



THE VOICE OF
PRIVATE CAPITAL
VENTURE CAPITAL
PRIVATE EQUITY
INFRASTRUCTURE
LONG TERM INVESTORS

“HELLO FROM EUROPE” BALTIC VC SUMMIT 2019

Michael Collins
CEO, Invest Europe

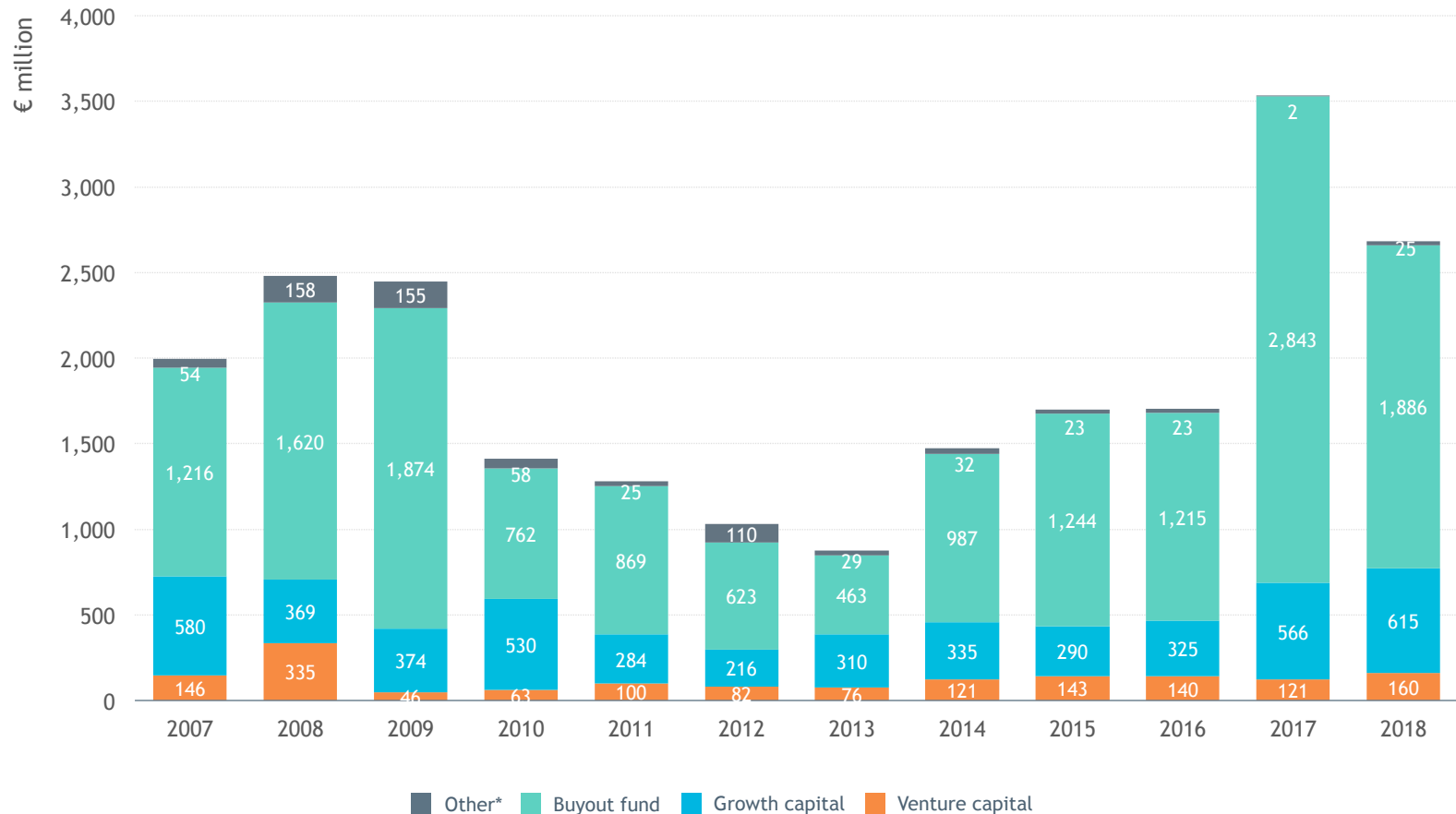
Central & Eastern Europe Insights



Available to download at:
www.investeurope.eu

2007-2018 Investments in CEE portfolio companies

