

A man with short dark hair and glasses, wearing a white t-shirt, is leaning forward and looking intently at a glowing, futuristic geometric structure. The structure is a complex, multi-faceted shape with bright blue and white light emanating from its center, creating a sense of depth and technology. The background is dark, making the glowing structure stand out.

# Venture Debt in CEE

Venture Debt Summit 2018

March 22, Luxembourg

# EY CSE snapshot

Access to wide range of companies



**~25,000**

Clients  
in EY CSE  
(2014 - 2017)



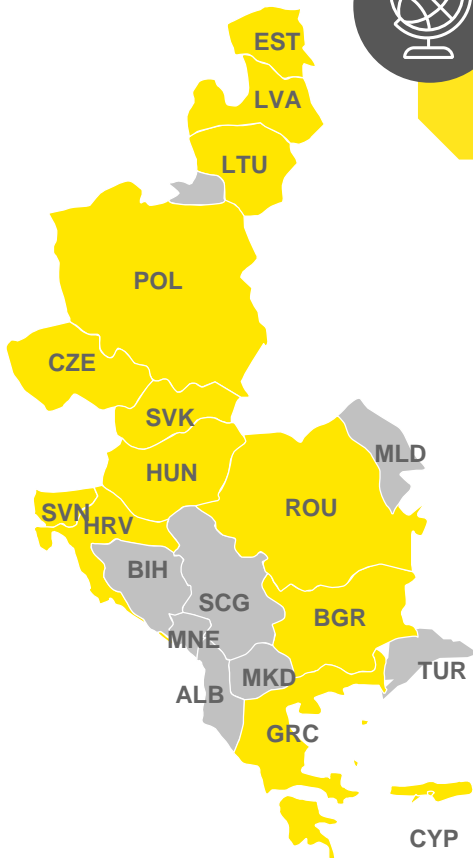
**~2,700**

Clients  
in TAS CSE  
(2014 - 2017)



**~350**

Clients  
in CSE CDA  
(2014 - 2017)



Oil & Gas | Health | Power & Utilities |  
Telecommunications | Industrials |  
Consumer Products Retail | Technology |



