

Main Players in Venture Capital

- Educational Presentation #4 - Venture Capital
- 11.11.24
- Property of the ESCP Alternative Investment Society
- Sources: Company websites, Pitchbook, FT, Bloomberg

Section I: Multi Stage

Andreessen Horowitz (a16z)

- **Founded:** 2000
- **HQ:** Menlo Park, USA
- **Headcount:** 147
- **AUM:** \$42.98bn
- **Last fund raised:** Apr. 24 (\$7.2bn)
- **Preferred Industries:** Consumer Products and Services (B2C), Financial Services, Healthcare Technology Systems, Pharmaceuticals and Biotechnology, Software
- **Preferred Equity Ticket:** \$1-100m
- **Legal structure:** Private



Marc Andreessen (Co-Founder & General Partner)

- BS. Computer Science (CS) from University of Illinois
- Notable Investments: Twitter (X), Lyft, Airbnb



Ben Horowitz (Co-Founder & General Partner)

- MS. CS from University of California
- Notable Investments: Databricks, Skype, Lyft



Jeff Jordan (General Partner)

- MBA from Stanford University
- Notable Investments: Pinterest, Airbnb, Instacart

Recent Investments:

- Lead investor in Series C funding of Infinitus Systems, a builder of the first AI platform to automate healthcare phone calls
- Lead investor in Seed Round funding of Infinite Machine, a New York-based company revolutionizing urban transportation

Sequoia Capital



- **Founded:** 1972
- **HQ:** Menlo Park, USA
- **Headcount:** 60
- **AUM:** \$54.65bn
- **Last fund raised:** Juli. 23 (\$2.5bn)
- **Preferred Industries:** B2C, Financial Services, Healthcare Technology Systems, Pharmaceuticals and Biotechnology, Software, Energy
- **Preferred Equity Ticket:** \$1-200m
- **Legal structure:** Private



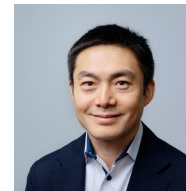
Jim Goetz (Partner)

- MS&E. from Stanford University
- Notable Investments: Whatsapp, Okta, Github



Roelof Botha (Partner)

- MBA from Stanford University
- Notable Investments: Instagram, Eventbrite, Tumblr



Alfred Lin (Partner)

- MS. Statistics from Stanford University
- Notable Investments: Doordash, Airbnb, OpenAI

Recent Investments:

- Lead investor in Series A funding of Roon, a health platform that offers medical information for patients with challenging health conditions
- Lead investor in Later Stage funding of Reflection AI, developing advanced AI agents to bridge the gap to digital AGI

General Catalyst

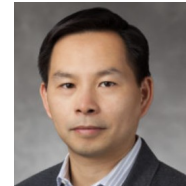


- **Founded:** 2000
- **HQ:** San Francisco, USA
- **Headcount:** 300
- **AUM:** \$29.78bn
- **Last fund raised:** Oct. 24 (\$8bn)
- **Preferred Industries:** Commercial Transportation, Healthcare, Logistics, Other Business Products and Services, Other Commercial Services, Other Consumer Products and Services, Software, Transportation
- **Preferred Equity Ticket:** \$5-200m
- **Legal structure:** Private



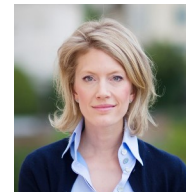
Hemant Taneja (CEO & Managing Director)

- MS. Electrical Engineering from MIT
- Notable Investments: Stripe, Snap, Livongo



Paul Kwan (Managing Director)

- BA. Economics from Yale University
- Notable Investments: Airbnb, Snap, Oscar Health



Jeanette zu Fürstenberg (Managing Director Europe)

- MS. Management from ESCP Business School
- Notable Investments: Mistral AI, Helsing, Personio

Recent Investments:

- Lead investor in Seed Round funding of Sapien, a platform to create “autonomous coworkers” for finance professionals
- Lead investor in Series D funding of Armis Security, a platform to protect industrial and IoT systems by managing cyber risks

Lightspeed Venture Partners



- **Founded:** 2000
- **HQ:** Menlo Park, USA
- **Headcount:** 67
- **AUM:** \$26.45bn
- **Last fund raised:** In process of raising 3 new funds (\$7bn)
- **Preferred Industries:** Communications and Networking, Consumer Durables, Consumer Non-Durables, Educational Software, Energy, Entertainment Software, Healthcare, IT Services, Media, Media and Information Services (B2B)
- **Preferred Equity Ticket:** \$3-200m
- **Legal structure:** Private



Ravi Mhatre (Co-Founder & Managing Director)

- MBA from Stanford University
- Notable Investments: Riverbed, Grubhub, Stitch Fix



Barry Eggers (Co-Founder & Partner)