Investments by stage - incremental amount

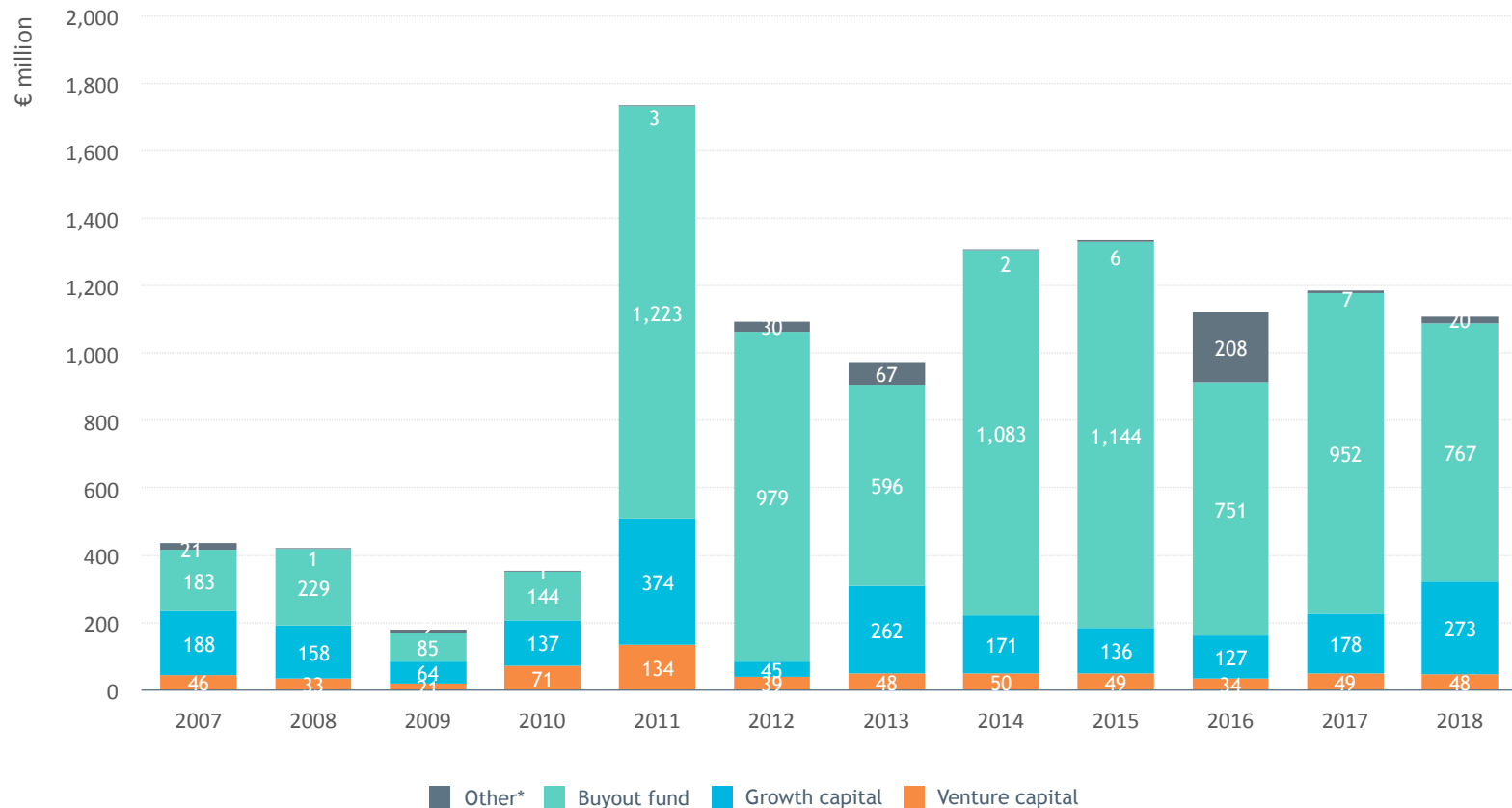


*Other includes Rescue/Turnaround and Replacement capital

Source: Invest Europe / EDC

2007-2018 Exits of CEE portfolio companies

Divestments by stage - amount at historical cost

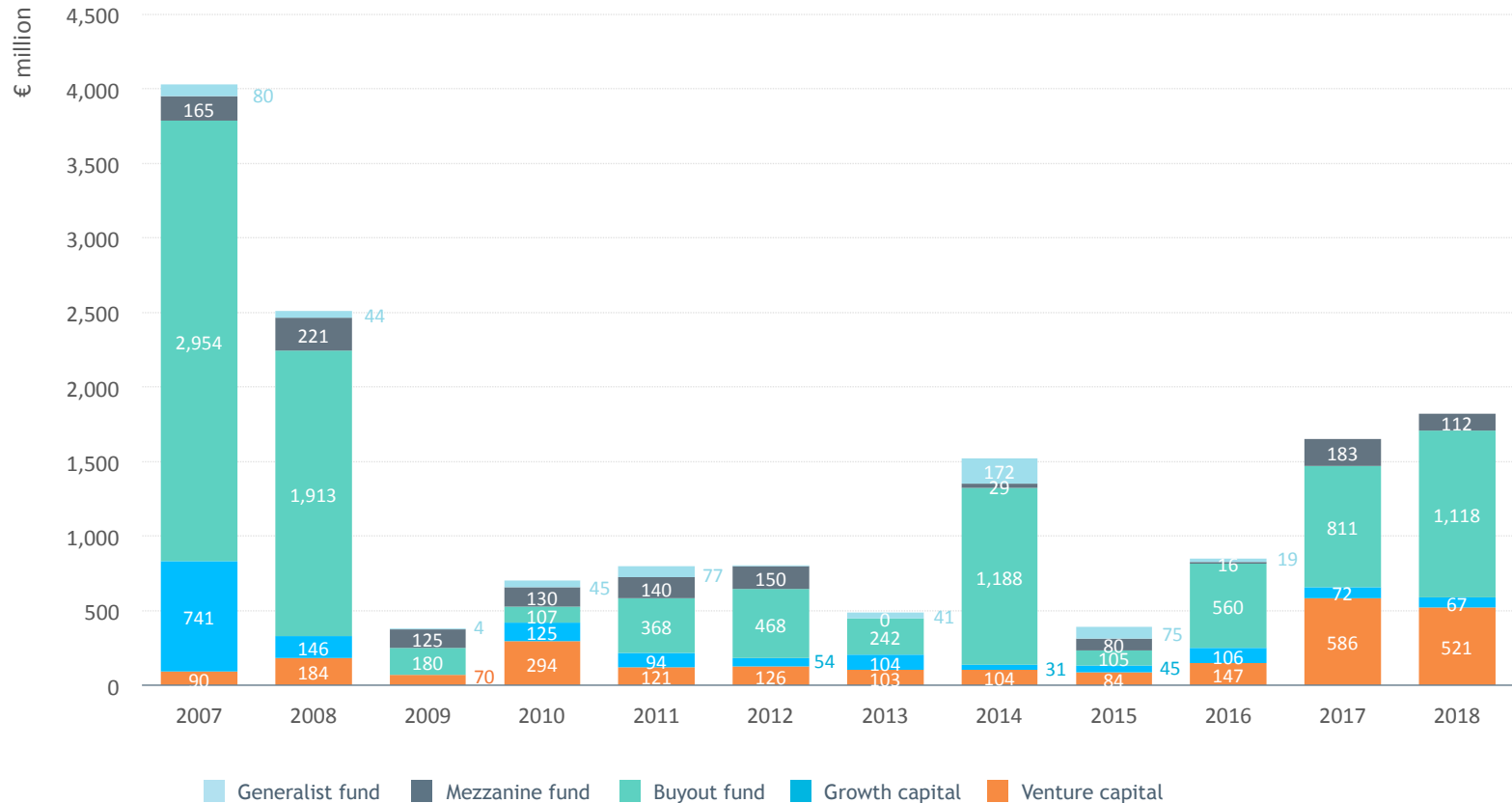


*Other includes Rescue/Turnaround and Replacement capital

