



CBINSIGHTS

TRENDS IN FINTECH: Q2'17

August 1, 2017



# WEBINAR RECORDING WILL BE DISTRIBUTED IMMEDIATELY AFTER

The presentation will also be sent to you. Feel free to share with colleagues. The resolution of some slides may be suboptimal due to the webinar software. Those slides will look fine in the presentation that we send you.

[http://support.citrixonline.com/en\\_US/Webinar](http://support.citrixonline.com/en_US/Webinar)



# JOIN THE CONVERSATION ON TWITTER

Share your favorite insights & data points on Twitter



@cbinsights

@mlcwong

#futurefintech



MyCBI

Search

Trends

Analytics & Research

Productivity

CBI Labs

You

Help

Search companies and investors

22

Create Feed

Agriculture Tech

Farmeron

M&A

Farmeron is a provider of SaaS solutions for farmers, giving users statistics and actionable production reports to guide farm decision makin...

↳ Virtus Nutrition

6 days ago

1 mention

Remind me

OnFarm Systems

\$0.13M

OnFarm Systems combines a comprehensive array of leading farm hardware technologies into a single grower-friendly management and decision pl...

↳ 500 Accelerator

14 days ago

1 mention

Remind me

Cogent3D

\$0.2M

Cogent3D is the maker of multiple iOS applications like iCropTrak, iGeoTrak, PrecisionEarth and GISBri... The co...

↳ Undisclosed Investors

21 days ago

1 mention

Remind me

S4

\$1.20M

S4, previously known as Solapa4, has developed a decision making platform for the agricultural producer. The company integrat...

↳ Cultivation C

22 days ago

1 mention

Remind me

S4

\$0.05M

S4, previously known as Solapa4, has developed a decision making geo-referenced platform for the agricultural producer. The company integrat...

↳ Arch Grants

22 days ago

1 mention

Remind me

Internet of Things

Senseware

\$2.09M

Senseware creates a sensory system for surroundings. A modular plug-and-play wireless sensor-based system that helps users expose the myriad...

↳ Undisclosed Investors

4 days ago

1 mention

Remind me

Bitfinder

\$6.23M

Bitfinder's portable device and software platform detect airborne and environmental irritants. Awair is a smart device that monitors the air...

↳ Altos Ventures

6 days ago

1 mention

Remind me

Prosthetic

\$0.2M

Pristine has developed a telehealth solution that leverages Google Glass to improve time-to-care, leading to low...

↳ Undisclosed Investors

8 days ago

1 mention

Remind me

MedMinder Systems

\$0.50M

MedMinder Systems provides services that...

↳ Undisclosed Investors

11 days ago

1 mention

Remind me

MATTERNET

\$9.48M

Matternet is a 21st century transportation system that will transform the good are moved locally. Matternet is creating an automated deliver...

↳ Undisclosed Investors

11 days ago

1 mention

Remind me

Healthcare Exits

Maternal Fetal Medicine of Southwest Florida

M&A

Maternal Fetal Medicine is a sub-specialty of obstetrics that focuses on diagnosing, treating and caring for women and unborn babies who are...

↳ MEDNAX

Today

1 mention

Remind me

Medpace

\$161.00M IPO

Medpace is a global full-service clinical research organization providing Phase I-IV core development services for drug, biologic, and devic...

↳ Public

5 days ago

2 mentions

Remind me

Protagonist Therapeutics

\$90.00M IPO

Protagonist Therapeutics is a biotechnology company pursuing the discovery and development of target oral peptides as well differentiated al...

↳ Public

5 days ago

7 mentions

Remind me

Forsight Labs

M&A

Forsight Labs was founded in January of 2011 as the first company to emerge from the... (www.forsightlabs...)

↳ Allergan

5 days ago

1 mention

Remind me

Signature Healthcare Solutions

M&A

Signature Healthcare Solutions specializes in acute care hospital medicine and partners with hospitals in the Chicago market.

↳ TeamHealth Holdings

5 days ago

1 mention

Remind me

Medical Devices

Pursuit Vascular

\$2.08M

Pursuit Vascular is developing a family of single-use products intended to protect patients from life-threatening infections and provide sub...

↳ Undisclosed Investors

4 days ago

1 mention

Remind me

Clear Guide Medical

\$0.03M

Clear Guide Medical develops technologies to provide image fusion and Computer-Assisted Instrument Guidance for minimally invasive medical p...

↳ Undisclosed Investors

4 days ago

1 mention

Remind me

Atomo Diagnostics

\$3.47M

Atomo Diagnostics is commercializing a range of easy to use rapid diagnostic devices and services that deliver clinical and economic value t...

↳ Global Health Investment Fund

4 days ago

4 mentions

Remind me

Greater Alabama Lithotripsy

\$0.32M

Greater Alabama Lithotripsy is a provider of minimally invasive urological services and products.

↳ Undisclosed Investors

4 days ago

1 mention

Remind me

JenaValve Technology

\$10.00M

JenaValve Technology develops, manufactures and markets transcatheter aortic valve implantation systems (TAVI) to treat patients suffering f...

↳ Edmond de Rothschild Investment Partners & 3 others

4 days ago

1 mention

Remind me

Payments

Red Dot Payment

Red Dot Payment is a Singapore payment processing compa...

↳ GMO VenturePartners & 3 others

4 days ago

1 mention

Remind me

FC Exchange

FC Exchange is an international and payment company. FCE's businesses and individuals, and f...

↳ Global Reach Partners

4 days ago

2 mentions

Remind me

Transfert Credit

Transfert Credit provides inter top-up services.

↳ Ding

6 days ago

1 mention

Remind me

Wangyudashi

Wangyudashi, which operates wangyuhudong.com, is a specia for internet cafe payments and...

↳ Shenzhen Capital Group Co

6 days ago

3 mentions

Remind me

Prepaid Technologies Company

Prepaid Technologies combine relationships and payments sys with innovative technology to n...

↳ Ballast Point Ventures

6 days ago

1 mention

Remind me

The technology market intelligence platform.

CB Insights software lets you predict, discuss, and communicate emerging technology trends using data in ways that are beyond human cognition.

Click for Live Help

CBINSIGHTS

www.cbinsights.com 4



# A FEW OF OUR HAPPY CUSTOMERS

The most publicly reference-able customers of anyone in the industry

"Think of the fundamental value chain of venture capital ... If we play the clock forward, the finding and assessing of investments will be almost entirely done by technology, not human beings. And the company that is today positioned to be the market leader in that evolution is CB Insights."

**Pat Grady**

Sequoia Capital, Partner





# ABOUT THE PRESENTER

## Matthew Wong

Senior Research Analyst, CB Insights

Published analysis and research has been featured in The New York Times, The Wall Street Journal, The Financial Times, Bloomberg and CNBC.

Launched CB Insights insurance tech newsletter, which covers startup and tech trends in the global insurance industry and reaches 19,000+ (re)insurance execs, investors and startup founders:

[cbinsights.com/research-insurance-tech-newsletter](https://cbinsights.com/research-insurance-tech-newsletter)

Graduate of Northwestern University, *magna cum laude*.



@mlcwong



[mwong@cbinsights.com](mailto:mwong@cbinsights.com)



# IN THE NEXT 20 MINUTES, WE'LL DISCUSS:

9 Fintech investment trends

26 Europe fintech investment summary

39 US fintech investment summary

50 Asia fintech investment summary



In Q2 2017, global VC-backed fintech startups raised

**\$5.2 BILLION**

across

**251 DEALS**



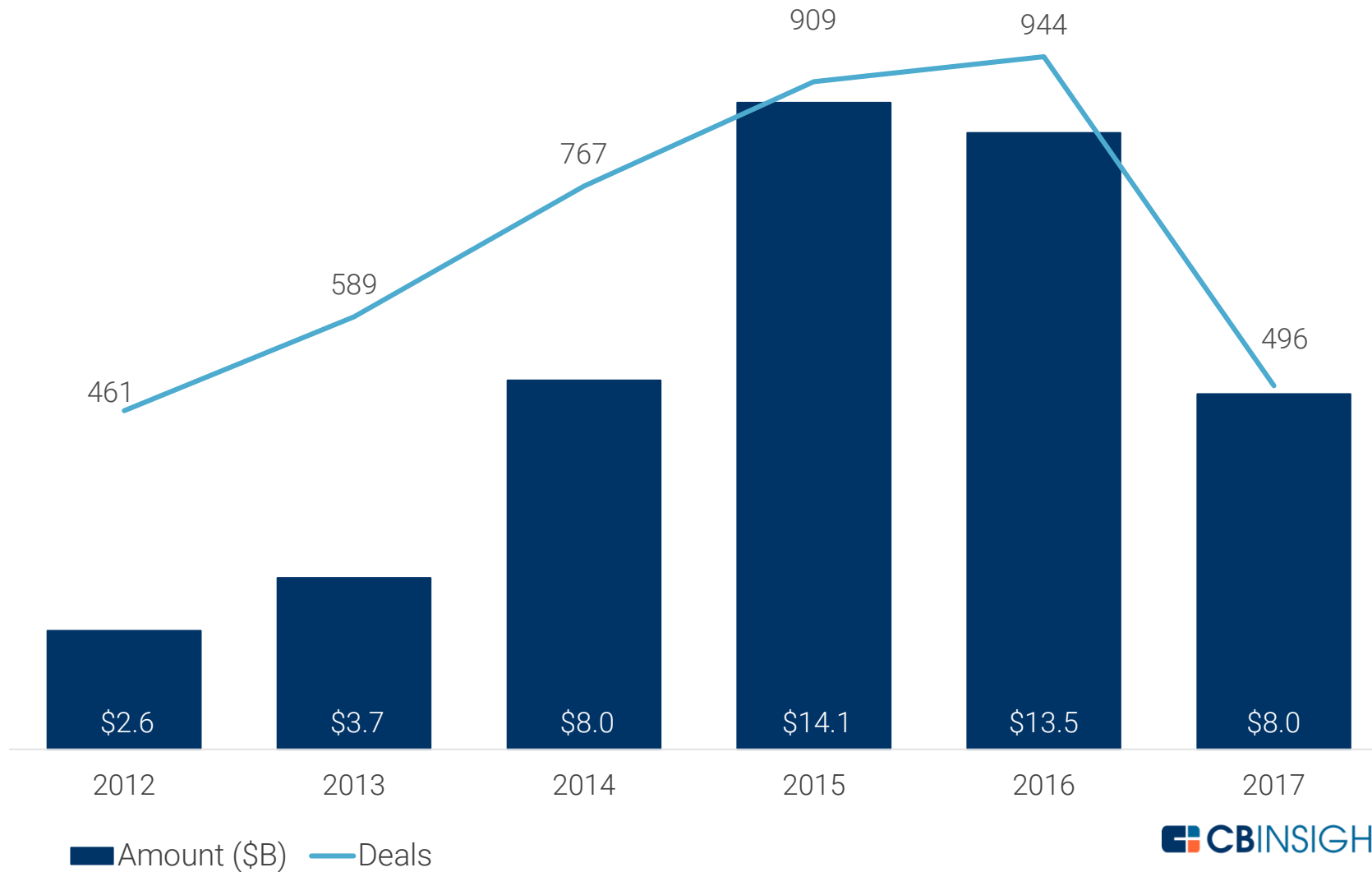






# ANNUAL GLOBAL FINANCING TREND TO VC-BACKED FINTECH COMPANIES

2012 – 2017 YTD (Q2'17)



CBINSIGHTS

## VC-BACKED FINTECH FUNDING ON PACE TO HIT NEW RECORD IN 2017 YTD

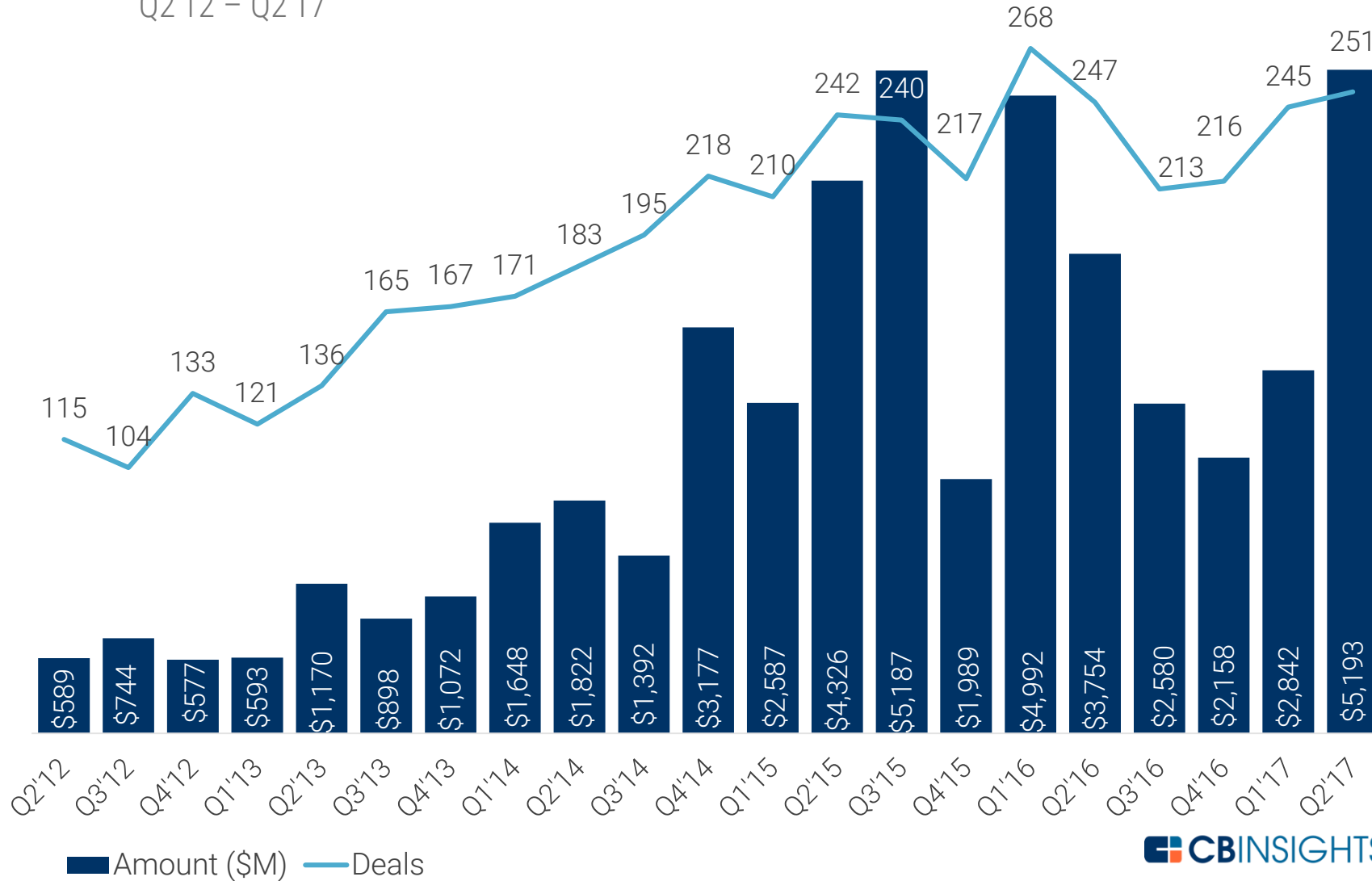
Deals and funding to VC-backed fintech companies both recovered in Q2'17 after a slower Q1'17. At the current run rate, VC-backed fintech investment deals and funding are projected to hit record highs.





# QUARTERLY GLOBAL FINANCING TRENDS TO VC-BACKED FINTECH COMPANIES

Q2'12 – Q2'17



CBINSIGHTS

## GLOBAL VC-BACKED FINTECH DOLLARS MULTI-YEAR HIGH IN Q2'17

Funding to global VC-backed fintech companies set a quarterly record with \$5.2B in Q2'17. Funding rose 83% on a quarterly basis on the back of several mega-deals.

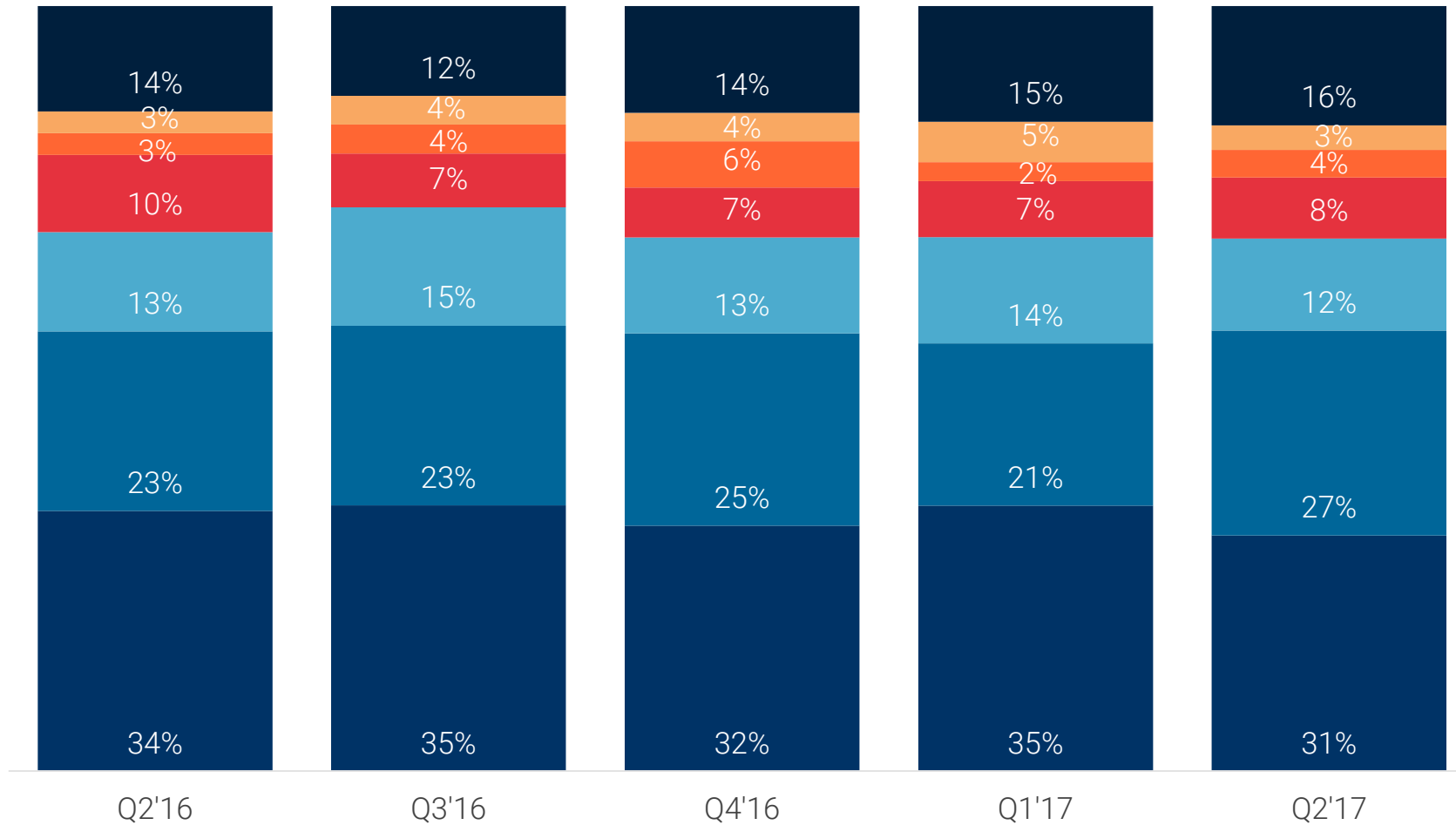
Global fintech deal activity rose just 2% in Q2'17 on a quarterly basis.