**36**

Offices  
in CSE



**~600**

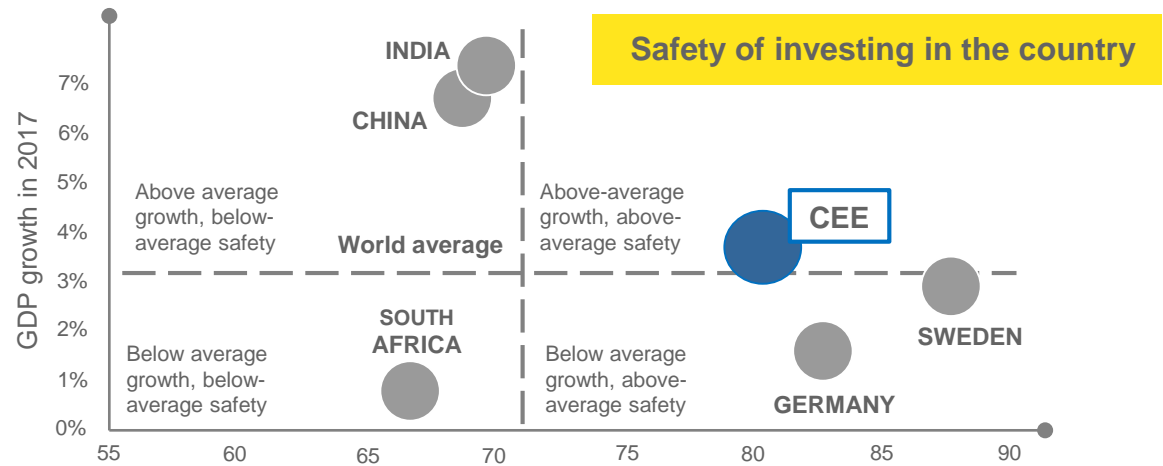
Employees  
in TAS CSE



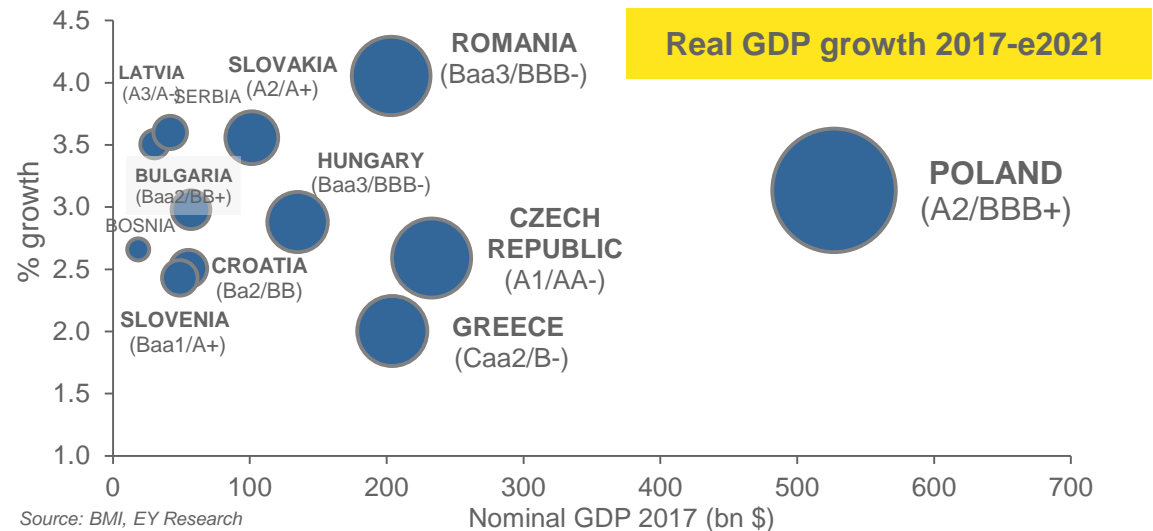
**~50**

Dedicated  
CDA  
Professionals  
in TAS CSE

# Doing business in CEE

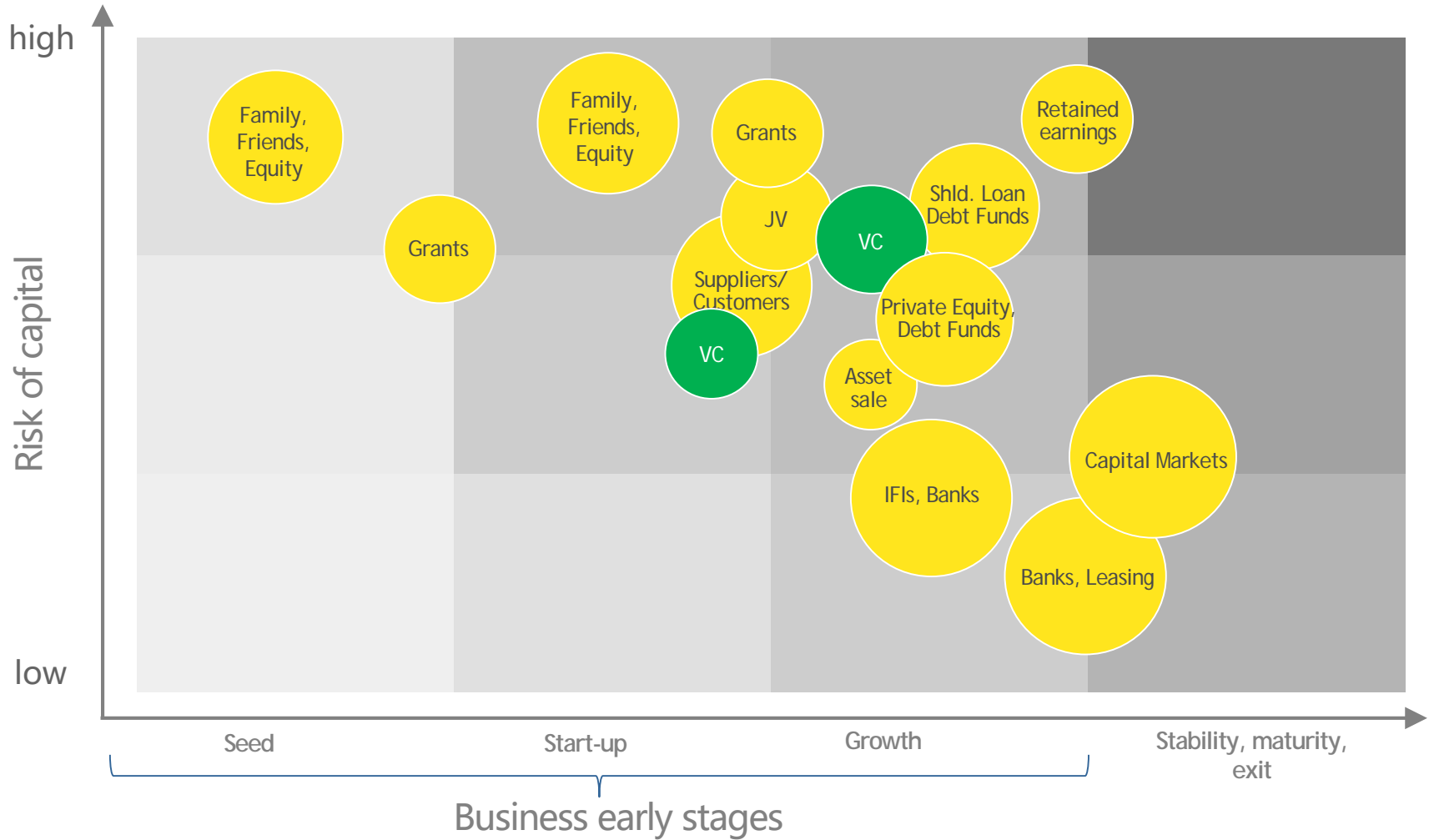


Source: IMF 2017, PRS Group 2017 data



Source: BMI, EY Research

# Funding early stage businesses in CEE



# CEE main challenges in accessing funding



# CEE Venture capital highlights

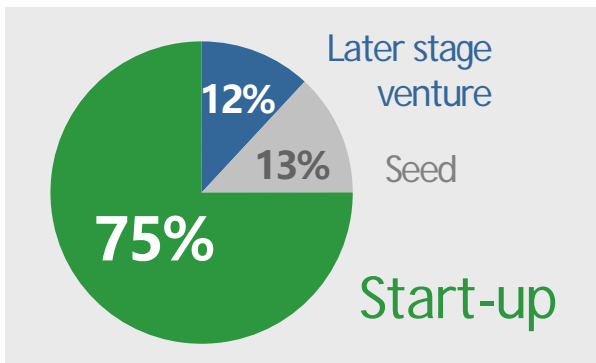
CEE yet to be a growing market for VC

2016	<b>#233</b>	<b>€ 100 mil</b>
Vs. CEE PEFs →	69% of companies	6% of value
