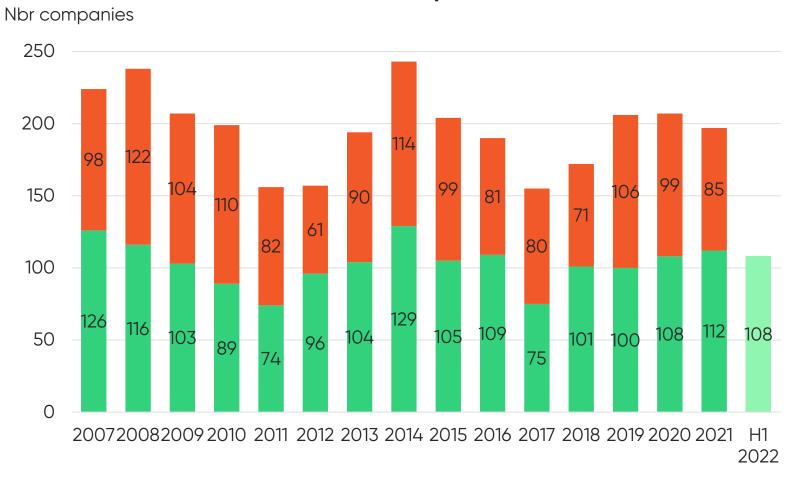


Over 100 Finnish Companies Received Venture Capital Investments between January and June

108 companies

received an investment from domestic or foreign VC investor in the first half of 2022

Domestic and Foreign Venture Capital Investments in Finnish Startups







Early Stage Startups Attract More and More Investments

€59m

Finnish startups have received a record sum of seed-funding allready in half a year

€m 61 0 \mathbf{O} 2007 2008 2009 2010 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 H1

Seed Start-up Later Stage Venture



Sources: FVCA, EDC

Venture capital Investments in Finnish Startups by Stage

Companies in Different Stages Have Received More Investments

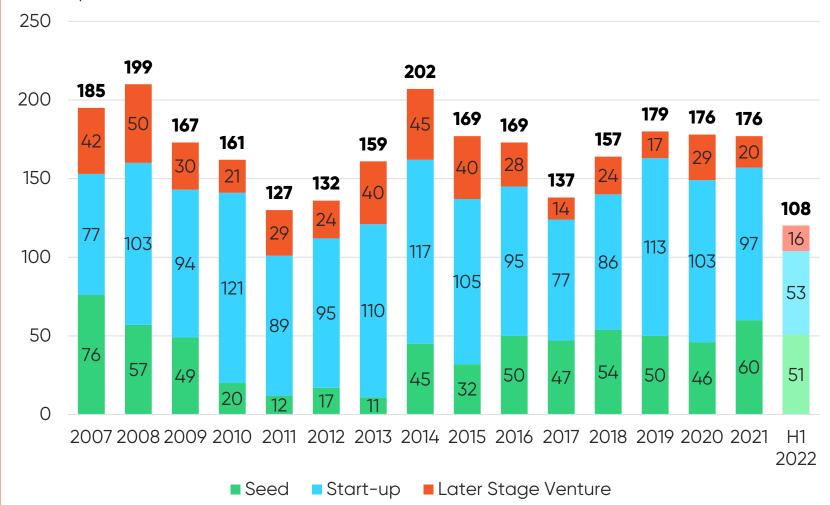
108 companies in Finland received a VC investment in the fist half of 2021

51 companies

Especially the numbes of seedstage investments has increased

Venture Capital Investments in Finnish Companies by Stage

Nbr companies



Note: The company may have received an investment at different stages during the period, which is why the total amount may be lower than the sum of the parts.