- MBA from Stanford University
- Notable Investments: Snap, Impira, Pensando



Bejul Somaia (Partner)

- MBA from Harvard University
- Notable Investments: OYO, Udaan, Magic Pin

Recent Investments:

- Lead investor in Series B funding of Tennr, an AI solutions that help healthcare organizations automate clinical and operational tasks
- Lead investor in Series A funding of k-ID, giving access to game developers and publishers via APIs

New Enterprise Associates (NEA)



- **Founded:** 1977
- **HQ:** Menlo Park, USA
- **Headcount:** 72
- **AUM:** \$25.12bn
- **Last fund raised:** Jan. 23 (\$6.2bn)
- **Preferred Industries:** Biotechnology, Commercial Services, Energy, Production and Refining, Financial Services, Healthcare Devices and Supplies, Healthcare Services, Healthcare Technology Systems, Internet Service Providers, Media, Software
- **Preferred Equity Ticket:** \$5-100m
- **Legal structure:** Private



Scott Sandell (Chief Investment Officer)

- MBA from Stanford University
- Notable Investments: Salesforce, Snap, Robinhood



Tony Florence (Co-CEO)

- MBA from Dartmouth College
- Notable Investments: Duolingo, Snap, Cvent



Mohamad Makhzoumi (Co-CEO)

- MBA from University of Pennsylvania
- Notable Investments: GSMS, Omada, Pager

Recent Investments:

- Lead investor in Series A funding of Brenig Therapeutics, developing therapies for neurodegenerative disorders
- Lead investor in Series C funding of Zenas BioPharma, a global leader of inflammation and immunology-directed therapies

Index Ventures



- **Founded:** 1996
- **HQ:** San Francisco, USA
- **Headcount:** 41
- **AUM:** \$4bn
- **Last fund raised:** Jul. 24 (\$2.3bn)
- **Preferred Industries:** Communications and Networking, Healthcare Devices and Supplies, Media and Information Services (B2B), Movies, Music and Entertainment, Other Restaurants, Hotels and Leisure, Pharmaceuticals and Biotechnology, Retail, Software
- **Preferred Equity Ticket:** \$2-60m
- **Legal structure:** Private



Daniel Rimer (Co-Founder & Partner)

- BA. History from Harvard University
- Notable Investments: Discord, Dropbox, Etsy



Mike Volpi (Partner)

- MS&E. from Stanford University
- Notable Investments: Sonos, Kong, Wealthfront



Neil Rimer (Co-Founder & Partner)

- MBA from Harvard University
- Notable Investments: Revolut, Deliveroo, Stack

Recent Investments:

- Lead investor in Series B funding of Hebbia, a startup that uses generative AI to search large documents and respond to large questions
- Lead investor in Seed funding of Hedra, an AI Video creation platform based on its video focused foundation model

Section II: Incubator

Y Combinator



- **Founded:** 2005
- **HQ:** Mountain View, USA
- **Headcount:** 21
- **AUM:** \$3.17bn
- **Last fund raised:** In process of raising 3 new funds (\$2.2bn)
- **Preferred Industries:** Biotechnology, Commercial Transportation, Communications and Networking, Construction and Engineering, Education and Training Services (B2B), Financial Services, Government, Media and Information Services (B2B), Other Healthcare, Real Estate Services (B2C), Software, Transportation
- **Preferred Equity Ticket:** <\$0.15m
- **Legal structure:** Private



Gerry Tan (President & CEO)

- BS. CS from Stanford University
- Notable Investments: Instacart, Coinbase, Flexport



Paul Buchheit (Managing Director)

- MS. CS from Case Western Reserve University
- Notable Investments: Doordash, Instacart, Reddit



Michael Seibel (Managing Director)

- BS. Political Science from Yale University
- Notable Investments: Reddit, Dropbox

Recent Investments:

- Lumeni Orbit (YC S24), which is developing a scalable network of megawatt to gigawatt-scale data centers in space, has closed a \$10m Seed round
- Pharos (YC S24), which is leverage AI in streamlining hospital quality reporting for external clinical registries, has closed a \$5m Seed round

Plug and Play Tech Center

PLUGANDPLAY

- **Founded:** 2006
- **HQ:** Sunnyvale, USA
- **Headcount:** 62
- **AUM:** \$500m
- **Last fund raised:** Jun 23 (\$100m)
- **Preferred Industries:** Biotechnology, Commercial Transportation, Communications and Networking, Construction and Engineering, Education and Training Services (B2B), Financial Services, Government, Media and Information Services (B2B), Other Healthcare, Real Estate Services (B2C), Software, Transportation
- **Preferred Equity Ticket:** <\$0.10m
- **Legal structure:** Private



Saeed Amidi (Co-Founder & Managing Director)