## QUARTERLY GLOBAL FINTECH DEAL SHARE BY STAGE

Q2'16 – Q2'17



■ Seed / Angel ■ Series A ■ Series B ■ Series C ■ Series D ■ Series E+ ■ Other



### FINTECH SERIES A DEAL SHARE HITS FIVE- QUARTER HIGH

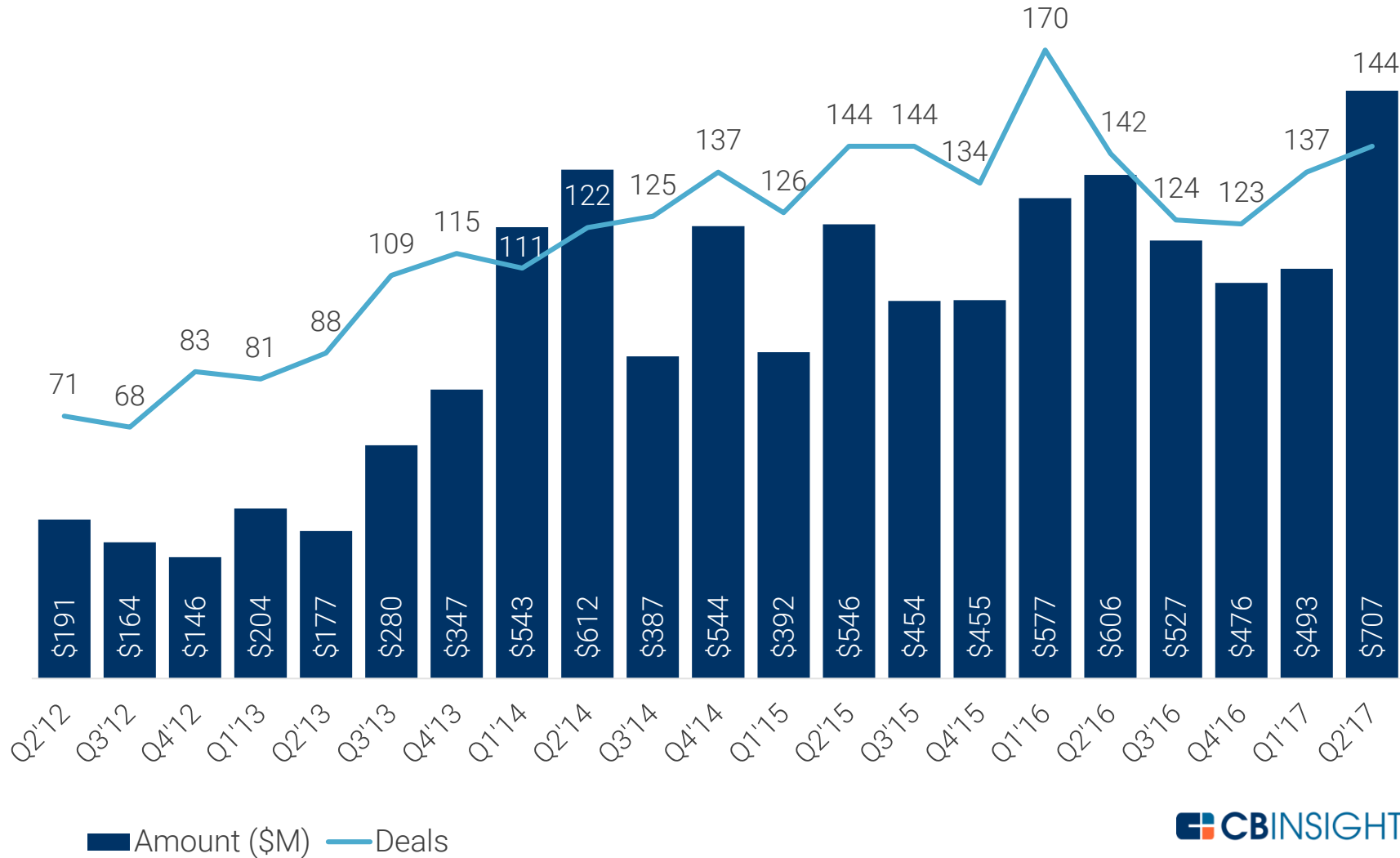
Seed stage fintech deal share slipped to a 5-quarter low in Q2'17, while global Series A fintech deal share grew from 21% in Q1'17 to 27% in Q2'17.





# ANNUAL GLOBAL EARLY-STAGE FINANCING TRENDS TO VC-BACKED FINTECH COMPANIES

Seed – Series A, Q2'12 – Q2'17



## EARLY-STAGE FINTECH DEALS AND DOLLARS GROW IN Q2'17

Early-stage fintech funding jumped 43% on a quarterly basis in Q2'17 on the back of several large Series A deals including R3, Upgrade, and Next Insurance. Early-stage fintech deals hit a 5-quarter high at 144 deals.





## GLOBAL EARLY-STAGE FINTECH DEAL SIZE

Q2'16 – Q2'17



— Median Early-Stage Deal Size (\$M)



## MEDIAN EARLY-STAGE FINTECH DEAL SIZE TICKS UP IN Q2'17

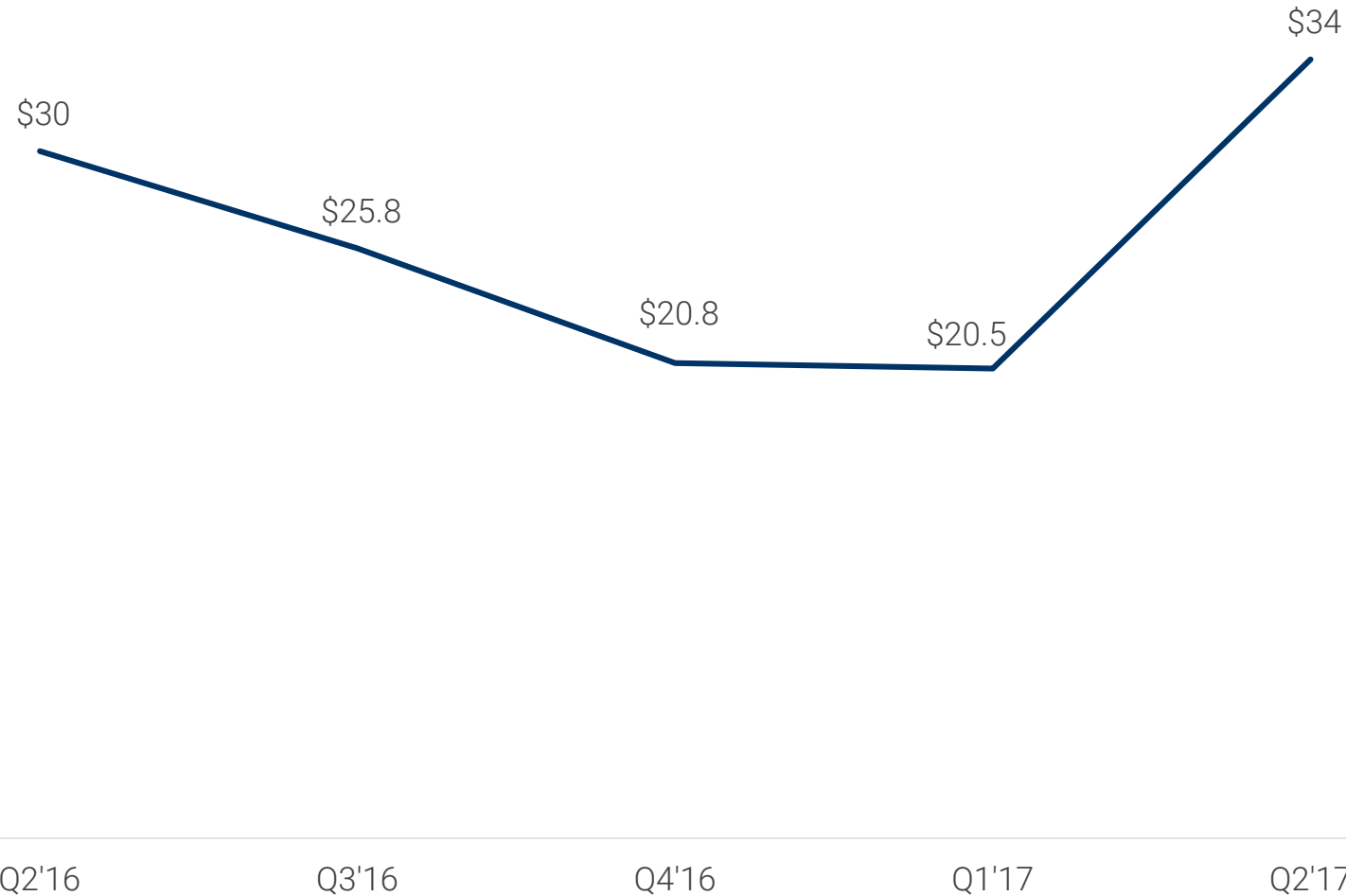
Median early-stage (Seed – Series A) deal size among VC-backed fintech companies in Q2'17 rose slightly after falling to \$2.5M in Q1'17.





## GLOBAL LATE-STAGE FINTECH DEAL SIZE

Q2'16 – Q2'17



— Median Late-Stage Deal Size (\$M)



### GLOBAL MEDIAN LATE-STAGE DEAL SIZE SEES FIVE-QUARTER HIGH IN Q2'17

The median late-stage fintech deal size in Q2'17 hit a 5-quarter high of \$34M as the number of fintech mega-rounds grew significantly.

Median late-stage fintech deal size grew 66% on a quarterly basis in Q2'17, recovering from a 4-quarter low of \$20.5M in Q1'17.





# MOST ACTIVE VC INVESTORS IN GLOBAL FINTECH COMPANIES

Q2'16 – Q2'17

Rank	Investor	Rank	Investor
1	500 Startups	8	Khosla Ventures
2	New Enterprise Associates	8	Bain Capital Ventures
3	Ribbit Capital	13	Omidyar Network
3	Index Ventures	13	Nyca Partners
5	Union Square Ventures	13	GV
5	SBI Investment	13	General Catalyst
5	Andreessen Horowitz	13	Accel
8	SpeedInvest	13	Bessemer Ventures Partners
8	Thrive Capital	19	Techstars Ventures
8	QED Investors		

## 500 STARTUPS AND NEA ARE MOST ACTIVE GLOBAL FINTECH INVESTORS

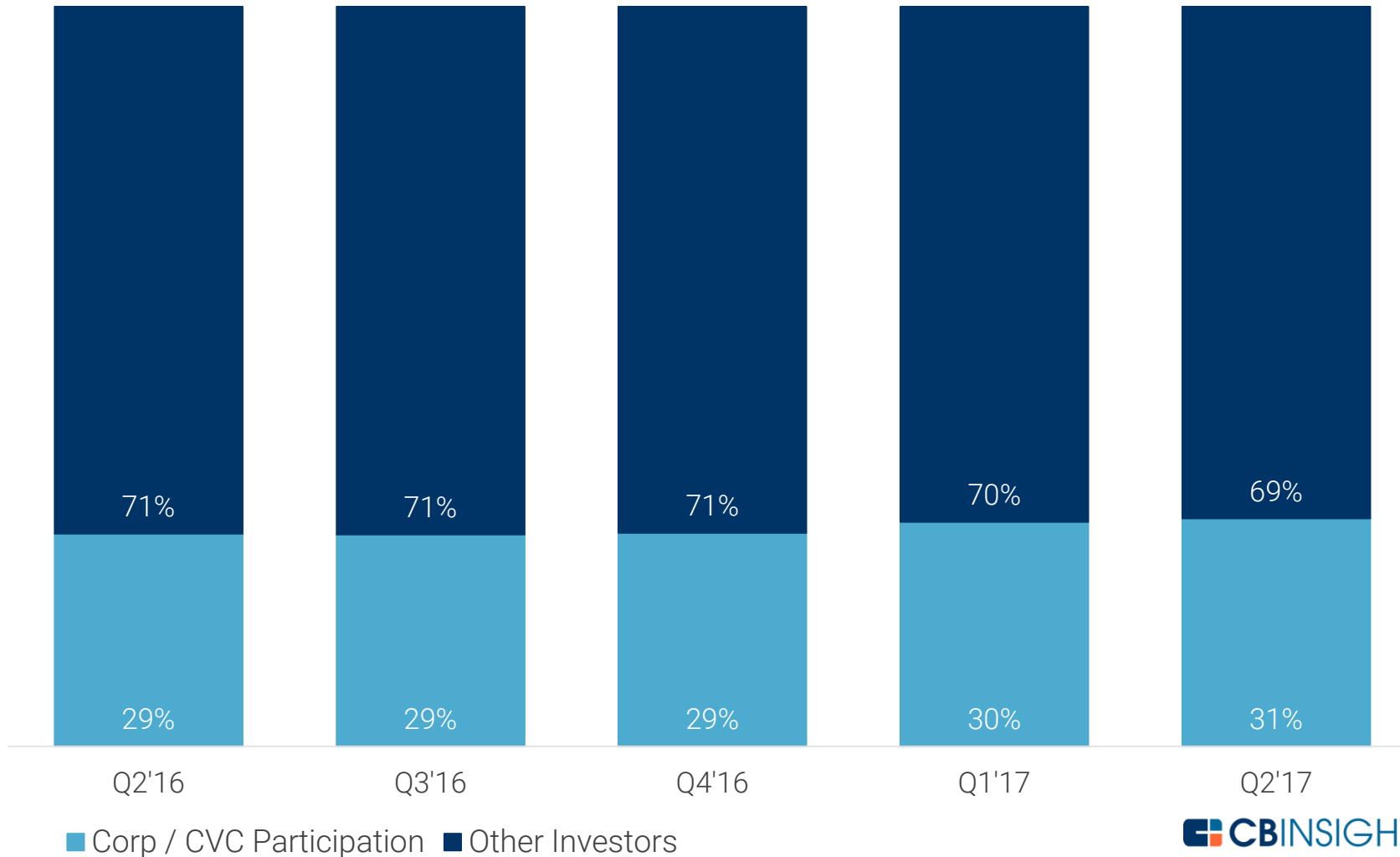
500 Startups, NEA, Ribbit Capital, and Index Ventures were the most active VCs in global fintech over the last five quarters.





## CVC PARTICIPATION IN GLOBAL DEALS TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

### CORPORATE PARTICIPATION IN FINTECH DEALS HITS 5-QUARTER HIGH IN Q2'17

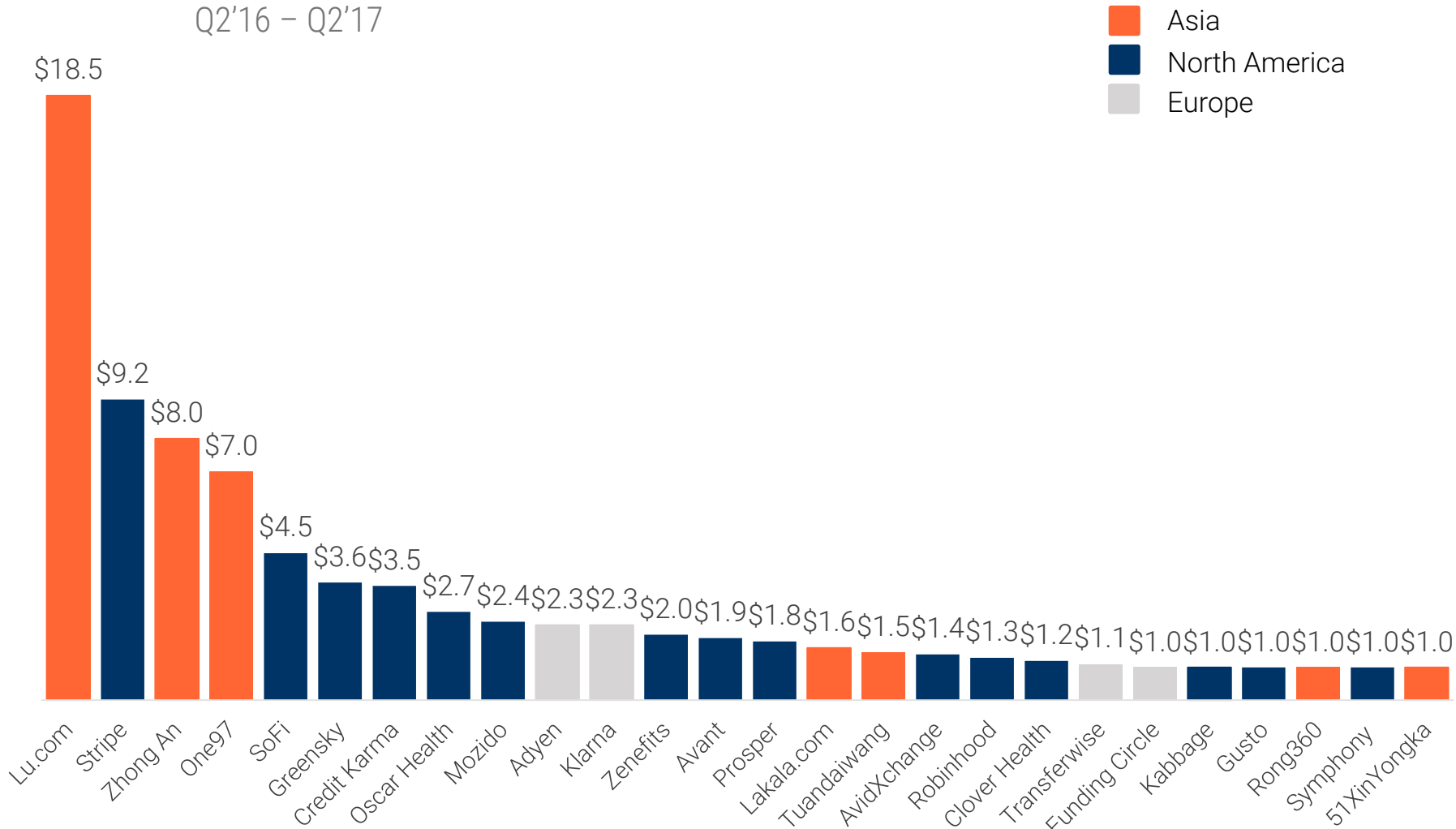
Corporate investors and their venture arms continue to pick up their participation in VC-backed fintech deals. Q2'17 saw corporates participate in 31% of deals globally vs. 29% in the same quarter last year.





# GLOBAL VENTURE-BACKED FINTECH UNICORNS BY VALUATION

Q2'16 – Q2'17



**26 FINTECH UNICORNS  
GLOBALLY VALUED AT  
\$83.8B IN AGGREGATE**

Q2'17 saw 5 new fintech companies enter the unicorn club: Clover Health, Robinhood, AvidXchange, Symphony, and Tuandaiwang.

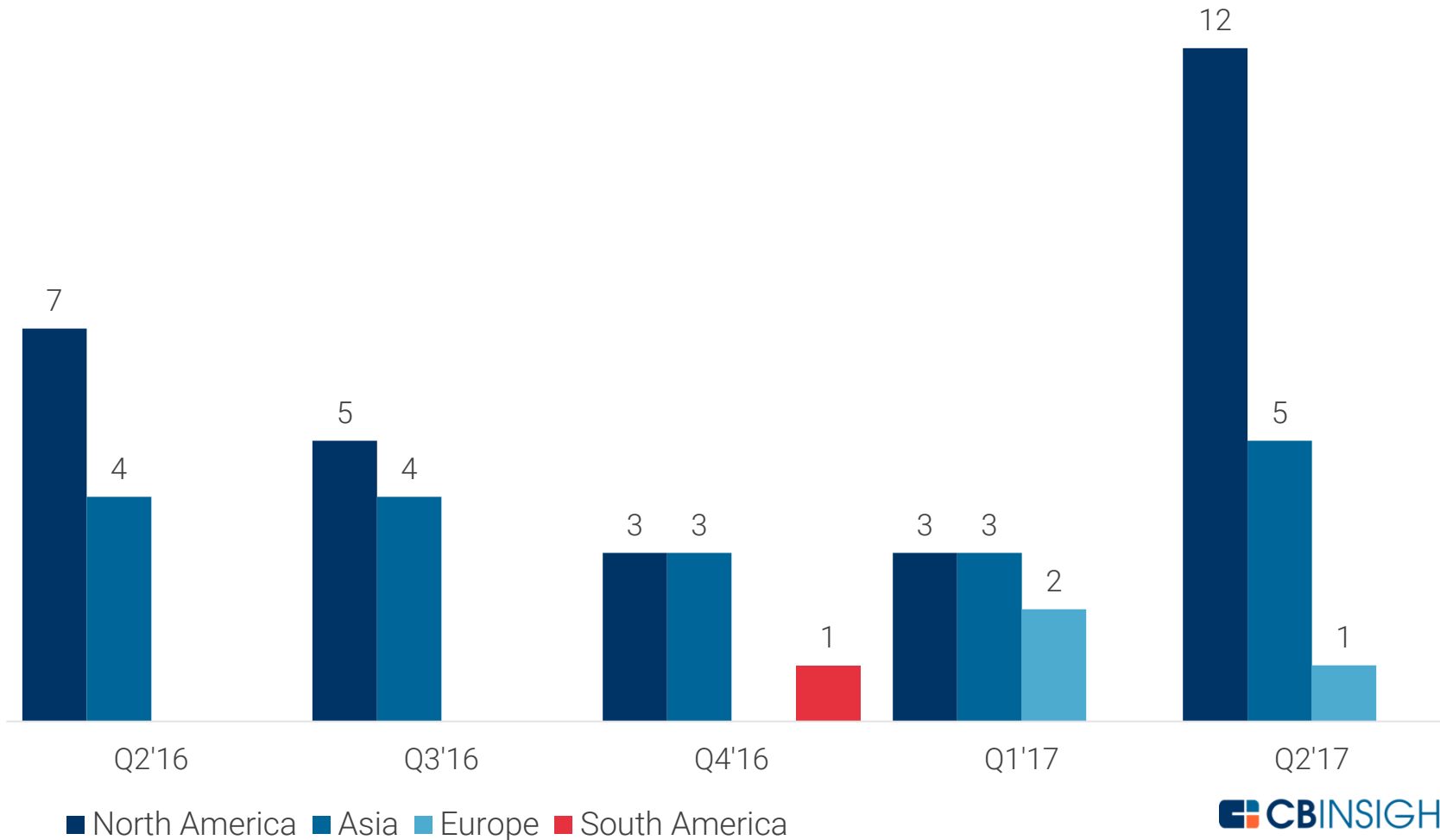
North America leads with 15 fintech unicorns, followed by Asia with 7, and Europe with 4.





