

Pioneers Ventures Celebrates €20m in Follow-On Investment at Third Portfolio Summit

Vienna, June 6th, 2018 - With our investment arm's portfolio having grown to 31 companies, Pioneers Ventures had an exciting week around Pioneers'18. First the portfolio companies came together in Vienna to gather best practice experience and get to know the rest of the family better. Portfolio company Fleksy then won startup honours at GovTech.Pioneers. And at our flagship event, they focused on making connections that could take their startups to the next level following the early faith shown by our pre-seed investment specialists. And so far so good: our portfolio has raised over €20m in follow-on funding!

The week around our flagship event in Vienna was a highlight for Pioneers Ventures with a mix of learning, connections and even success on stage for the portfolio companies, now a total of 31 following the recent investment in Prewave. Apart from celebrating the €20m raised in follow-on funding since our initial investments, we were excited to see Fleksy win startup honours at GovTech.Pioneers and Gustav make the Pioneers Challenge Top 8 at Pioneers'18.

First came our investment arm's annual retreat, which took place on Tuesday, May 22nd in Vienna and featured talks, networking and group sessions. These included sales trainer Fadi Haddad, who spoke about *Business Development for Startups*, Speedinvest Pirates CEO Dieter Rappold's *Growth: Culture Eats Strategy for Breakfast* talk and a fireside chat on fundraising with Travis Pittman, the CEO of TourRadar, which last year raised \$10m in a Series B round.

The big news on Wednesday was Fleksy's success at GovTech.Pioneers, as we staged Europe's first full-day GovTech event in Vienna. The portfolio company won after pitching their secure, private and multi-language mobile keyboard to an expert panel of jurors. The Barcelona-based startup achieved huge publicity as a result of the win, and are already following up on promising new leads. Victory also secured a spot in the Pioneers Challenge Top 50 at Pioneers'18 the next day.

There, it was human resources innovators Gustav who cracked the Top 8 and made it onto our biggest stage, gaining visibility for their labour management platform as hundreds filled the room to watch the final pitches on the Arena Stage. Over the two days all the companies got themselves in front of influential attendees, taking full advantage of a dedicated meeting area at the Pioneers Ventures booth and exclusive networking opportunities at the Pioneers Ventures Investors Breakfast.

"There's always a great spirit during Pioneers events, and this year that was even more noticeable," said Philipp Stangl, Managing Director. "At the retreat it was amazing to see how the founders immediately started to connect with each other

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and share best practices - it definitely pays off to invest in open-minded, smart and curious founders who are always eager to learn!

“Then during Pioneers’18, it was good to see that the ongoing relationships we nurture with top global investors, led to a genuine interest in many of our portfolio companies who are currently fundraising. Of course the atmosphere of the event and the fact that everyone was in the same 500-year-old palace also helped a lot!”

Looking ahead to the rest of the year, the major highlight for Pioneers Ventures will be the annual networking trip to Silicon Valley in September. As always, several portfolio companies enjoy introductions to key members of our network in California. Joining them will be SzeleSTIM, which ultimately prevailed in the Pioneers Challenge at Pioneers’18 and will take part in the trip as part of the prize. Among others major figures, they’ll meet legendary investor Tim Draper, just as Stromkind did last year.

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Note to the Editors

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About Pioneers:

Founded in 2009 in Vienna, Pioneers establishes and facilitates direct, meaningful business relationships between startups, corporate executives, and investors to foster growth and innovation. It is the ultimate One-Stop-Hub for global tech innovators to access high-value, curated and qualified data of early stage European startups. Pioneers offers various platforms to help redefine industries, develop future technologies and introduce cutting-edge solutions. Its services include digital services, consultancy, ventures services, events and inspirational, tailor-made offline experiences. Its flagship event takes place annually in the 500-year-old Hofburg Imperial Palace in Vienna and brings together a community of 2,500 founders, investors, executives and public sector representatives from over 100 nations. Of all future tech events globally, Pioneers has unparalleled access to European tech leaders. The 2017 edition was awarded with the bea World 'Best Conference/Congress' Award.

