



Quarterly VC Report

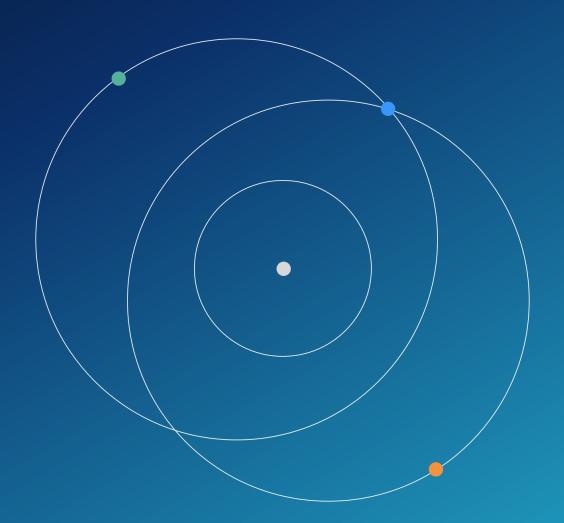
Italy Q3-22











About Growth Capital



Growth Capital is the leading italian advisor specialized in fundraising and M&A for start-ups and scale-ups. With more than 30 successfully completed deals, it supports innovative companies from structuring the operation to the drafting of transaction documents and to deal closing

START-UPS

We support brillant entrepreneurs leading companies with **strong** growth potential in the most complex stages of fundraising and M&A

CORPORATES

We collaborate with successful companies in the innovation process through the implementation of investment strategies based on the main industry trends

INVESTORS

We provide consulting
services to the VC
ecosystem supporting
funds, business angels and
other players according to
the specific investment
needs





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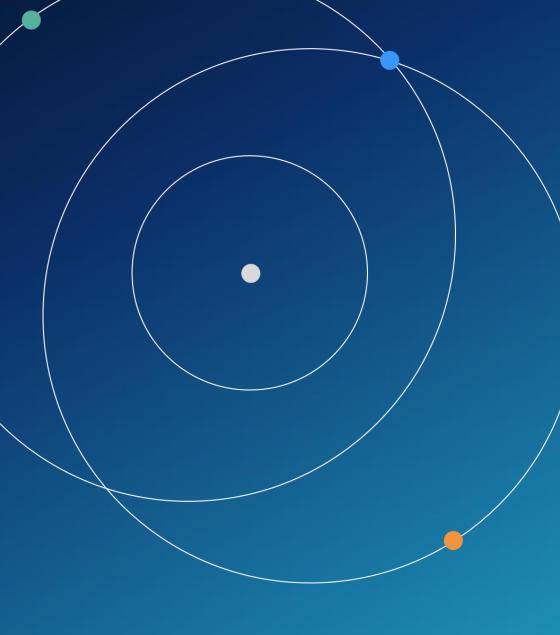
Methodology

- 1. The scope of research includes Italy-based start-ups and scale-ups, as well as start-ups based abroad but with Italian founders and more than half of employees based in Italy (analysis through Linkedin search)
- 2. Use of <u>PitchBook</u> for rounds classified as Early Stage VC and Late Stage VC from 2017 to 2022, with vertical (as defined at **point 14**) assigned by PitchBook and sector (as defined at **point 15**) assigned by Growth Capital
- 3. Use of DealRoom data for rounds classified as Early VC, Late VC and Growth Equity VC from 2017 to 2022, with vertical and sector assigned by Growth Capital
- 4. Use of Crunchbase data for rounds classified as Pre-Seed, Seed, Series A, B, C, D and unknown from 2017 to 2022, with vertical and sector assigned by Growth Capital
- 5. Creation of a unique database from PitchBook, Dealroom and Crunchbase data. In case of discrepancies in rounds that are present in more than one database, the information was selected with the following order: PitchBook, Dealroom and Crunchbase
- 6. Comparison between the data elaborated according to the procedure at **point 5** and the rounds' press releases, when available. In case of discrepancies, information disclosed in press releases have been privileged
- 7. Completed data checks for each round without explicit indication of the stage:
 - a) «Early Stage VC» rounds were classified as Pre-Seed in case they are first rounds of financing and are less than €200K in value; they were classified as Seed if they are between €200k e €1M in value
 - b) for «Late Stage VC» rounds, the equity story of each company was checked, defining the round stage case-by-case. For example, a round of €2M which follows two Seed rounds of less than €1M would be defined as Series A; an eventual later round bigger than the Series A would be defined as Series B, otherwise Series A
- 8. The rounds defined as «Bridge» were assigned to the «Seed» category to avoid excessive sample fragmentation
- 9. All rounds without deal size, with deal size equal to zero or without possibility of being brought back to a stage based on the start-up's equity story were excluded from the analysis
- 10. The capital increases included in the used databases, which are not unambiguously classifiable as VC rounds were excluded from the report
- 11. The VC rounds in the form of debt were excluded due to their strong sectoral dependence; coherently, for the **«mixed» equity and debt** VC rounds, **only the equity part was considered**. For example, Scalapay's round totalling **€439M** in Q1-22 was considered only for **€188M**
- 12. In the case of «mixed» rounds, for which the exact division between equity and debt has not been disclosed, information has been confidentially asked to the start-up or to the investors and, when provided, it has been used preserving the confidentiality. If data were not provided, the round would be entirely considered as equity
- 13. The procedure described at **point 12** has been followed also for those rounds whose total announced consideration includes **sales of quotas/shares on the secondary market** and for those rounds with funding subject to **milestones**
- 14. «Vertical» is used to mean the 279 items uniquely used by PitchBook to define the type of the sectoral/market activity of the start-ups under analysis
- 15. «Sectors» is used to mean the 10 sectors defined by Growth Capital, which were assigned PitchBook's 279 verticals as in Appendix





