



Providing equity to SMEs in Berlin - perspective of the fund manager

Roger Bendisch, Managing Director, IBB Beteiligungsgesellschaft, Germany



 #ficompass





VENTURE
CAPITAL
FOR BERLIN

We finance
successful Berlin
start-ups!

21 years of IBB Beteiligungsgesellschaft

Founded in 1997, IBB Bet is one of the most active early-stage VCs in Berlin.

Our Goal

Help founders develop successful companies that show attractive growth and sustainable value appreciation.

Exits profitable and sustainable

195 Berlin-based start-ups financed

184 million € invested as lead-, co-lead- and co-investor

1,33 billion € investment volume
in syndicates with strong partners

History of public Ventures Funds in Berlin

History

1997 - 2003	IBB Beteiligungsgesellschaft mbH	50 Mio. EUR
2004 - 2007	VC Fonds Berlin GmbH	20 Mio. EUR (66% ERDF)
2008 - 2014	VC Fonds Kreativwirtschaft Berlin GmbH	30 Mio. EUR (50% ERDF)
	VC Fonds Technologie Berlin GmbH	52 Mio. EUR (50% ERDF)
2015 - 2022	VC Fonds Kreativwirtschaft Berlin GmbH II	40 Mio. EUR (50% ERDF)
	VC Fonds Technologie Berlin GmbH II	60 Mio. EUR (50% ERDF)

Funds currently in investment phase

VC Fonds Technologie Berlin II

2015 - 2022

€60M

initial investments 0,2 up to 1 M €
follow-up investments up to 6 M €
in total

ICT, Life Sciences,
Industrial Technologies

Investment Phase

Fund Volume

Investment Focus

VC Fonds Kreativwirtschaft Berlin II

2015 - 2022

€40M

initial investments 0,2 up to 1 M €
follow-up investments up to 4 M €
in total

Digital Media, E-/M-Commerce,
Music, Design, Entertainment

Investments – What we are looking for



Innovative technologies with high potential for value creation



Headquartered in Berlin

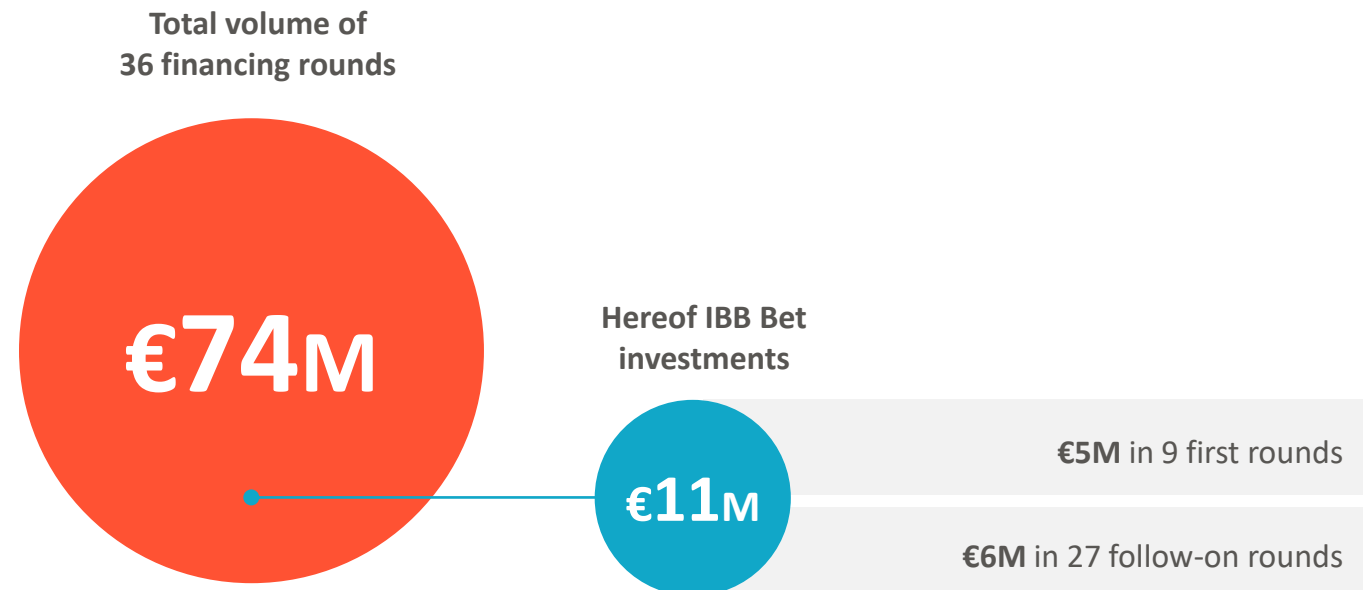
Disruptive and scalable business models

Legal form:
Limited liability company (GmbH or AG)

