



Startup Barometer Germany

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Building a better
working world

Design of the study



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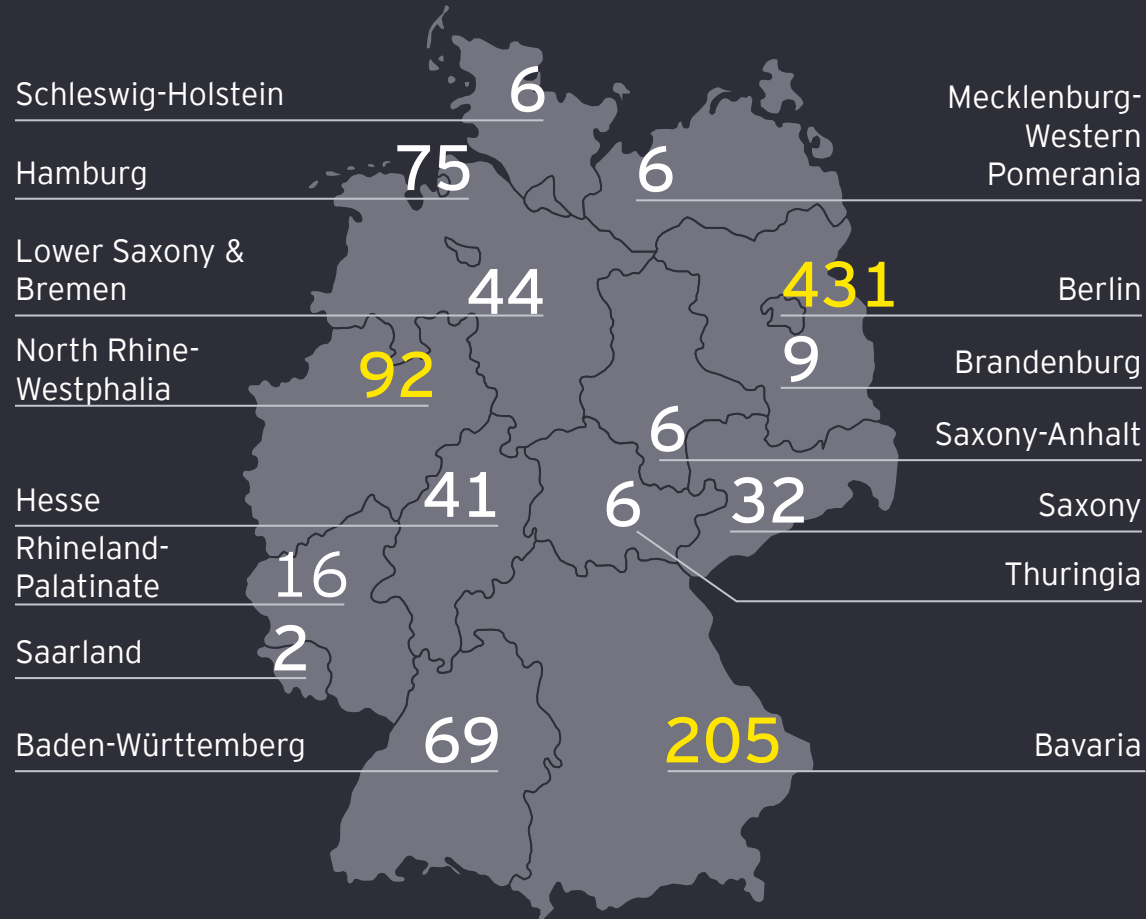
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Sources: Press releases of startups or investors, press coverage, Crunchbase

Number of startups that received financing in 2021, by federal state (not number of financing rounds)



German startups received more than EUR 17 billion in venture capital in 2021 - total volume has more than tripled - number of deals also at record level

Startup financing in Germany

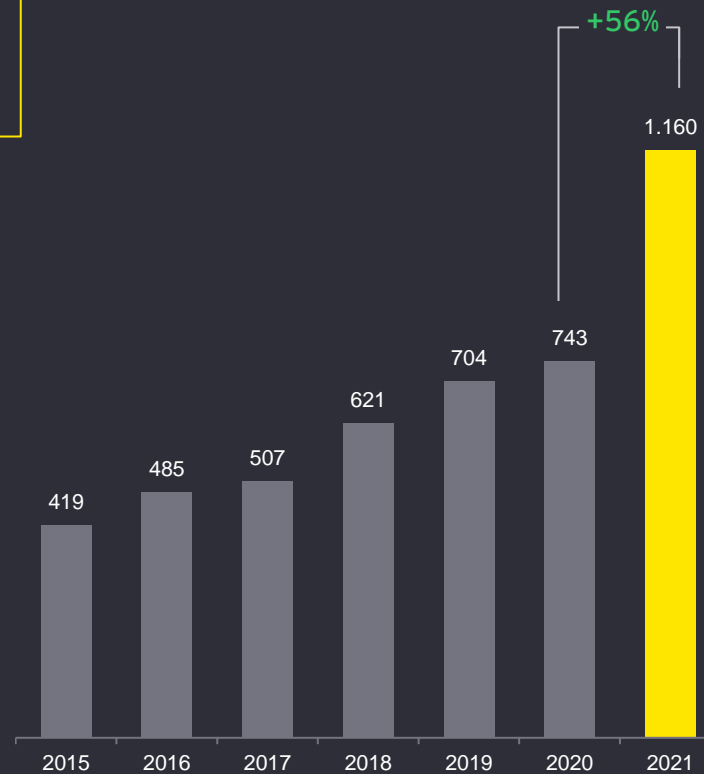
Number and value of financing rounds in Germany

Across Germany, the number of financing rounds in 2021 rose by 417 deals, or 56 percent, to a total of 1,160 deals, compared with the prior-year peak. For the first time, the mark of 1,000 deals per year was exceeded.

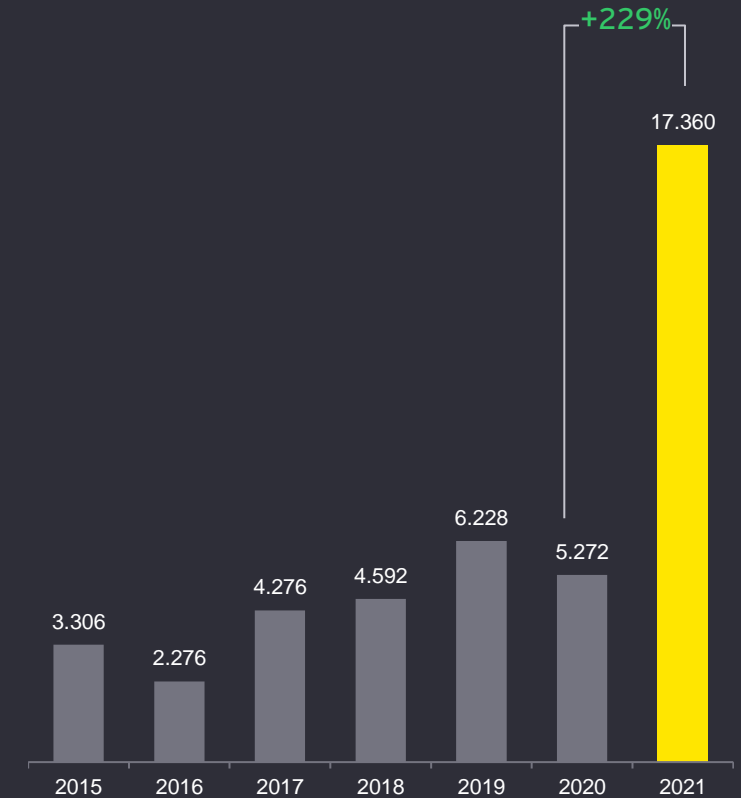
The total value of these investments literally exploded: Compared with the prior year, the total volume more than tripled to a good EUR 17.4 billion.

Thus, more venture capital flowed into the startup sector in Germany in 2021 than in the entire three-year period from 2018 to 2020.

Number



Value in EUR million



Startup financing rounds 2021 over the course of the year: Consistently high number of deals - December with second-highest deal volume

Startup financing in Germany

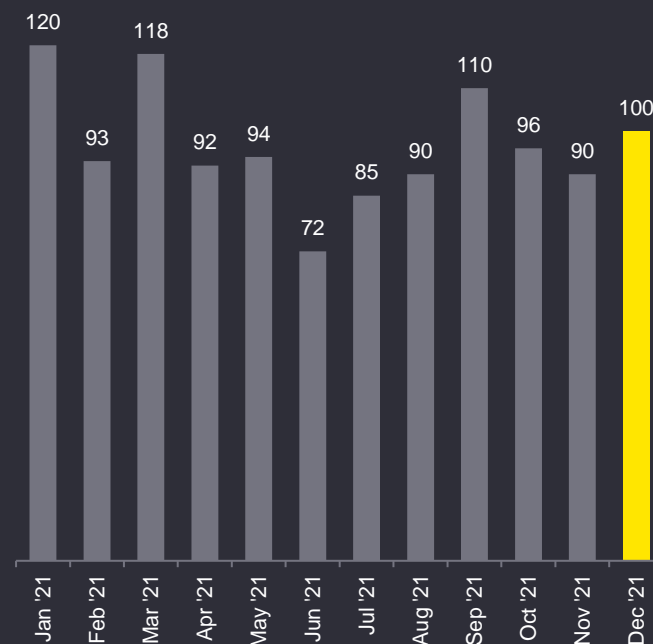
Number and value of financing rounds in Germany over the course of 2021

The number of deal closings in 2021 remained fairly constant over the course of the months: In 10 out of 12 months, more than 90 financing rounds were recorded in each case.

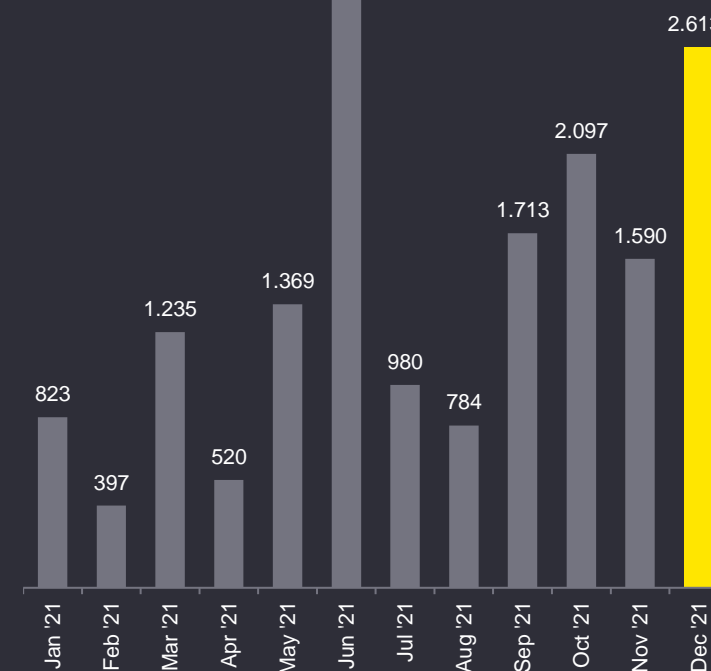
A clear positive trend can be seen in terms of monthly volumes: In the first quarter, the cumulative deal volume amounted to around EUR 2.5 billion, while in the fourth quarter it reached EUR 6.3 billion.

In each of the last four months of the year, financing volumes beyond the one-billion-euro threshold were realized.