1. Executive Summary Q3-22







1.1. Executive Summary Q3-22

58	€527M	13	5	9
Financing rounds	Amount invested	Series A	Series B (and 2 Series C)	Exits

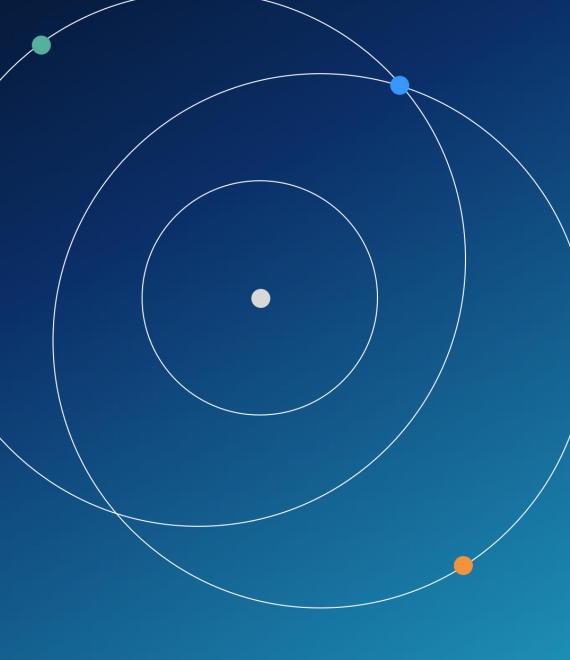
Software	FinTech	AI & ML	Payments	Satispay
Sector with most rounds	Sector with highest capital raised	Vertical with most rounds	Vertical with highest capital raised	€320M raised¹

Note: 1. Satispay's total round includes sales of shares on the secondary market, concluded on the occasion of the capital increase. In accordance with the report methodology, the quantitative analyses exclusively consider the new capital raised on the primary market





2. VC in Europe and Italy: Q3-22 and Historical Evolution

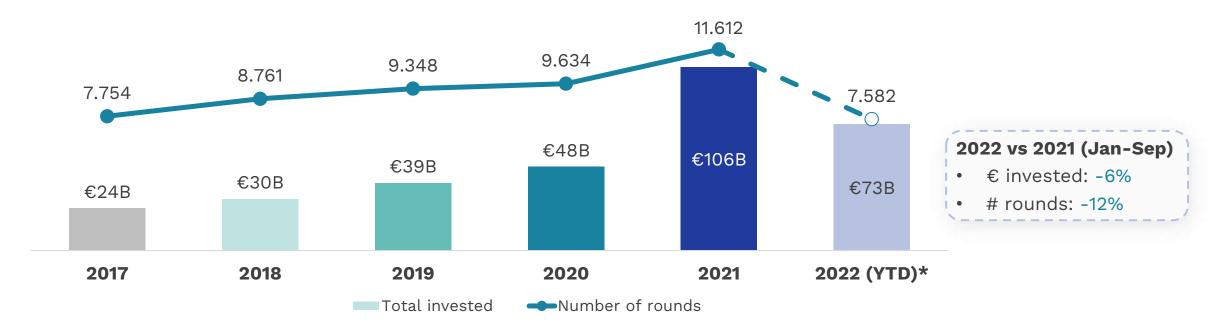






2.1. Venture Capital in Europe

- Q3-22 registered a slowdown in the European VC activity: 1,549 rounds have been announced (-47% vs Q2-22), with a total funding of €18.4B (-29% vs Q2-22)¹
- The results in **Q3-22** bring the investments made in the first 9 months of the year to €73B (-6% vs same period of 2021) distributed on almost 7,600 transactions (-12% vs same period of 2021)^{1,2}
- The dramatic decrease in public tech companies' valuations and the worsening of investors' expectations on exit multiples have impacted the European VC, confirming Growth Capital's forecast for the amount raised in 2022, predicted to be in line with the one of 2021



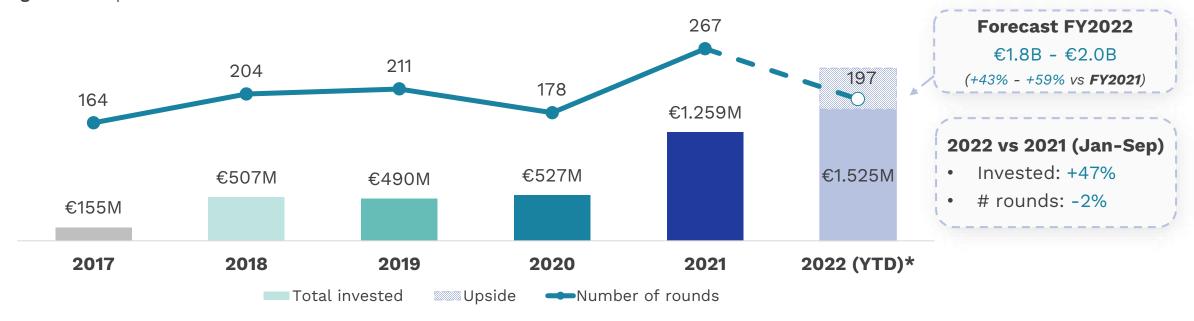
^{*} Data as of 30/09/2022; **Sources: 1.** Growth Capital elaboration from PitchBook data. The drop of the number of rounds and of the invested amount can be partially attributed to delayed updates of information in the database; **2.** PitchBook, European Venture Report Q2-22