Teams with entrepreneurial spirit

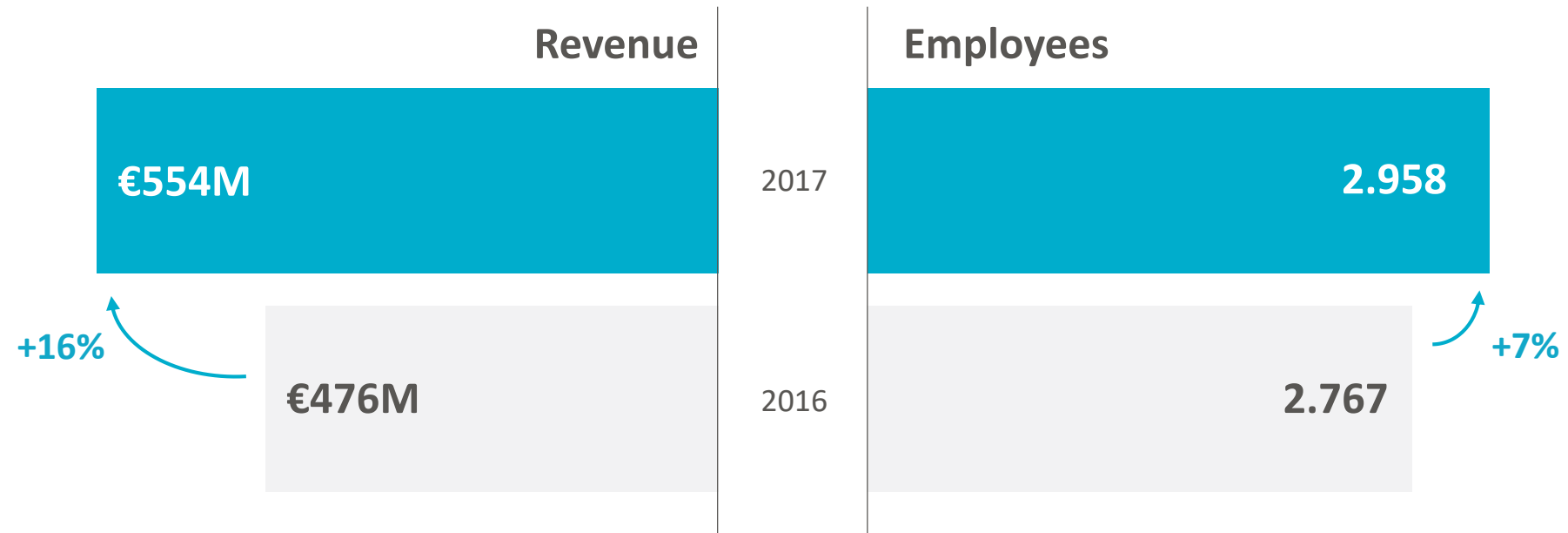
Holding period approx. 3 to 7 years
(mutual goal: medium-term exit)