## \$50M+ FINANCINGS TO VC-BACKED FINTECH COMPANIES

North America, Asia, Europe, South America, Q2'16 – Q2'17



CBINSIGHTS

### NORTH AMERICA SEES FINTECH MEGA-ROUNDS SPIKE IN Q2'17

North America saw 12 \$50M+ deals worth a combined \$1.3B in funding to VC-backed fintech companies in Q2'17.

North America's spike is a new high for the period and minted four new unicorns.

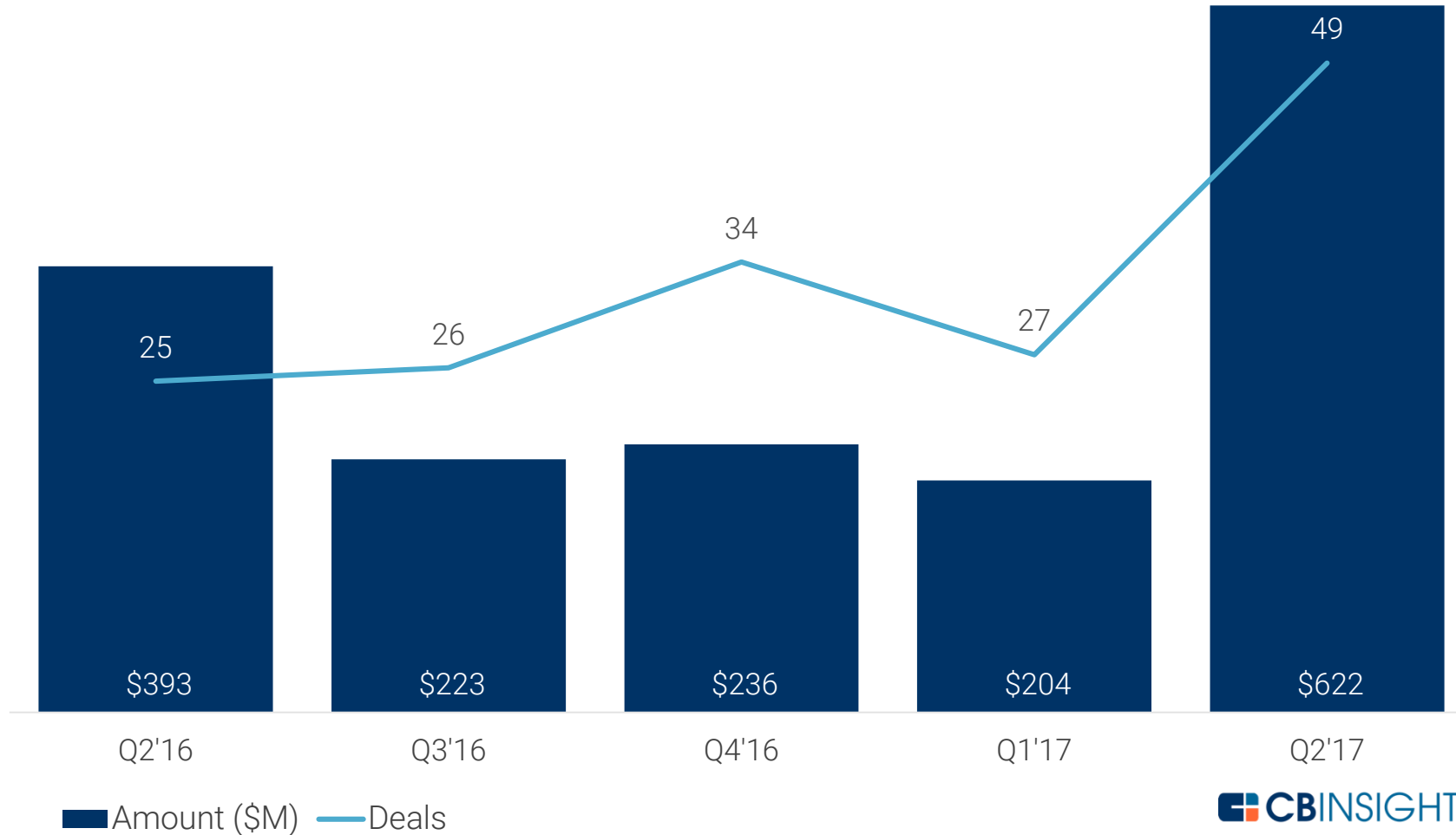
Asia saw five VC-backed fintech companies notch \$100M+ deals in Q2'17.





## QUARTERLY FINANCING TREND TO VC-BACKED INSURANCE TECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

### FUNDING TO VC-BACKED INSURANCE TECH STARTUPS TOPS \$600M IN Q2'17

Deals to VC-backed insurance tech companies rose 81% in Q2'17 on a quarterly basis.

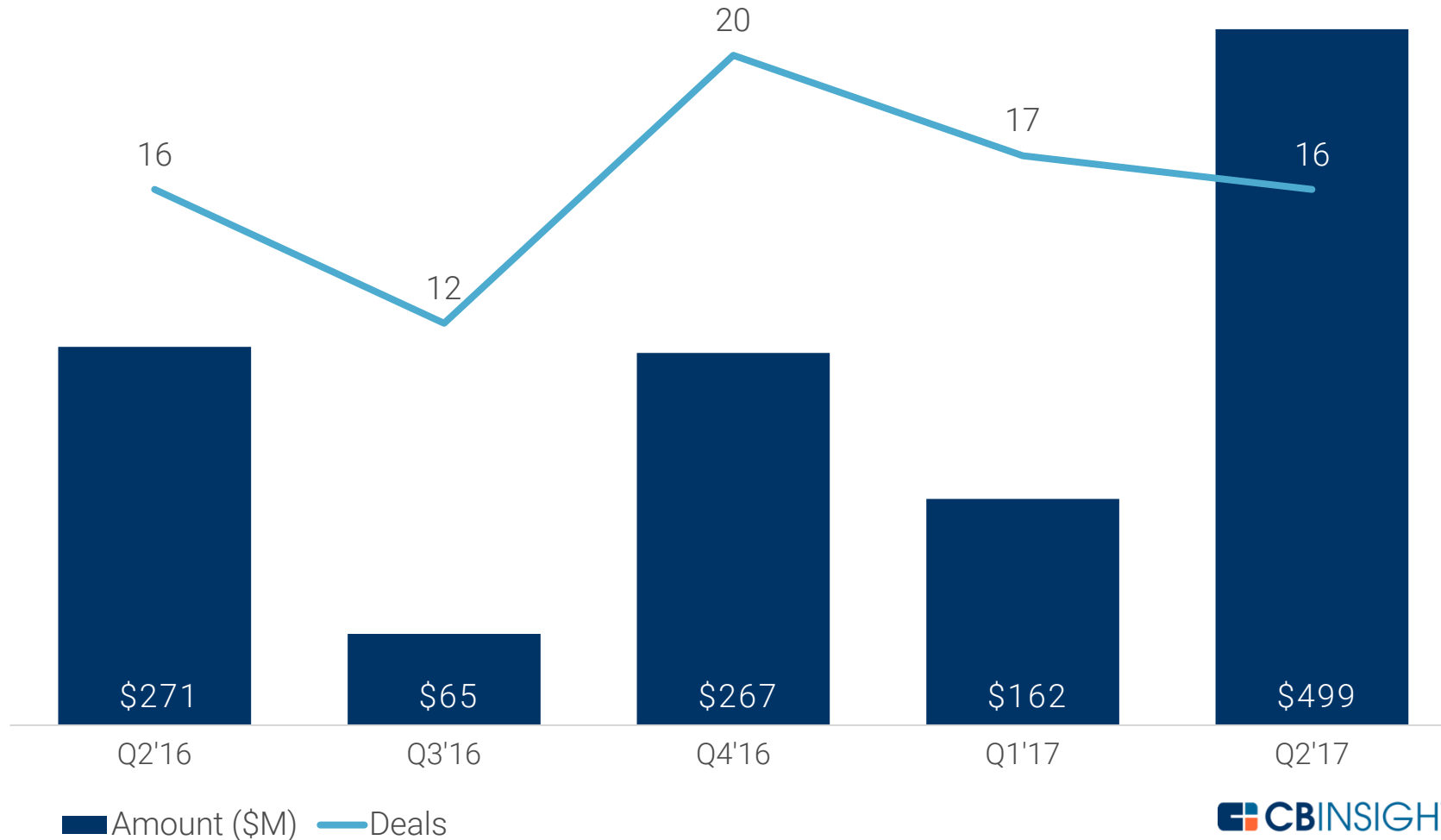
Funding increased 205% on a quarterly basis on the back of large rounds to Bright Health, Clover Health, and Trov.





## QUARTERLY FINANCING TREND TO VC-BACKED WEALTH TECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

## FUNDING TO VC-BACKED WEALTH TECH SEES 5-QUARTER HIGH

Funding to VC-backed wealth tech companies surged 208% in Q2'17, driven by 3 \$100M+ investments to Addepar, Robinhood, and Futu Securities.

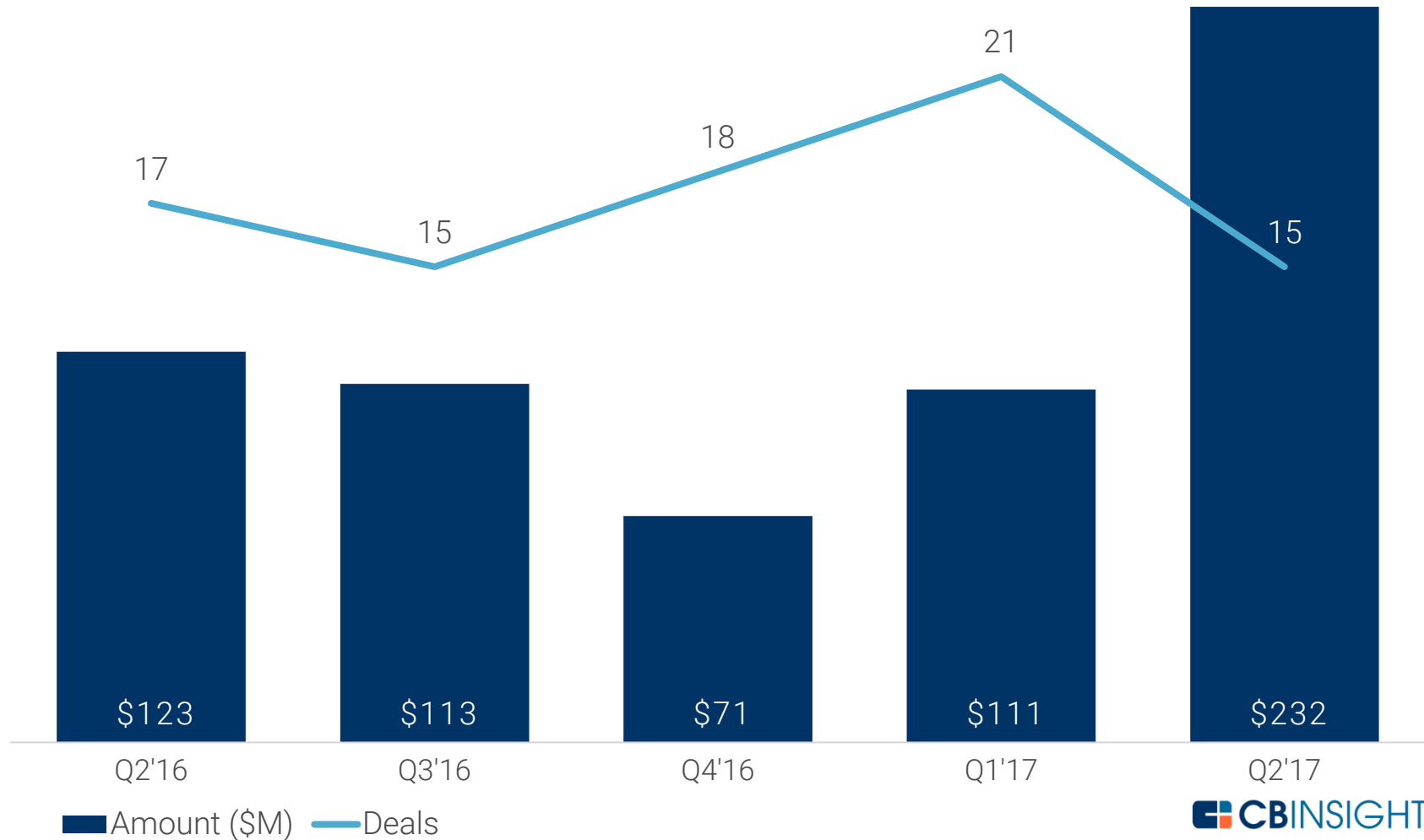
Deals to VC-backed wealth tech companies slipped for the second consecutive quarter and were flat the same quarter a year prior.





## QUARTERLY FINANCING TREND TO VC-BACKED BLOCKCHAIN/BITCOIN COMPANIES

Q2'16 – Q2'17



CBINSIGHTS


























































































### R3 INVESTMENT DRIVES FUNDING TO BLOCKCHAIN COMPANIES IN Q2'17

Funding to VC-backed blockchain and bitcoin startups climbed for the second consecutive quarter growing 100% on a quarterly basis. 46% of Q2'17 funding was driven by a \$107M Series A mega-round to R3.



## TOP TEN LARGEST US BANKS, RANKED BY UNIQUE FINTECH INVESTMENTS

2012 - 2017 YTD (6/8/2017)

Financial Institution	Rank	Blockchain	Data Analytics	Insurance	Personal Finance	Wealth Management	Fin. Services Software	Lending	Payments & Settlement	Real Estate	Regulatory Technology
	1	 	 	  							
		 		  							
		 		 							
		 									
		 									
	2	 	  	    							
		 		    							
											
											
											
											
	3	 			  						
											
	4	 		  							
											
	5	 		  							
		 									
	6	 		 							
											
	7			 							
	8										
	8										
	8										


























































Note: Graphic includes both dead and acquired companies.

## WHERE US BANKS HAVE INVESTED IN FINTECH

Since 2012, the top ten US banks by assets under management have participated in 72 rounds totaling \$3.6B to 56 fintech companies.



**TOP THIRTEEN LARGEST EURO BANKS, RANKED BY UNIQUE FINTECH INVESTMENTS**  
2012 - 2017 YTD

Bank	Rank	Blockchain	Data Analytics	Personal Finance	Wealth Management	Financial Services Software	Lending	Payments & Settlement	Regulatory Technology
	1								
	2								
	3								
	3								
	3								
	3								
	3								
	3								
	9								
	10								
	11								
	11								
	11								

## WHERE EUROPEAN BANKS HAVE INVESTED IN FINTECH

Approximately 70% of investments from the European banks above went to fintech companies based in the US.







In Q2 2017, US VC-backed fintech startups raised

**\$1.9 BILLION**

across

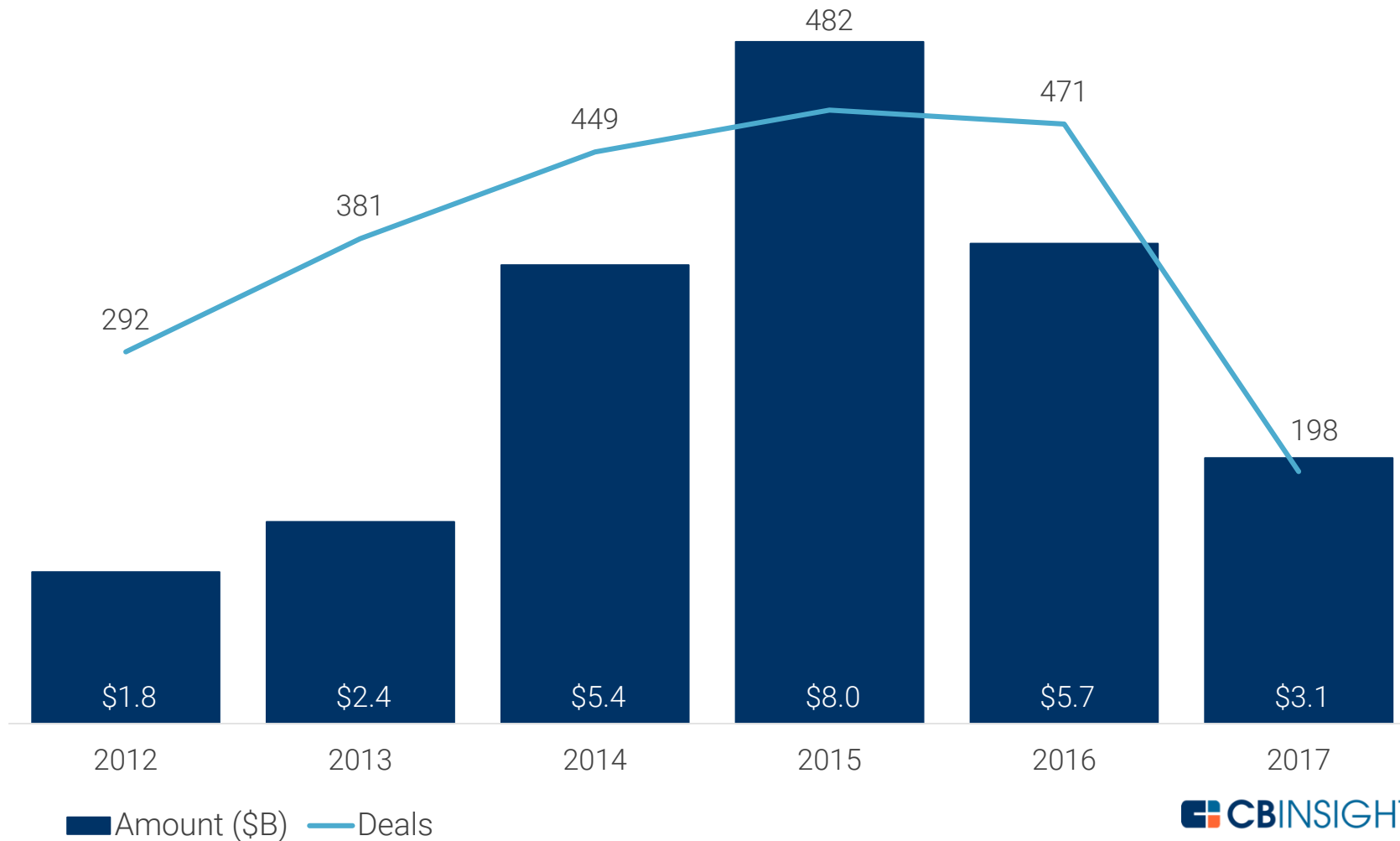
**96 DEALS**





# US ANNUAL GLOBAL FINANCING TREND TO VC-BACKED FINTECH COMPANIES

2012 – 2017 YTD (Q2'17)



CBINSIGHTS

## US FINTECH IS ON PACE TO SEE DEALS DROP IN 2017

If the pace of investment in H1'17 continues, deals to VC-backed fintech companies would drop 15% from 2016's fintech deal total.