- M. Management from Menlo College
- Notable Investments: Paypal, Dropbox, Tenor



Alireza Masrour (General Partner)

- MBA from Sharif University
- Notable Investments: N26, Kustomer, BigID



Carolin Wais (Partner)

- MS. Management from ESCP Business School
- Notable Investments: Clara Technologies, Roleshare

Recent Investments:

- Transitory, dedicated to delivering data-driven solutions to accelerate the low-carbon transition, has raised \$600,000 in a pre-seed round led by Plug and Play Tech Center

Section III: Early Stage

Accel



- **Founded:** 1983
- **HQ:** Menlo Park, USA
- **Headcount:** 106
- **AUM:** \$25.41bn
- **Last fund raised:** May 24 (\$650m)
- **Preferred Industries:** Computer Hardware, Consumer Durables, Consumer Non-Durables, Healthcare Devices and Supplies, Healthcare Services, Healthcare Technology Systems, Network Management Software
- **Preferred Equity Ticket:** \$5-30m
- **Legal structure:** Private



Kevin Comolli (Founding Partner)

- MBA from Harvard University
- Notable Investments: Supercell, Etsy, Atlassian



Richard Wong (General Partner)

- MBA from MIT
- Notable Investments: UIPath, Atlassian, Checkr



Luca Bocchio (Partner)

- MS. Management from Università Cattanea
- Notable Investments: Trade Republic, Vinted, Swan

Recent Investments:

- Lead investor in Pre-Seed funding of Simplismart, a startup enhancing AI infrastructure for enterprises, focusing on generative AI applications and MLOps platforms

- **Founded:** 2001
- **HQ:** Vienna, Austria
- **Headcount:** 55
- **AUM:** \$1.21bn
- **Last fund raised:** Jan 24 (\$378m)
- **Preferred Industries:** Commercial Transportation, Communications and Networking, Consumer Products and Services (B2C), Energy, Financial Services, Healthcare, Industrial Supplies and Parts, Materials and Resources, Software
- **Preferred Equity Ticket:** \$0.5-4m
- **Legal structure:** Private



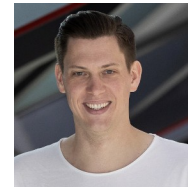
Oliver Holle (Founder & Managing Director)

- M. Economics from Columbia University
- Notable Investments: Adverity, Fraugster



Stefan Klestil (General Partner)

- MBA from WU Vienna
- Notable Investments: Wefox, Bitpanda, Curve



Mathias Ockenfels (General Partner)

- MS. Management from ESB Reutlingen
- Notable Investments: Tier Mobility, Coach Hub

Recent Investments:

- Lead investor in Seed funding of Mercanis, a procurement solution focused on the source-to-contract process

High-Tech Gründerfonds (HTGF)



- **Founded:** 1983
- **HQ:** Bonn, Germany
- **Headcount:** 79
- **AUM:** \$2.16bn
- **Last fund raised:** Jun 24 (\$706m)
- **Preferred Industries:** Computer Hardware, Consumer Durables, Consumer Non-Durables, Healthcare Devices and Supplies, Healthcare Services, Healthcare Technology Systems, Network Management Software
- **Preferred Equity Ticket:** \$0.5-30m
- **Legal structure:** public- Private



Romy Schnelle (Managing Director)

- M. Mgmt from Technical University of Ilmenau
- Notable Investments: Quobyte, Kiwigrid



Bernd Georgen (Partner)

- MBA from MIT
- Notable Investments: Fiagon, Humedics



Markus Kressmann (Partner)

- M. Business from University of Goettingen
- Notable Investments: Quentic, NFON

Recent Investments:

- Lead investor in Pre-Seed funding of Yond, a FitTech startup offering a comprehensive solution for member management, receivables management and business analytics

EarlyBird VC



- **Founded:** 1997
- **HQ:** Berlin, Germany
- **Headcount:** 44
- **AUM:** \$2.16bn
- **Last fund raised:** May 24 (\$650m)
- **Preferred Industries:** Computer Hardware, Consumer Durables, Consumer Non-Durables, Healthcare Devices and Supplies, Healthcare Services, Healthcare Technology Systems, Network Management Software
- **Preferred Equity Ticket:** \$0.5-30m
- **Legal structure:** Private



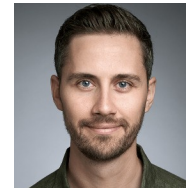
Hendrik Brandis Ph.D (Co-Founder & Partner)

- PhD. Aerospace from Technical University of Munich
- Notable Investments: Onefootball, Aiven, NFON



Christian Nagel Ph.D (Co-Founder & Partner)

- PhD. Economics from University of St. Gallen
- Notable Investments: Tipp24, Interhyp



Andre Retterath Ph.D (Partner)

- PhD. Economics from Technical University of Munich
- Notable Investments: Aleph Alpha, Keel