2.2. Venture Capital in Italy

- With €527M raised in 58 rounds, Q3-22 is in line with the previous quarter (€554M invested in 62 rounds), and is the **third best quarter** in terms of **average amount invested**¹ (€4M) in the period considered
- In the **first 9 months** of 2022, it has been invested €1.5B+ in the start-ups covered by the report, a higher amount compared to the same period of 2021 (+47%), although influenced by the mega rounds of **Satispay** (Series D, €320M²), **Newcleo** (Series A, €300M) and **Scalapay** (Series B, €188M)
- As predicted by Growth Capital at the beginning of the year, the Italian VC has been particularly resilient towards the recent macroeconomic and financial tensions compared to the more advanced ecosystems. Contrary to the forecast of a flat year in Europe, Italy will show a **sustained growth** compared to 2021



^{*} Data as of 30/09/2022; **Notes: 1.** The rounds defined as *outliers* have not been considered in the average computation; **2.** Satispay's total round includes sales of shares on the secondary market, concluded on the occasion of the capital increase. In accordance with the report methodology, the quantitative analyses exclusively consider the new capital raised on the primary market

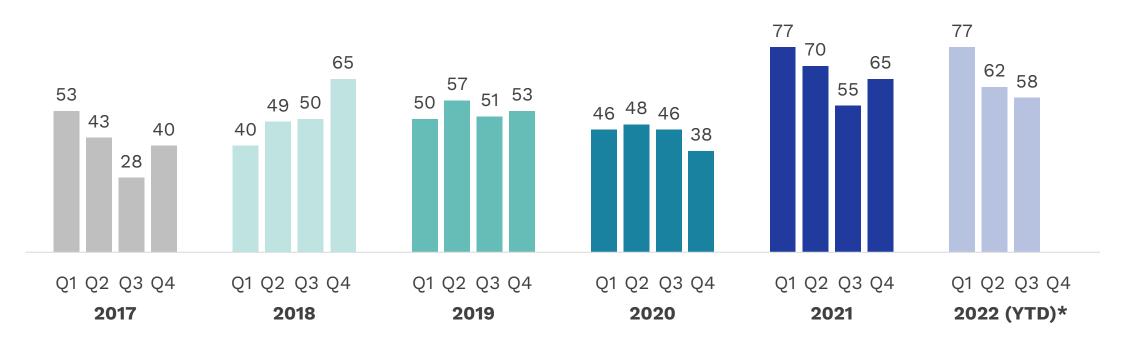




2.3. Number of rounds per quarter

- In Q3-22, 58 rounds have been registered: this figure is in line with Q2-22 (-6%) and lower than Q1-22 (-25%)
- Compared to **Q1-22** (the most prolific in terms of number of deals during the period considered), the decrease is concentrated at **Seed** level (28 vs 47), while the other types of rounds registered comparable values (for rounds from Series A onwards, 21 vs 17)
- In **2022 (YTD)**, 197 rounds have been announced (vs 202 in the same period of 2021), with the same **decreasing tendency** across the first three quarters observed in 2021

Number of rounds per quarter



^{*} Data as of 30/09/2022





2.4. Total invested per quarter

- €527M have been invested in **Q3-22** (a figure in line with the €554M of **Q2-22**), including **2 mega rounds**¹ (Casavo and Satispay)
- Looking at the historical trend, it can be observed that **all quarters of 2022** have largely overcome the corresponding quarters in the 4 past years, exception made for **Q3-22**
- In the period considered, the first semester represented, on average, 42% of the total invested amount throughout the year



^{*} Data as of 30/09/2022; **Note: 1.** For the purpose of this report, mega rounds indicate the deals with €100M+ equity raised on the primary market

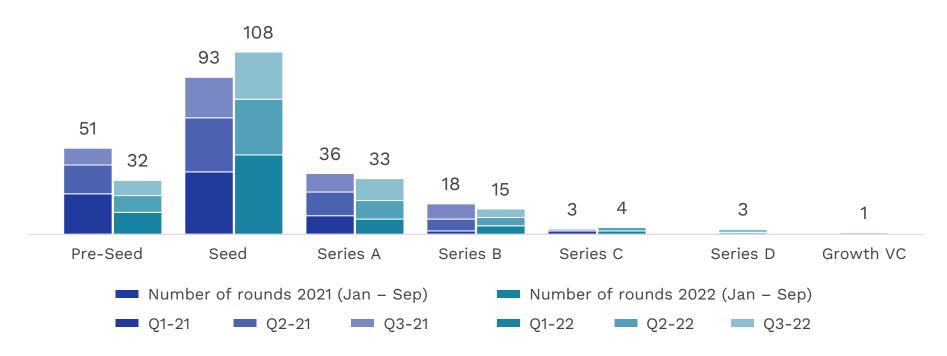




2.5. 2022 (YTD) by round type

- It is possible to gain interesting insights from segmenting rounds by type. In Q3-22 were registered, inter alia, 28 Seed rounds (vs 33 in Q2-22), 13 Series A (vs 11 in Q2-22) and 5 Series B (as in Q2-22)
- In 2022 (YTD), Seed rounds have been the most represented type, with 108 transactions closed (50%+ of the total number of deals)
- Compared to the first 9 months of 2021, there is a greater presence of Seed (+15) and Late Stage rounds¹ (4 Series C, 3 Series D, 1 Growth VC)

Number of rounds per quarter - 2022 vs 2021 (Jan - Sep)

