Draper Esprit

Venture Capital, Reinvented.

About Us

Draper Esprit is one of the most active venture capital firms in Europe, investing in high-growth technology companies with global ambitions. We believe the best entrepreneurs in Europe can build the businesses of the future. We fuel their growth with long-term capital, access to international networks and decades of experience building businesses.

The Investment Opportunity

We invest in private technology companies that are growing rapidly. Current trends show that tech companies stay private for longer; by investing pre-IPO you gain access to an alternative stage of growth.

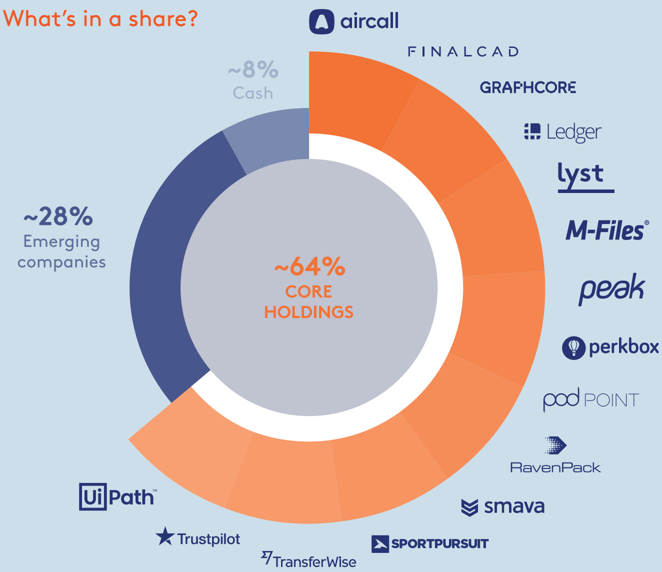
We're guided by years of experience in building technology companies. We invest with a long-term outlook, to build value over time.

We look for companies that:

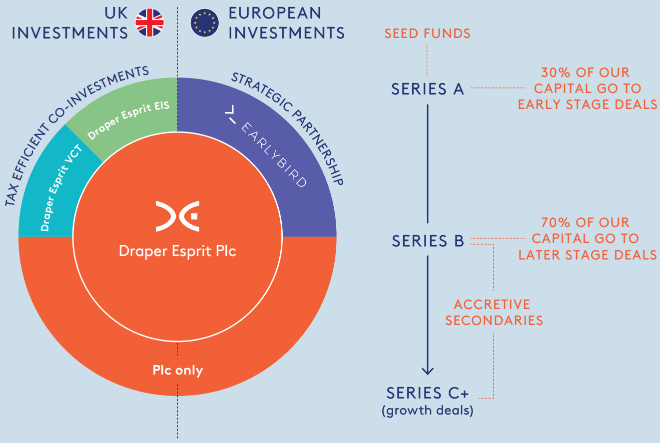
- Have the ability to be a category leader and have a global market.
- Have strong gross margins and capital efficient business models.
- Are revenue generating companies or have a clear path to commercialisation.
- Will be attractive candidates for acquisition or IPO, with valuations of $50.0 million to $1.0 billion and beyond.
- We invest across 4 sectors: Consumer Tech, Enterprise Tech, Hardware & Deeptech and Digital Health & Wellness.

As our companies grow, we provide follow-on capital to build our stakes. Over 50% of our NAV and 70% of total portfolio value, is distributed in the top 15 companies, representing our core holdings. As of 2019, these companies have an average forecast revenue of $142.0 million and 65% gross margins. By doubling down on the winners in our portfolio, we manage the risk exposure of the portfolio and generate improved upside. When the companies exit, the cash is returned to the balance sheet, so we can re-invest it in new opportunities.

What's in a share?



A multi-platform strategy



While the plc balance sheet forms the core investment vehicle for the Group, our multi-platform strategy enables the plc to build a more material stake in companies, while also increasing our reach into the best companies.

Tax Efficient Co-Investments

The Company owns 70% of Encore Ventures, otherwise known as Draper Esprit EIS, and 30.77% in the VCT manager of Draper Esprit VCT. These funds co-invest alongside the plc in early stage companies (series A) in the UK. Meanwhile, the management and performance fees received from these funds also offset costs for plc shareholders.

Earlybird Digital West

In July 2018, we announced a strategic partnership with Earlybird Digital West to share dealflow and resources to co-invest in companies across Europe, and in particular the German-speaking market. Since then, Draper Esprit has invested alongside them in companies such as N26, UiPath and Smava, among others.

Seed funds

To ensure we can source the best companies for later stage growth round, we launched a seed fund strategy in October 2017. We invest in the seed funds which have a strong track record (at least 3x return), and those managers with sector expertise and strategic geographic presence.

A disciplined investment approach

We screen roughly 2,500 companies a year and invest in approximately 20 including follow-on investments. As part of our strategy for sustainable growth, we invest small amounts early, and reserve more capital for later stage rounds. This type of investment is not a 'win or lose' game: we invest incrementally, building value over time.