vs. European VCs →	7.5% of companies	2.3% of value

<b>48%</b>	ITC Investments
<b>16%</b>	Consumer goods and services
<b>12%</b>	Biotech

HUN	#73	€ 31 mil
POL	#46	€ 21 mil

**61%**  
Exit as Trade Sale



**€ 0.43 mil**  
avg. VC investment

VS

**€ 1.4 mil**  
avg. European VC investment

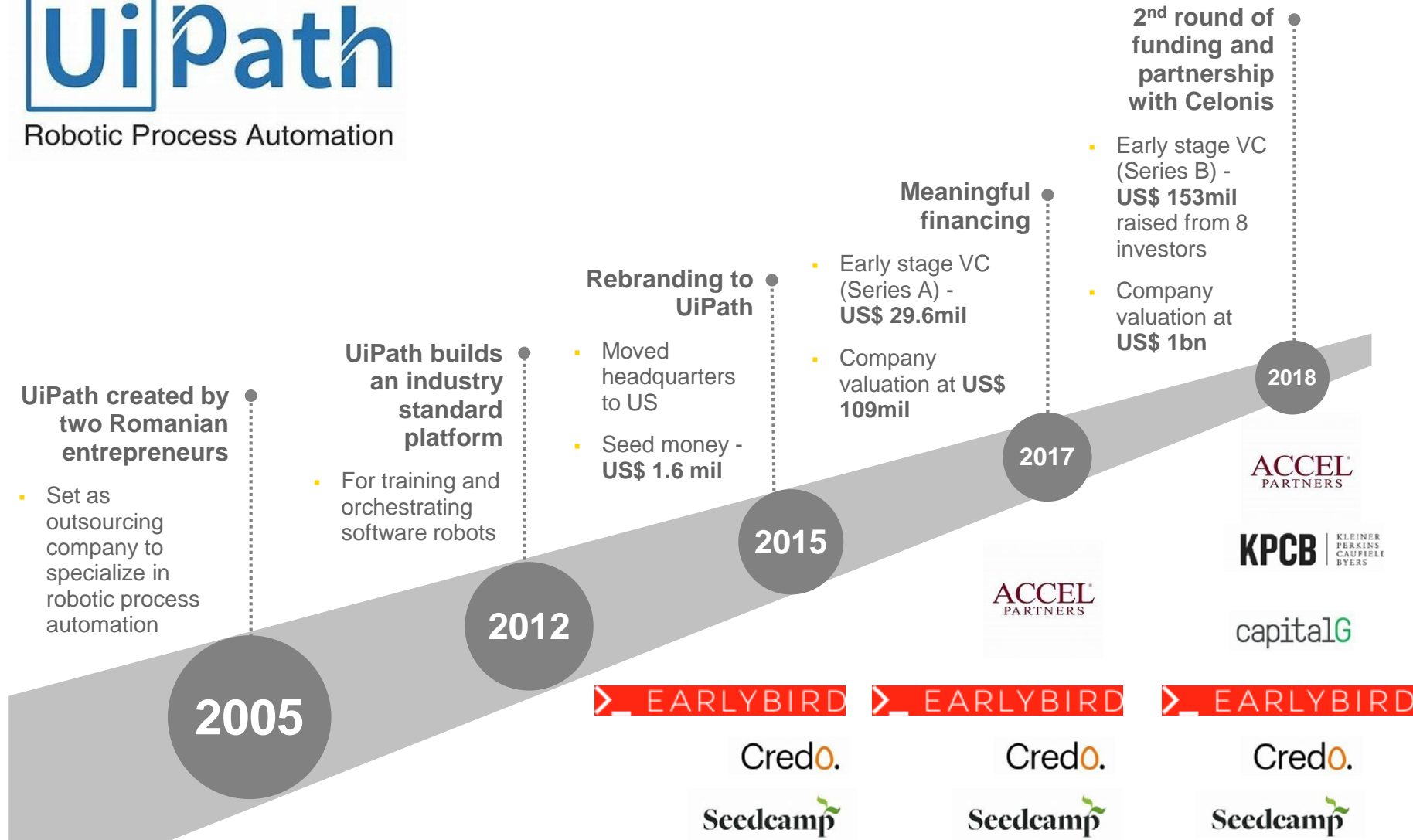
- ▶ VC size down to 1/3 of 2008 levels
- ▶ Increased regulatory pressure on traditional lending
- ▶ Fintech increases relevance: € 2.2bn in revenues estimated in the coming years in CEE
- ▶ Buoyant PE activity (€621 mil raised): shift of European investors outside CEE towards CEE (e.g. provided for 58% of total capital raised)