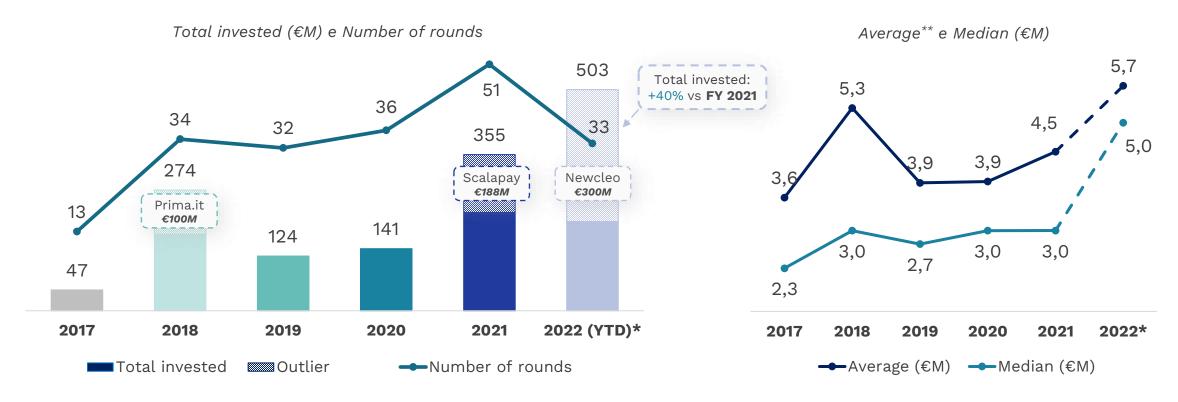


Note: 1. For the purpose of this report, Early Stage indicate the Series A and Series B rounds, while Late Stage are from Series C onwards



2.6. Focus: Series A

- In 2022 (YTD), €503M have been raised in Series A rounds: this result largely depends on 1 mega round registered in Q2 (Newcleo, €300M)
- In Q3-22 there have been 13 Series A, with a total funding of €84.7M and an average size** of €6.9M (the second highest in the period analysed)
- In 2022 (YTD), the average of Series A round reached €5.7M (+27% vs 2021), while the median increased in a remarkable way (+67%), reaching €5.0M and converging to the average. The size of the Italian Series A is getting closer to the European values (median €7.7M in 2021)¹



^{*}Data as of 30/09/2022; ** Average values do not contain the rounds defined as outliers; Sources: 1. Crunchbase (2022), 'Is It Still Cheaper To Invest In European Versus US Start-ups?'

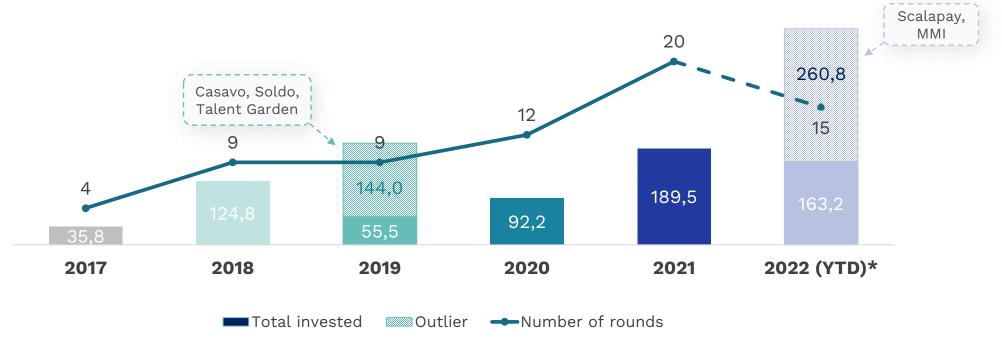




2.7. Focus: Series B

- In the **first 9 months** of 2022, **€424M** have been invested in **15** Series B rounds, including the **€73M** round announced in July by Medical Microinstruments (MMI) and the **€188M** round closed during Q1-22 by Scalapay. The **total invested** in Series B during 2022 has largely overcome **2021** values (**+123%**), while the **number of rounds** represents the **75%** of 2021 rounds
- In **2022**, Series B rounds have grown in terms of both average value** (€12.6M, +32% vs 2021) and median amount (€10M, +32% vs 2021)
- At quarterly level, during Q3-22 were raised €108.4M in 5 Series B rounds, more than in Q2 (€86.9M in 5 rounds)

Total invested (€M) and Number of rounds



^{*} Data as of 30/09/2022; ** Average values do not contain the rounds defined as outliers





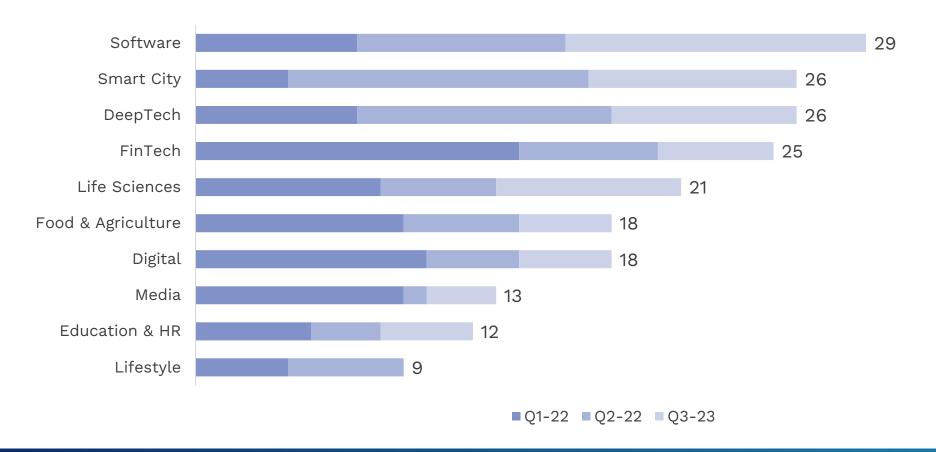
3. 2022 (YTD) in Italy: Analysis by Sectors and Verticals