Source: Invest Europe / EDC

2007-2018 Fundraising by CEE funds

Fundraising by stage - incremental closing



Source: Invest Europe / EDC

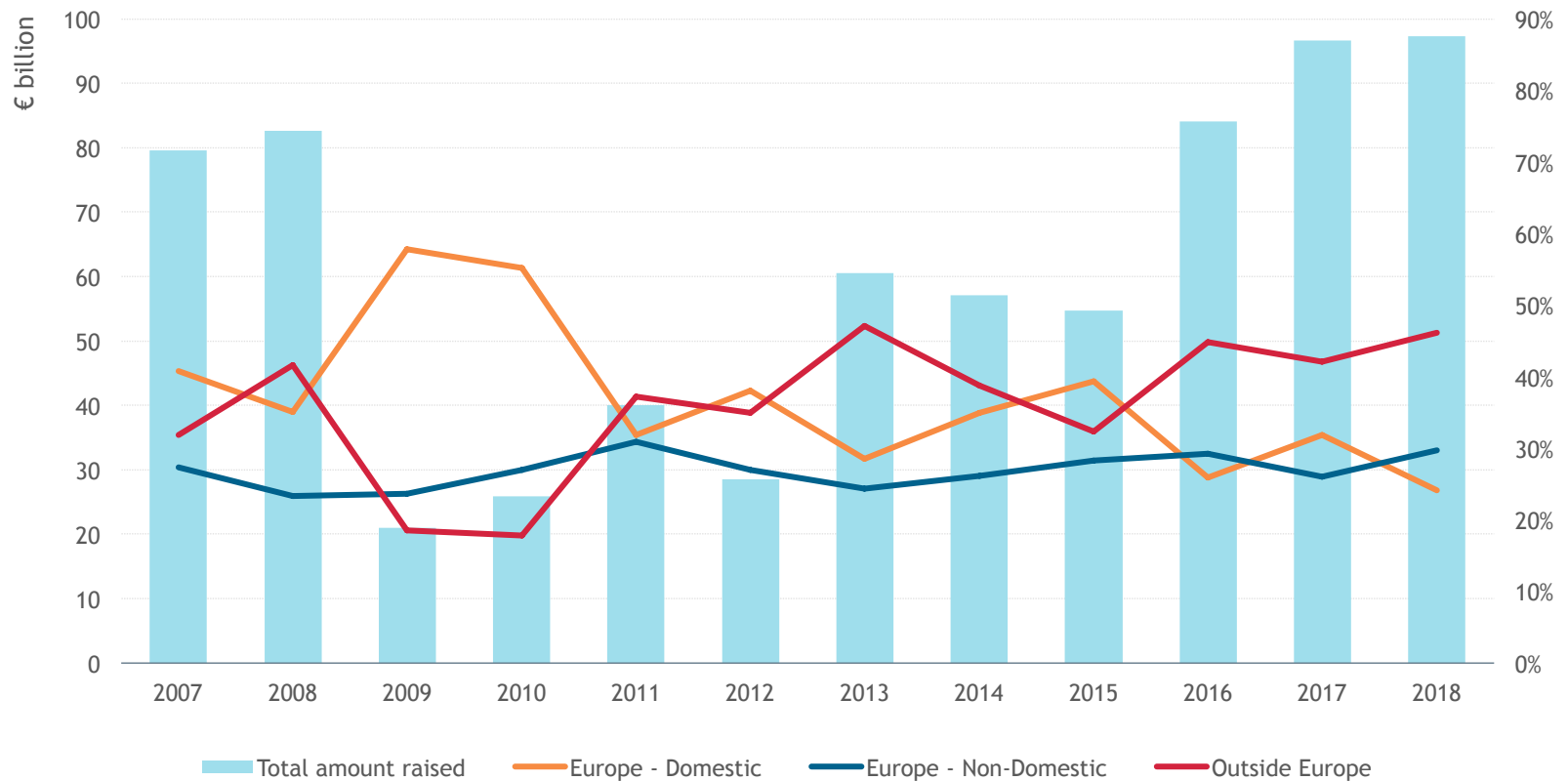
Attracting x-border capital



Funds raised in Europe - 2007-2018 - Amount

Location of the LP vs. location of the fund advisory entity

All Private Equity Fundraising