Number



Value in EUR million



Financing volume at a new record level of nearly EUR 10 billion in the second half of 2021

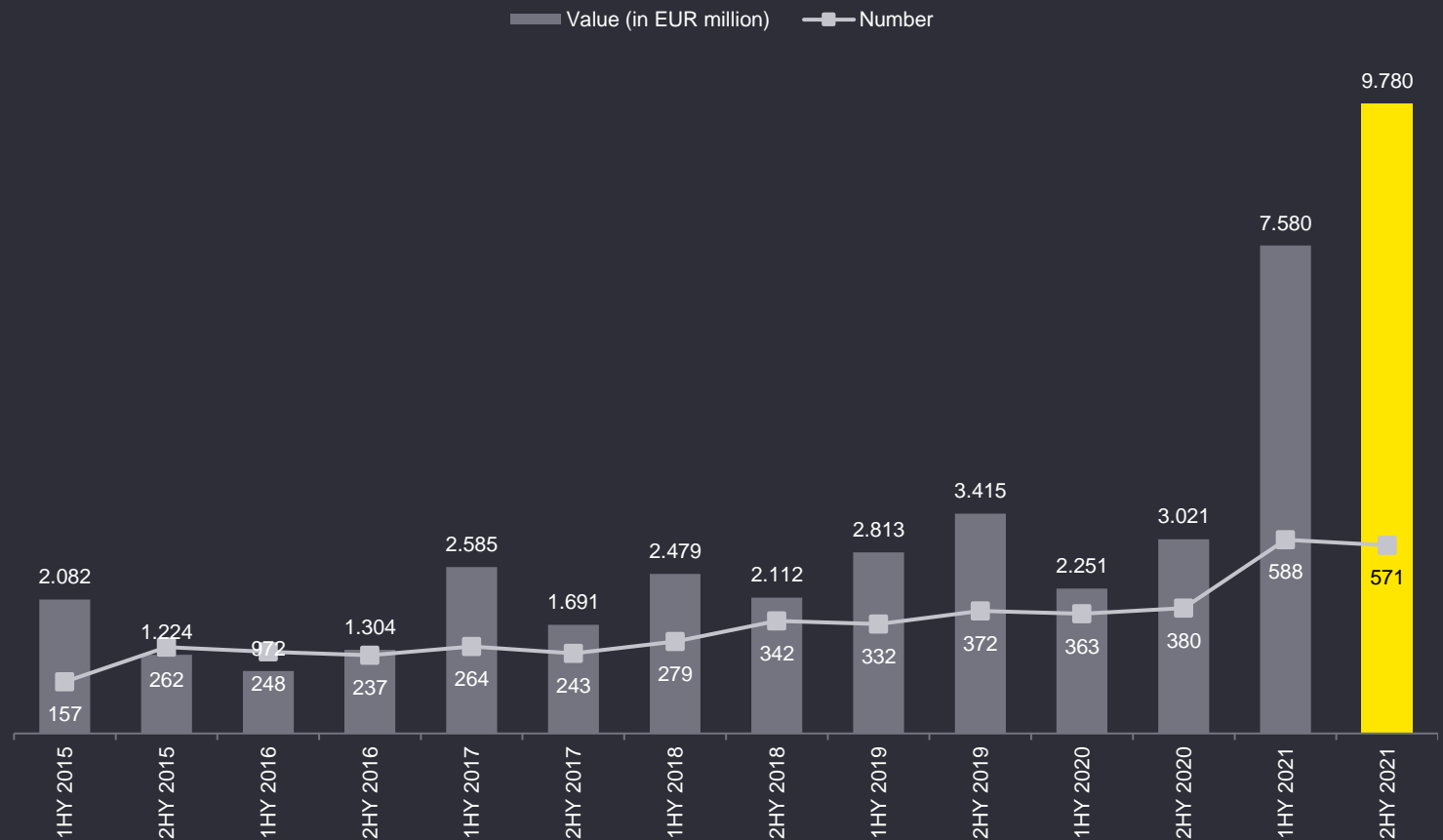
Startup financing in Germany 2015 to 2HY 2021

Number and value of financing rounds in Germany by half year

The number of registered deals in the evaluation period shows a positive trend: In the period through the first half of 2018, an average of 241 deals were concluded per half-year; in the period starting with the second half of 2018 through the second half of 2020, an average of 358 deals were concluded per half-year. In 2021, more than 550 financing rounds were recorded in each of the two half years.

The deal volume likewise shows a clear upward trend. In fact, in both halves of 2021, they exploded in comparison to the other half-year periods of the evaluation period.

Number and value (in EUR million)



Berlin remains the undisputed leader in terms of number of deals, ahead of Bavaria and North Rhine-Westphalia

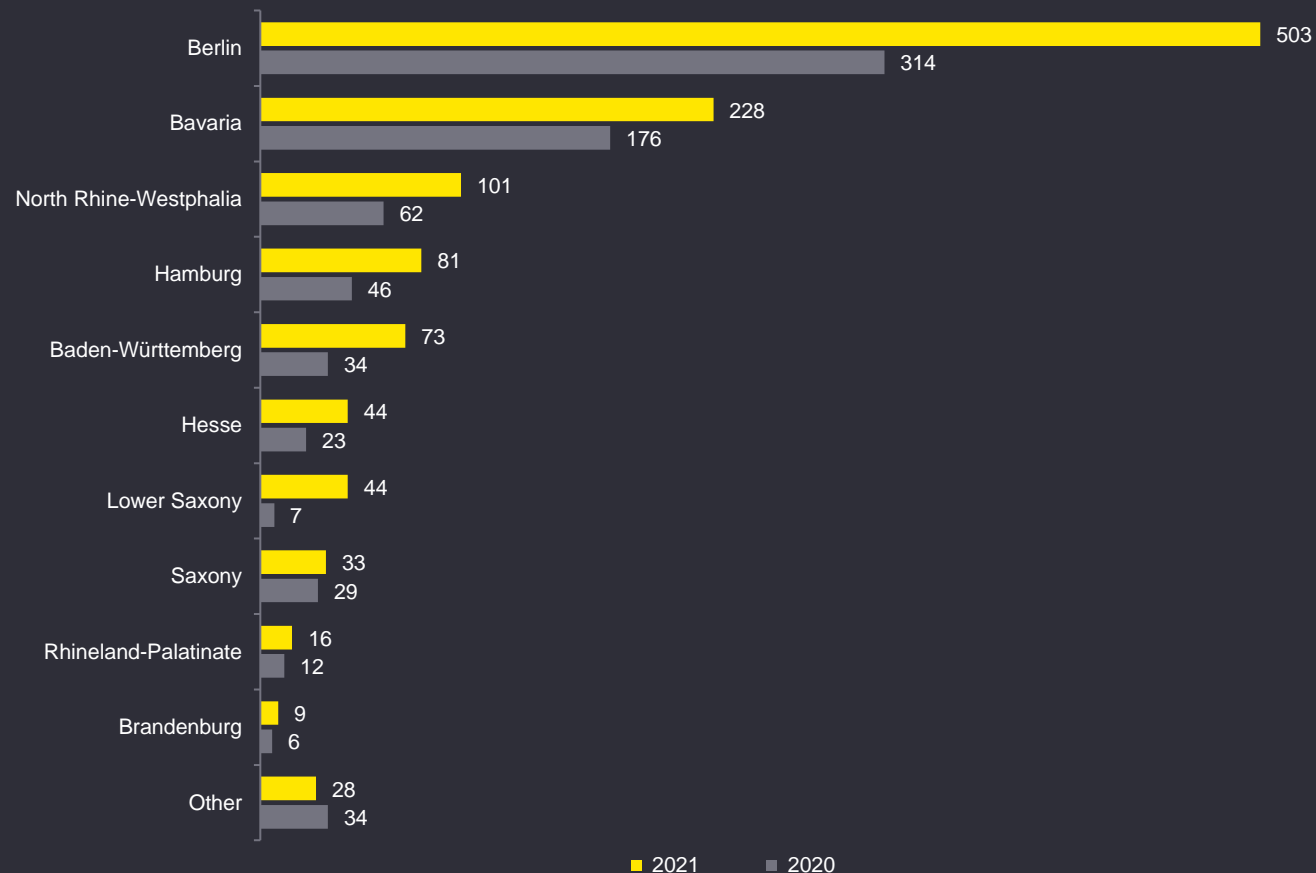
Startup financing in Germany in 2021 and 2020

Number of financing rounds by federal state

Berlin was once again the hotspot of the German startup scene in 2021: With 503 financing rounds, startups in the German capital accounted for 43 percent of all financing rounds counted in Germany - that is more than the four following German states together in the deal ranking.

Bavaria follows in second place, with 228 financing rounds, ahead of North Rhine-Westphalia, whose startups closed 101 deals.

In all of the top 10 federal states, more deals were registered in 2021 than in the prior year.



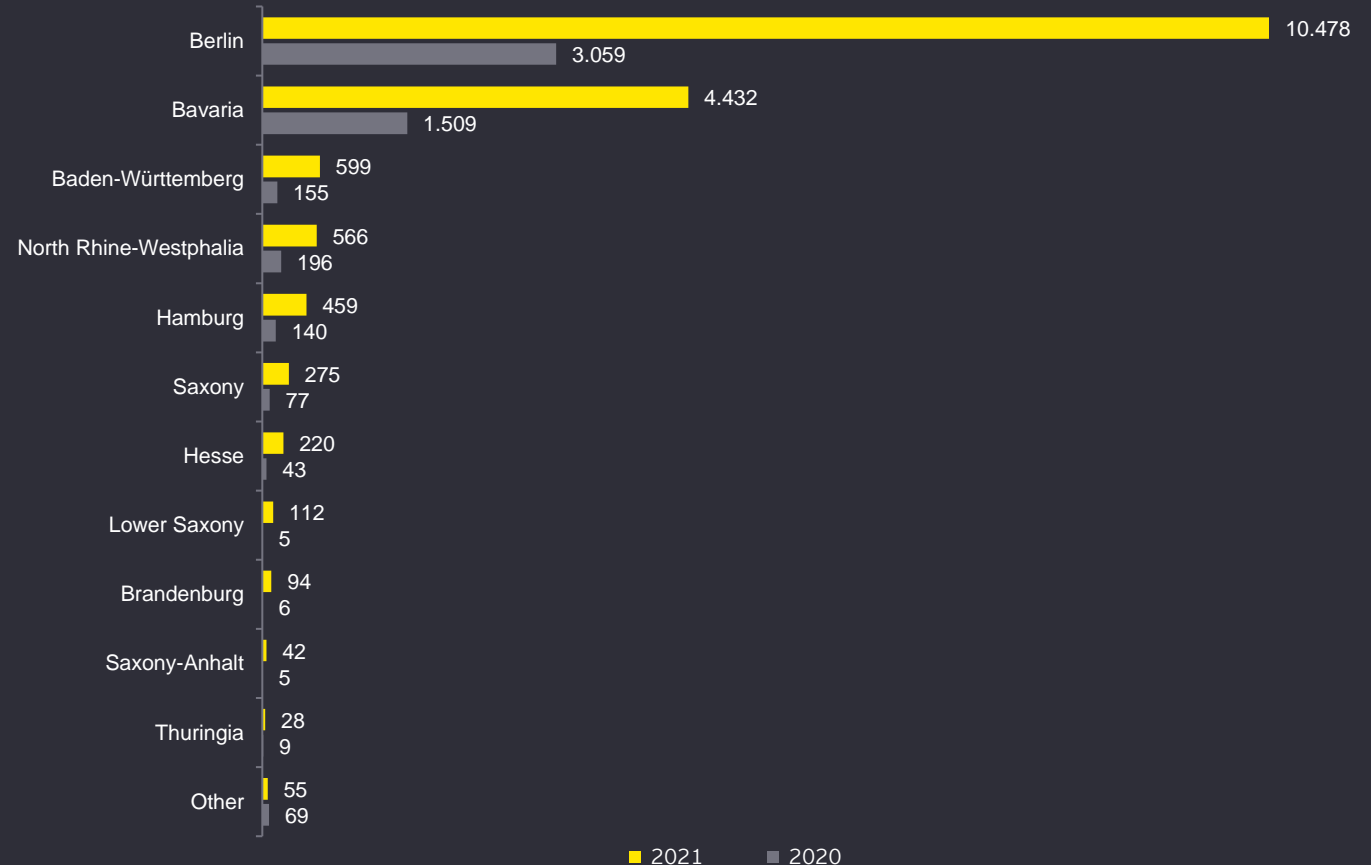
Berlin also leader in deal volume: Capital city startups with 60 percent market share

Startup financing in Germany in 2021 and 2020

Financing amounts per federal state (in EUR million)

Once again, Berlin startups were able to raise by far the most capital: Three out of every five euros invested in startups in Germany were invested in Berlin startups in 2021.