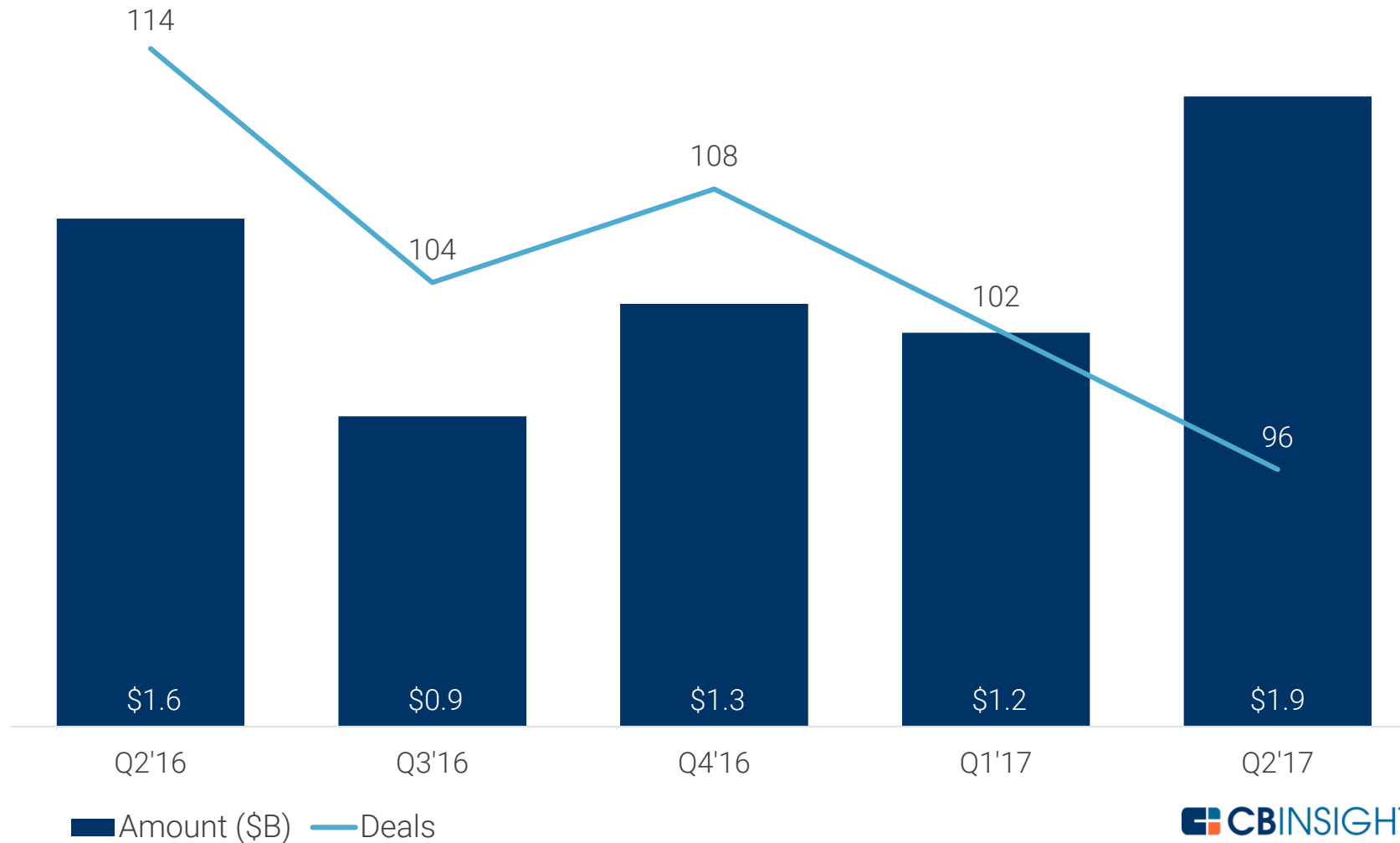
US fintech funding activity is on pace to grow 11% on a year-over-year basis in 2017 at the current run rate.





## US QUARTERLY FINANCING TRENDS TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

## US FINTECH DEALS HIT 5-QUARTER LOW IN Q2'17

In Q2'17, deals to VC-backed fintech companies in the US dropped to 96, a five-quarter low.

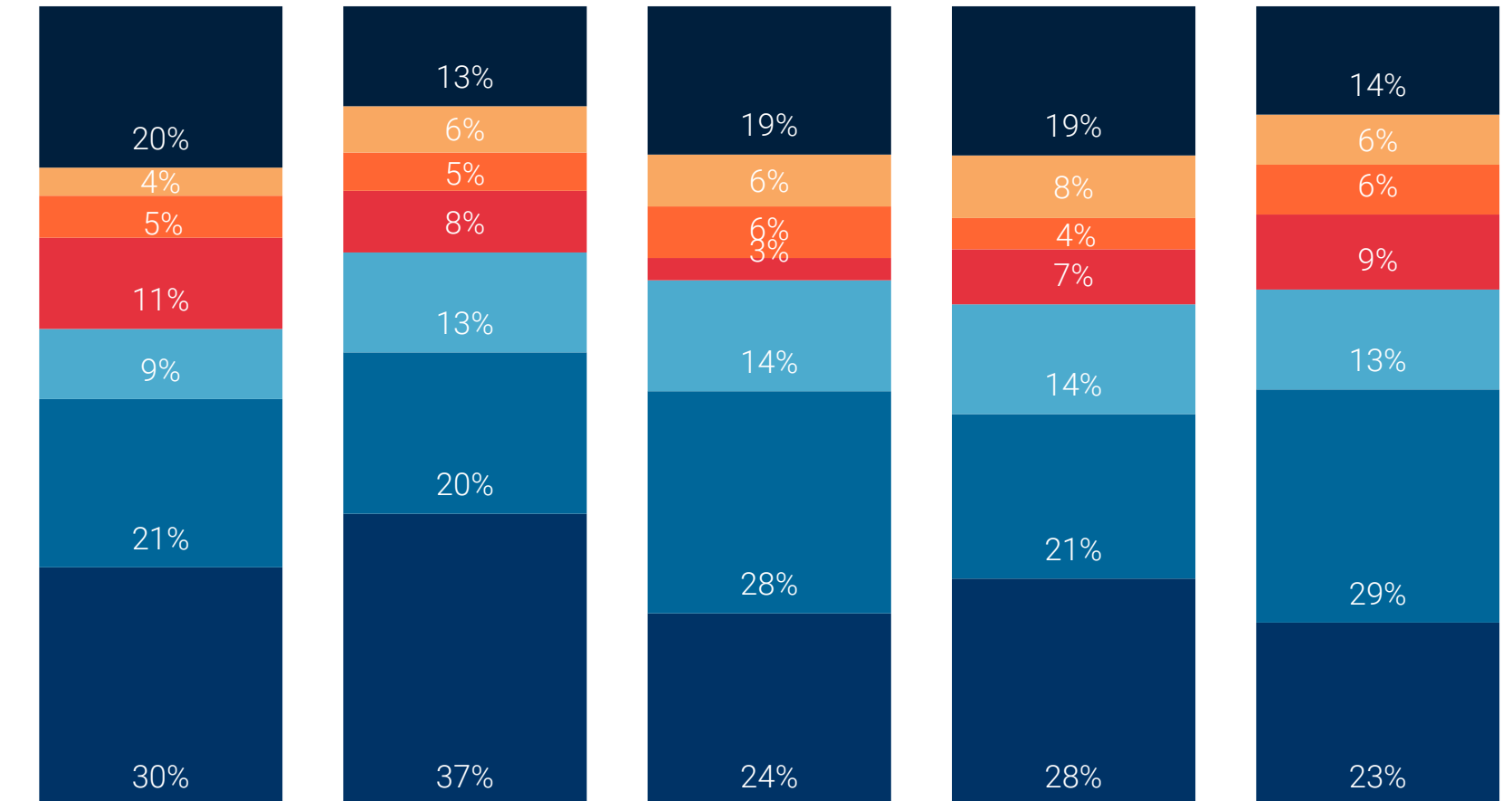
Despite a second consecutive dip, funding spiked to \$1.9B, a five-quarter peak, driven by a series of mega-round investments to new unicorns Clover Health, Robinhood, AvidXchange, and Symphony.





# US QUARTERLY GLOBAL FINTECH DEAL SHARE BY STAGE

Q2'16 – Q2'17



■ Seed / Angel ■ Series A ■ Series B ■ Series C ■ Series D ■ Series E+ ■ Other



## US FINTECH SERIES A DEAL SHARE HITS 5-QUARTER HIGH

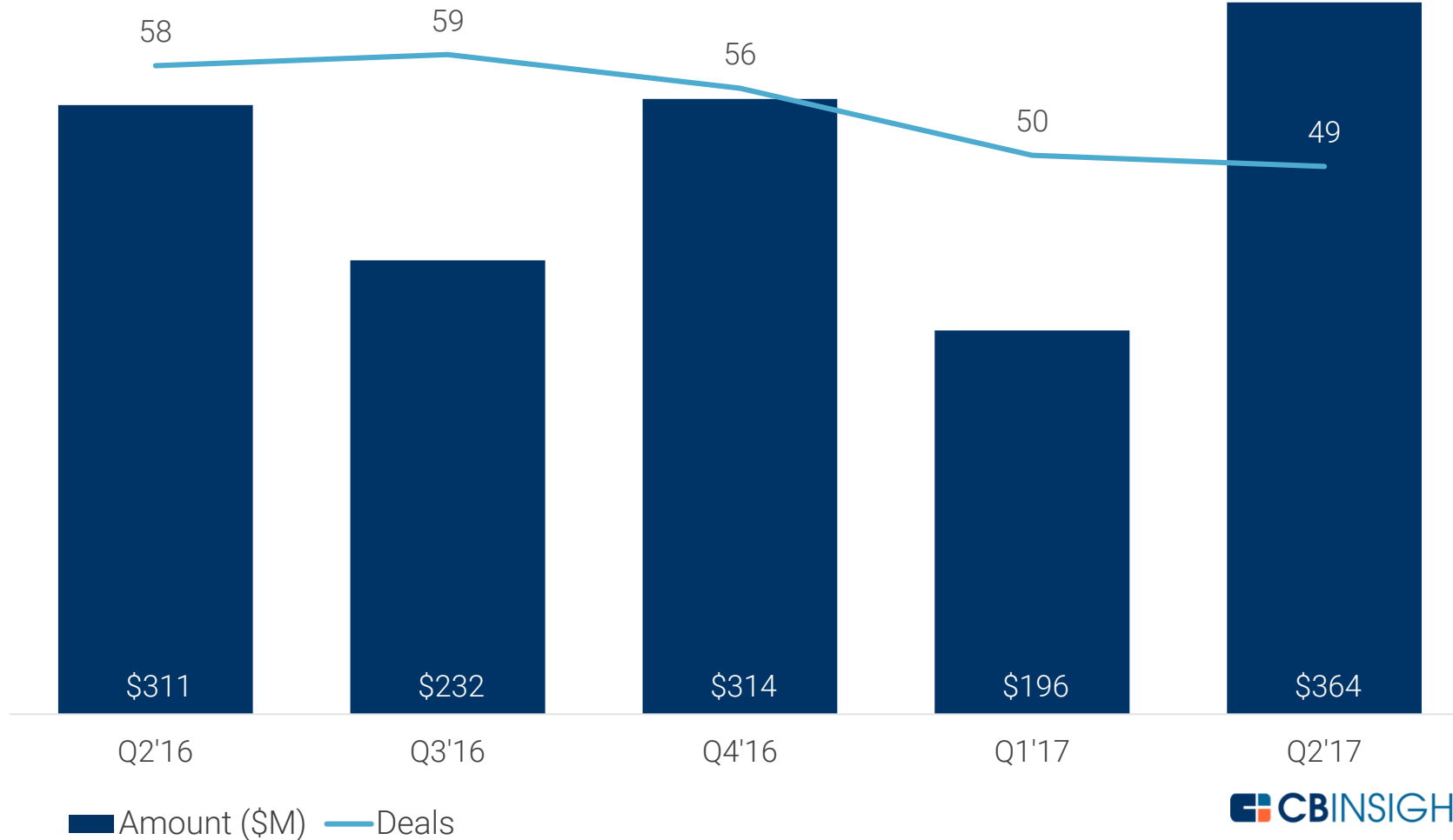
In Q2'17, Seed / Angel fintech deal share in the US fell to a 5-quarter low, while Series A deal share rebounded to hit 29% from 21% in Q1'17.





## US GLOBAL EARLY-STAGE FINANCING TREND TO VC-BACKED FINTECH COMPANIES

Seed – Series A, Q2'12 – Q2'17



CBINSIGHTS

### EARLY-STAGE US FINTECH FUNDING REBOUNDS IN Q2'17

Seed and Series A deals to VC-backed fintech companies in the US dropped for the third consecutive quarter to a 5-quarter low in Q2'17.

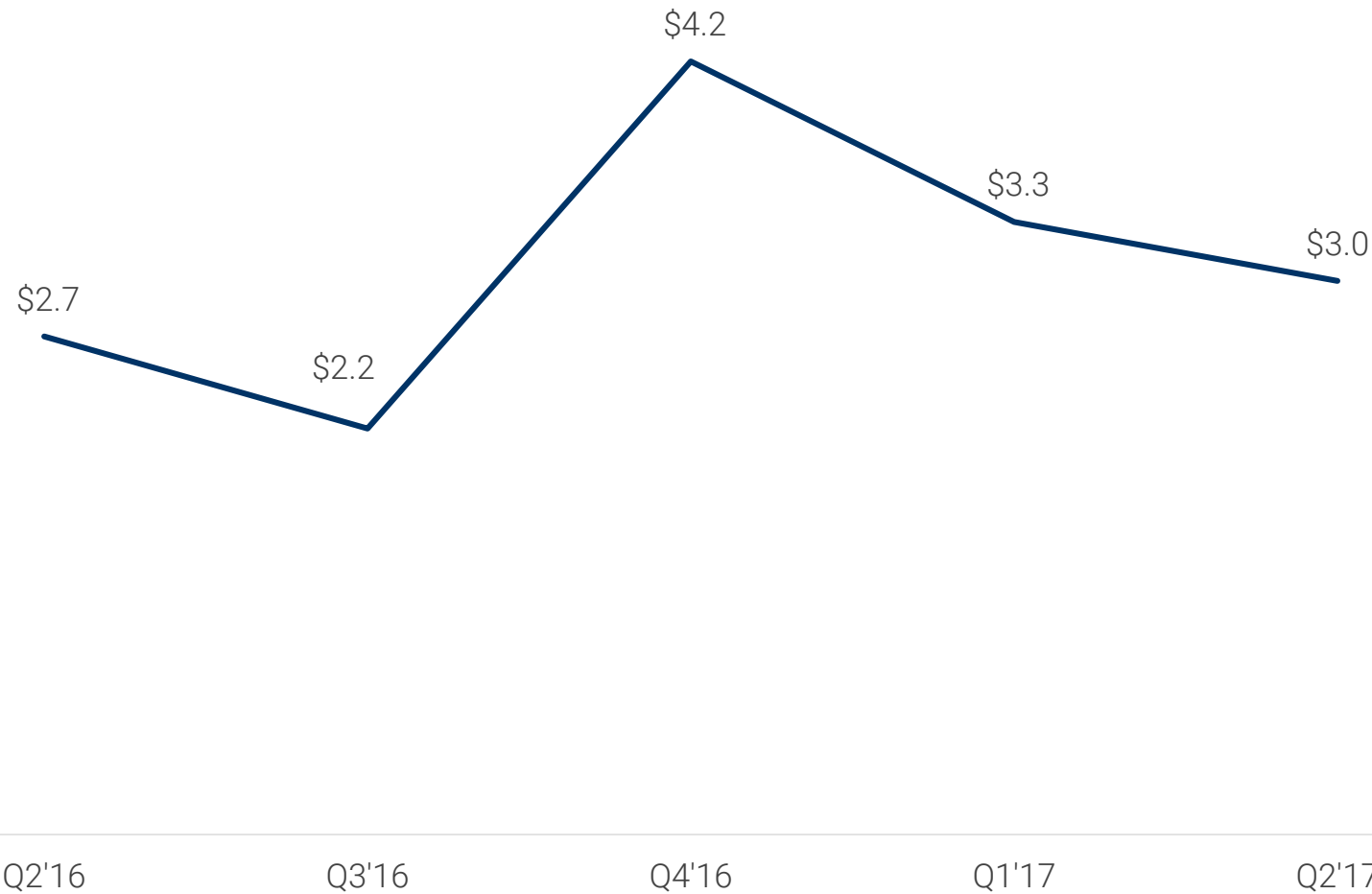
Conversely, funding hit a five-quarter high, spiking 86% on a quarterly basis, driven by the presence of several larger deals including R3.





## US EARLY-STAGE FINTECH DEAL SIZE

Q2'16 – Q2'17



— Median Early-Stage Deal Size (\$M)



### US EARLY-STAGE MEDIAN FINTECH DEAL SIZE FALLS FOR 2ND STRAIGHT QUARTER

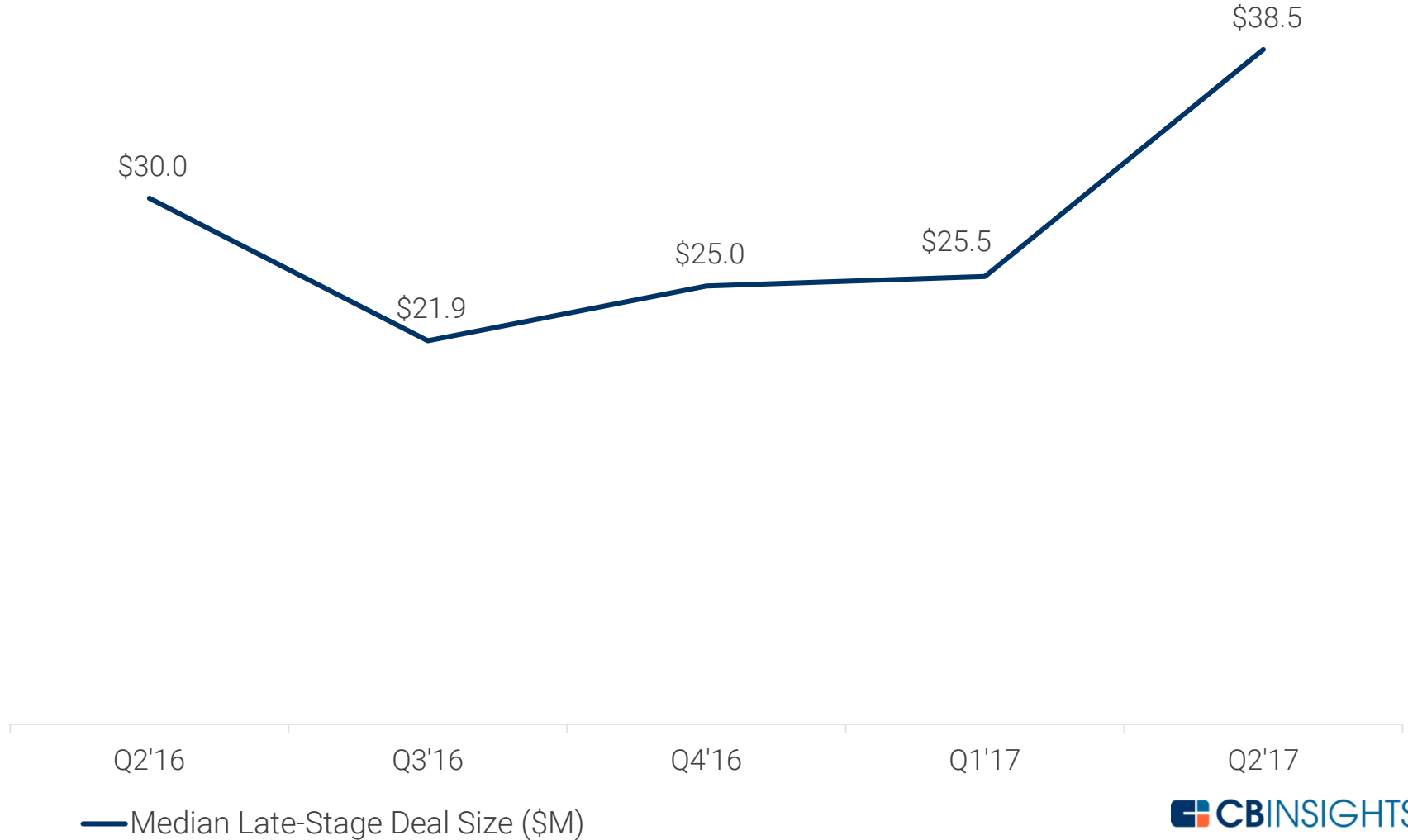
After climbing to \$4.2M in Q4'16, early-stage fintech median deal size fell for the second time in 2017 to \$3M in Q2'17.





## US LATE-STAGE FINTECH DEAL SIZE

Q2'16 – Q2'17



CBINSIGHTS

### LATE-STAGE US FINTECH DEAL SIZE HITS A 5-QUARTER HIGH IN Q2'17

Median late-stage fintech deal size rose to \$38.5M in Q2'17 from \$25.5M in Q1'17.










This spike could be explained by the spike in late-stage fintech investments, 3 of which were \$50M+ investments, which went to AvidXchange, Addepar, and Clover.





## TOP 10 US FINTECH INVESTMENTS

Q2'17

Company	Round	State	Round Investors
 <b>avidxchange</b> <sup>TM</sup>	\$300M (Series F)	North Carolina	Caisse de depot et placement du Quebec, MasterCard Worldwide, Peter Thiel
 <b>bright</b> HEALTH <sup>TM</sup>	\$160M (Series B)	Minnesota	Bessemer Venture Partners, Greycroft Partners, New Enterprise Associates, Redpoint Ventures
 <b>ADDEPAR</b>	\$140M (Series D)	California	8VC; CreditEase, Harald McPike, Valor Equity Partners
 <b>Clover</b>	\$130M (Series D)	New Jersey	First Round Capital, Google Ventures, Sequoia Capital, Western Technology Investment
 <b>robinhood</b>	\$110M (Series C)	California	DST Global, Index Ventures, New Enterprise Associates, Ribbit Capital, Thrive Capital
 <b>r3.</b>	\$107M (Series A)	New York	Bank of America Merrill Lynch, Barclays Bank, BNY Mellon, Citigroup, Credit Suisse, CTBC
<b>CADRE</b>	\$65M (Series C)	New York	Andreessen Horowitz, Ford Foundation, General Catalyst, Goldman Sachs, Khosla Ventures
 <b>SYMPHONY</b>	\$63M (Series C)	California	Apoletto, CreditEase, FirstMark Capital, Ribbit Capital, Union Square Ventures, Uprising
 <b>upgrade</b>	\$60M (Series A)	California	BNP Paribas, Goldman Sachs, Google
 <b>SIGNIFYD</b>	\$56M (Series C)	California	American Express Ventures, Bain Capital Ventures, Menlo Ventures



## THE US SAW SIX \$100M+ DEALS TO VC-BACKED FINTECH COMPANIES IN Q2'17

Four of the top 10 US VC-backed fintech deals minted a new unicorn. This included AvidXchange, Clover, Robinhood, and Symphony.