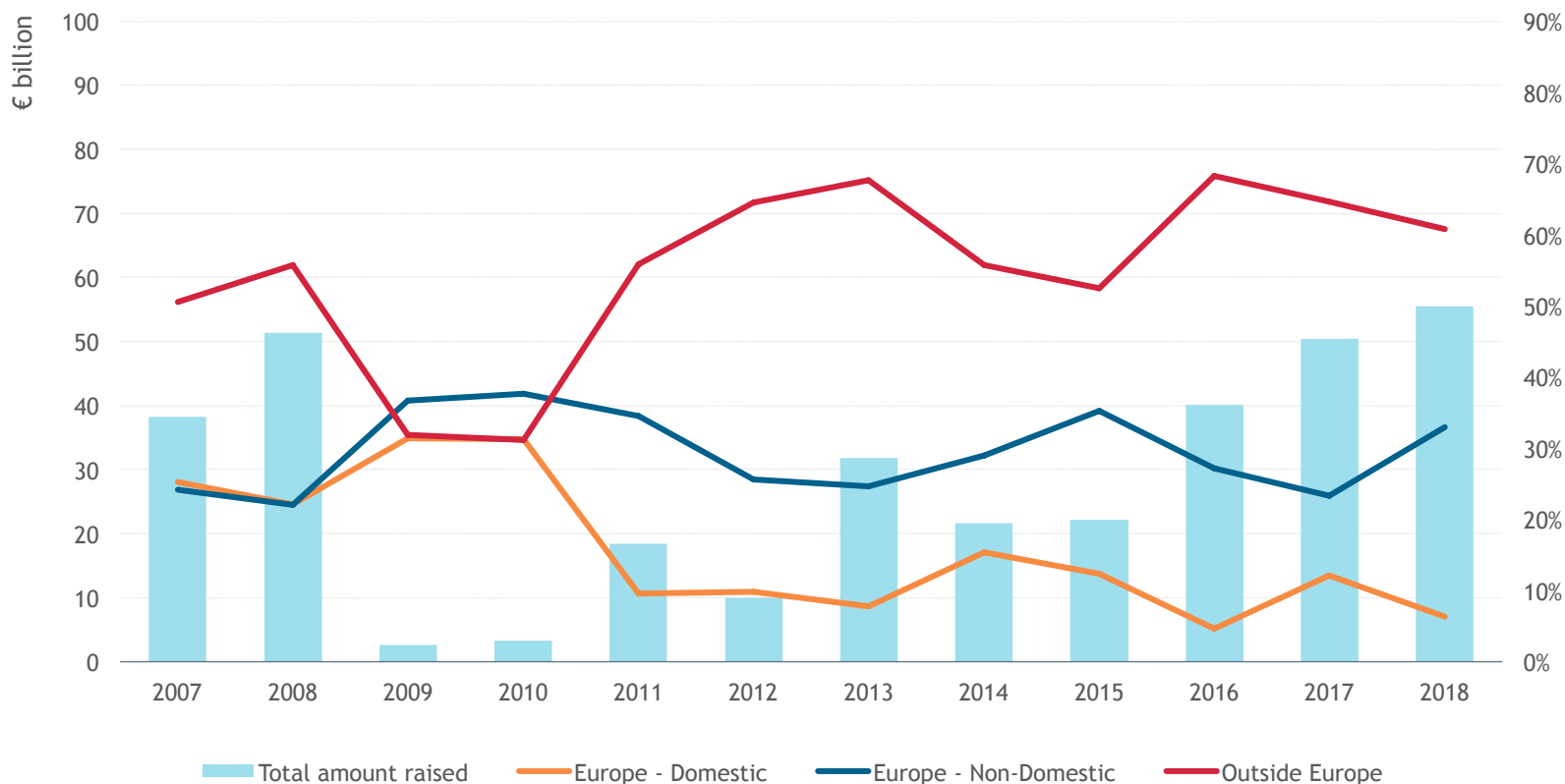


Source: Invest Europe / EDC

Funds raised in Europe - 2007-2018 - Amount

Location of the LP vs. location of the fund advisory entity

Fund size: > €1bn

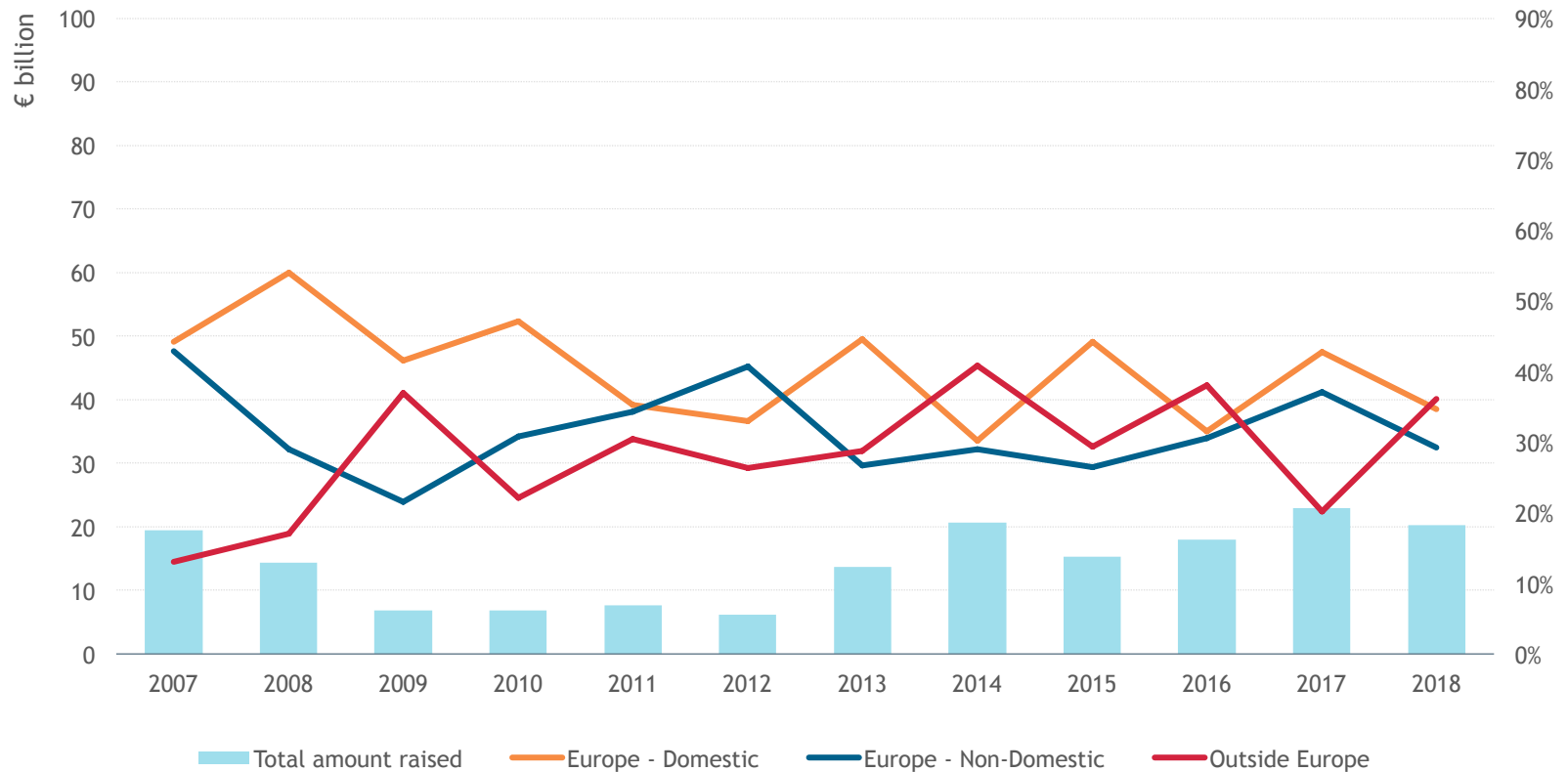


Source: Invest Europe / EDC

Funds raised in Europe - 2007-2018 - Amount

Location of the LP vs. location of the fund advisory entity