With a market share of 26 percent, Bavaria ranks second ahead of Baden-Württemberg and North Rhine-Westphalia, whose startup scenes each have a market share of around 3 percent.



Software & Analytics records by far the most financing rounds - followed by E-Commerce, Health and FinTech/InsurTech

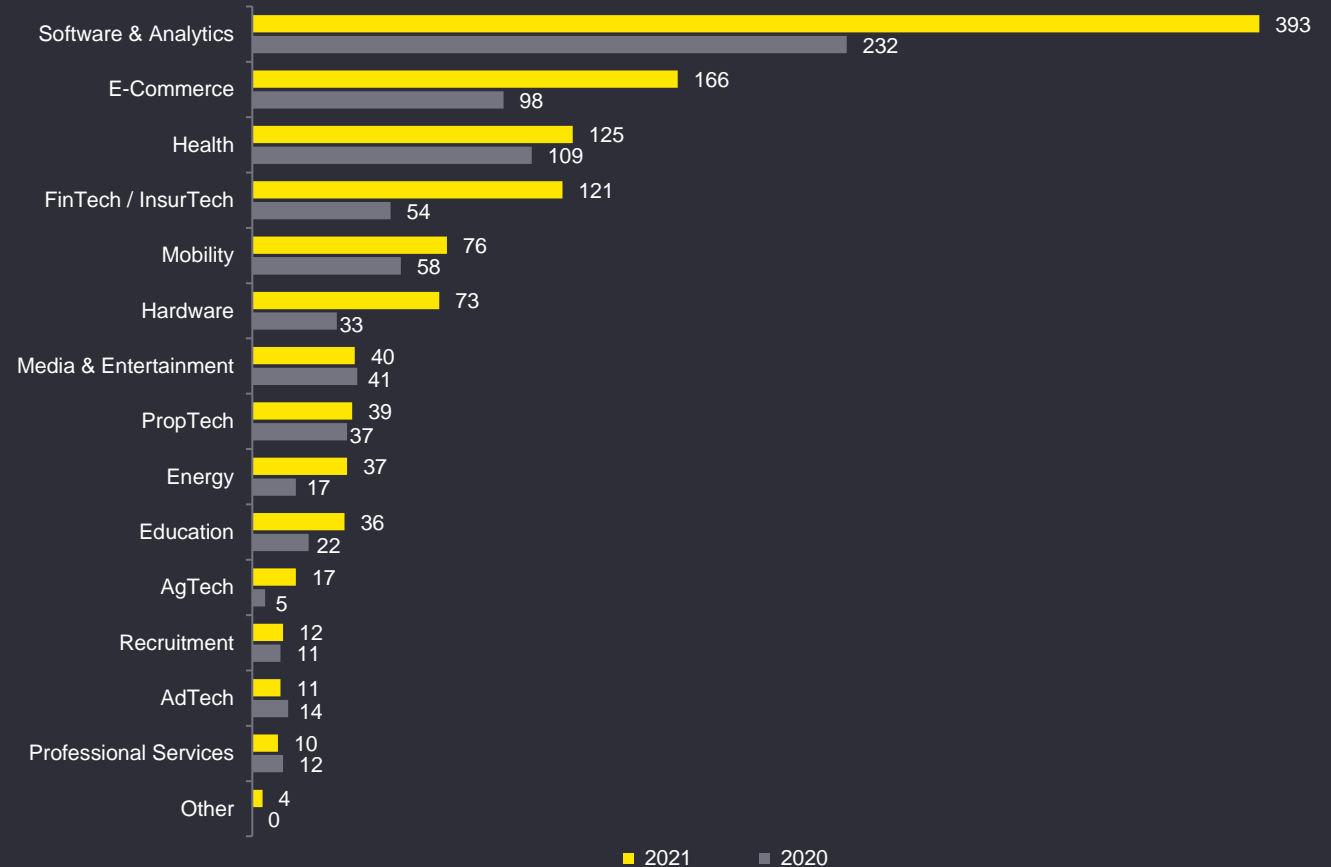
Startup financing in Germany in 2021 and 2020

Number of financing rounds per sector in Germany

As in the prior year, the Software & Analytics sector accounted for the largest number of financing rounds in 2021: A total of 393 deals were recorded here, an increase of 69 percent compared to 2020. With SaaS, Artificial Intelligence, Virtual Reality, Blockchain, Cloud, Cyber Security and Data Analytics, this sector includes startups with new technologies.

E-Commerce comes in second, with 166 deals recorded, ahead of Health and FinTech/InsurTech.

In 12 of the 15 sectors, the number of deals increased compared with the prior year.



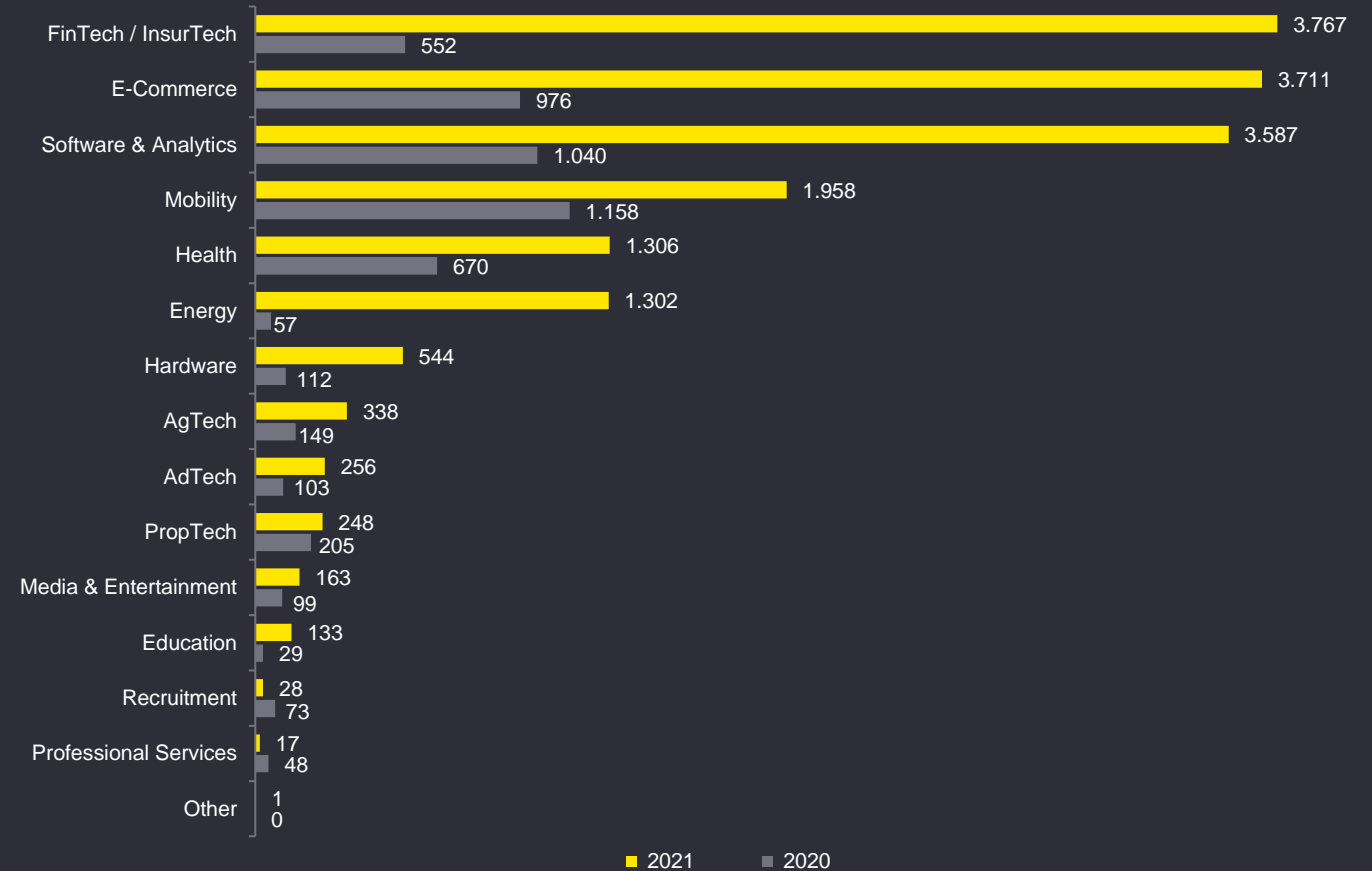
Six sectors with billion-dollar inflows - FinTech/InsurTech and E-Commerce receive the most - Software & Analytics very close behind

Startup financing in Germany in 2021 and 2020

Financing amounts per sector (in EUR million)

No fewer than three sectors received funding of more than EUR 3.5 billion each in 2021: FinTech/InsurTech, E-Commerce and Software & Analytics. All three sectors recorded an increase in total financing volume of more than three times the prior-year volume.

Other industries that raised more than EUR 1 billion in venture capital each in 2021 are Mobility, Health and Energy. All three sectors recorded significantly higher inflows of investment capital in the past calendar year than in 2020.