3.1. Sectoral analysis 2022 (YTD): number of rounds

- Thanks to the **13** rounds announced in **Q3-22** (**20%+** of the total in the quarter), Software has become the sector with the highest number of deals in the year so far (**29**), followed by Smart City and DeepTech (both **26**)
- Software is also the sector which showed the highest numerical increase compared to **Q2-22** (+4 rounds), while Lifestyle, Smart City and DeepTech experienced a decrease (respectively **-5**, **-4** and **-3**)

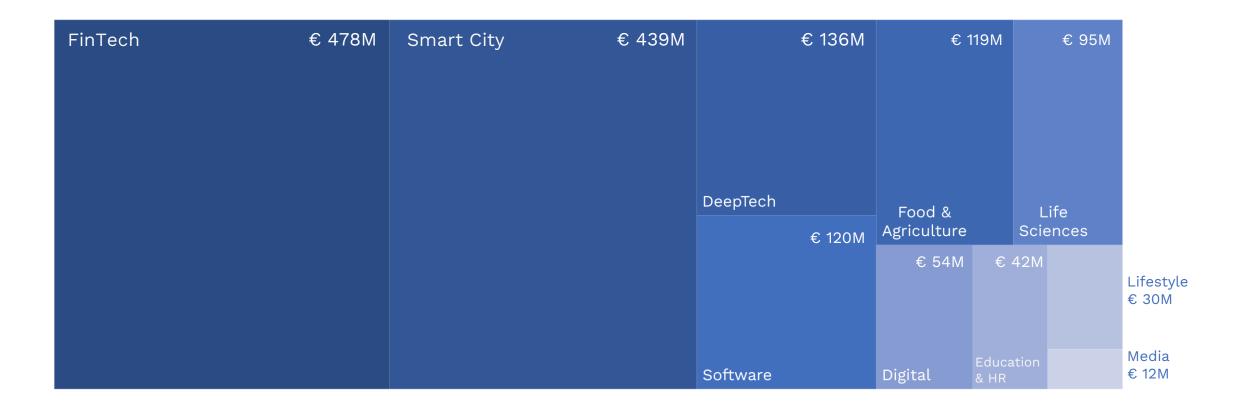






3.2. Sectoral analysis 2022 (YTD): total invested

- FinTech (€478M¹) is the sector with the largest investments made in 2022 (YTD) including also the outliers Satispay² and Scalapay
- Considering also Smart City (439M1) and DeepTech (136M1), the top 3 sectors weigh 69% on the total investments in 2022



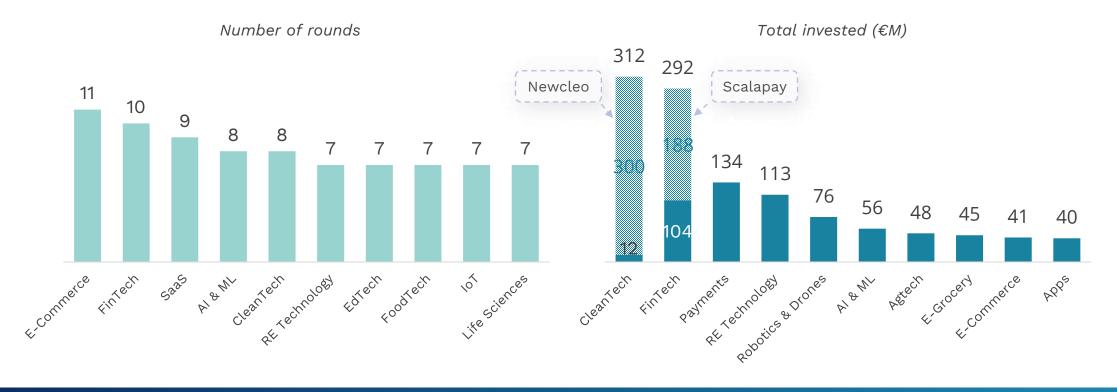
Note: 1. Values contain the rounds defined as outliers; 2. In accordance with the report methodology, the quantitative analyses exclusively consider the new capital raised on the primary market





3.3. Vertical Analysis 2022 (YTD)

- For a more comprehensive perspective, every sector was divided into verticals. For example, DeepTech includes (inter alia) AI & Machine Learning (AI&ML) and Big Data. The matching of each vertical with the corresponding sector is available in Appendix
- In 2022 (YTD), E-Commerce has been the most relevant vertical in terms of number of deals (11), followed by FinTech (10) and SaaS (9)
- CleanTech ranked first for **total invested**, although the €312M raised are due for more than 95% to a single round. The first 2 verticals raised more than €600M combined, contributing for 39% to the **total investments** made throughout the year





4. Top 5 Deals, International Investors and the Exits in Q3-22





4.1. Top 5 Deal Q3-22

- The analysis of the top 5 deals in the quarter shows the increased incidence of **Late Stage** rounds. This brings Italy closer to the most mature VC ecosystems. The **2 deals** worth €100M+ by Satispay and Casavo significantly contributed to the total invested in the quarter
- The €320M of the Series D by Satispay¹ are partly composed by sales on the secondary market (the breakdown of the round has not been disclosed), while the €340M announced by Bending Spoons are composed for about €40M of equity and for the remaining part of debt²

START-UP	DEAL SIZE	DEAL STAGE	VERTICAL	INVESTORS ³
satispay	€ 320M³	Series D	Payments	Addition, Greyhound, Coatue, Lightrock Block, Tencent, Mediolanum
CASAVO	€ 100M	Series D	RE Technology	Exor, Greenoaks, Project A Ventures, 360 Capital Partners, P101, Picus Capital, Bonsai Partners
CONNECTING LIFE	€ 73M	Series B	Robotics	Deerfield Management, RA Capital Management, Biostar Capital, Andera Partners, Fountain Healthcare Partners, Panakès Partners, Sambatech
BENDING SP®NS	€ 40M ²	Growth VC	Apps	H14, Nuo Capital, Tamburi Investment Partners, International Business Angels
> FARM TECHNOLOGIES	€ 17M	Series C	AgTech	Swisscom Ventures, Grey Silo Ventures, Neva SGR, Nova Capital, United Ventures, TiVenture, Emerald Technology Ventures