Recent Investments:

- Lead investor in Series A funding of Flanks, a comprehensive CRM for wealth managers and advisory firms, providing tools for wealth management, regulatory compliance and client interactions

Picus Capital

- **Founded:** 2015
- **HQ:** Munich, Germany
- **Headcount:** 22
- **AUM:** \$1.16bn
- **Last fund raised:** May 24 (\$650m)
- **Preferred Industries:** Computer Hardware, Consumer Durables, Consumer Non-Durables, Healthcare Devices and Supplies, Healthcare Services, Healthcare Technology Systems, Network Management Software
- **Preferred Equity Ticket:** \$0.5-5.38m
- **Legal structure:** Private



Robin Godenrath (Co-Founder & Managing Director)

- MS. Finance from WHU
- Notable Investments: Personio, Kin Insurance, Billie



Alexander Samwer (Co-Founder & Managing Director)

- MBA from Harvard University
- Notable Investments: Facebook/ Meta, Zalando



Jeremias Heinrich (Co-Founder & Managing Director)

- MS. Engineering from Technical University of Munich
- Notable Investments: Goliving, Valor Infrastructure Partners

Recent Investments:

- Portfolio company Vega, which is developing an operating system to empower alternative asset managers in efficiently servicing and scaling their client base, has secured \$20m in its latest Series A funding round

Section IV: Late Stage

General Atlantic



- **Founded:** 1980
- **HQ:** New York, USA
- **Headcount:** 374
- **AUM:** \$96.40bn
- **Last fund raised:** Feb 24 (\$2.7bn)
- **Preferred Industries:** Business products, business services, consumer products, consumer services, information technology, financial services, healthcare, TMT, and manufacturing sectors
- **Preferred Equity Ticket:** \$50-500m
- **Legal structure:** Private



William Ford (CEO)

- MBA from Stanford University
- Notable Investments: Sierra Space, Hireright



Anton Levy (Co-President & Managing Director)

- MBA from Columbia University
- Notable Investments: Tock, CNET Media



Gabriel Caillaux (Co-President & Managing Director)

- M. Finance from ESCP Business School
- Notable Investments: Actis, Esker

Recent Investments:

- Lead investor in Series E funding of Insider, the leading marketing platform for delivering individualized, cross-channel customer experiences

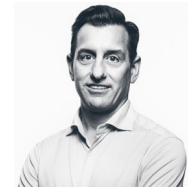
Insight Partners

- **Founded:** 1995
- **HQ:** New York, USA
- **Headcount:** 246
- **AUM:** \$90.10bn
- **Last fund raised:** Sept. 24 (\$10bn)
- **Preferred Industries:** Capital Markets/Institutions, Commercial Banks, Communications and Networking, Computer Hardware, Educational Software, Entertainment Software, Financial Software, Government, Healthcare Devices
- **Preferred Equity Ticket:** \$50-500m
- **Legal structure:** Private



Jeffrey Horing (Co-Founder & Managing Director)

- MBA from MIT
- Notable Investments: AirWatch, Wix, Teamviewer



Jeffrey Lieberman (Managing Director)

- M. Finance from University of Pennsylvania
- Notable Investments: DailyDeal, Getpaid, Paisley



George Mathew (Managing Director)

- MBA from Duke University
- Notable Investments: Jasper, Census, Promethium

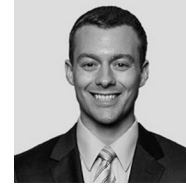
Recent Investments:

- Lead investor in Series B funding of Elisity, a developer of a cloud-based least privilege access and identity-based micro-segmentation platform designed for securing network access

Tiger Global Management

TIGERGLOBAL

- **Founded:** 2001
- **HQ:** New York, USA
- **Headcount:** 16
- **AUM:** \$52.41bn
- **Last fund raised:** April 24 (\$2.2bn)
- **Preferred Industries:** Business products, business services, consumer products, consumer services, information technology, financial services, healthcare, TMT, and manufacturing sectors
- **Preferred Equity Ticket:** \$10-300m
- **Legal structure:** Private



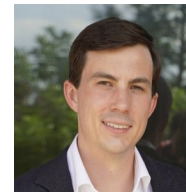
Griffin Schroeder (Partner)

- MBA from Harvard University
- Notable Investments: StockX, Vestiaire Collective



Chase Coleman II (Founder & Partner)

- BA. Economics from Williams College
- Notable Investments: Stripe, ServiceTitan



Alex Cook (Partner)

- MS. Business from Western University
- Notable Investments: True Layer, Stake, Progcap

Recent Investments:

- Lead investor in Late Stage funding of Kong, empowering organizations to efficiently publish and manage APIs across modern and legacy applications on any cloud or platform



ESCP Alternative
Investment Society