Fund size: €250m - €1bn

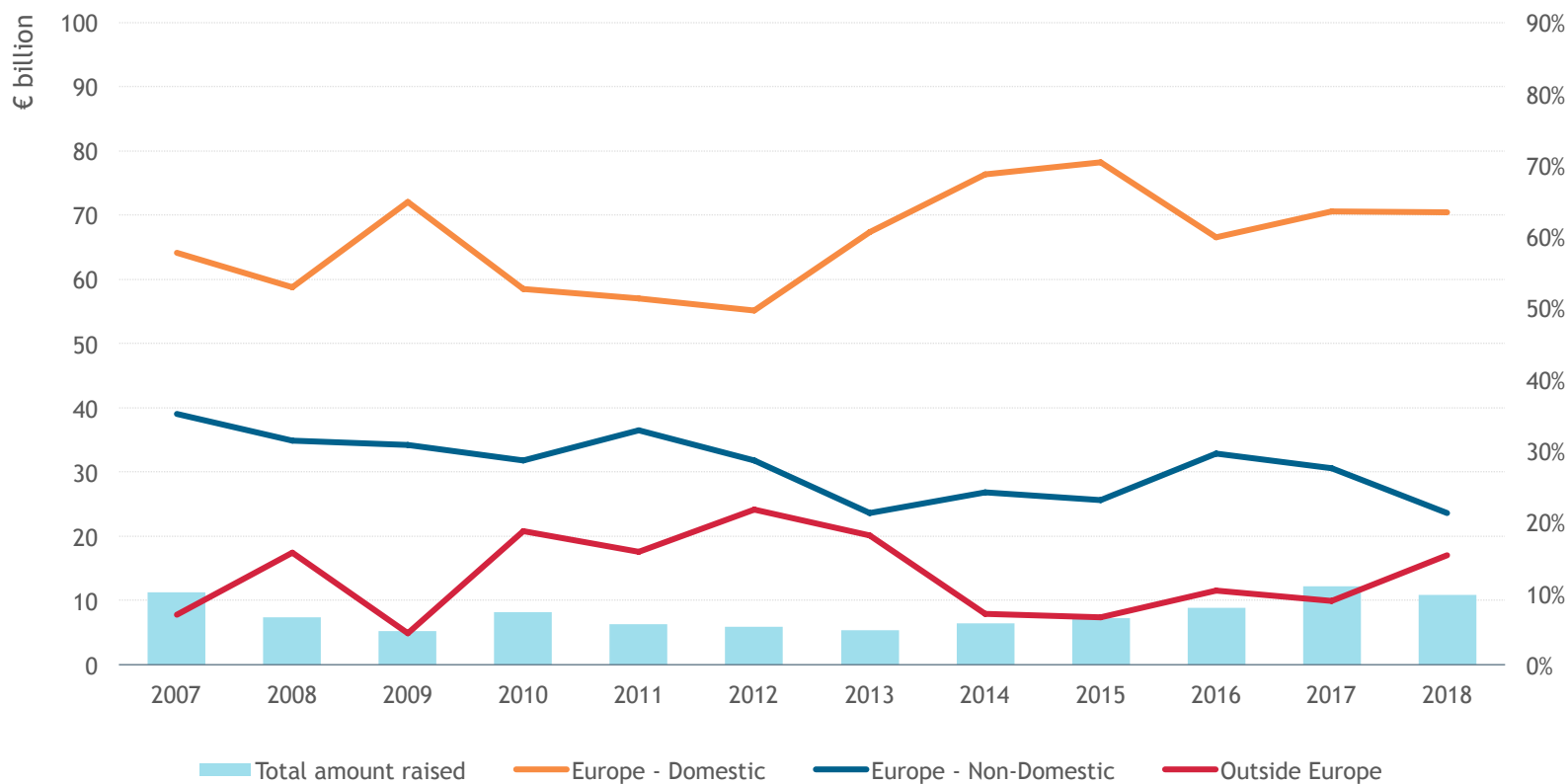


Source: Invest Europe / EDC

Funds raised in Europe - 2007-2018 - Amount

Location of the LP vs. location of the fund advisory entity

Fund size: €100m - €250m

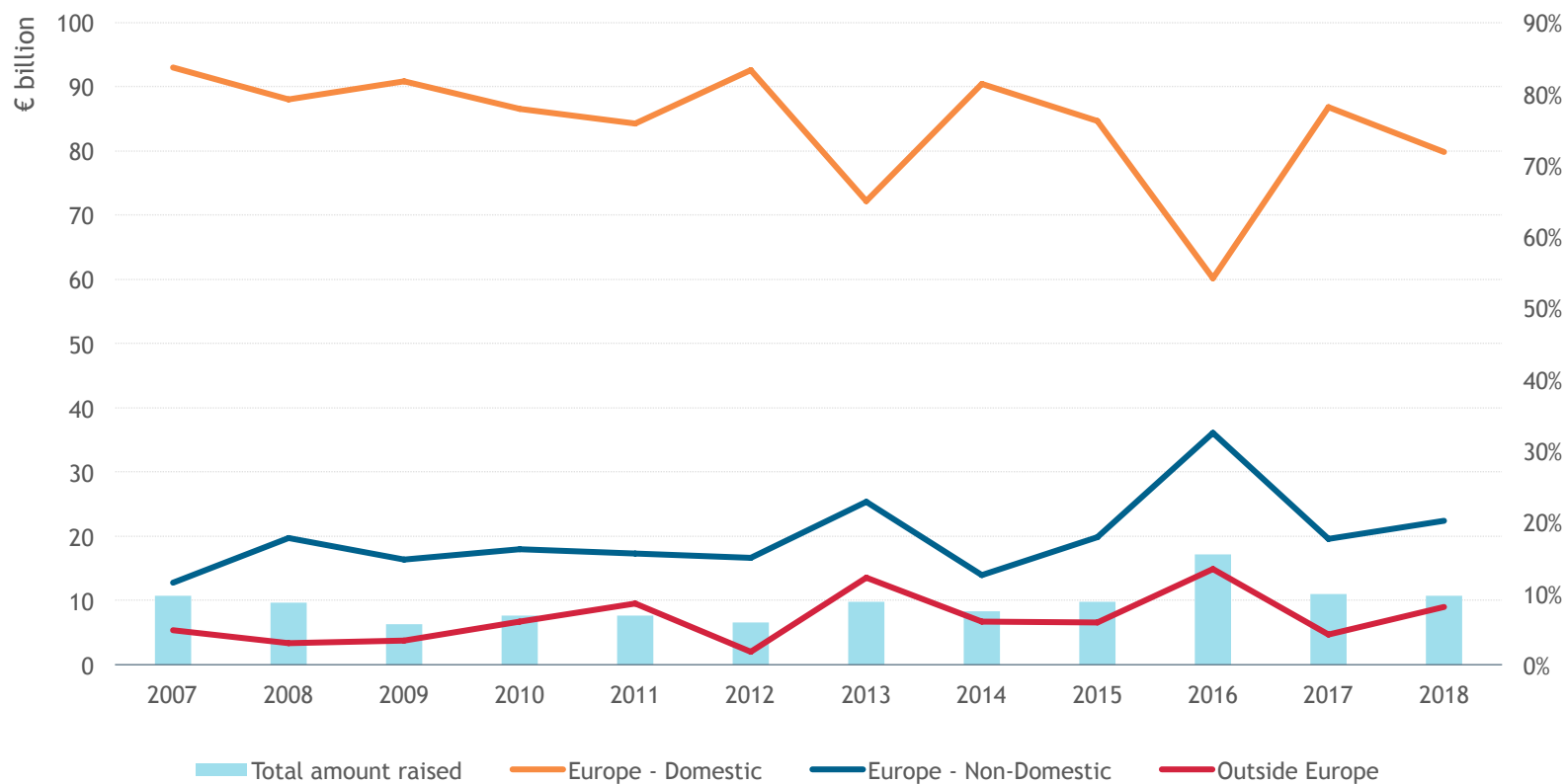


Source: Invest Europe / EDC

Funds raised in Europe - 2007-2018 - Amount