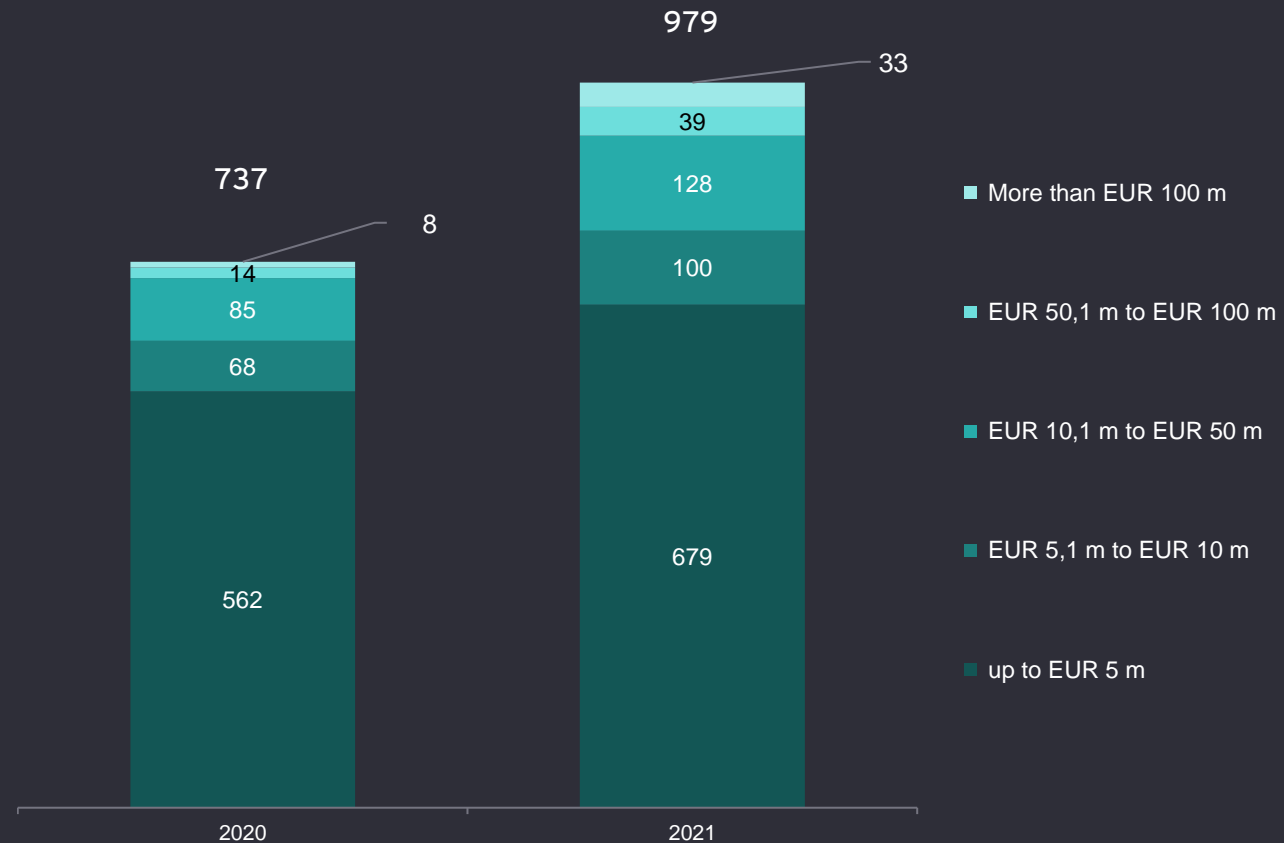
Number of deals in all size classes increased significantly in 2021 with the number of large deals of more than EUR 100 million even quadrupling

Startup financing in Germany in 2021 and 2020

By size class, number of financing rounds in the specified size class, 1st half of each year

In 2021, a total of 33 large deals worth more than EUR 100 million were counted, 25 more than in the prior year.

In all size classes surveyed, the number of deals increased significantly compared to 2020.



A total of 1,160 (743) financings were counted in 2021 (2020), but financing volume data is available for only 979 (737) transactions.

Gorillas ahead of Celonis and N26 with largest financing round - 8 of the top 10 deals with financing amounts of more than EUR 500 million

Top 10 financing rounds in Germany 2021

| Company | Month | Financing amount in EUR million * | Federal state |
|----------------|-----------|-----------------------------------|---------------|
| Gorillas | September | 861 | Berlin |
| Celonis | June | 830 | Bavaria |
| N26 | October | 775 | Berlin |
| Trade Republic | May | 747 | Berlin |
| IONITY | November | 700 | Bavaria |
| Flink | December | 646 | Berlin |
| wefox | June | 539 | Berlin |
| FlixBus | June | 539 | Bavaria |
| SellerX | December | 431 | Berlin |
| Gorillas | March | 241 | Berlin |

* Foreign currencies were translated into euros on the basis of the respective half-year average exchange rates



Focus on sustainability

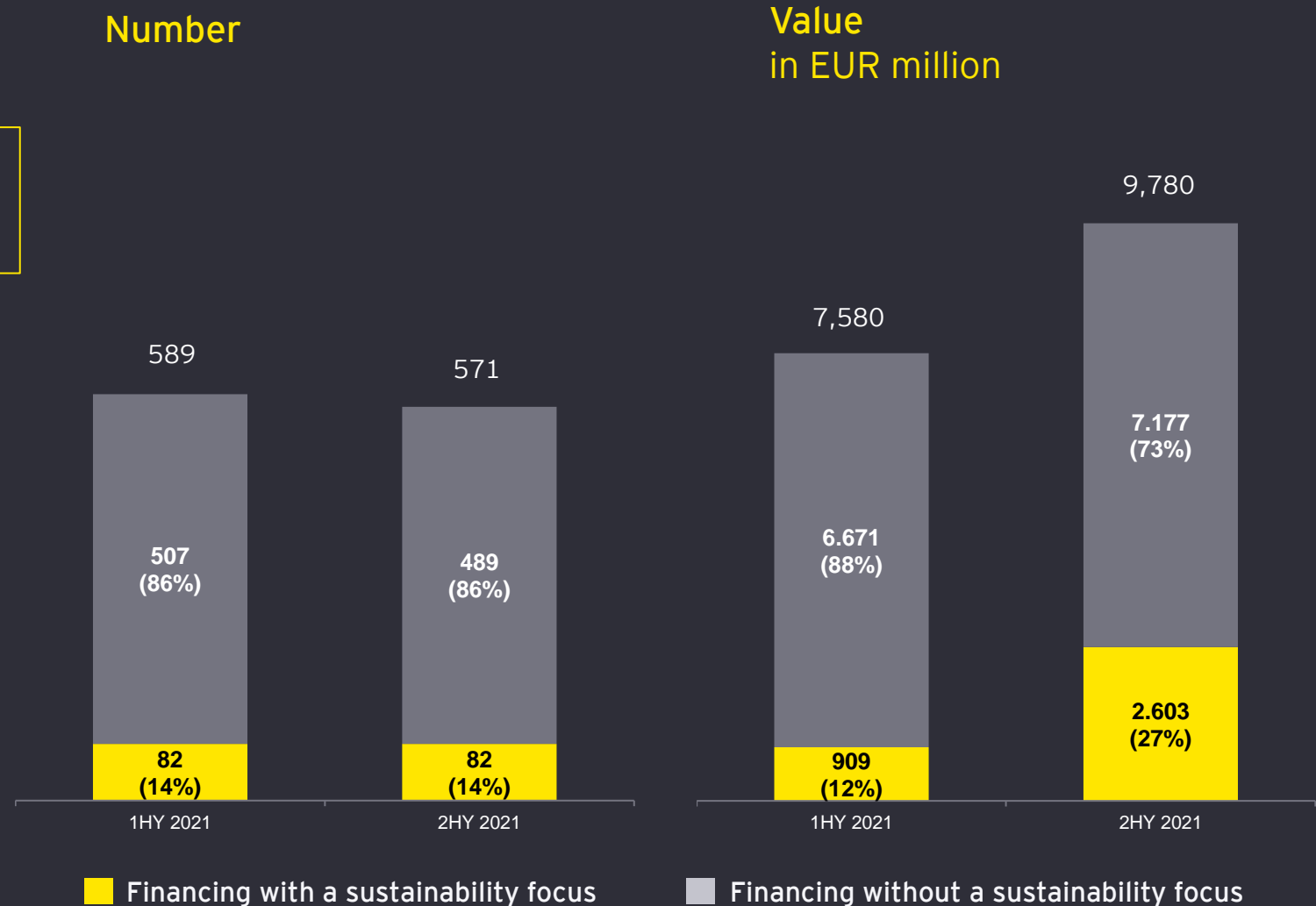
A good EUR 3.5 billion flowed to startups with a sustainability focus in 2021 - this corresponds to 20 percent of the venture capital invested

Startup financing in Germany

Number and value of financing rounds with and without reference to sustainability in Germany

In both the first and second half of 2021, 82 financing rounds were recorded that are related to sustainability. This means that in both half years, around one in seven financing rounds was related to the cross-cutting topic of sustainability.

In total, around EUR 3.5 billion was invested in German startups with a sustainability focus in 2021, which corresponds to a share of around 20 percent of the total invested sum of around EUR 17.4 billion.

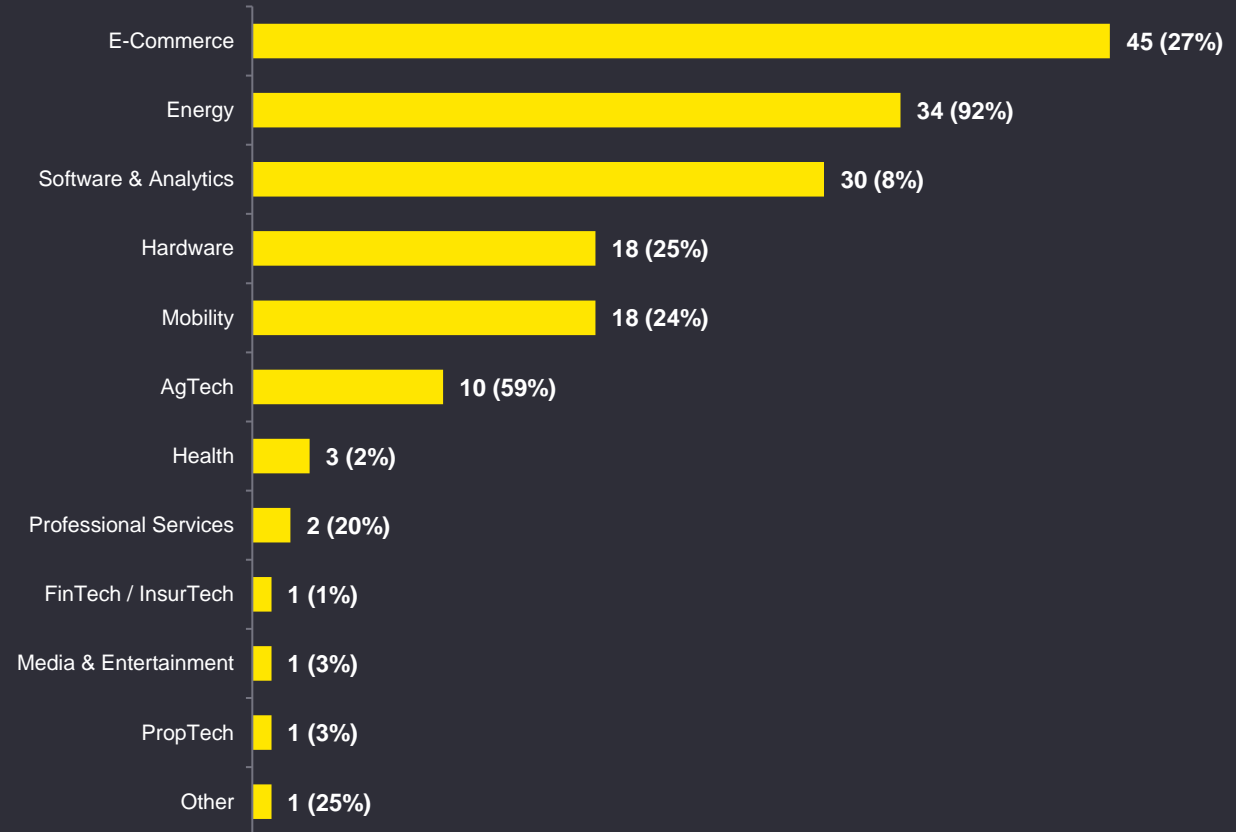


Most financing rounds with a sustainability focus in 2021 were in the E-Commerce sector

Startup financing in Germany in 2021 and 2020

Number of financing rounds with sustainability focus per sector in parentheses: Percentage of total number of financing rounds

In absolute terms, most investments in sustainability-related startups were counted in the E-Commerce sector. However, the share of such investments in the total number of investments made in the respective segment is highest in the energy sector. In the AgTech sector, too, more than every second startup that received venture capital financing in 2021 is involved in sustainability topics.