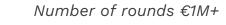
Notes: 1. The deal size includes sales of shares on the secondary market, concluded on the occasion of the capital increase. In accordance with the report methodology, the quantitative analyses exclusively consider the new capital raised on the primary market; 2. Source: Milano Finanza. Coherently with the report methodology, only the equity component has been considered for the quantitative analyses; 3. International Investor





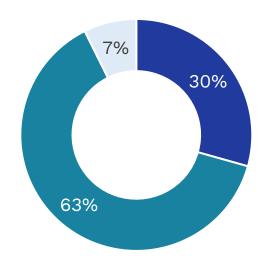
4.2. International investors in rounds €1M+ YTD-22

- The analysis on the influence of **international investors** in the Italian VC only considers the deals worth €1M+. This choice was made because including very small rounds would lead to an excessive sample distortion. The €1M+ rounds which had at least 1 international investor were defined as rounds with international investors
- In **2022 (YTD)**, **international investors** have participated in 30% of rounds (vs **25%** in 2021). In terms of **amount raised**, 2022 saw the **increased incidence** of *rounds with international investors* (72% vs **57%** in 2021), a trend already anticipated in the previous editions of the Quarterly VC Report, and which is expected to continue in the medium-long term
- Moreover, in **2022 (YTD)**, **international investors** participated in rounds which were more than **twice as large** in size as the rounds with only domestic investors (€10.5M vs **€4.9M**)





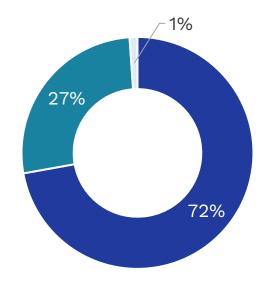
- Rounds with only Italian investors
- N/A



Total invested rounds €1M+



- Rounds with only Italian investors
- N/A



Note: 1. Average values do not contain the rounds defined as outliers



4.3. Exits in Q3-22

- During Q3-22, Italian start-ups were involved in 9 exits, a figure in line with Q2-22
- At sectoral level, Software (3) and Digital (3) gathered most of liquidity events during the analysed period
- For the second consecutive quarter, no IPO has been registered in the Italian VC market

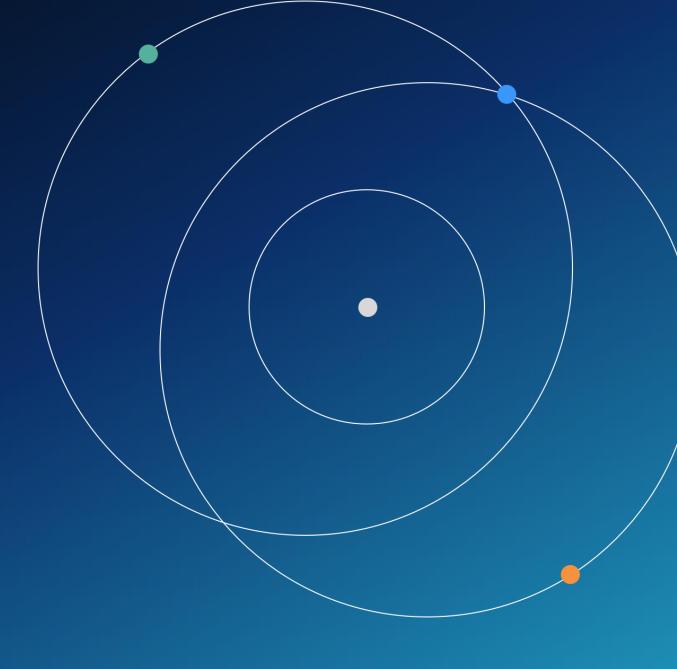
Target	Exit type	Acquiror / IPO Market	Sector	Enterprise Value	% Sold
Askdata	M&A	SAP	Software	Undisclosed	100%
Aulab	M&A	Gruppo Multiversity	Education & HR	Undisclosed	61%
Evensi	M&A	Events.com	Media	Undisclosed	100%
Indigo.ai	M&A	Vedrai	Software	Undisclosed	60%
Musixmatch	M&A	TPG	Media	Undisclosed	Undisclosed
ProfumeriaWeb	M&A	Farmacosmo	Digital	€4.1M	70%
ProntoPro	M&A	Armut	Digital	Undisclosed	100%
Synapta	M&A	Spazio Dati (Cerved)	Software	Undisclosed	100%
Vidra	M&A	Axierve	Digital	Undisclosed	100%

Note: 1. For the purpose of this report, the term exit indicates the sale of a company's majority stake (50%+) through M&A or IPO





5. Italy in the European scenario







5.1. VC in Europe - Key highlights

Invested amount

H1-22 was the **second best semester** for VC investments (**\$58.6B**) after H1-21 (\$59.9B). Compared to H1-21, **Early Stage** start-ups raised more (**\$16.9B**, i.e. **+21%**) while **Late Stage** companies saw a decline in funding (**\$40.6B**, i.e. **-8%**)

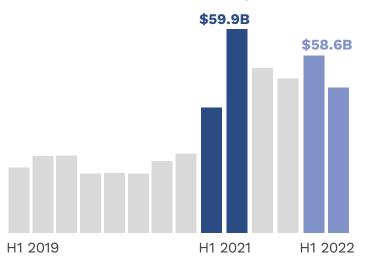
Growing M&A

Acquisitions and buyouts reached the historical highest, with 1,600+ transactions. Buyers benefited from the general cut in valuations during the period to acquire start-ups and scale-ups at discount