Seed Investments in Finnish Companies Are Increasing

€59m

The sum of seed investments has more than doubled compared to previous six month record

51 companies

Also the number of startups receiving seed stage investments has increased



Seed-stage Investments in Finnish Startups

Pääomasijoittajat

The Average Size of Seed- and Start-up -Investments Continues to Rise

In addition to the increasing number of investments, the average size of early-stage investments continues to rise

Large funding rounds, such as the historically large round raised by Wolt in H1/2021, has a huge impact on the average of later stage VC investments

Average Size of Investments in Finnish Startups



Paaomasijoittajat Innish Venture Capital Association

€m

The Amount of Foreign Investments in Finnish Startups Decreased Compared to the Previous Year

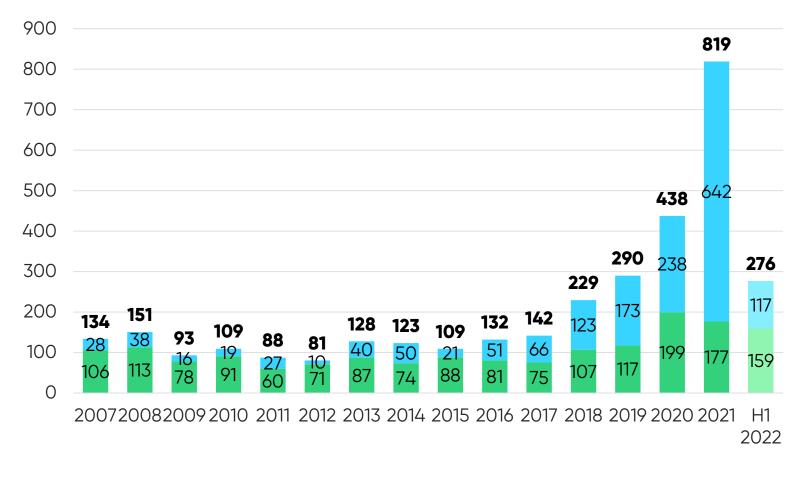
€117m

The amount of foreign VC investments in Finnish startups in H1/2022

22 companies

The number of companies receiving foreing VC investments has remained at the level of previous years

Domestic and Foreign VC Investments in Finnish Startups



Domestic VC Foreign VC



Sources: FVCA, EDC

€m

Foreign VC Investments in 22 Finnish Startups

22

Finnish startups received funding from foreign venture capital investor in H1/2022

The number of companies receiving VC invesments is at at the level of best half-years.

Domestic and Foreign Investments in Finnish Startups Nbr companies 250 200 202 199 185 182 78 169 169 150 16 159 157 137 <mark>132</mark> 127 100 108 50 (200720082009201020112012201320142015201620172018201920202021 H1 2022 Total — Foreign VC



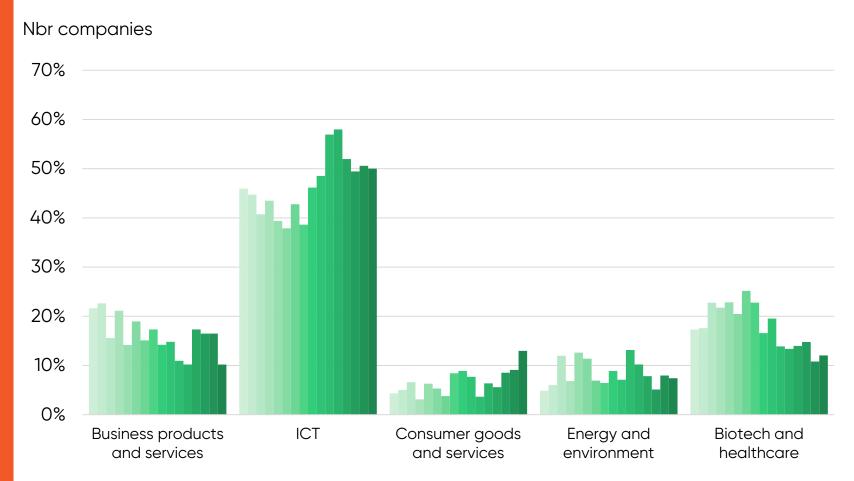
ICT Attracts Investments

50 % of the VC investments made in H1/2022 were directed at ICT companies

The ICT sector includes e.g. software, applications, communications and computer technology and electronics

A record number of startups in consumer goods and services sector raised funding in a period of six months.