Location of the LP vs. location of the fund advisory entity

Fund size: < €100m



Source: Invest Europe / EDC

Private Equity funds sizes

2007 -2018 Average and maximum sizes of funds

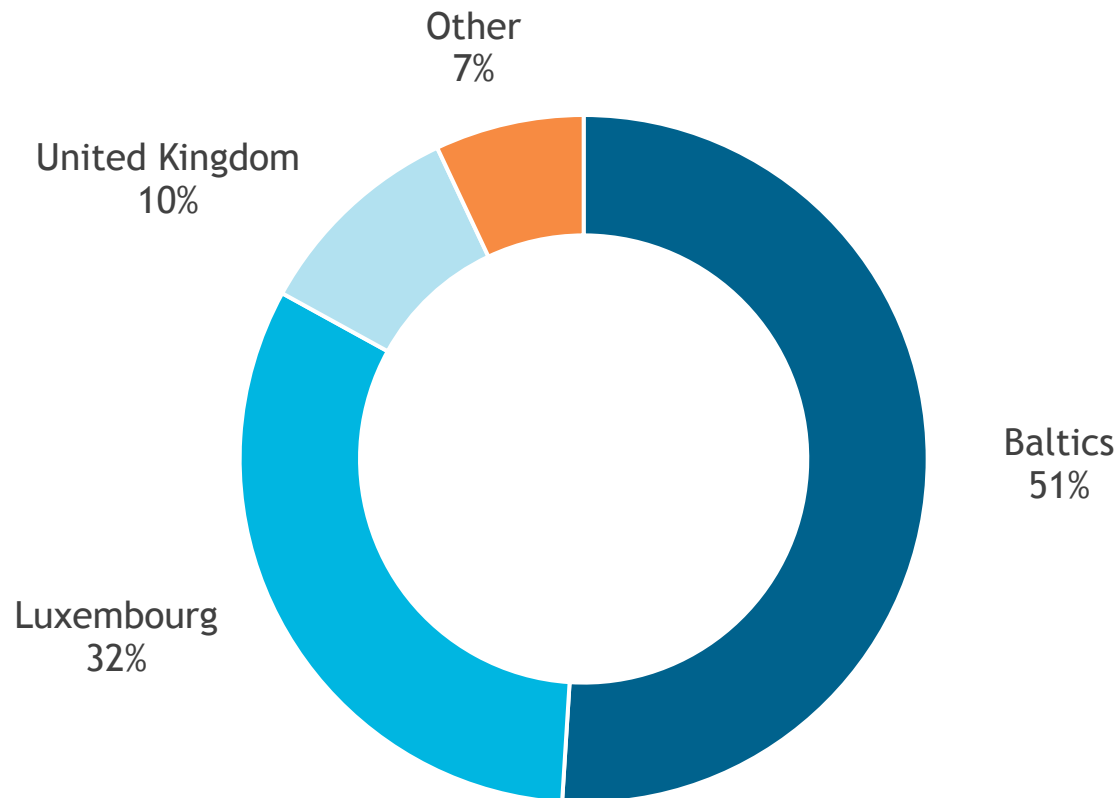


Source: Invest Europe / EDC

LPs investing in Baltics funds

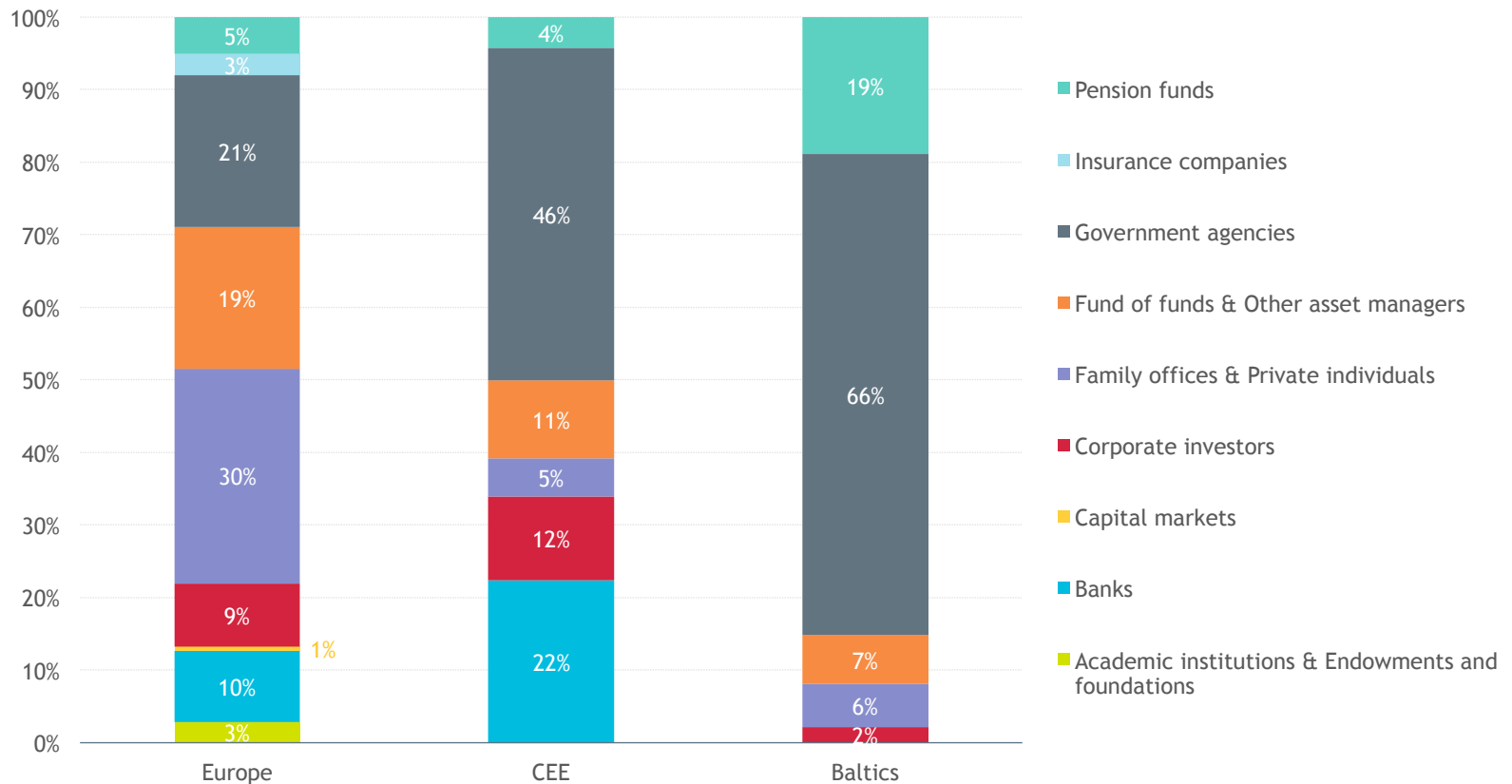
Geographic diversification?