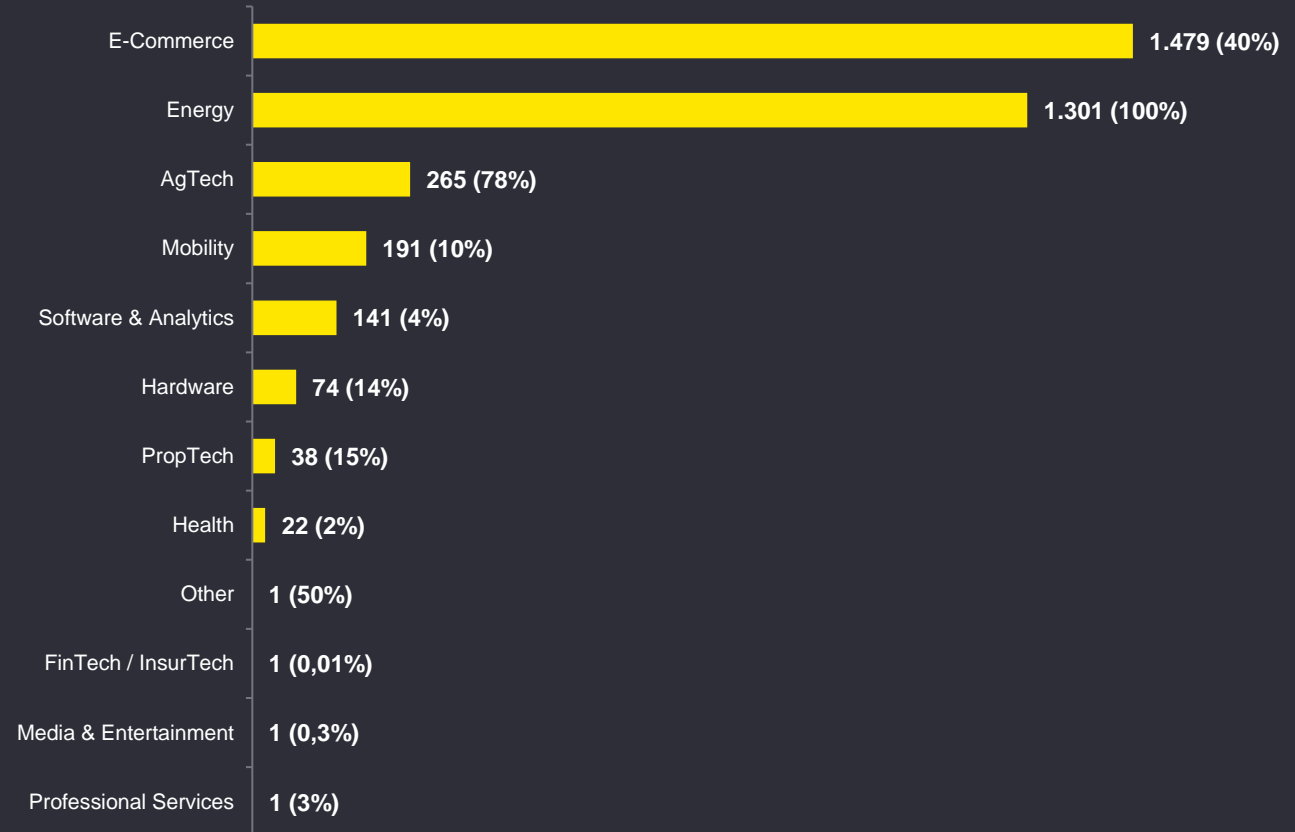


Nearly EUR 1.5 billion for sustainability-related startups in the E-Commerce sector - EUR 1.3 billion went to energy startups with a sustainability focus

Startup financing in Germany in 2021 and 2020

Financing amounts per sector (in EUR million) with sustainability focus in parentheses: Percentage of total financing

E-Commerce and energy startups with a sustainability focus received by far the highest investment sums last year.





Focus on sectors and federal states

Detailed analysis FinTech/InsurTech: Banking ahead of Trading and Insurance with the most investment capital - Trading with the most financing rounds

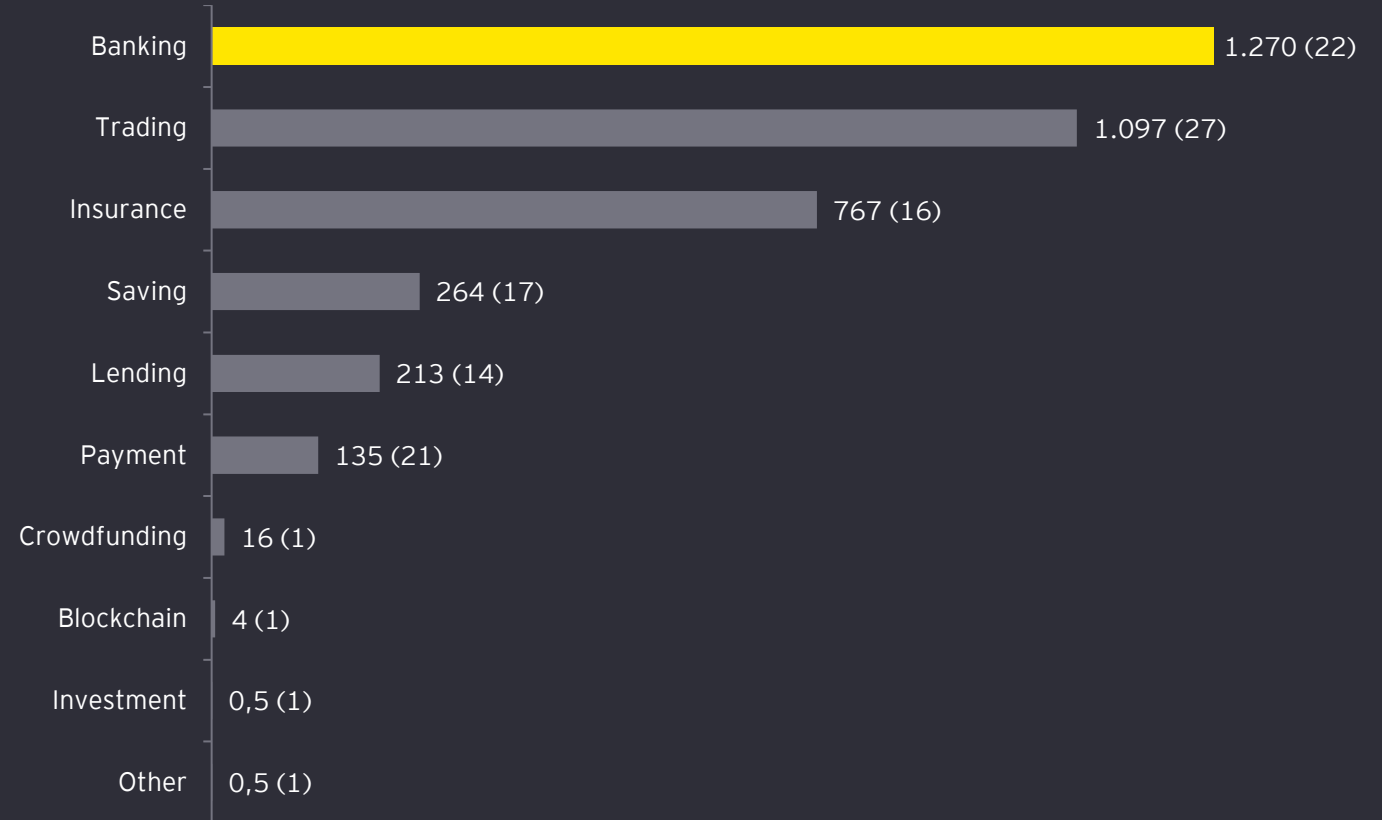
Financing in the FinTech/InsurTech sector 2021

Financing amounts per sub-sector (in EUR million)
in parentheses: Number of financing rounds

In the FinTech/InsurTech sector, the sub-sector Banking attracted most of the investment capital with an inflow of almost EUR 1.3 billion. The top deal (N26) also falls within this sector.

The sub-sector Trading also recorded inflows of more than EUR 1 billion. Most financing rounds were counted in this sector.

| Startup | Month | Financing amount in EUR million |
|----------------|---------|---------------------------------|
| N26 | October | 775 |
| Trade Republic | May | 747 |
| wefox | June | 539 |



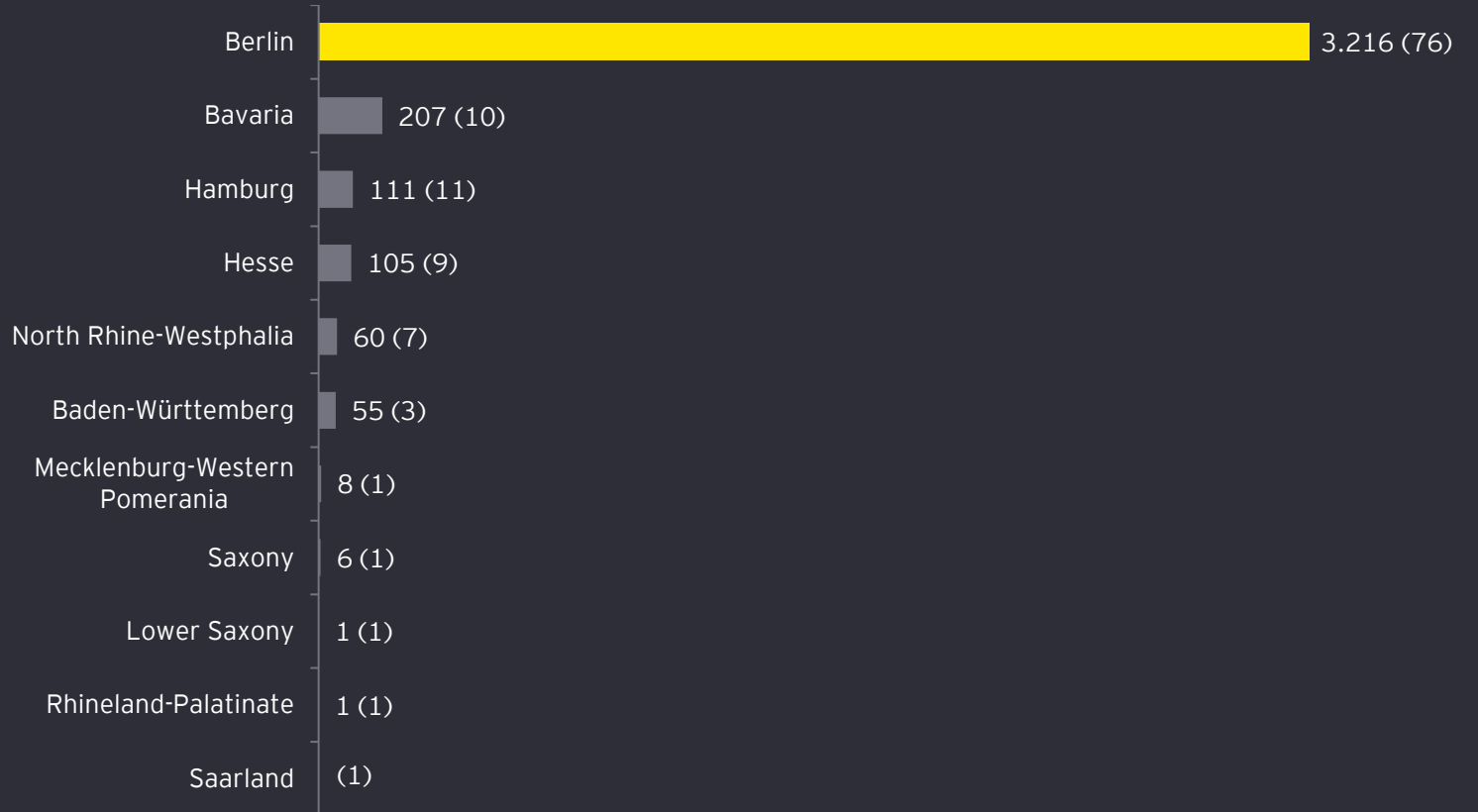
FinTech/InsurTech: Berlin startups with a market share of 85 percent

Financing in the FinTech/InsurTech sector 2021

Financing amounts per federal state (in EUR million)
in parentheses: Number of financing rounds

In 2021, Berlin startups received 85 percent of the total capital invested in the FinTech/InsurTech sector in Germany, amounting to almost EUR 3.8 billion.