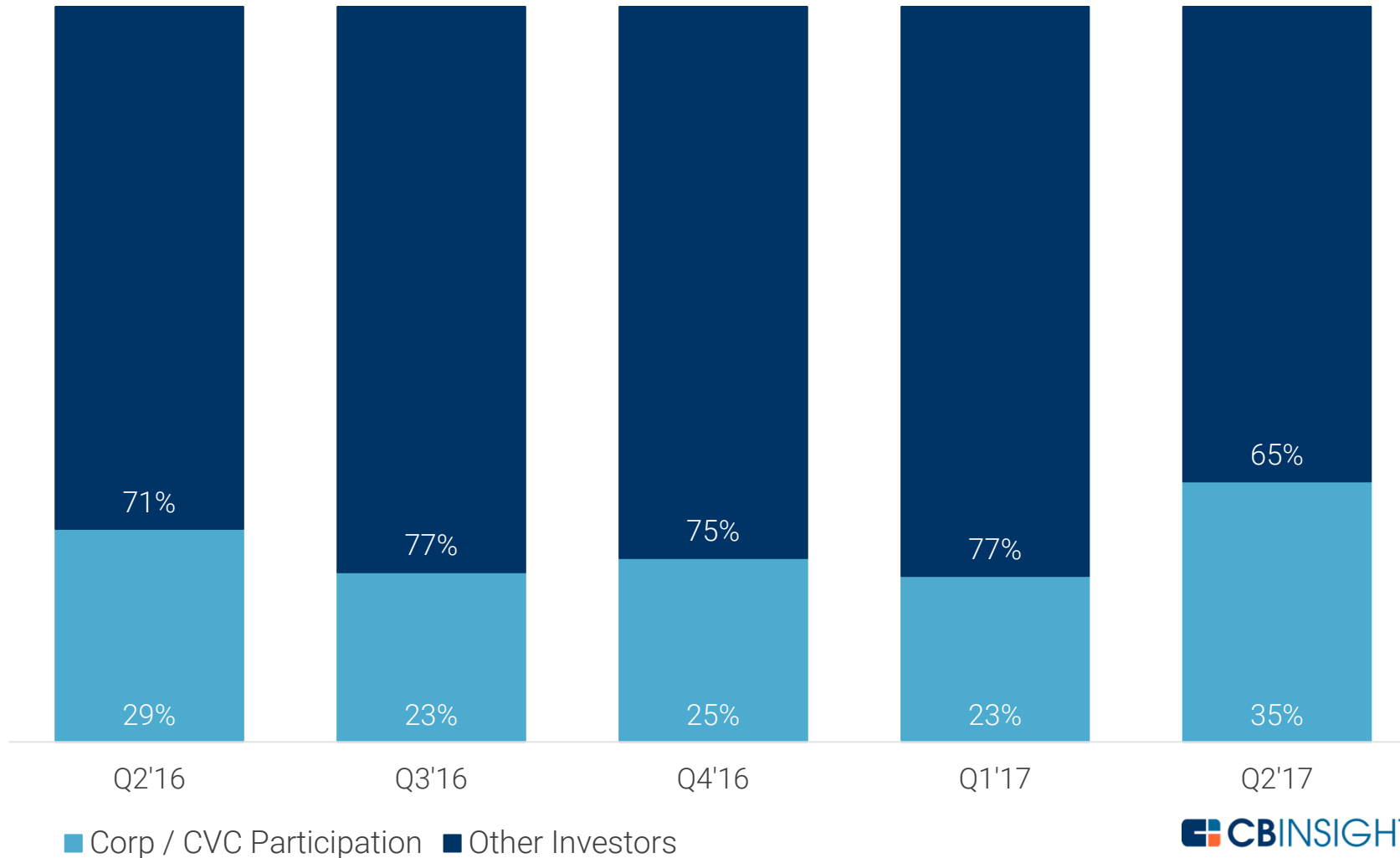
North Carolina-based AvidXchange's mega round \$300M Series F tops the list as the largest US VC-backed fintech deal of Q2'17.





## CVC PARTICIPATION IN US DEALS TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

## CORPORATES PARTICIPATE IN OVER A THIRD OF ALL US FINTECH DEALS

Corporates picked up their participation in deals to US VC-backed fintech companies, representing 35% of all VC-backed fintech deals in Q2'17.





## MOST ACTIVE US VC INVESTORS IN FINTECH COMPANIES

Q2'16 – Q2'17

Rank	Investor	Rank	Investor
1	New Enterprise Associates	10	American Express Ventures
2	Khosla Ventures	10	Spark Capital
2	Andreessen Horowitz	10	Ribbit Capital
4	Union Square Ventures	10	Comcast Ventures
4	Nyca Partners	10	Commerce Ventures
6	Google Ventures	10	FinTech Collective
6	General Catalyst	17	Edison Partners
6	Bain Capital Ventures	17	SV Angel
6	Bessemer Venture Partners	17	Thrive Capital
6	Techstars Ventures		

## NEA, A16Z, AND KHOSLA ARE MOST ACTIVE US FINTECH INVESTORS

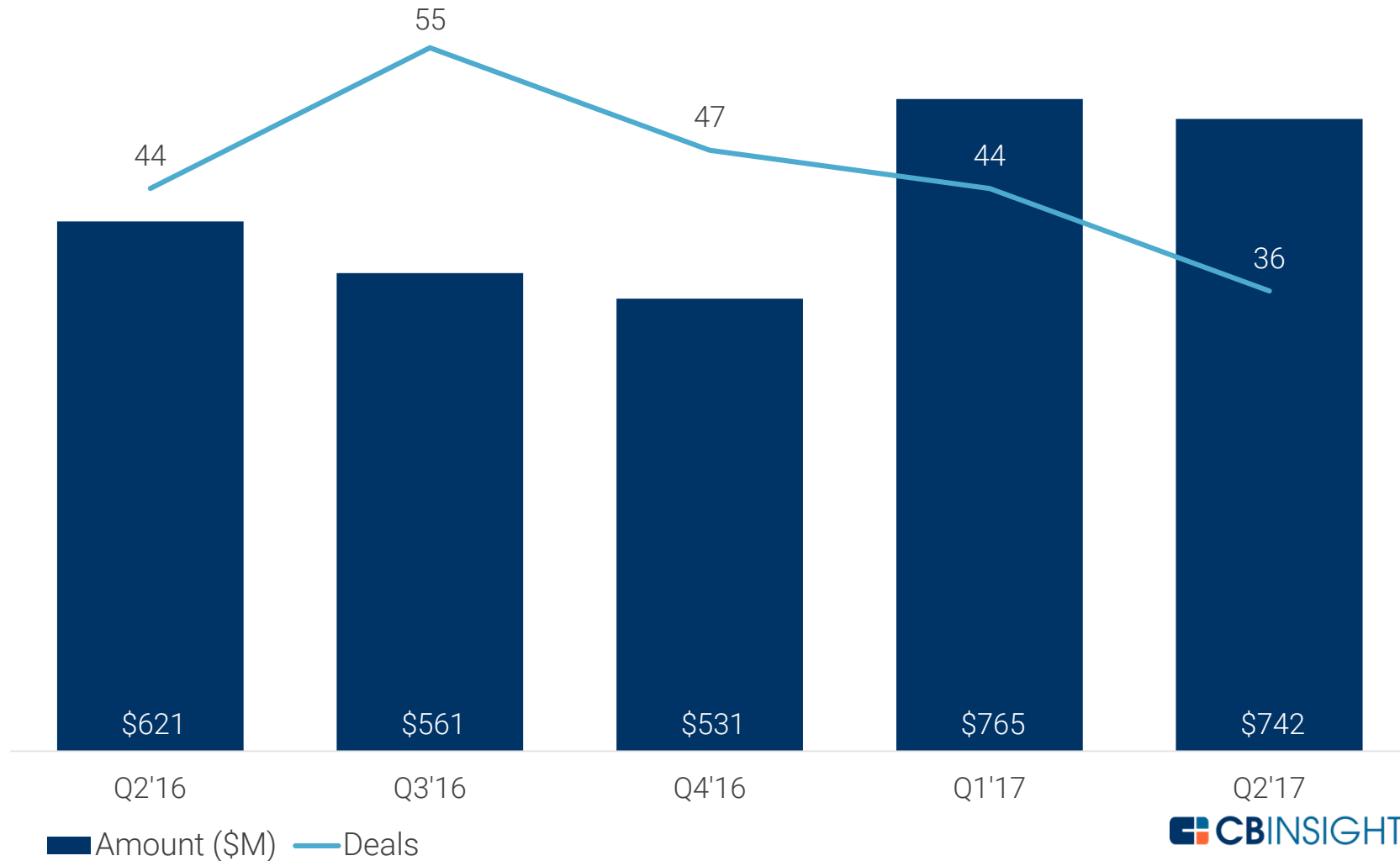
New Enterprise Associates was the most active VC investor in US-based fintech companies over the last five quarters, followed by Union Square Ventures and Andreessen Horowitz.





## CALIFORNIA QUARTERLY FINANCING TREND TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

### CALIFORNIA FINTECH DEALS SLIP FOR THIRD STRAIGHT QUARTER IN Q2'17

In Q2'17, fintech deals in California fell for the third consecutive quarter, declining 18% from the same quarter last year.

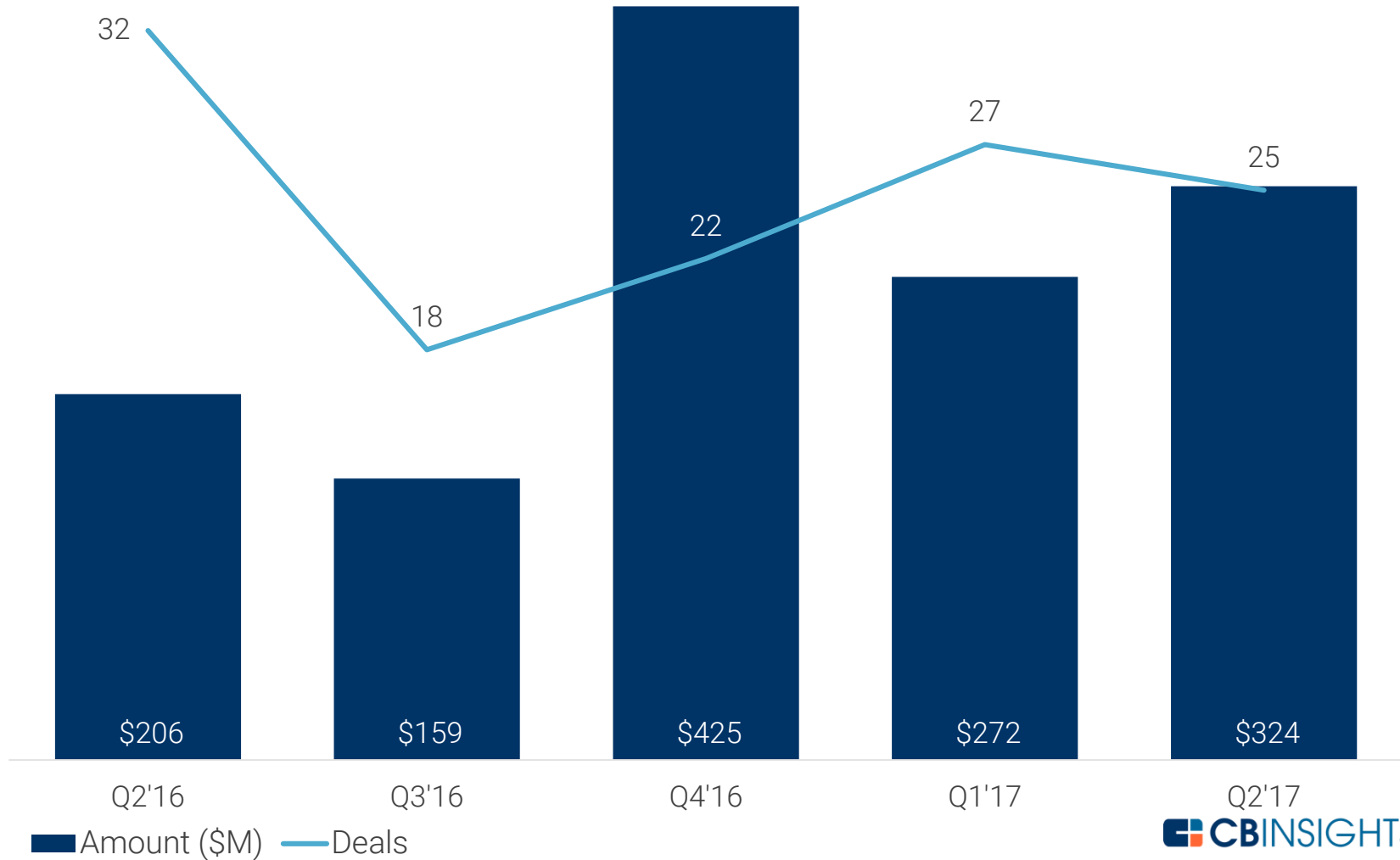
Funding slipped slightly, dipping 3% on a quarterly basis. Despite the dip, California funding topped \$700M for the second straight quarter as the state saw 4 of Q2'17's top 10 fintech deals in the US.





## NEW YORK QUARTERLY FINANCING TREND TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

## NEW YORK FINTECH FUNDING REBOUNDS IN Q2'17

Fintech funding to VC-backed New York companies grew 19% on a quarterly basis in Q2'17.

Investments to R3 and Cadre accounted for over \$170M of aggregate fintech investment from NY in Q2'17.







In Q2 2017, European VC-backed fintech startups raised

**\$498 MILLION**

across

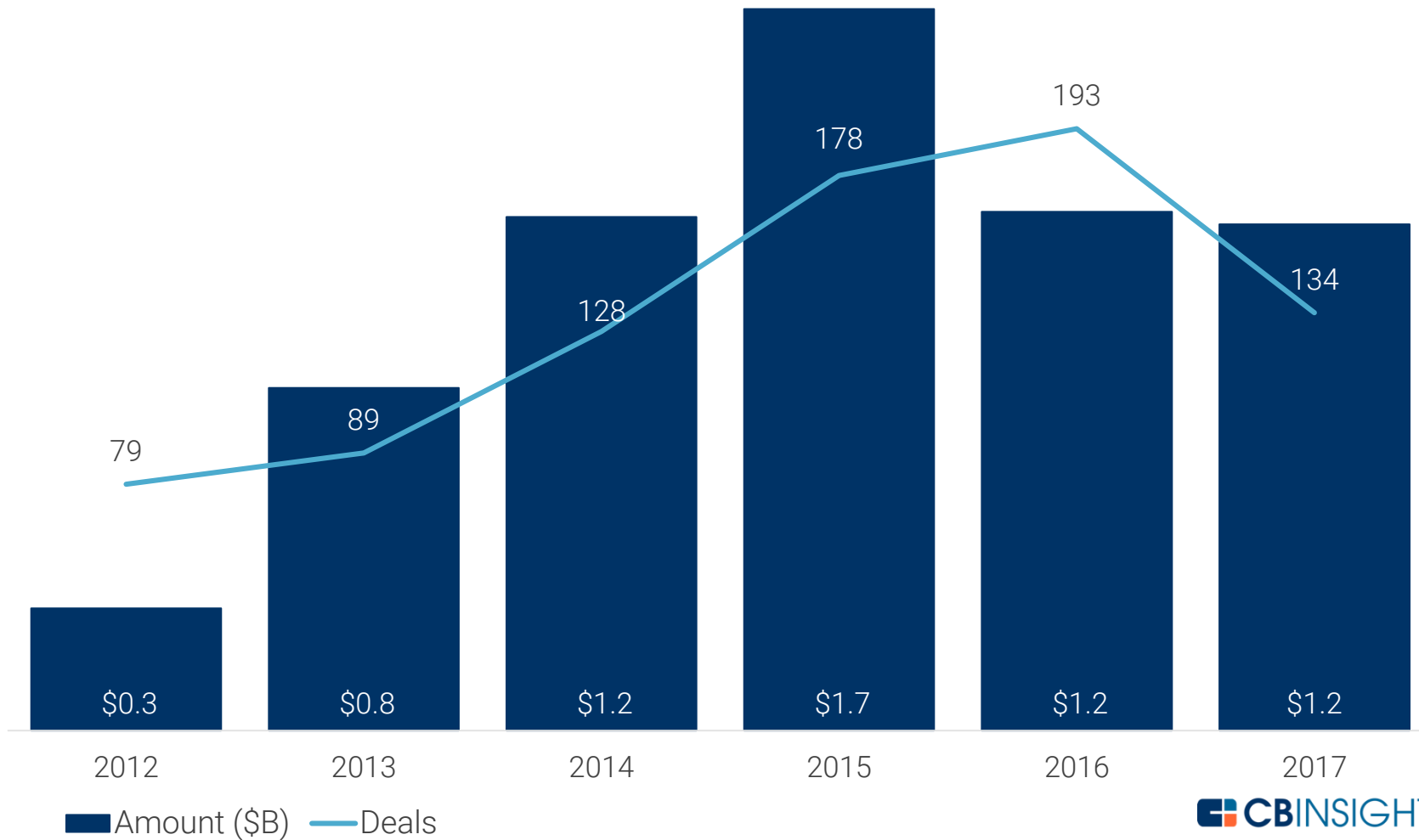
**56 DEALS**





# EUROPE GLOBAL FINANCING TREND TO VC-BACKED FINTECH COMPANIES

2012 – 2017 YTD (Q2'17)



CBINSIGHTS

## FUNDING TO VC-BACKED EUROPEAN FINTECH COMPANIES IS ON TRACK FOR A RECORD YEAR

Deals to VC-backed fintech companies in Europe in the first half of 2017 have already surpassed 2014's year-end total.

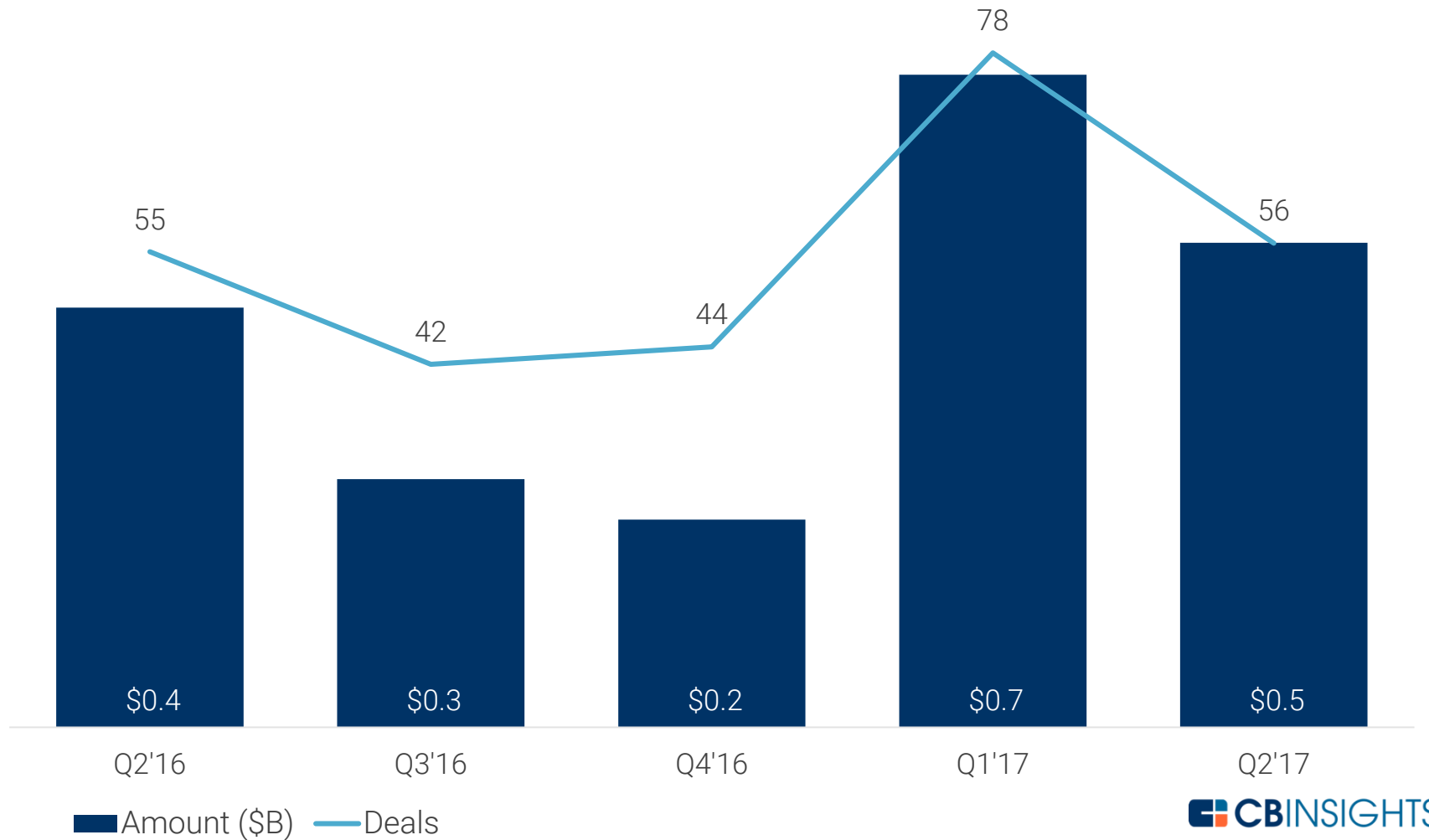
If the current pace persists, Europe fintech deal activity is on pace to top 2016's deal total by 40%, while funding could break the \$2B mark.