Screen thousands

Meet 1,000+

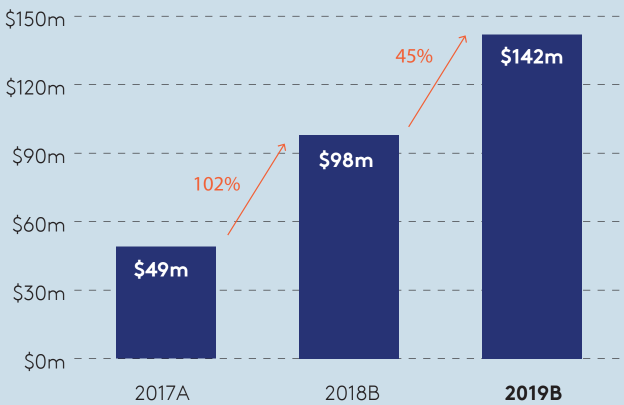
Invest in 15-30

Facilitate growth and build stakes

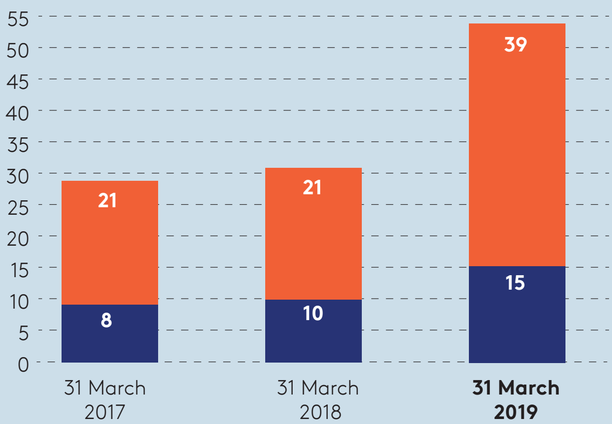
Exit

The future of tech, made in Europe.

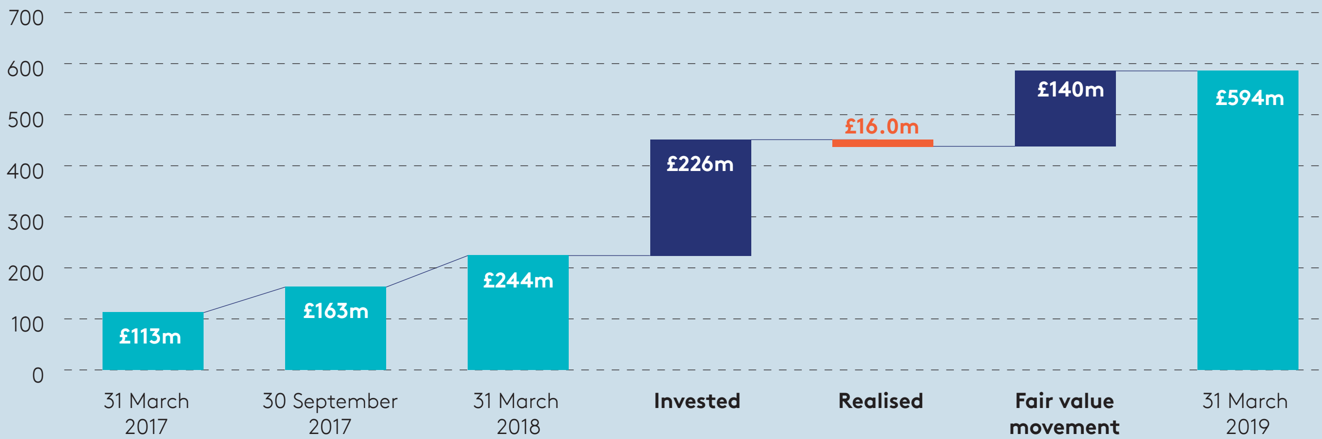
Average Revenue (core)



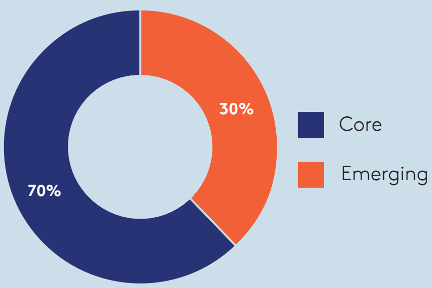
Number of Companies



Gross Portfolio Value Progression (£ millions)



March 2019 Gross Portfolio Split



Realisations since IPO

grapeshot*
Movidius
Tails.com
TransferWise
horizon
CLAVIS INSIGHT
QOSMOS
graze
Data hug
worldstores
Movie Pilot
AVEILLANT

*EIS Investment

Core Holdings

aircall
FINALCAD
GRAPHCORE
Ledger
lyst
M-Files
peak GAMES
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pod POINT
RavenPack
smava Ihr Kredit ist da.
SPORTPURSUIT
TransferWise
Trustpilot
UiPath

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