Source: Invest Europe, CEE PE report 2017

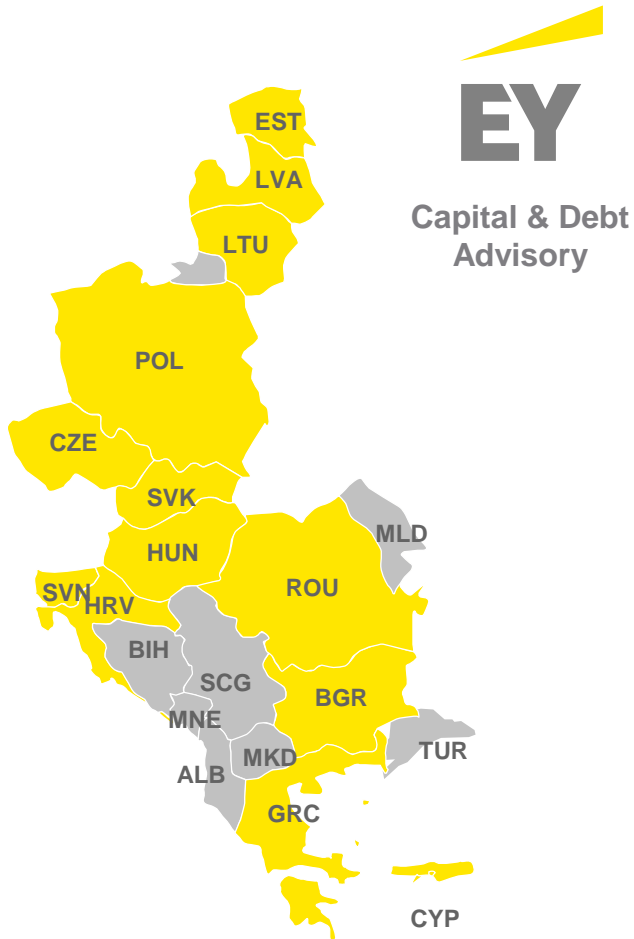
# Most recent Unicorn, a CEE story



Robotic Process Automation



# EY CSE Capital & Debt Advisory



## We have

- ▶ Wide network of clients
- ▶ Senior financing advisory team that originates deals
- ▶ Specialized teams in structuring & implementation of financing
- ▶ Integrated approach towards deal completion (origination, due dill, execution)

## We offer

- ▶ Access to client network and deal referral
- ▶ Pre-scanned deal to match your investment criteria
- ▶ Reverse deal inquiry when needed
- ▶ Resources to work on the deal execution

## You get

- ▶ Local presence and know-how
- ▶ Deal making expertise
- ▶ First hand on deals