## EUROPE QUARTERLY FINANCING TRENDS TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



## EUROPE FINTECH DEALS DIP AFTER A RECORD Q1'17

European VC-backed fintech companies raised \$498M across 56 deals in Q2'17. This is a slight pull back from the Q1'17 spike, but still ahead of quarterly totals from 2016.

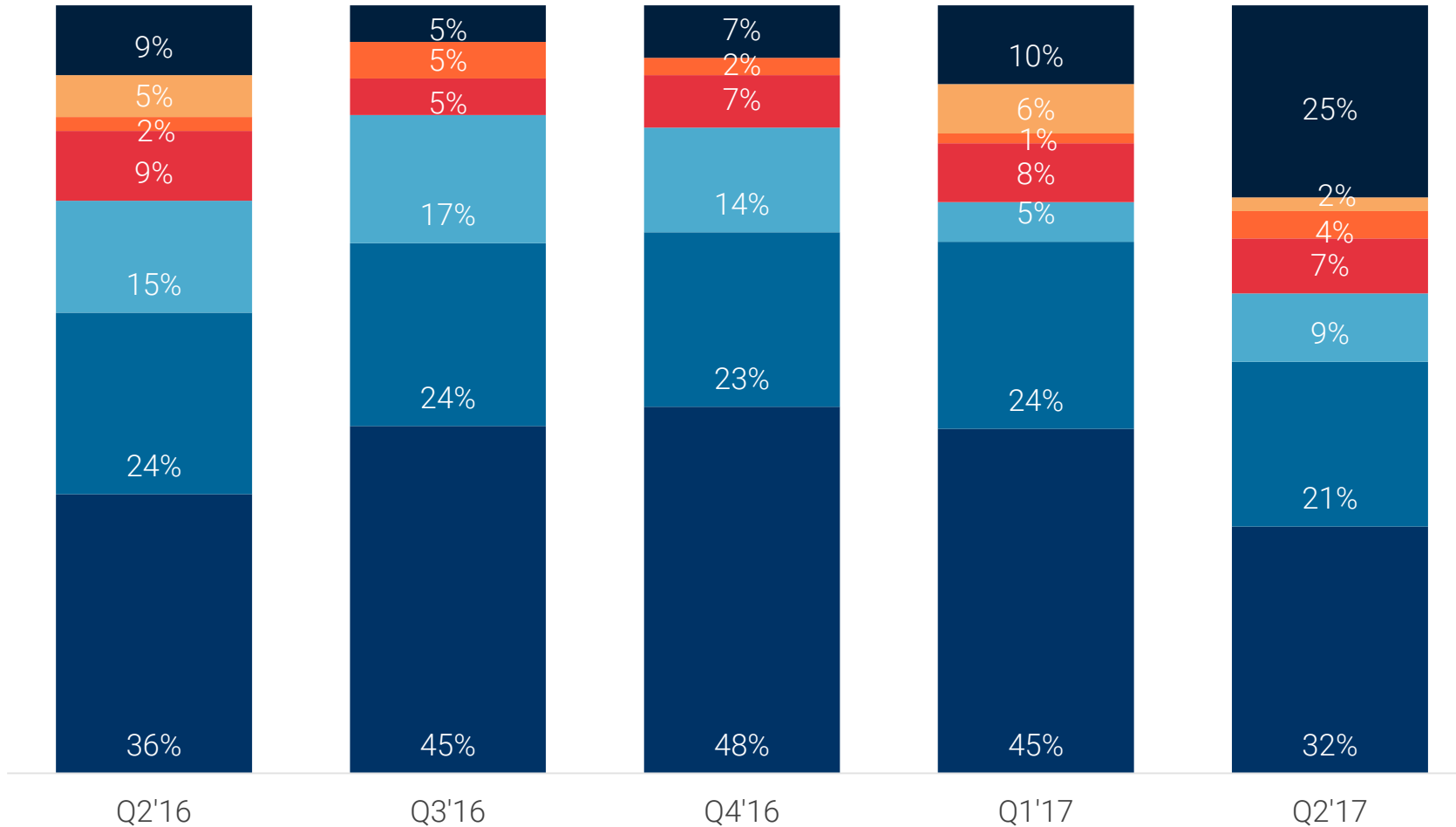
Nearly 1/4th of European fintech funding in Q2'17 was driven by a \$120M strategic investment by Naspers' PayU to Kreditech.





# EUROPE QUARTERLY GLOBAL FINTECH DEAL SHARE BY STAGE

Q2'16 – Q2'17



■ Seed / Angel ■ Series A ■ Series B ■ Series C ■ Series D ■ Series E+ ■ Other



## EUROPE EARLY-STAGE FINTECH DEAL SHARE DROPS TO 5-QUARTER LOW IN Q2'17

Seed and Series A combined deal share to European fintech companies dipped to 53% in Q2'17.

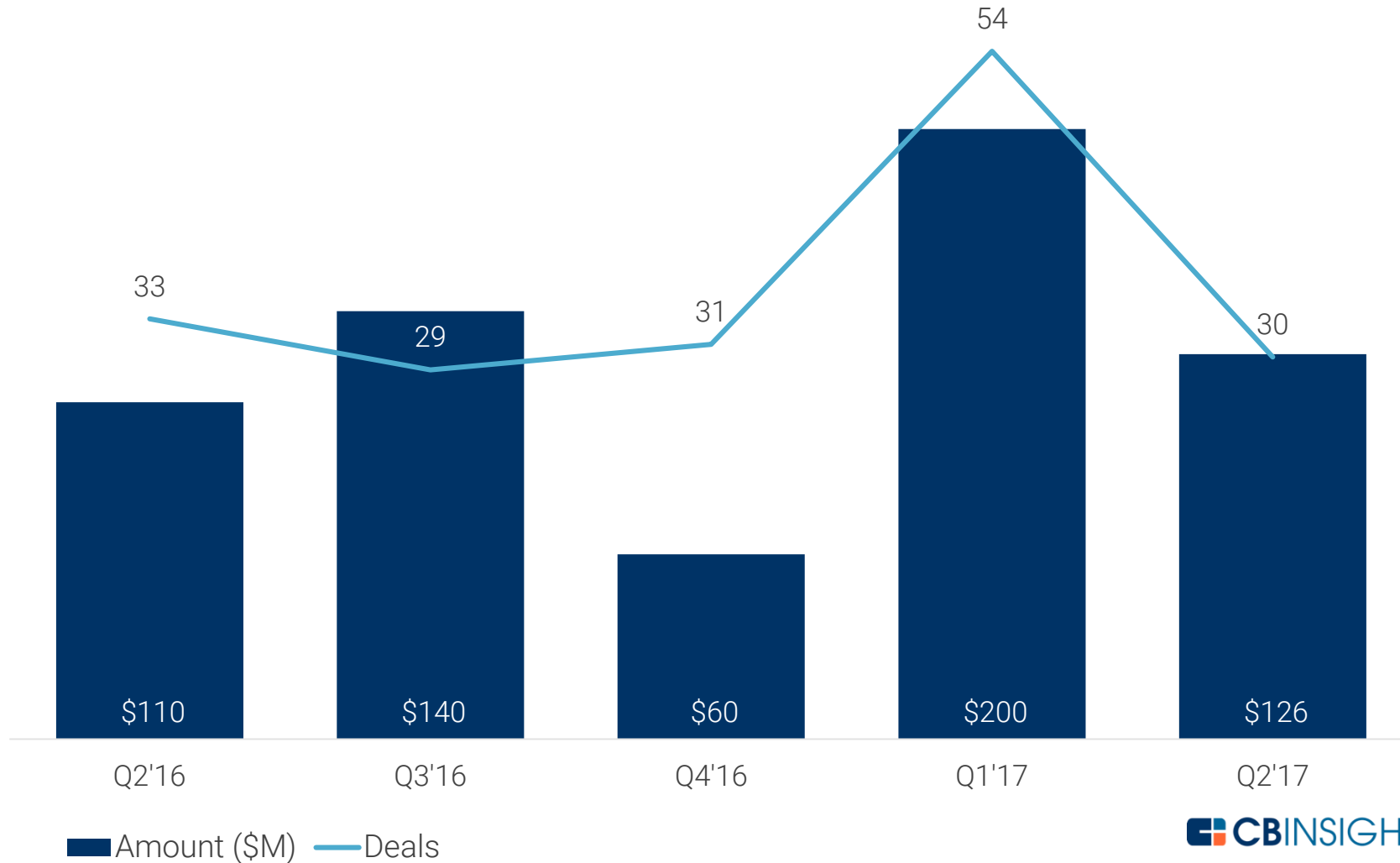
The rise in “Other” investments was primarily due to a rise in corporate minority investments.





## EUROPE GLOBAL EARLY-STAGE FINANCING TREND TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

### EUROPEAN EARLY-STAGE FINTECH DEALS, FUNDING FALL IN Q2'17











European Seed and Series A deals to VC-backed fintech companies fell 44% and funding dropped 37% on a quarterly basis in Q2'17.





# TOP 10 EUROPEAN FINTECH DEALS

Q2'17

Company	Round	Country	Round Investors
 Kreditech <small>DIGITAL LENDING</small>	\$120M (Corporate Minority)	Germany	PayU India
 Zopa	\$41.2M (Series F)	United Kingdom	Northzone Ventures, Wadhawan Global Capital
 BLOCKCHAIN	\$40M (Series B)	United Kingdom	Google Ventures, Lightspeed Venture Partners, Mosaic Venture Partners, Richard Branson
 scalable <small>.CAPITAL</small>	\$33.4M (Series B)	Germany	BlackRock
 UiPath <small>Robotic Process Automation</small>	\$30M (Series A)	Romania	Accel Partners, Credo Ventures, Earlybird Venture Capital, Seedcamp
 fintonic	\$28M (Series B)	Spain	Atresmedia, Inception Capital, ING, Onza Capital, Prevision Sanitaria Nacional
 :plynk	\$28M (Series A)	Ireland	Swiss Privée
 bob	\$17.5M (Series A)	United Kingdom	Arbor Ventures, Battery Ventures, Bessemer Venture Partners, Eight Roads Ventures
 BIMA <small>PROTECTING THE FUTURE BY GOOD CHOICE</small>	\$16.8M (Series D)	Sweden	Axiata Digital Innovation Fund
 Rate%Setter™	\$16.7M (Series C)	United Kingdom	Clean Energy Finance Corporation

## TOP Q2'17 FINTECH DEALS IN EUROPE SPAN 7 COUNTRIES

The top 10 deals in Q2'17 to European venture-backed fintech startups raised more than \$370M in total funding.

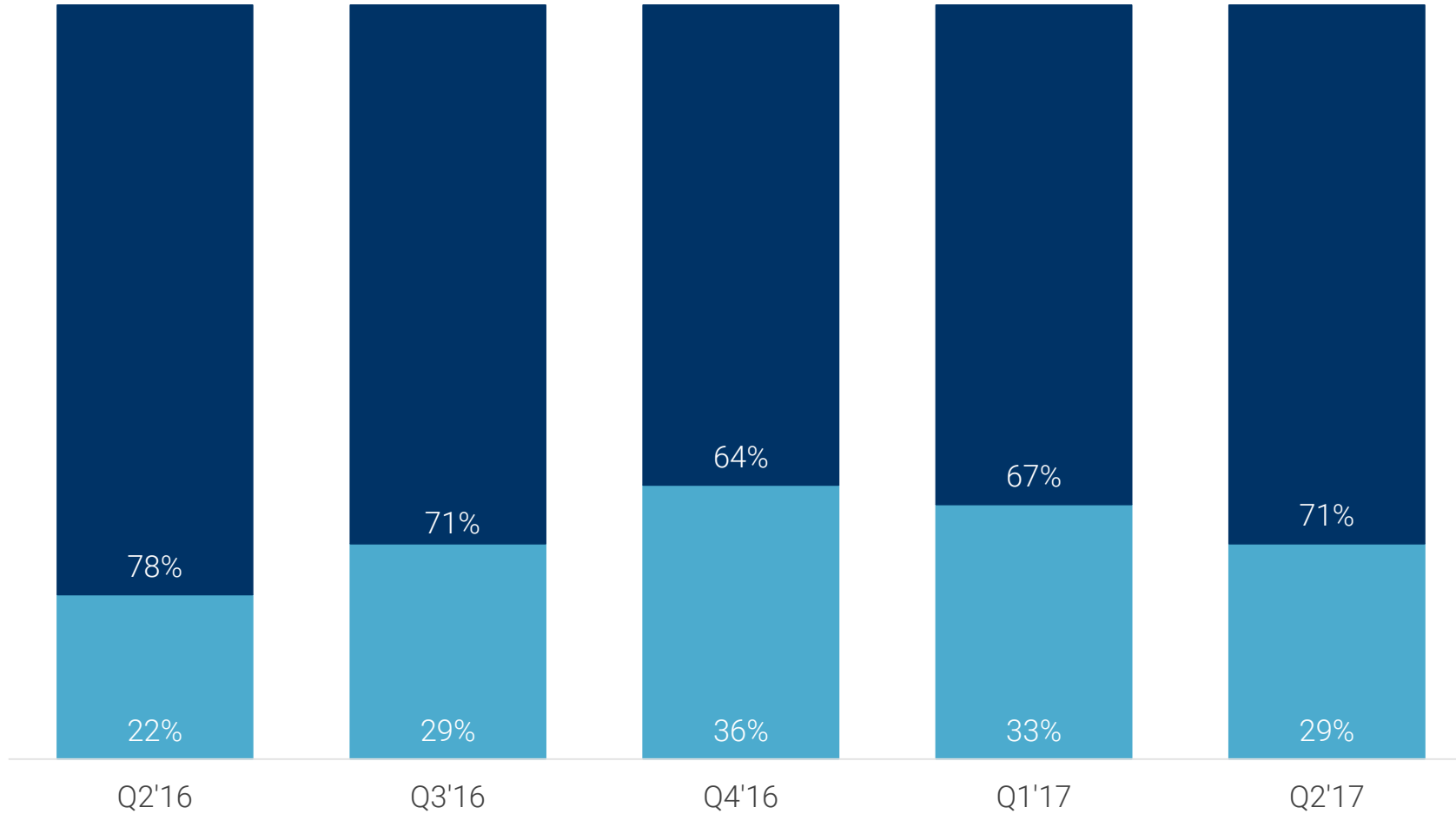
Germany saw its first \$100M+ VC-backed fintech deal, a \$120M investment to Kreditech led by PayU India.





## CVC PARTICIPATION IN EUROPE DEALS TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



■ Corp / CVC Participation ■ Other Investors

CBINSIGHTS

### EUROPEAN FINTECH SEES CORPORATE PARTICIPATION PULL BACK IN Q2'17

Corporate participation in Europe VC-backed fintech deals fell for second consecutive quarter to 29% in Q2'17.





## MOST ACTIVE VC INVESTORS IN EUROPEAN FINTECH COMPANIES

Q2'16 – Q2'17

Rank	Investor	Rank	Investor
1	SpeedInvest	9	Accel Partners
2	Seedcamp	9	SEED Capital
2	Index Ventures	11	Balderton Capital
4	Global Founders Capital	11	Anthemis Group
4	Earlybird Venture Capital	11	Northzone Ventures
4	NFT Ventures	11	Valar Ventures
4	Dieter von Holtzbrinck Ventures	11	German Startups Group
4	Ribbit Capital	11	Holtzbrinck Ventures

## SPEEDINVEST IS THE MOST ACTIVE VC IN EUROPEAN FINTECH COMPANIES

SpeedInvest was the most active VC investor in Europe-based fintech companies over the last five quarters.

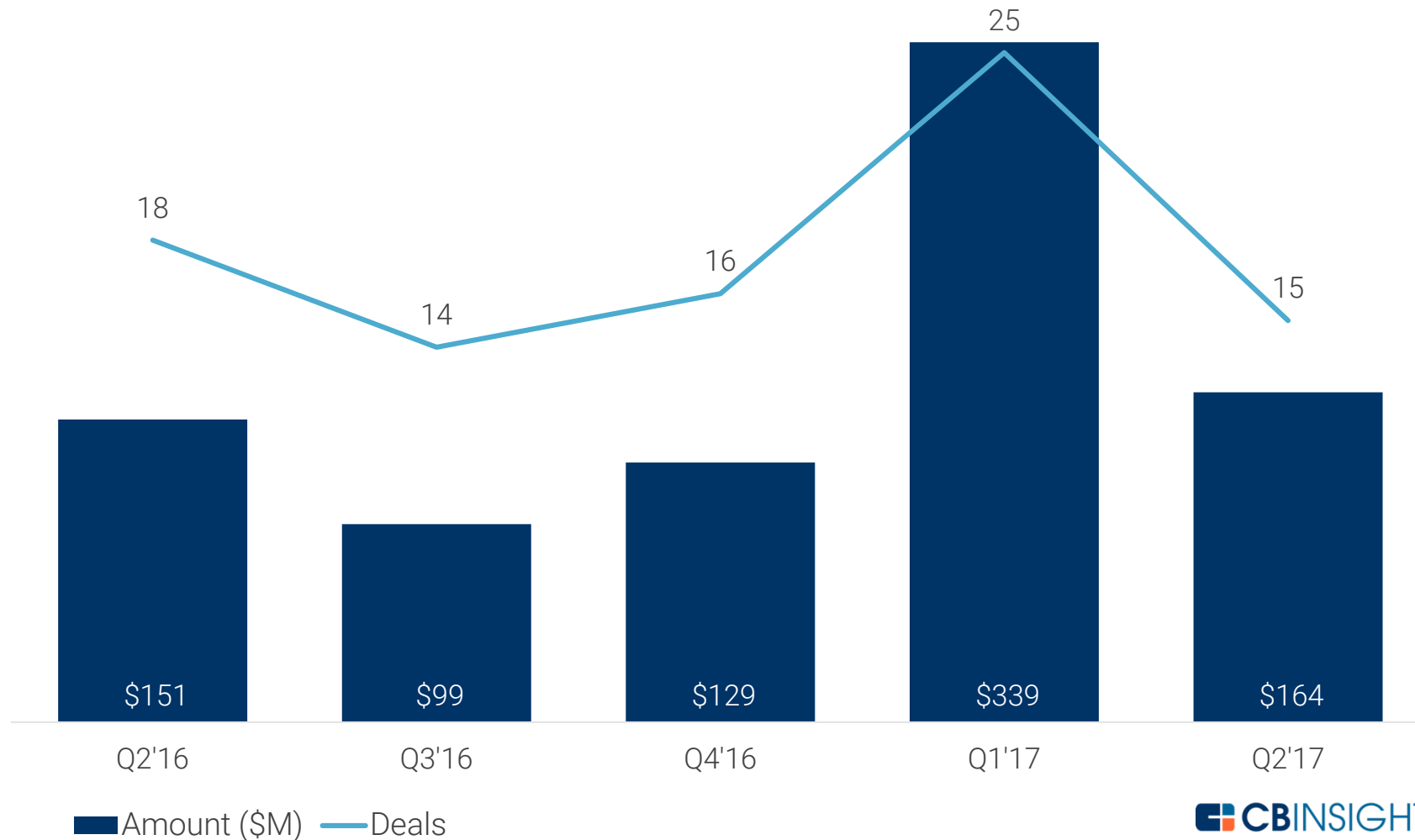
The top 3 is rounded out by Seedcamp and Index Ventures.