VC Investments in Finnish Startups by Industry



2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 H1



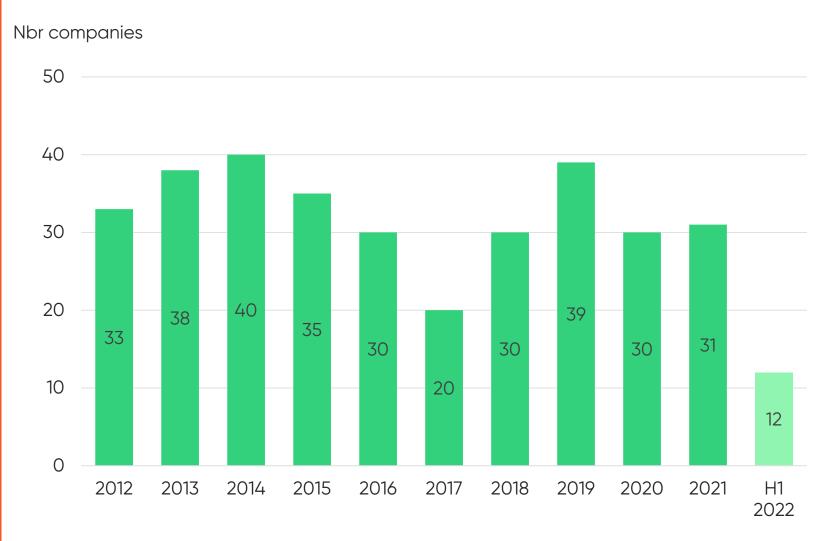
Divestments



Divestment Activity Remains at a Stable Level

12 companies exited by VC investors between January-June 2022.

VC Exits from Finnish Startups











The Following National Private Equity Associations Take Part in the EDC Database

AIFI, Italy ASCRI, Spain BVA, Belgium BVCA, United Kingdom BVK, Germany CVCA, Czech Republic DVCA, Denmark France Invest, France FVCA, Finland LPEA, Luxembourg NVCA, Norway NVP, Netherlands PSIK, Poland SECA, Switzerland SEEPEA, Romania and Bulgaria SVCA, Sweden Invest Europe, Europe The statistics describing the Finnish private equity industry are based on information received from European Data Cooperative (EDC) private equity database

- A fully functional, centralised non-commercial pan-European private equity database
- With its own staff, internal resources and webportal
- Information is collected via an online survey and complemented with public sources of information
- Figures are updated continuously and are therefore subject to change

Note: The statistics include only PE firms' (including evergreens and captives) investments. Syndicate and direct investments made by several other investors, e.g. LP co-investors, individuals, entrepreneurs, business angels, management, corporates, funds-of-funds, other asset managers and/or financial institutions, are not included in FVCA's statistics. However, they may form a notable part of the venture market especially. Additionally, growth investments' classification to buyout investments affects the venture statistics.



Methodology

Investment and divestment statistics are aggregated via two methods – industry statistics and market statistics

Industry statistics

- By country of private equity firm's office
- Here: Domestic and foreign investments/divestments made by the Finnish offices of private equity firms

Market statistics

- By the location of the portfolio company
- Here: Investments/divestments in/from Finnish portfolio
 companies made by domestic and foreign private equity firms

Note: The aggregated figures may not always sum up to totals due to rounding. Some graphs exclude variables labelled as 'unspecified'.

For more information about the methodology, please contact the Finnish Venture Capital Association (FVCA).



Stage Definitions

VENTURE	Seed	Seed
Investments in companies in their early	Start-up	Start-up, Other early stage
development stage	Later stage venture	Early growth, Transition stage
BUYOUT	Growth	Later growth
A transaction financed by a mix of debt and	Rescue/Turnaround	Rescue/Turnaround
equity, in which a business, a business unit or a	Replacement capital	Secondary purchase/Replacement capital, Refinancing bank debt
company is acquired	Buyout	Management buyout (MBO), Management buy-in (MBI), Public to private, Other PIPE, Other leverage buyout