In addition, FinTech/InsurTech startups in the German capital recorded by far the most financing rounds.



Detailed analysis E-Commerce: More than every second euro invested went into Food which also recorded by far the most financing rounds

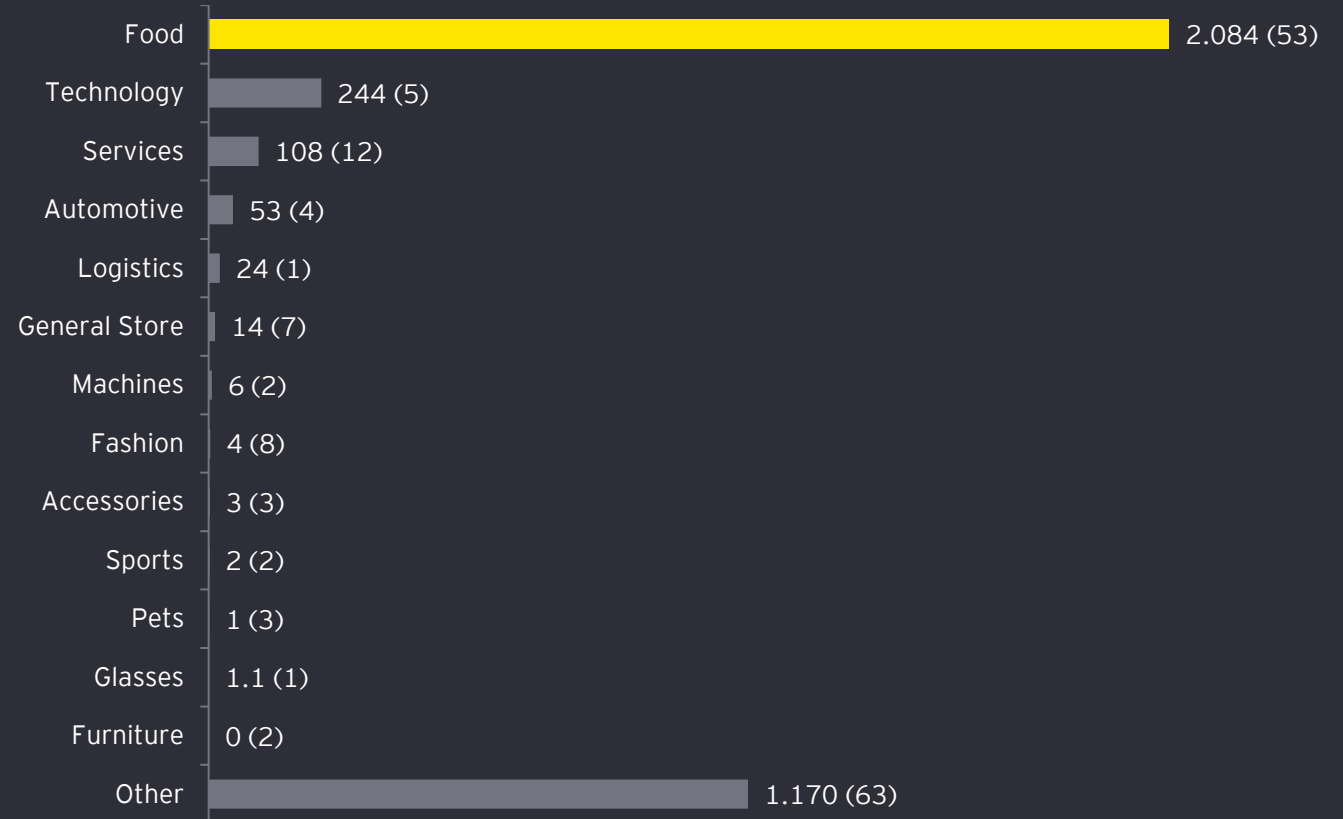
Financing in the E-Commerce sector 2021

Financing amounts per sub-sector (in EUR million)
in parentheses: Number of financing rounds

In the E-Commerce sector, the sub-sector Food recorded the most financing rounds in 2021, by far the largest inflow of investment capital with a market share of 56 percent, and also the top deal (Gorillas, EUR 861 million).

More than every second euro invested in the E-Commerce sector (56 percent) went to the sub-sector Food in 2021.

| Startup | Month | Financing amount in EUR million |
|----------|-----------|---------------------------------|
| Gorillas | September | 861 |
| Flink | December | 646 |
| Gorillas | March | 241 |



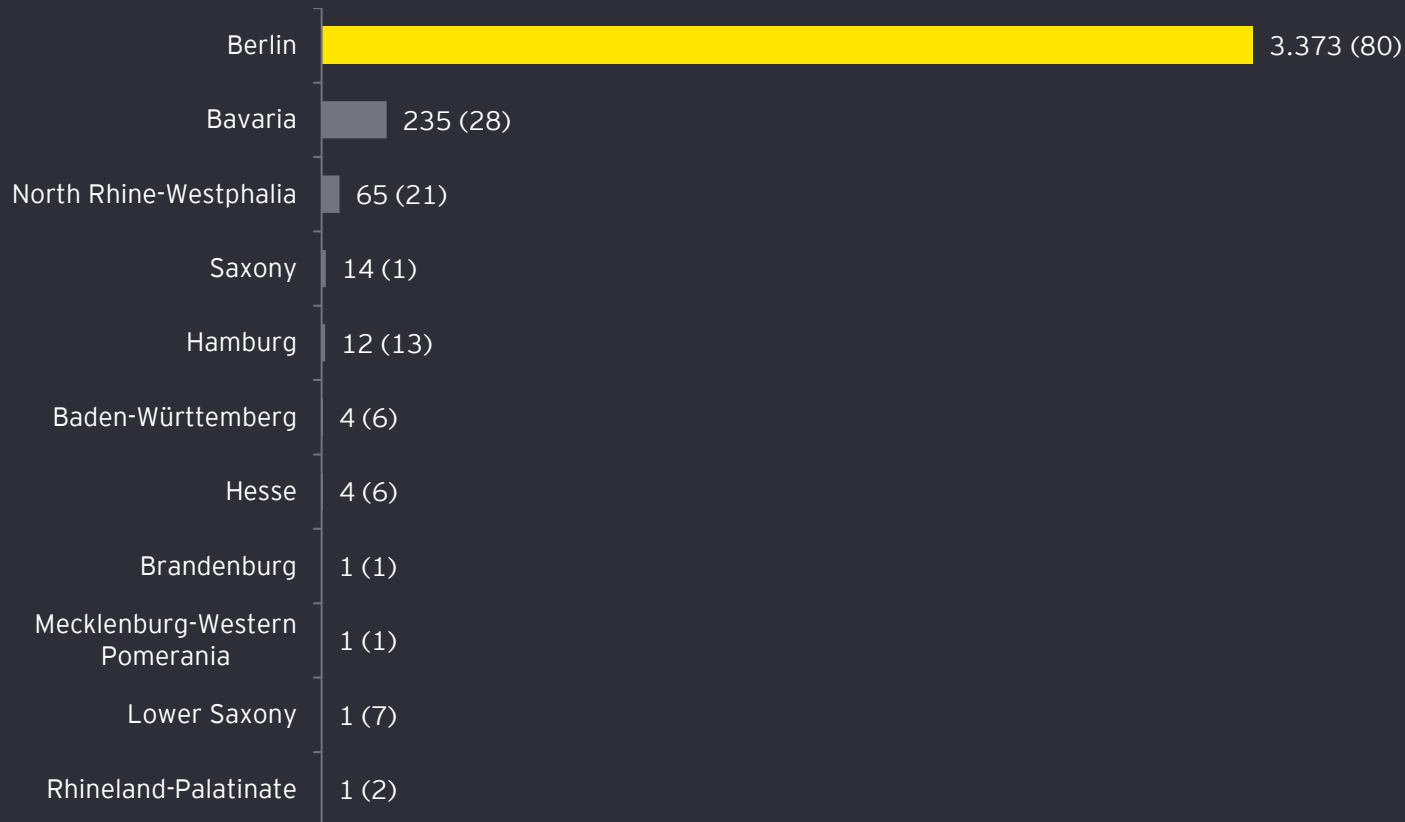
E-Commerce: More than nine out of ten invested euros went to Berlin startups - Capital city startups also with most deals

Financing in the E-Commerce sector 2021

Financing amounts per federal state (in EUR million)
in parentheses: Number of financing rounds

In 2021, Berlin-based startups again recorded the most deals and by far the highest financing volume in the E-Commerce sector: With almost EUR 3.4 billion, 91 percent of the EUR 3,711 million invested in the E-Commerce sector went to startups in the capital city.

In addition to Berlin startups, startups in Bavaria (28), North Rhine-Westphalia (21) and Hamburg (13) also recorded a double-digit number of financing rounds.



Detailed analysis Software & Analytics: Software as a Service received around EUR 2 billion and accounts for 65 percent of all financing rounds

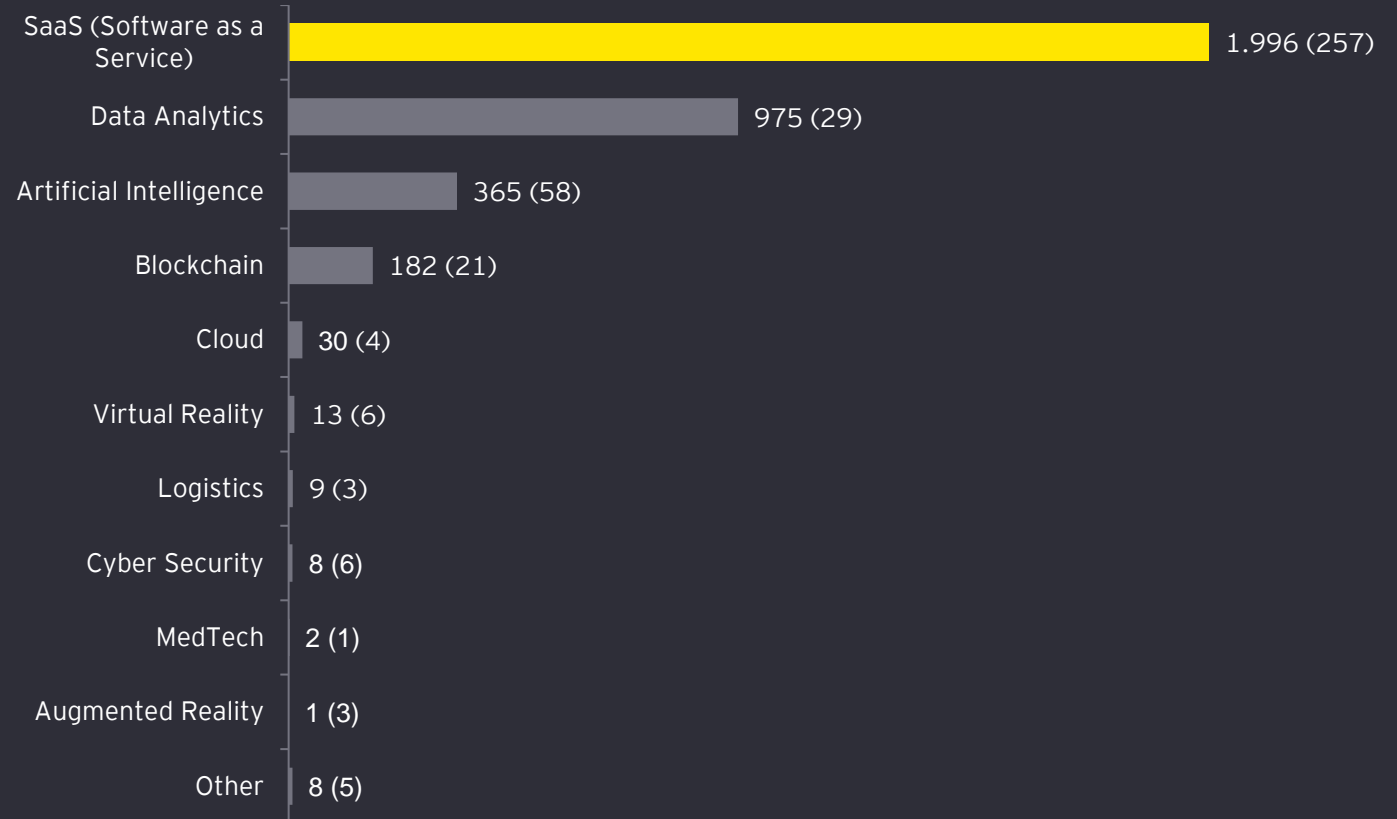
Financing in the Software & Analytics sector 2021