Declining IPO

After the 2021 record, the number of listings fell to its historical lowest since 2017. H1-22 saw the abrupt cut in valuations of listed companies (especially of tech ones), causing IPOs' delay or abortion

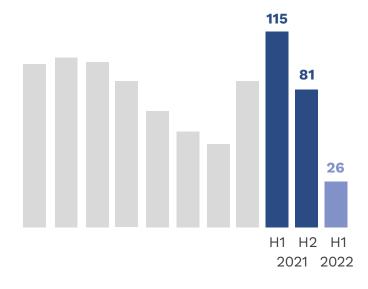
Total invested, Europe



Number of M&As and Buyouts, Europe



Number of IPOs and SPACs, Europe



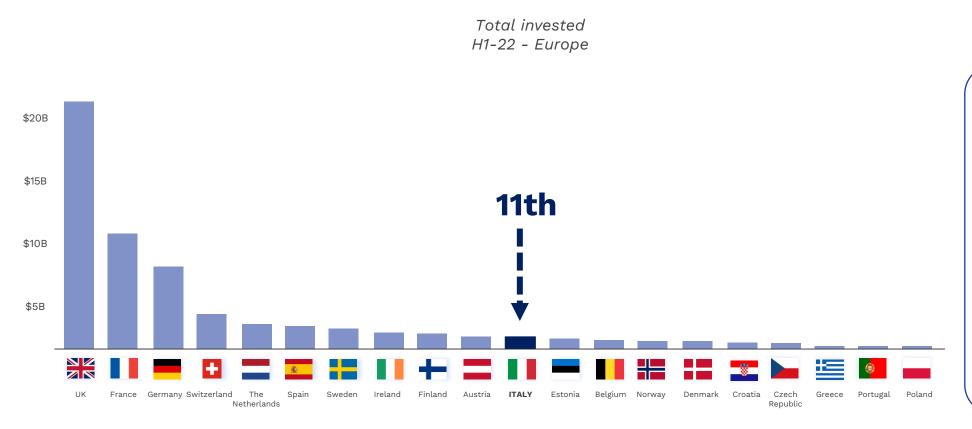
Source: Dealroom, European VC Pulse Check H1-22





5.2. Italy in Europe

• Despite the sustained growth displayed this year, **Italy** still ranks 11th in terms of total invested amongst the European countries and 24th in terms of invested amount **per capita**, behind Greece and ahead of Slovenia



Total invested per capita H1-22 - Europe



Source: Dealroom, European VC Pulse Check H1 2022





6. Final considerations







6.1. Final considerations

Q3-22 and 2022 (YTD) at a glance

- Q3-22 one of the **best quarters ever** for the Italian VC (€527M invested in 58 rounds)
- In **2022 (YTD)**, more than €1.5B were raised in **Italy** (+47% vs same period 2021), in contrast with the **flat results** registered in **Europe**
- As predicted by Growth Capital, **international investors** are constantly increasing their participation in the Italian VC: 30% of €1M+ rounds in **2022 (YTD)** saw **at least 1 international investor** involved, with an average deal size **almost twice as large as** when only national investors come into play

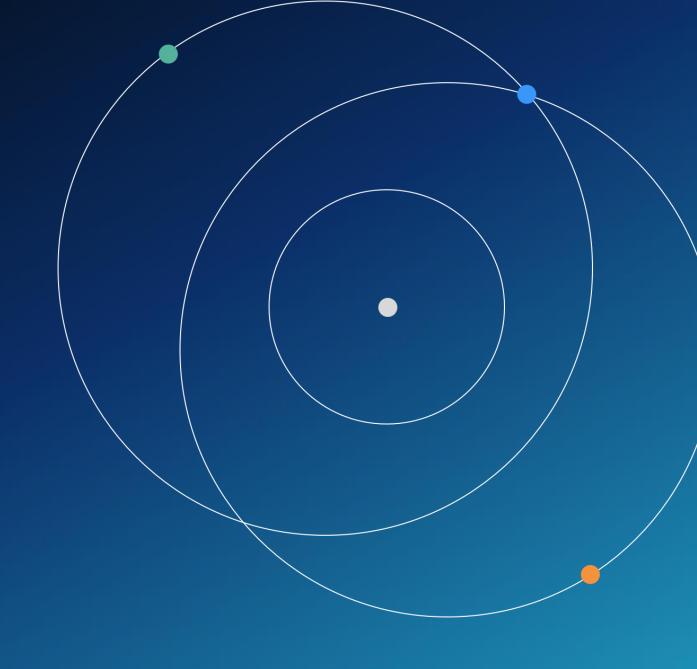
Scenario in the medium term

- Italy will reach €1.8B-€2.0B in 2022 and it will continue its **sustained growth**, contrary to predictions for more developed markets
- Confirmed Growth Capital's **negative outlook** on valuations, with start-ups impacted in a different way depending on geography, sector and business model





Appendix







Sector-Vertical Matching (1/4)