Origin of LPs investing in Baltics Funds (2014 - 2018)



Source: Invest Europe / EDC

Type of LP investing in small funds (<€100m) Over 2014 - 2018



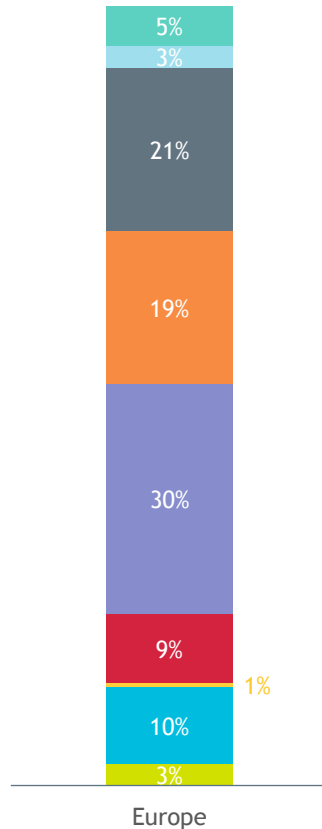
Source: Invest Europe / EDC



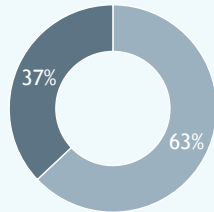
THE VOICE OF
PRIVATE CAPITAL
VENTURE CAPITAL
PRIVATE EQUITY
INFRASTRUCTURE
LONG TERM INVESTORS

Thank you!