Financing amounts per sub-sector (in EUR million)
in parentheses: Number of financing rounds

Within the Software & Analytics sector, the sub-sector Software as a Service recorded in 2021 by far the highest investment volume and the most financing rounds.

Data Analytics recorded an influx of almost EUR 1 billion in venture capital and 29 financing rounds. Artificial Intelligence in third place received EUR 365 million and recorded exactly twice as many financing rounds with 58 deals.

| Startup | Month | Financing amount in EUR million |
|----------|----------|---------------------------------|
| Celonis | June | 830 |
| Mambu | December | 235 |
| Personio | October | 233 |



Software & Analytics: Bavarian startups received the most - Berlin startups with the most investment rounds

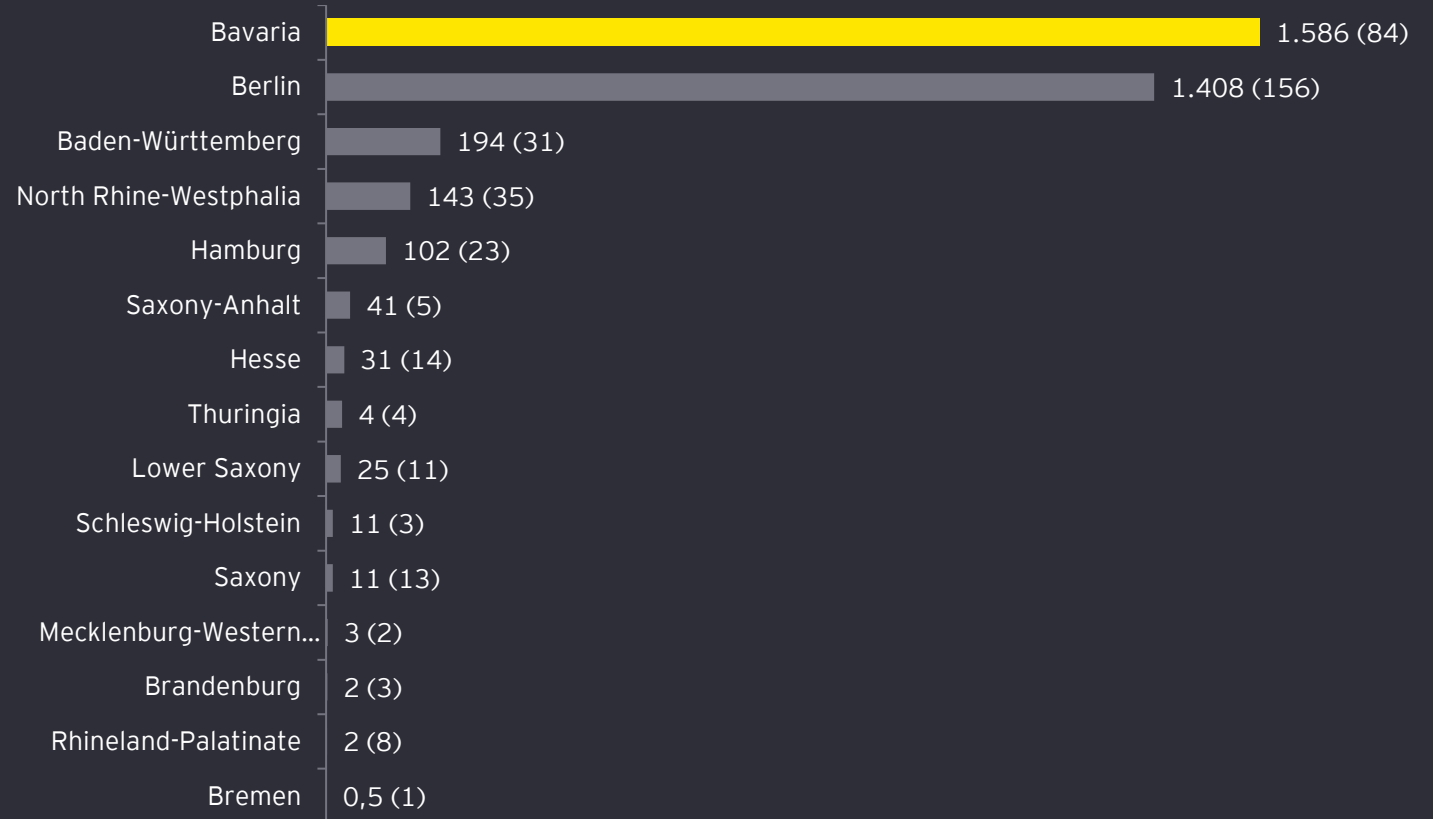
Financing in the Software & Analytics sector 2021

Financing amounts per federal state (in EUR million)
in parentheses: Number of financing rounds

In 2021, Bavarian startups recorded the strongest inflow of investment capital in the Software & Analytics sector with almost EUR 1.6 billion and the second most deals with 84 financing rounds.

Berlin-based startups recorded the most deals with 156 and the second largest inflow of investment capital with around EUR 1.4 billion.

Overall, Bavarian and Berlin startups account for a market share of around 83 percent in the Software & Analytics sector.



Detailed analysis Mobility: Travel & Leisure received largest investment sum thanks to top deal

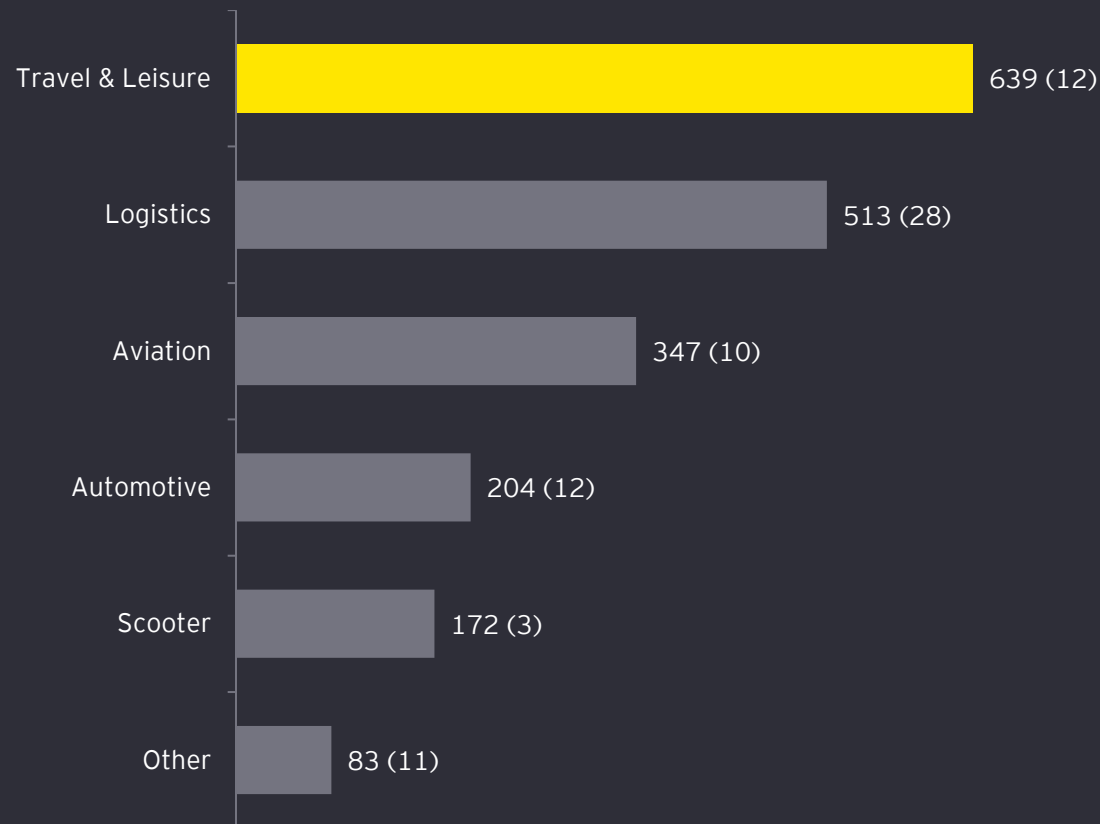
Financing in the Mobility sector 2021

Financing amounts per sub-sector (in EUR million)
in parentheses: Number of financing rounds

In the Mobility sector, 33 percent of the total capital of EUR 1,958 million invested in 2021 went to the sub-sector Travel & Leisure, which also recorded the top deal (FlixBus).