## UK QUARTERLY FINANCING TREND TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

## UK FINTECH DEALS AND INVESTMENTS DROP OFF IN Q2'17

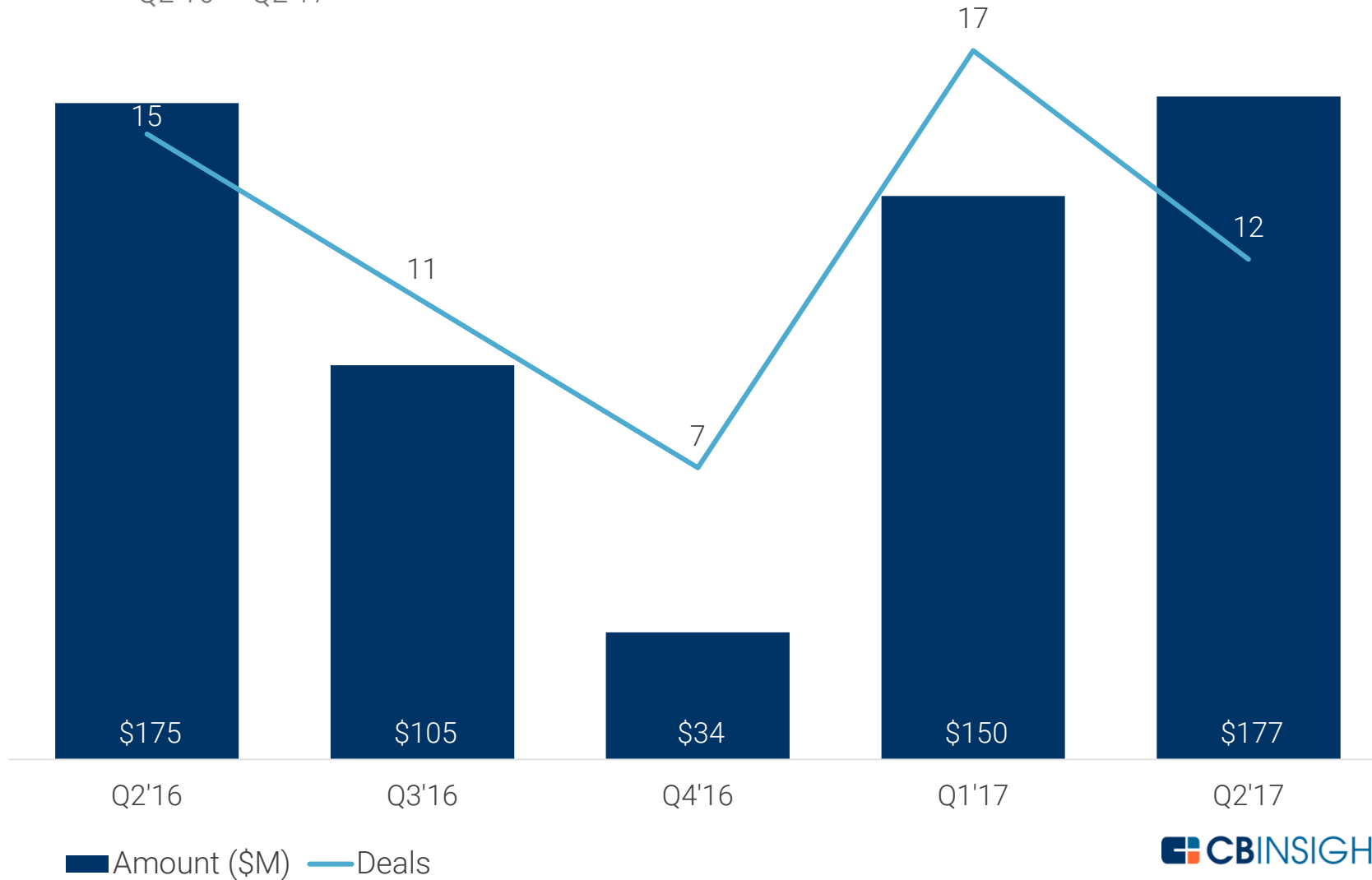
UK VC-backed fintech deals fell 40% and funding fell 52% after a temporary surge in Q1'17 due to \$100M deals to Atom Bank and Funding Circle.





## GERMANY QUARTERLY FINANCING TREND TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

## GERMAN FINTECH DEALS DIP, BUT FUNDING HITS 5-QUARTER HIGH

German VC-backed fintech funding hit a five quarter high of \$177M driven largely by a \$120M mega-round investment to Kreditech, which accounted for 68% of quarterly funding and was the top investment in Europe in Q2'17.







In Q2 2017, Asian VC-backed fintech startups raised

**\$2.7 BILLION**

across

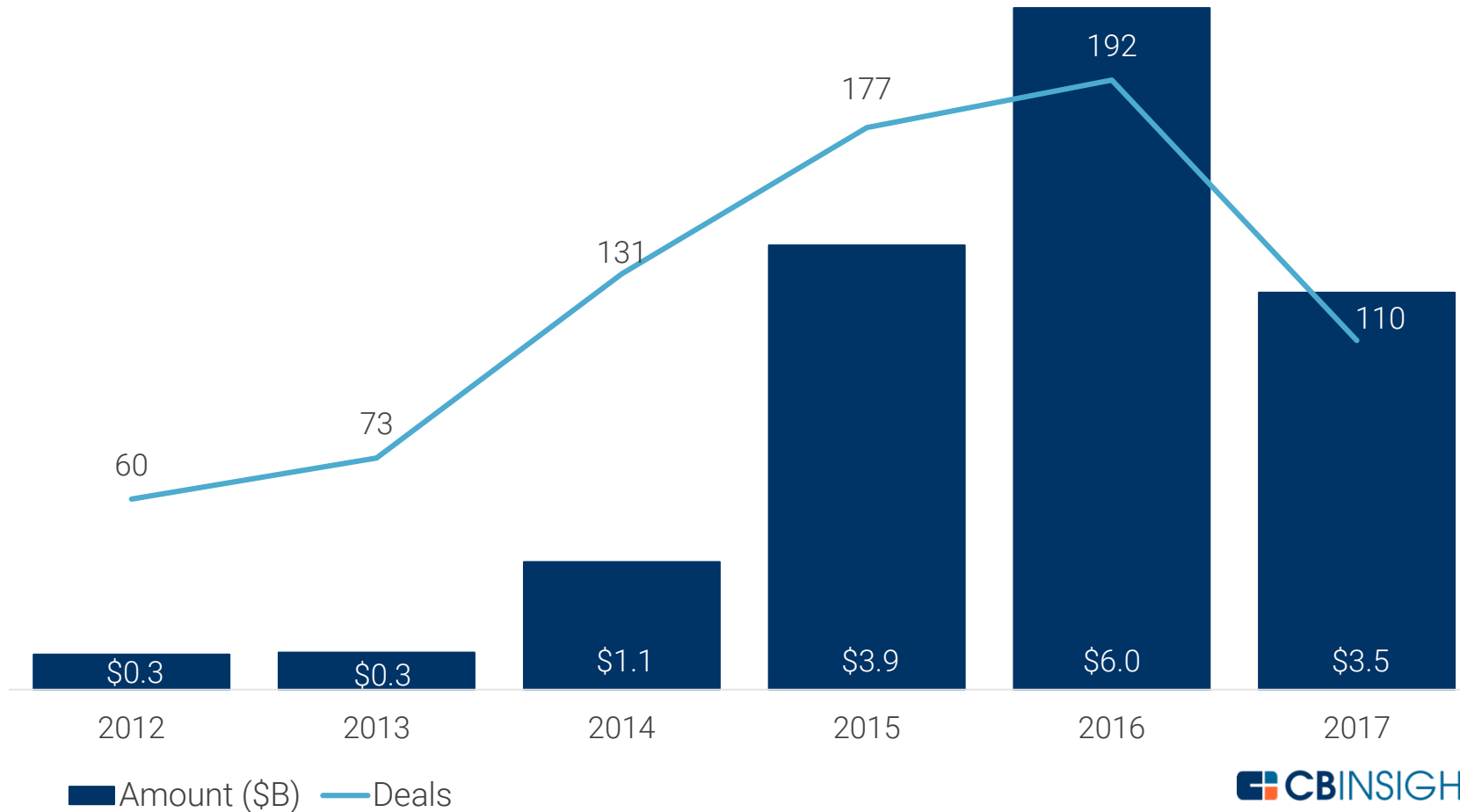
**67 DEALS**





## ASIA ANNUAL GLOBAL FINANCING TREND TO VC-BACKED FINTECH COMPANIES

2012 – 2017 (Q2'17)



CBINSIGHTS

## ASIA FINTECH DEALS BACK ON TRACK TO TOP RECORD IN 2017

Asia saw a burst of fintech investment in Q2'17, putting total deals and funding back on pace to surpass 2016's record.

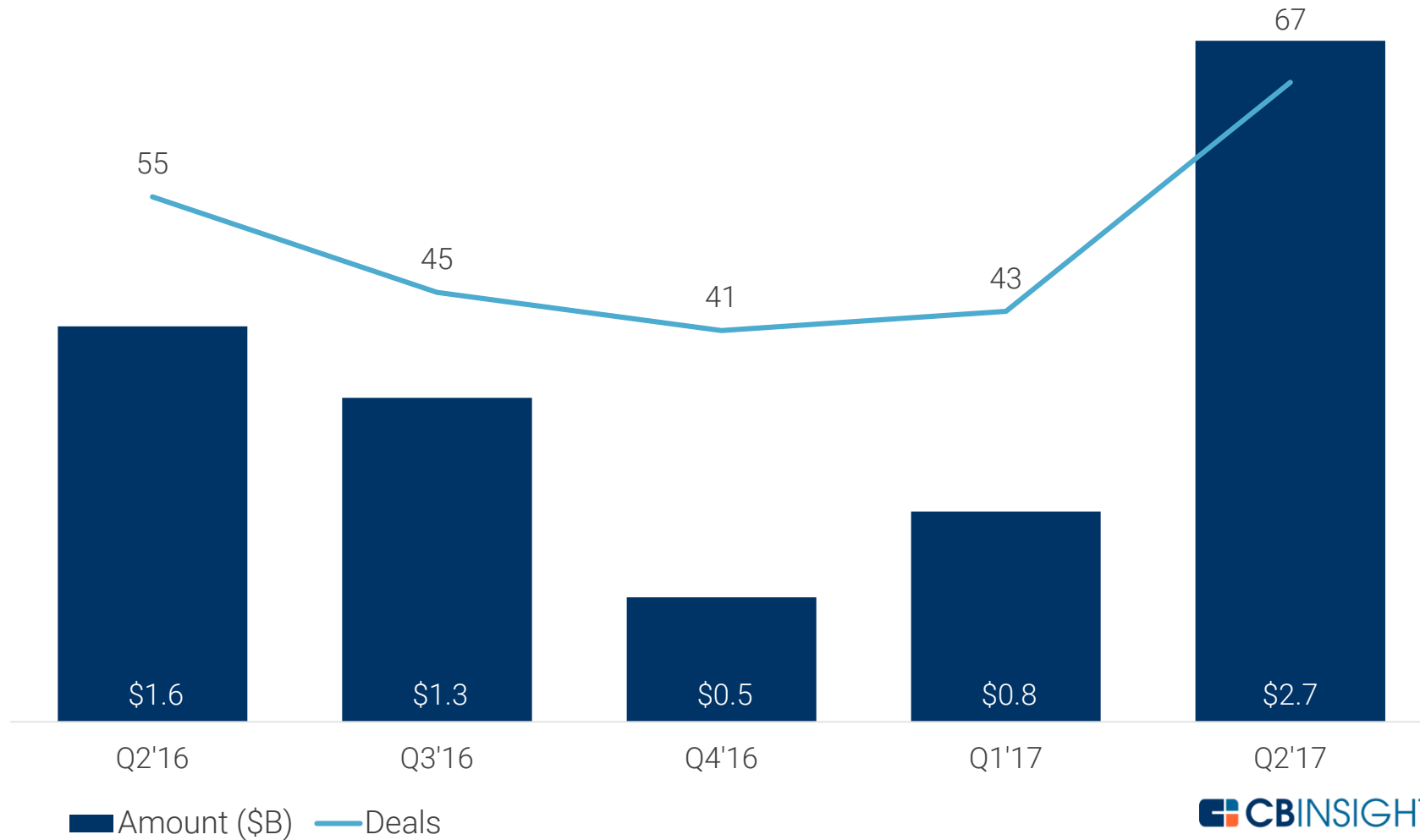
40% of Asia fintech funding in the first half of 2017 was driven by Softbank's \$1.4B investment to One97, the parent of India-based payments giant Paytm.





## ASIA QUARTERLY FINANCING TRENDS TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

## ASIA FINTECH DEALS AND FUNDING SURGE TO 5-QUARTER HIGH

Asia VC-backed fintech companies raised \$3B across 67 deals in Q2'17 on the back of One97's \$1.4B record investment led by Softbank and a \$292M Series D to P2P lender Tuandaiwang at a \$1.5B valuation.

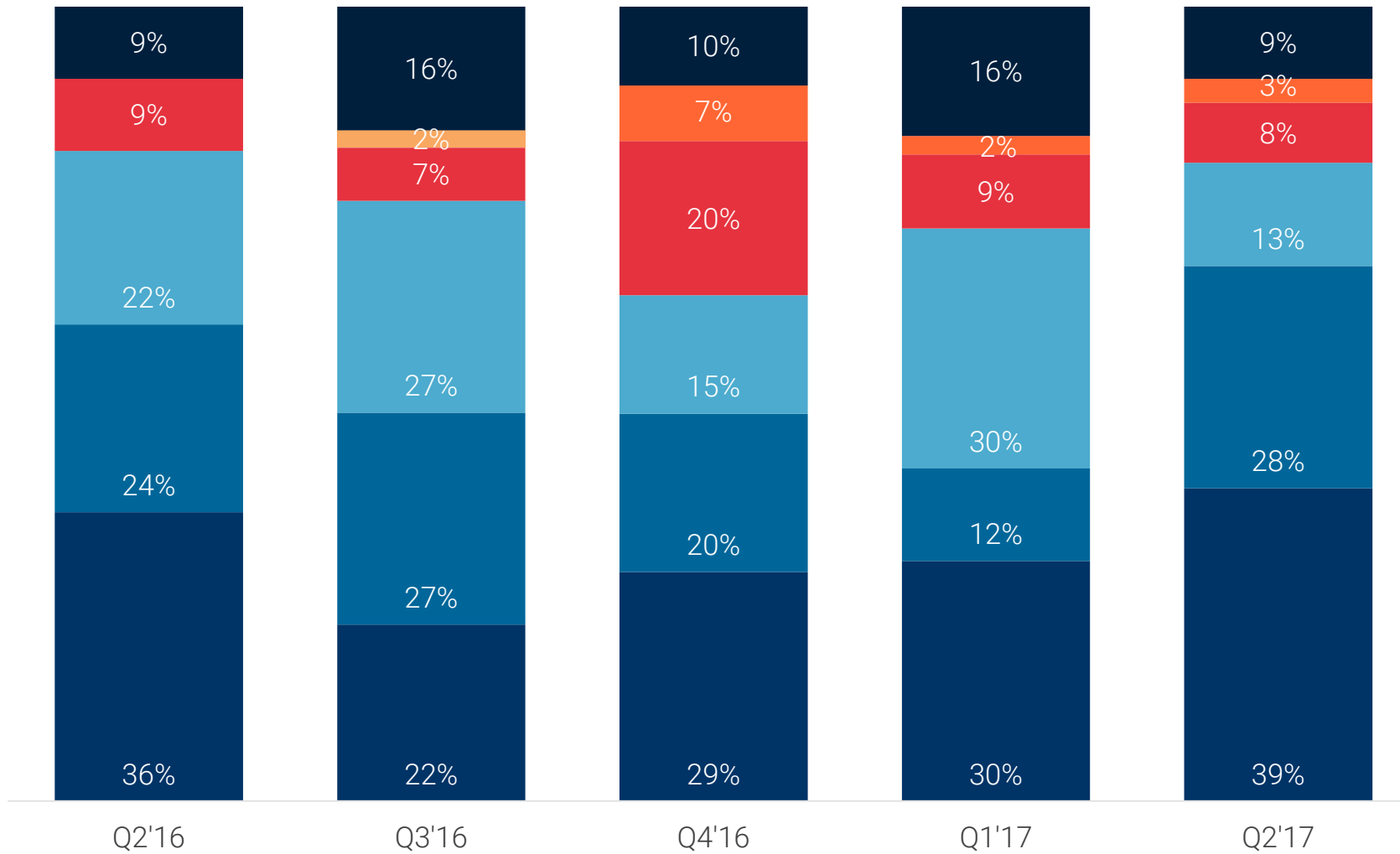
Compared to the same quarter last year, Asia fintech funding in Q2'17 rose 88%, while deals jumped 22%.





## ASIA QUARTERLY GLOBAL FINTECH DEAL SHARE BY STAGE

Q2'16 – Q2'17



■ Seed / Angel ■ Series A ■ Series B ■ Series C ■ Series D ■ Series E+ ■ Other

CBINSIGHTS

### ASIA FINTECH EARLY-STAGE DEAL SHARE GROWS TO 5-QUARTER HIGH IN Q2'17

Seed and Series A deal share to VC-backed fintech companies in Asia grew to a five-quarter high and accounted for over two-thirds of combined deal share in Q2'17.

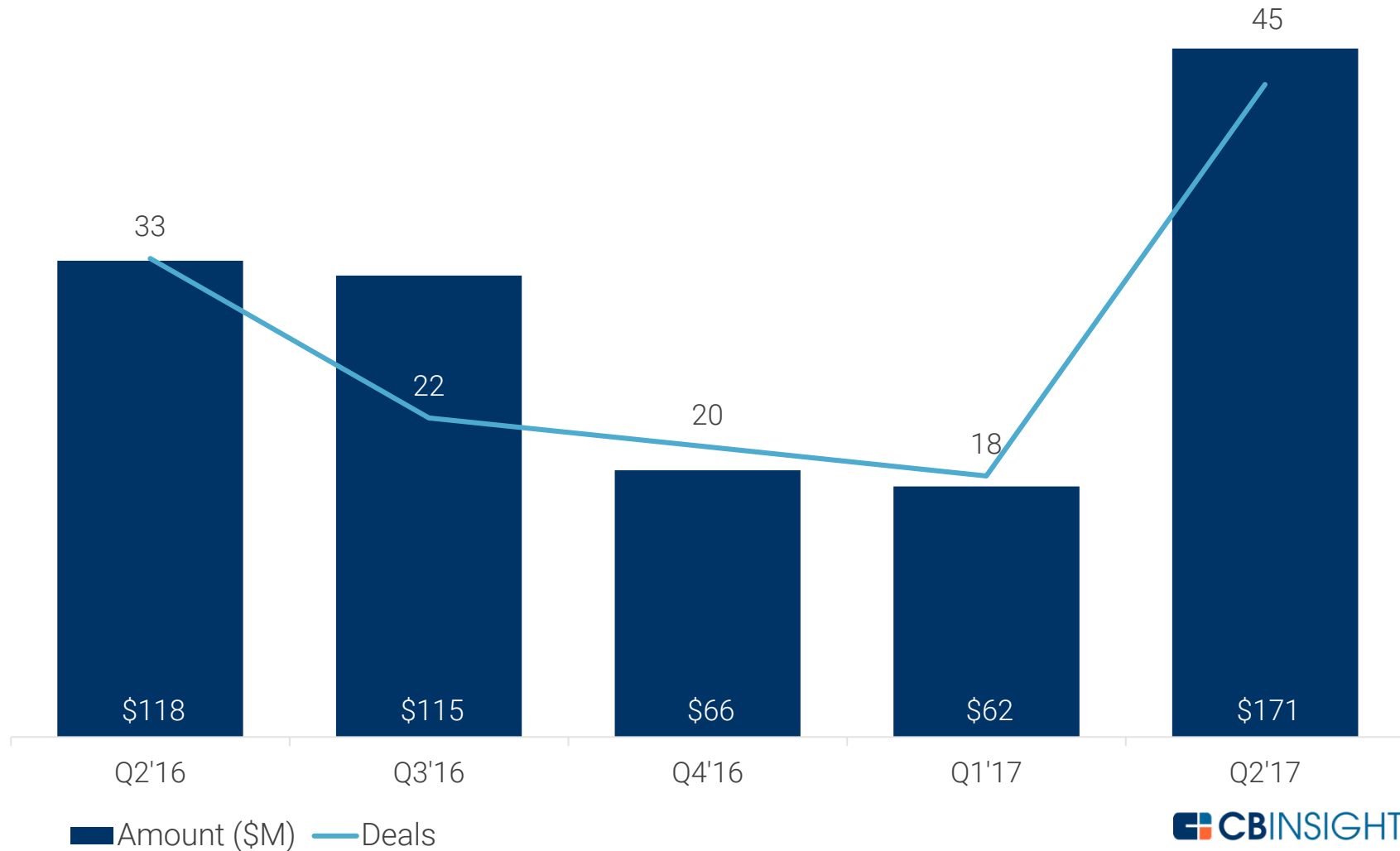
Fintech seed deal share rose from 30% in Q1'17 to 39% in Q2'17.





# ASIA GLOBAL EARLY-STAGE FINANCING TREND TO VC-BACKED FINTECH COMPANIES

Seed – Series A, Q2'12 – Q2'17



CBINSIGHTS

## ASIAN EARLY-STAGE FINTECH FINANCING HITS 5-QUARTER HIGH IN Q2'17

Asian VC-backed early-stage fintech companies saw \$171M across 45 deals in Q2'17 after falling for three consecutive quarters.