Type of LP investing in small funds (<€100m) Over 2014 - 2018



Government Agencies

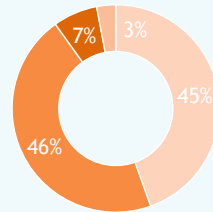


■ Domestic
■ Cross-Border (EU)

37%

Invested from abroad

Fund of Funds & other asset managers

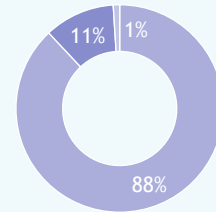


■ Domestic
■ Cross-Border (EU)
■ Cross-Border (non EU)
■ Unknown

46%

Invested from abroad

Family offices & Private individuals

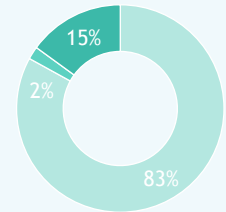


■ Domestic
■ Cross-Border (EU)
■ Cross-Border (non EU)

~90%

Local investments

Pension funds



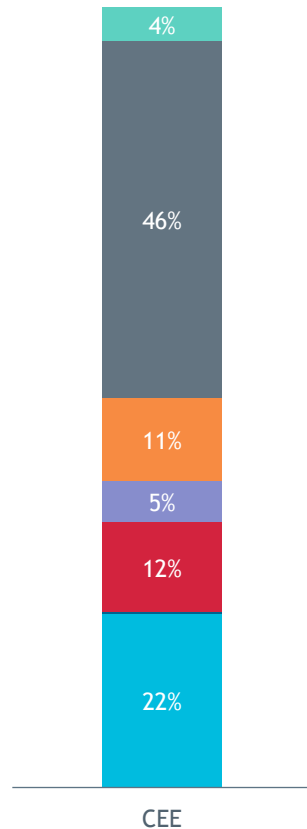
■ Domestic
■ Cross-Border (EU)
■ Cross-Border (non EU)

~80%

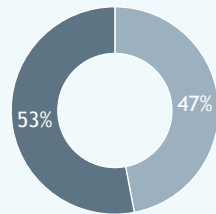
Local investments

Source: Invest Europe / EDC

Type of LP investing in small funds (<€100m) Over 2014 - 2018



Government Agencies

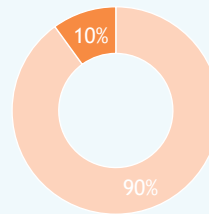


■ Domestic
■ Cross-Border (EU)

53%

Invested from abroad

Fund of Funds & other asset managers

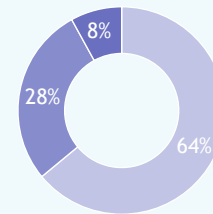


■ Domestic
■ Cross-Border (EU)

10%

Invested from abroad

Family offices & Private individuals

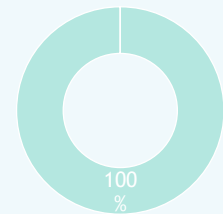


■ Domestic
■ Cross-Border (EU)
■ Cross-Border (non EU)

~65%

Local investments

Pension funds



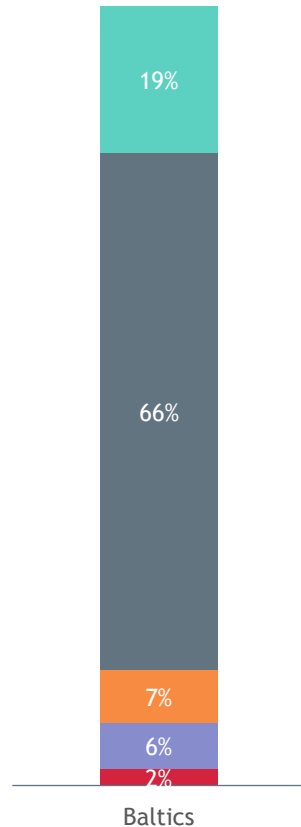
■ Domestic

100%

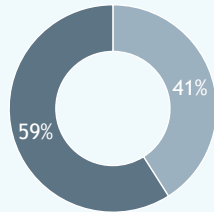
Local investments

Source: Invest Europe / EDC

Type of LP investing in small funds (<€100m) Over 2014 - 2018



Government Agencies

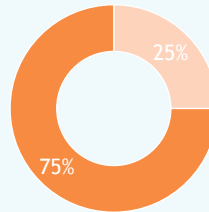


■ Domestic
■ Cross-Border (EU)

60%

Invested from abroad

Fund of Funds & other asset managers

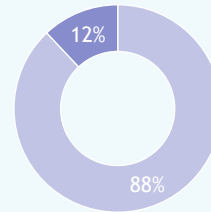


■ Domestic
■ Cross-Border (EU)

75%

Invested from abroad

Family offices & Private individuals

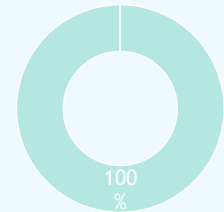


■ Domestic
■ Cross-Border (EU)

~90%

Local investments

Pension funds



■ Domestic

~100%

Local investments

Source: Invest Europe / EDC