The sub-sectors Logistics and Aviation also received financing totals in excess of the 300 million mark. The sub-sector Logistics recorded the most deals, accounting for 37 percent of all deals.

| Startup | Month | Financing amount in EUR million |
|------------|-------|---------------------------------|
| FlixBus | June | 539 |
| Forto | June | 202 |
| Volocopter | March | 201 |



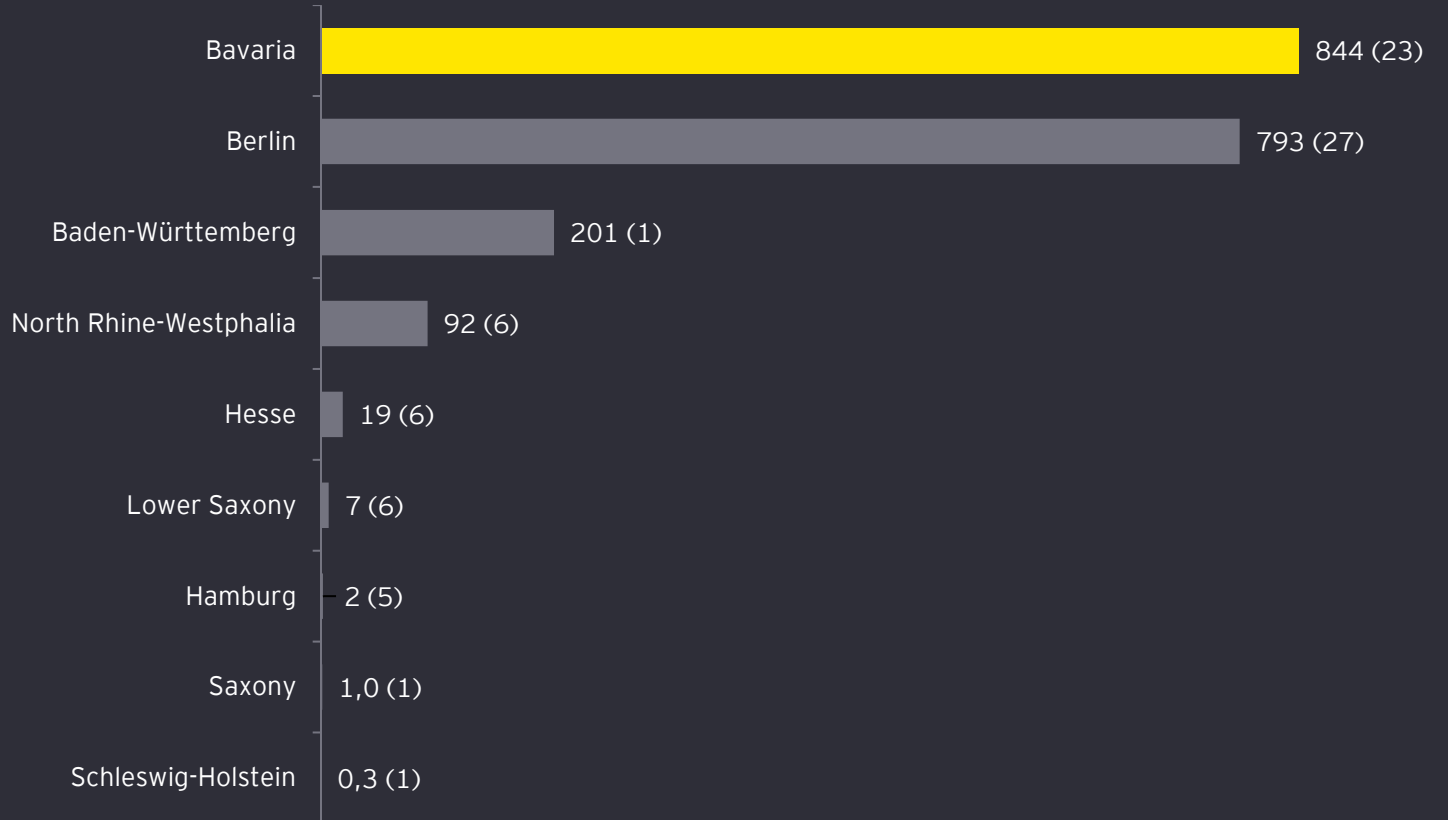
Mobility: Bavaria received the most capital - Berlin startups with the most financing rounds

Financing in the Mobility sector 2021

Financing amounts per federal state (in EUR million)
in parentheses: Number of financing rounds

In 2021, Berlin startups accounted for 36 percent of all deals registered in the Mobility sector in Germany, followed by startups in Bavaria, which achieved a market share of 30 percent.

Thanks to the top deal (FlixBus), Bavaria received the highest amount of invested capital, followed by startups in Berlin, which raised almost EUR 800 million in investment capital, and startups in Baden-Württemberg, which recorded inflows of EUR 201 million.



Detailed analysis Health: BioTech ahead of Digital Health with the highest financing volume

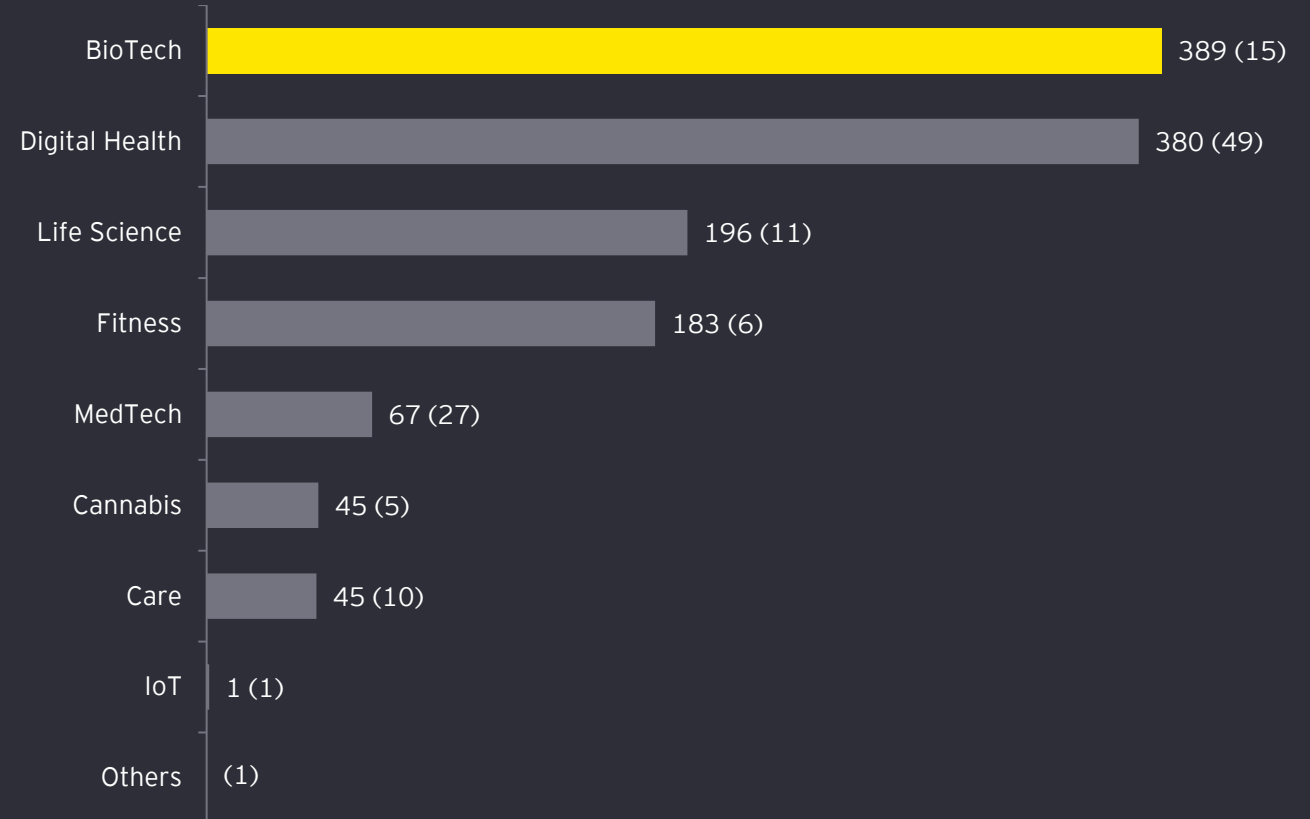
Financing in the Health sector 2021

Financing amounts per sub-sector (in EUR million)
in parentheses: Number of financing rounds

Within the Health sector, the sub-sector BioTech recorded the largest inflow of investment capital: A total of EUR 389 million flowed into this sub-sector spread over 15 financing rounds.

The sub-sector Digital Health recorded a similarly high inflow of investment capital at EUR 380 million in a total of 49 financing rounds. The sub-sector Life Science received a financing volume of EUR 196 million in 11 deals.

| Startup | Month | Financing amount in EUR million |
|------------------------|----------|---------------------------------|
| ATAI Life Sciences | March | 130 |
| T-knife | August | 95 |
| Emergence Therapeutics | December | 87 |



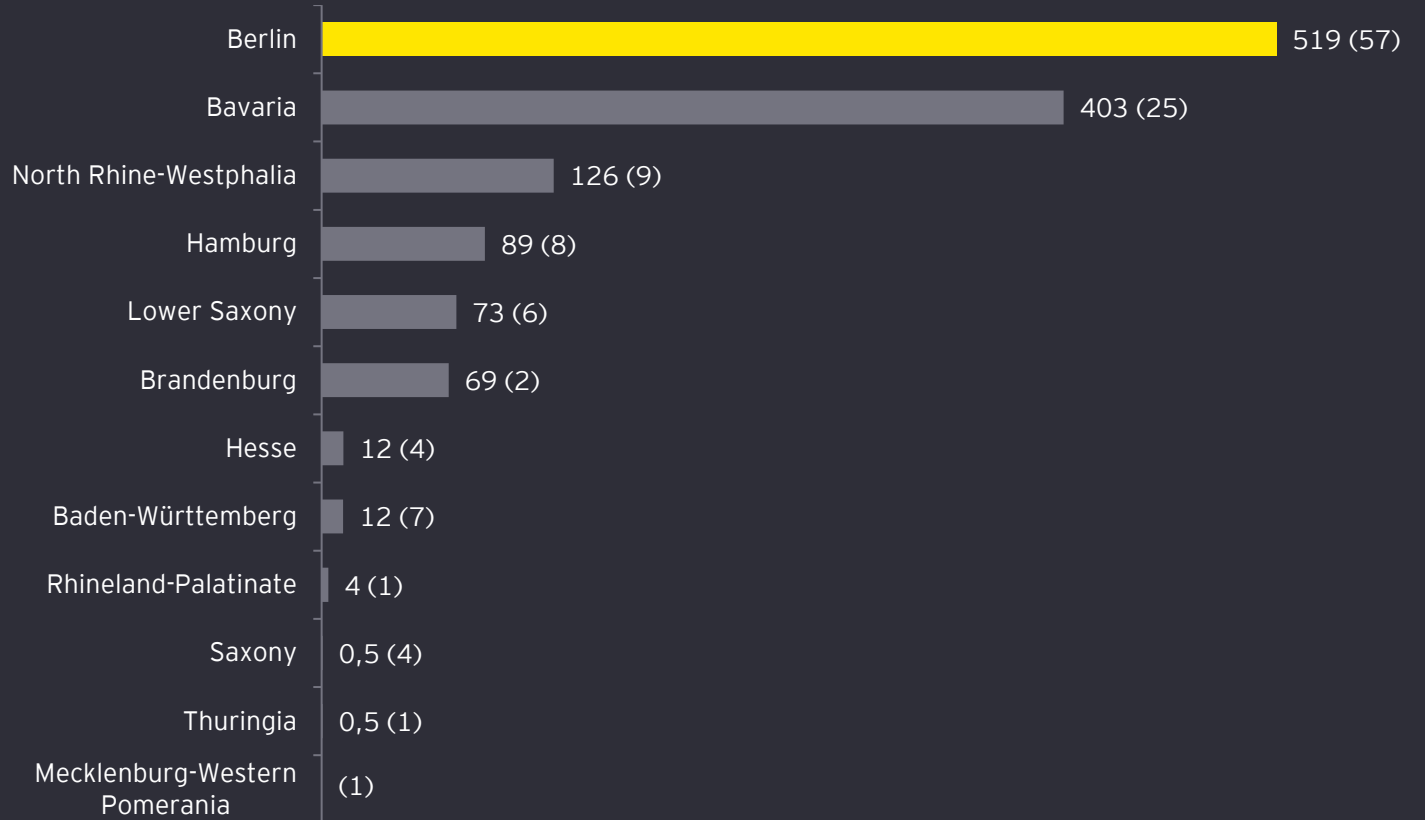
Health: Berlin startups received the most investment capital and recorded the most financing rounds - Bavaria in second place

Financing in the Health area in 2021

Financing amounts per federal state (in EUR million)
in parentheses: Number of financing rounds

In 2021, most investment capital went to Berlin startups in the Health sector: In 57 financing rounds, they received a total of EUR 519 million - EUR 116 million more than Bavarian startups, which, in turn, only managed 25 financing rounds.

Startups in North Rhine-Westphalia were also able to raise more than EUR 100 million in investment capital.



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