Deals rose 150%, while funding rose 176% on a quarterly basis in Q2'17.





## ASIA EARLY-STAGE FINTECH DEAL SIZE

Q2'16 – Q2'17



— Median Early-Stage Deal Size (\$M)



## ASIAN FINTECH EARLY-STAGE DEAL SIZE SPIKES IN Q2'17

Q2'17 saw early-stage median deal size spike 233% on a quarterly basis, after a temporary dip in Q1'17.











The spike was driven by several \$10M+ early-stage investment, including investments to Zhongan Financial Holding, IceKredit, and Jucaicat.





# TOP 10 ASIAN FINTECH DEALS

Q2'17

Company	Round	Country	Select investors
 one97	\$1.4B (Corporate Minority)	India	SoftBank Group
 团贷网 www.tdw.cn	\$292M (Series D)	China	Beihai Hongtai Investment, China Minsheng Investment, Yisheng Innovation
 富途證券 www.futuo.com	\$145.5M (Series C)	Hong Kong	Matrix Partners China, Sequoia Capital China, Tencent Holdings
 Wecash 网银奇兵	\$80M (Series C)	China	China Merchants Capital, Forebright Capital Management, SIG Asia Investments
 挖财   8 胖	\$42M (Series C)	China	China Broadband Capital, China Development Bank Capital, New Horizon Capital
 中安金控 Zhongan Financial Holding	\$31.9M (Series A)	China	Haitong Kaiyuan Investment, Huaxin Capital, Promising Capital, Sunyard System Engineering
 mswipe™	\$31M (Series D)	India	DSG Consumer Partners, Falcon Edge Capital, Matrix Partners India, UC-RNT Fund
 ICE KREDIT 冰鉴 冰清信用 九州同鉴	\$16M (Series A)	China	China Creation Ventures, Lingfeng Capital
 Coverfox	\$15M (Series C)	India	Accel Partners India, Catamaran Ventures, SAIF Partners, Transamerica Ventures
 聚国加	\$14.5M (Series A)	China	Chun Xiao Capital
MintQuantum	\$14.5M (Series B)	China	Undisclosed Investors

## CHINA CLAIMS 7 OF TOP 10 FINTECH DEALS IN Q2'17

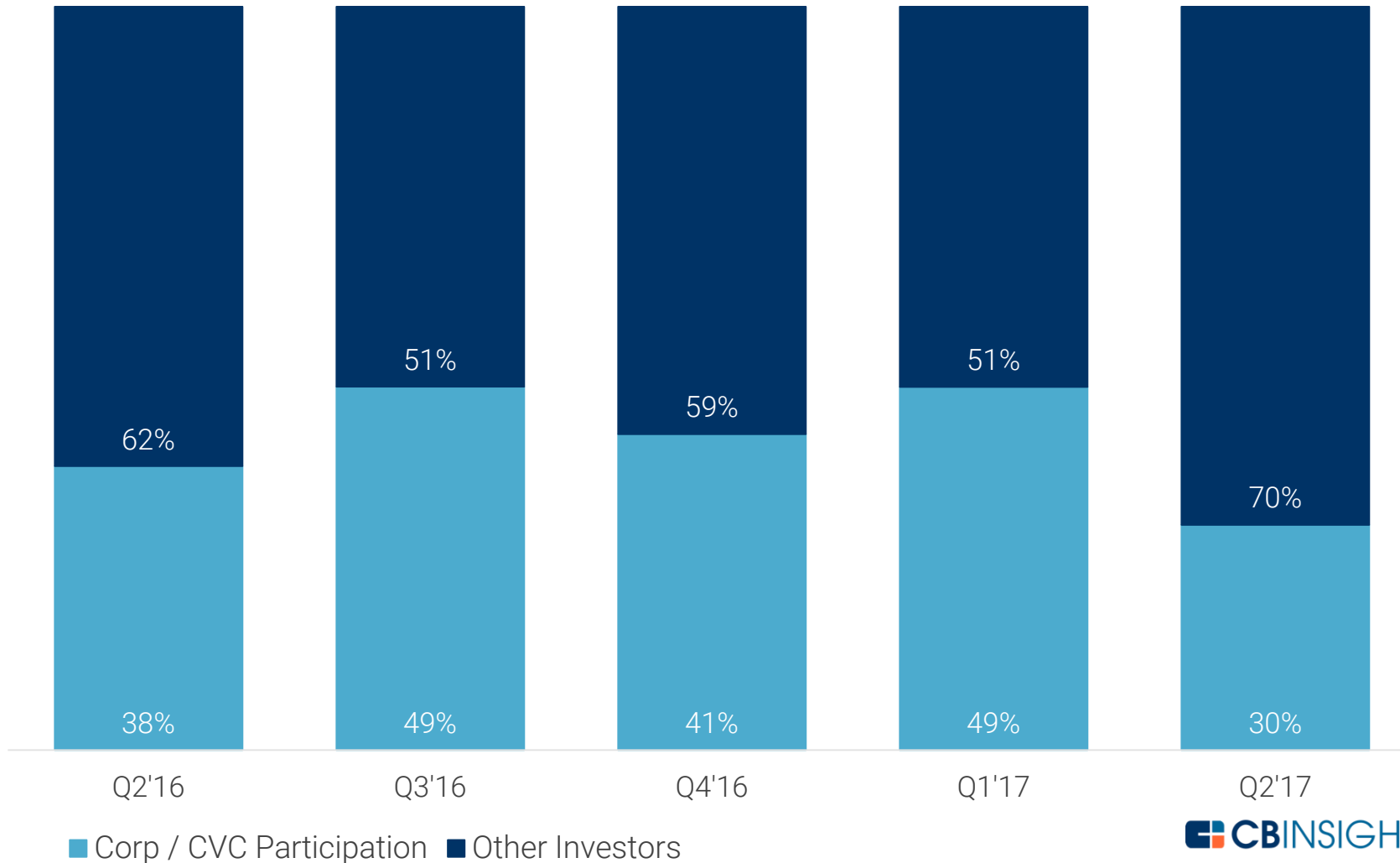
Paytm parent One97's \$1.4B investment from SoftBank is the largest investment to a VC-backed fintech company in 2017 YTD.





## CVC PARTICIPATION IN ASIA DEALS TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

## CORPORATE PARTICIPATION IN ASIAN FINTECH DROPS TO 5-QUARTER LOW

Corporates participated in 30% of Asian VC-backed fintech deals in Q2'17, down from nearly 50% in Q1'17 and 38% in Q2'16.





## MOST ACTIVE VC INVESTORS IN ASIAN FINTECH COMPANIES

Q2'16 – Q2'17

Rank	Investor	Rank	Investor
1	500 Startups	8	India Quotient
2	SBI Investment	8	Source Code Capital
3	Matrix Partners China	8	East Ventures
4	Sequoia Capital India	8	Mizuho Capital
4	ZhenFund	8	Gobi Partners
6	Shunwei Capital Partners	8	BEENEXT
6	IDG Capital	8	Golden Gate Ventures
8	Sequoia Capital China	8	China Growth Capital

## 500 STARTUPS IS MOST ACTIVE VC IN ASIAN FINTECH STARTUPS

500 Startups leads with the most investments to VC-backed fintech startups in Asia over the last five quarters.

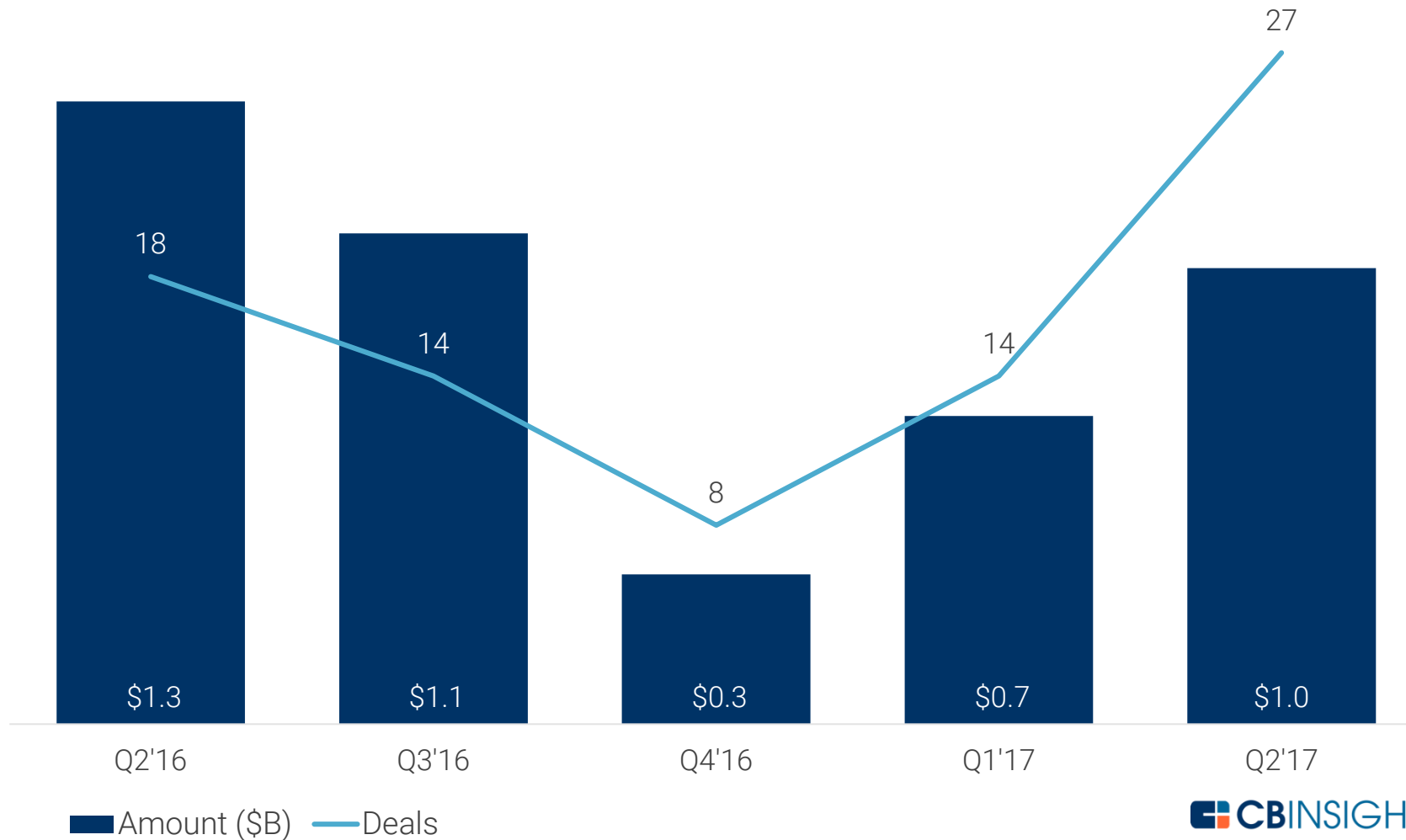
SBI, Matrix Partners China, Sequoia Capital India, and ZhenFund rounded out the top 5.





## CHINA QUARTERLY FINANCING TREND TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

### CHINA NEARS \$1B TO VC-BACKED FINTECH COMPANIES IN Q2'17

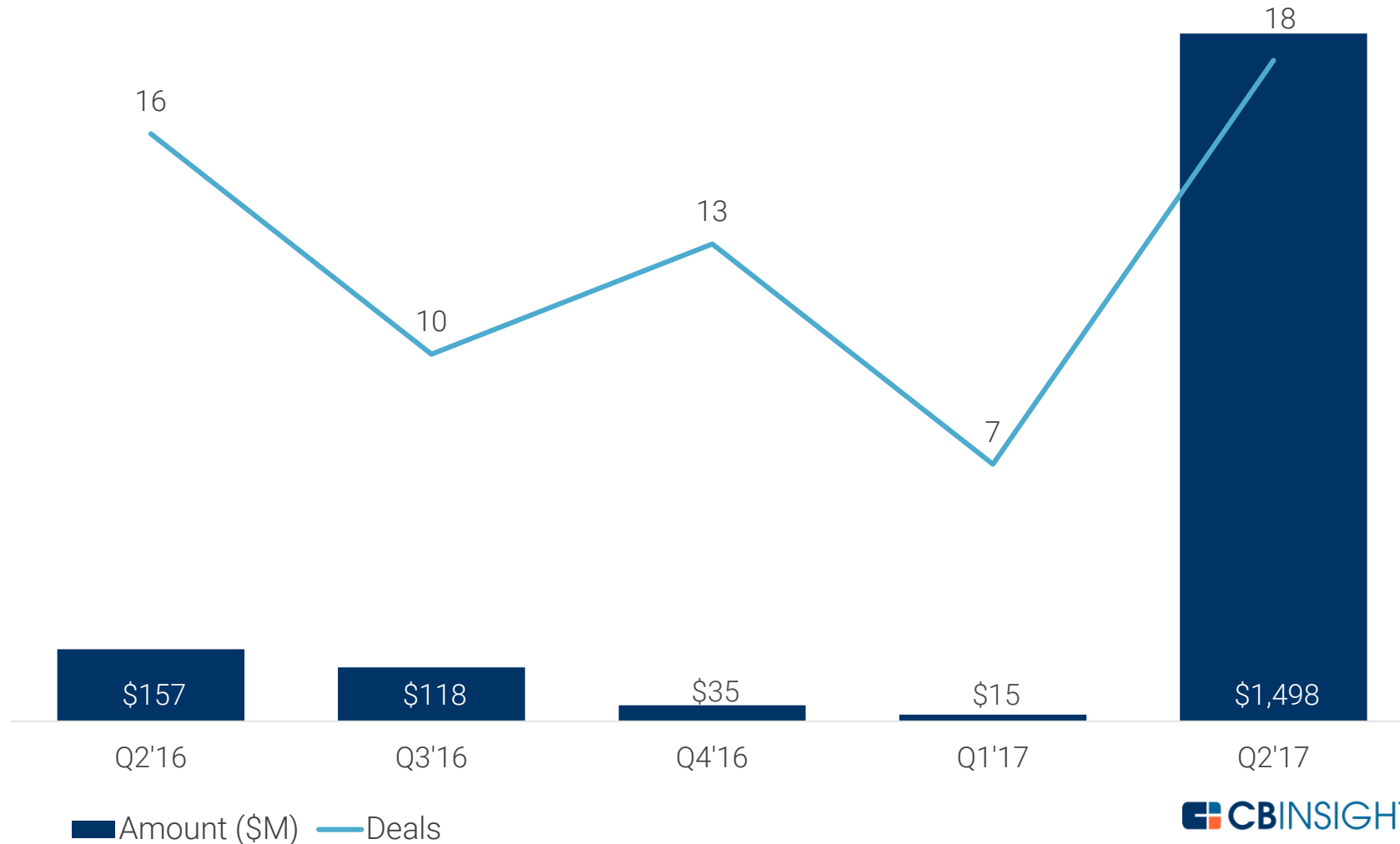
Deal activity to VC-backed fintech companies in China hit a new five-quarter high with 27 investments, a rise of 93% on a quarterly basis.





## INDIA QUARTERLY FINANCING TREND TO VC-BACKED FINTECH COMPANIES

Q2'16 – Q2'17



CBINSIGHTS

### ONE97 DOMINATES INDIA FINTECH FUNDING IN Q2'17

Q2'17 saw both investment and deal activity to VC-backed fintech companies surge to a 5-quarter high.

Stripping out Softbank's \$1.4B investment to One97 would leave India VC-backed fintech funding at \$98M over the three-month period.



[MyCBI](#)[Search](#)[Trends](#)[Analytics & Research](#)[Productivity](#)[CBI Labs](#)[You](#)[Help](#)

22

Create  
Feed

## Agriculture Tech



### Farmeron

M&amp;A

Farmeron is a provider of SaaS solutions for farmers, giving users statistics and actionable production reports to guide farm decision makin...

↳ Virtus Nutrition

6 days ago

¥3 1 mention

Remind me



### OnFarm Systems

\$0.13M

OnFarm Systems combines a comprehensive array of leading farm hardware technologies into a single ge...

↳ 500 Acceler...

14 days ago

¥3 1 mention

Remind me



### Cogent3D

\$0.35M

Cogent3D is the maker of multiple iOS

PrecisionEarth, and GISRoam. The company's solutions have been...

↳ Undisclosed Investors

21 days ago

¥3 1 mention



### S4

\$1.20M

S4, previously known as Solapa4, has developed a decision making geo-referenced platform for the agricultural producer. The company integrat...

↳ Cultivation Capital & 1 other

22 days ago

¥3 1 mention



### S4

\$0.05M

S4, previously known as Solapa4, has developed a decision making geo-referenced platform for the agricultural producer. The company integrat...

↳ Arch Grants

## Internet of Things



### Senseware

\$2.09M

Senseware creates a sensory system for surroundings. A modular plug-and-play wireless sensor-based system that helps users expose the myriad...

↳ Undisclosed Investors

4 days ago

¥3 1 mention

Remind me



### Bitfinder

\$6.23M

Bitfinder's portable device and software platform detect airborne and environmental irritants...

↳ 500 Acceler...

6 days ago

¥3 1 mention

Remind me



### Pristine

\$0.52M

Pristine has developed and provides a

to improve time-to-care, leading to lower costs and im...

↳ Undisclosed Investors

6 days ago

¥3 1 mention



### MedMinder Systems

\$0.50M

MedMinder Systems provides services that help with medication management and improve patient adherence. The company offers an easy-to-use,...

↳ Undisclosed Investors

5 days ago

¥3 2 mentions

Remind me



### MATTARNET

\$9.48M

Mattarnet is a 21st century transportation system that will transform the good are moved locally. Mattarnet is creating an automated deliver...

↳ Undisclosed Investors

## Healthcare Exits



### Maternal Fetal Medicine of Southwest Florida

M&amp;A

Maternal Fetal Medicine is a sub-specialty of obstetrics that focuses on diagnosing, treating and caring for women and unborn babies who are...

↳ MEDNAX

Today

¥3 1 mention

Remind me



### Medpace

\$161.00M IPO

Medpace is a global full-service clinical research organization providing Phase I-IV core development services for drug, biologic, and devic...

↳ Public

5 days ago

¥3 2 mentions

Remind me



### Protagonist Therapeutics

\$90.00M IPO

Protagonist Therapeutics is a biotechnology company pursuing the discovery and development of target oral peptides as well differentiated al...

↳ Public

5 days ago

¥3 7 mentions

Remind me



### Forsight VISION5

M&amp;A

ForSight VISION5 was founded in January of 2011 as the fifth company to emerge from the ophthalmic incubator ForSight Labs (www.forsightlabs...)

↳ Allergan

5 days ago

¥3 1 mention

Remind me



### Signature Healthcare Solutions

M&amp;A

Signature Healthcare Solutions specializes in acute care hospital medicine and partners with hospitals in the Chicago market.

↳ TeamHealth Holdings

## Medical Devices



### Pursuit Vascular

\$2.08M

Pursuit Vascular is developing a family of single-use products intended to protect patients from life-threatening infections and provide sub...

↳ Undisclosed Investors

4 days ago

¥3 1 mention

Remind me



### Clear Guide Medical

\$0.03M

Clear Guide Medical develops technologies to provide image fusion and Computer-Assisted Instrument Guidance for minimally invasive medical p...

↳ Undisclosed Investors

4 days ago

¥3 1 mention

Remind me



### Atomo Diagnostics

\$3.47M

Atomo Diagnostics is commercializing a range of easy to use rapid diagnostic devices and services that deliver clinical and economic value t...

↳ Global Health Investment Fund

4 days ago

¥3 4 mentions

Remind me



### Greater Alabama Lithotripsy

\$0.32M

Greater Alabama Lithotripsy is a provider of minimally invasive urological services and products.

↳ Undisclosed Investors

4 days ago

¥3 1 mention

Remind me



### JenaValve Technology

\$10.00M

JenaValve Technology develops, manufactures and markets transcatheter aortic valve implantation systems (TAVI) to treat patients suffering f...

↳ Edmond de Rothschild Investment Partners & 3 others

## Payments



### Red Dot Payments

Red Dot Payments is a payment processing company based in Southeast Asia. The company provides a payment processing product...

↳ GMO Venture Capital

4 days ago

¥3 1 mention



### FC Exchange

FC Exchange is a payment processing company based in the United States. The company provides a payment processing product...

↳ Global Reach

4 days ago

¥3 2 mentions



### Transfert Credit

Transfert Credit provides top-up services for internet-based businesses.

↳ Ding

6 days ago

¥3 1 mention



### Wangyudashi

Wangyudashi, w.wangyuhudashi.com, is a payment processing company for internet-based businesses.

↳ Shenzhen Capital

6 days ago

¥3 3 mentions



### Prepaid Technology Company

Prepaid Technology Company provides payment processing services with innovative payment...

↳ Ballast Point Ventures

6 days ago

¥3 1 mention

CBINSIGHTS

CBINSIGHTS.COM

@cbinsights

+1(212)292-3148

[Click for Live](#)