2017 – investments



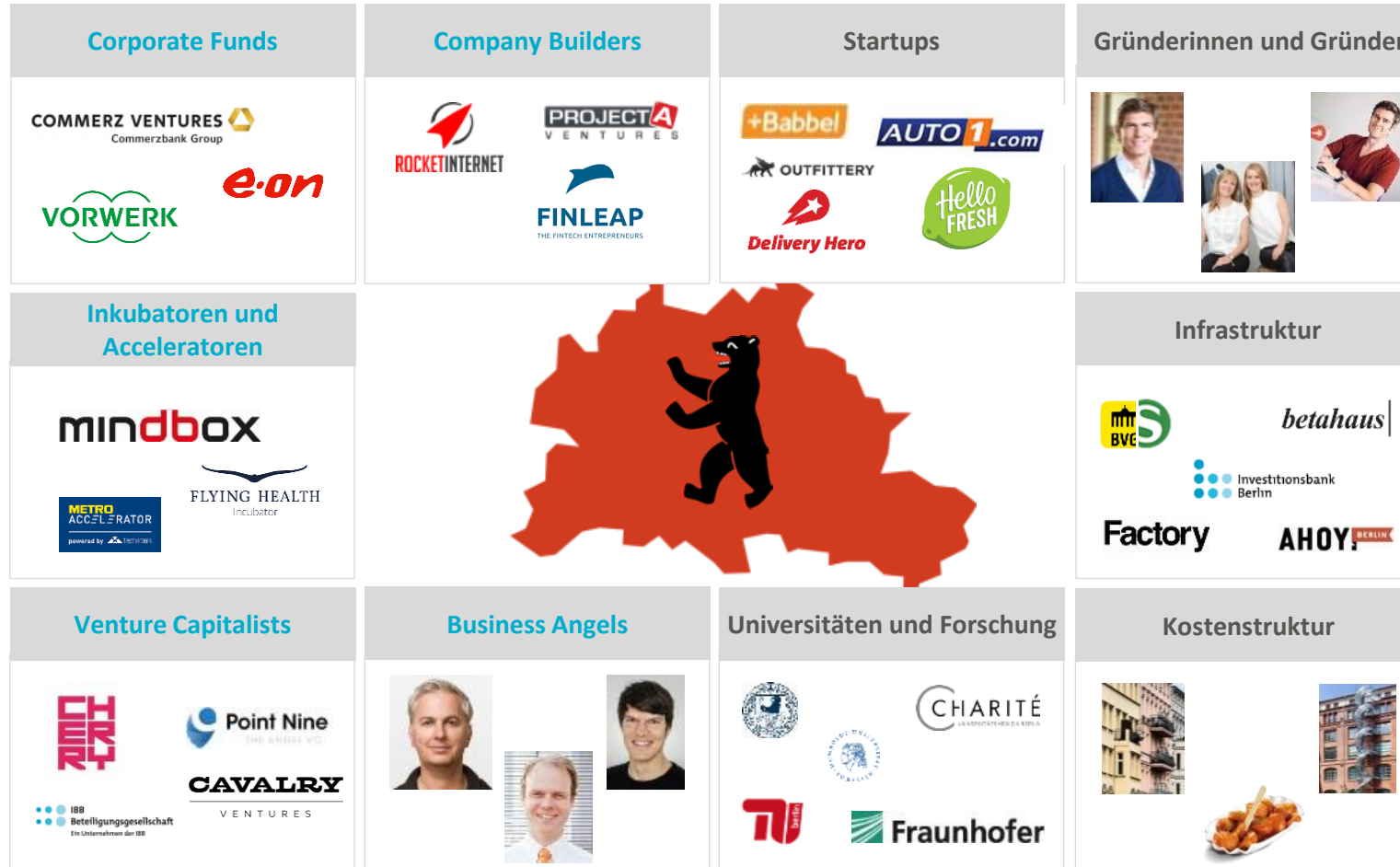
Healthy development of portfolio companies*

Strong growth in revenues and headcount:



*31.12.2017, 65 portfolio companies (2016, 69 portfolio companies)

Berlin startup ecosystem at a glance



Questions?

IBB Beteiligungsgesellschaft mbH
Bundesallee 210
10719 Berlin

Phone: 030 2125-3201
www.ibb-bet.de
venture@ibb-bet.de



European Union
European Regional
Development Fund

VC Fonds Kreativwirtschaft Berlin and VC Fonds Technologie Berlin are a joint initiative of Investitionsbank Berlin and the Federal State of Berlin. The funds are backed by Investitionsbank Berlin and the European Union (European Regional Development Fund).



financial instruments revolving capacity building
 added value **ERDF** funding agreement **ESF** EU guidance
 governance ex-ante assessment
 technical seminars **leverage** financial microfinance
 support co-financing intermediaries case studies
 investments **ESIF** **fi-compass** final recipients
 business plan **Thank you** thematic objectives
 advisory services **guarantees** loans **CF** equity
 banks life cycle combination of support
EAFRD private investors factsheets
 conferences **EMFF** investment strategy
fund of funds manuals
 managing authorities