SECTOR	VERTICALS ASSIGNED			
	3D Printing	Construction Technology	Information Technology	Robotics & Drones
	3D Technology	Drones	Internet of Things	Sales Automation
	Advanced Manufacturing	Engineering	Machinery Manufacturing	Sensor
	Architecture	Field Support	Manufacturing	Space Technology
DeepTech	Augmented Reality	Google Glass	Nanotechnology	Virtual Reality
	B2B	Hardware	Personal Development	Wearables
	Biometrics	Industrial Automation	Pet Technology	Wearables & Quantified Tech
	Building Material	Industrial Manufacturing	Professional Services	
	Construction	Industrials	RFID	
	Digital Car Wash	Health Services	Mobile Commerce	Second Hand
	Digital Laundry	Home Decor	Nautical	Ticketing
Digital	Drug Delivery	Home Services	Online Portals	
	E-Commerce	Marketplace	Price Comparison	
	Handmade	Mobile	Procurement	
	Career Planning	Developer Platform	GreenTech	Knowledge Management
	Communities	EdTech	HR Tech	Recruiting
Education & HR	Consulting	Education	Human Resources	Tutoring
	Corporate Training	E-Learning	ICT	Video
	Dental Education	Green Consumer Goods	Incubators	





Sector-Vertical Matching (2/4)

SECTOR	VERTICALS ASSIGNED				
	Accelerator	Cryptocurrency/Blockchain	Investment	Service Industry	
	Auto Insurance	Digital Signage	Invoice Trading	Small and Medium Businesses	
	Banking	Finance	Legal Tech	Startup Studio	
FinTech	Blockchain	Financial Services	Mobile Payments	Trading	
Finiech	Commercial Insurance	FinTech	Payments	Venture Builder	
	Credit	Health Insurance	Personal Finance		
	Crowdfunding	Insurance	Privacy		
	Cryptocurrency	Insurtech	Real Estate Investment		
	Agriculture	Food	Geospatial	Precision Farming	
	Agtech	Food and Beverage	Home and Garden	Restaurant Technology	
Food & Agriculture	Craft Beer	Food Delivery	LoyaltyPrograms	Restaurants	
	E-Grocery	Food Processing	Nutrition	Vertical Farming	
	Farming	FoodTech	Packaging Services	Wine And Spirits	
	Biotechnology	Drug Discovery	Healthcare	Medical Device	
Life Sciences	Cannabis	Electronic Health Record (EHR)	HealthTech	Oncology	
Life Sciences	Diabetes	FemTech	Hospital	Pharmaceutical	
	Digital Health	Health Diagnostics	Life Sciences	Therapeutics	





Sector-Vertical Matching (3/4)

SECTOR	VERTICALS ASSIGNED			
	Art	Environmental Consulting	Online Auctions	Storage
	Beauty	Fashion	Phototech	Subscription
Lifestyle	Business Travel	Fitness	Product Design	Tourism
Lifestyte	Circular Economy	Leisure	Retail	Travel
	Clothing	Lifestyle	Retail Technology	Travel Accommodations
	Cosmetics	LOHAS & Wellness	Shoes	
	Ad Network	Content Creators	Family	Shopping
	AdTech	Content Delivery Network	Gaming	Social Media
	Advertising	Content Marketing	Marketing	Social Media Management
	Advertising Platforms	Customer Service	Marketing Tech	Social Media Marketing
Media	Audio	Digital Marketing	Media	Social Network
	AudioTech	Digital Media	Media and Entertainment	Sports
	Broadcasting	eSports	Music	Sustainability
	Communications Infrastructure	Event Management	Podcast	TMT
	Content	Events	Publishing	Video Advertising





Sector-Vertical Matching (4/4)

SECTOR	VERTICALS ASSIGNED			
	Automotive	Electric Vehicle	House Rental	Raw Materials
	Autonomous vehicles	Energy	Logistics	Real Estate Technology
	Boating	Energy Efficiency	Marine Technology	Renewable Energy
	Cleantech	Energy Management	Materials	Ridesharing
Smart City	Climate Tech	Energy Storage	Micro-Mobility	Sharing Economy
Smart City	Consumer Electronics	Environmental Engineering	Mobility Tech	Smart Cities
	Co-working platform	Fleet Management	Oil & Gas	Supply Chain Tech
	Cycling	Green Energy	PropTech	Transportation
	Delivery	Home Rental	Public Safety	
	Delivery Service	Hospitality	Railroad	
	Analytics	Computer	laaS	Security
	Application Performance Management	Consumer Software	Information Services	Self-Storage
	Apps	CRM	Internet	Social Impact
	Artificial Intelligence	Cybersecurity	IT Management	Software
Software	Artificial Intelligence & Machine Learning	Developer APIs	Machine Learning	Sport
	Big Data	Developer Tools	Management Software	Sport Management
	Business Intelligence	Digital Entertainment	Mobile Apps	Telecommunications
	Cloud Computing	DRM	Natural Language Processing	UXDesign
	Cloud Data Services	Electronics	Navigation	Web Development
	Cloud Infrastructure	Enterprise Resource Planning (ERP)	PaaS	Web Hosting





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Growth Capital is the leading advisor in Italy for fundraising and corporate finance operations for scale-ups. Growth Capital enables the best entrepreneurs to structure and finalise fundraising or M&A deals with investors in its network (Venture Capital, Family Office, Corporate and Business Angels), with a tailor-made approach throughout all phases of the process, allowing the scale-up to keep growing and focus on running the business. Growth Capital also supports corporates and investors in identifying the most promising deals on the market.



Italian Tech Alliance - formerly VC Hub Italia - is the Italian association of Venture Capital, innovation investors (business angels, family offices and corporates) and Italian innovative start-ups and SMEs. It was founded in 2019 by the partners of the main VC funds active in Italy and today has over 60 investor members, more than 140 leading Italian start-ups and innovative companies and 26 supporting members. Italian Tech Alliance's investors manage assets of around €1.3B and have invested in over 250 Italian start-ups with high growth potential and strong technology content.

Actual and forecast data presented in the Quarterly VC Report are obtained from databases and public sources. Growth Capital S.r.l. shall not be liable in any event for any error, omission and/or inaccuracy related to financial data and analyses





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