

viaiD



State of European Mobility Startups 2021







Leading innovation ecosystem for mobility entrepreneurs.

Via ID

As a business accelerator for new businesses and the venture capital arm of Mobivia, Via ID provides long-term support for projects and entrepreneurs in the development of innovative solutions, so that they can become leaders in sustainable mobility and autotech.

Thanks to its hybrid positioning (investor, accelerator, ecosystem facilitator) Via ID supports innovative startups in sustainable mobility at different stages of development in order to help them develop in France and Europe and transform the mobility of tomorrow.

Mobility Club

The Mobility Club by Via ID connects corporates with startups, and provides its members a deep understanding of key trends in mobility and smart city, but also new business perspectives through investment and/or partnership opportunities.

The value proposition of the Mobility Club is built around 3 main pillars: mobility insights, events & networking, dealflow & project flow.











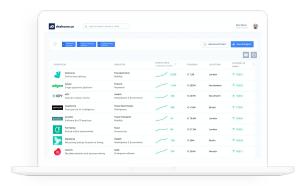




Global startup & venture capital intelligence platform.

Dealroom.co is the foremost data provider on startup, early-stage and growth company ecosystems in Europe and around the globe.

Founded in Amsterdam in 2013, we now work with many of the world's most prominent investors, entrepreneurs and government organizations to provide transparency, analysis and insights on venture capital activity.



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What happened in mobility in 2021.

Best year ever for mobility investment in Europe.

European mobility companies raised \$14B in 2021, an all-time high and 2.7x compared to 2020. The growth has been mainly driven by megarounds (>\$100M), which accounted for 65% of all funding. More than 40% of all European mobility unicorns have been created this year with 14 new unicorns. Mobility is being reshaped by the transition to electric mobility, the race for autonomous driving, the reinvention of urban transport with micromobility and innovation in logistics.

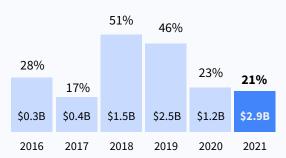
VC investment in European Mobility startups by year



Corporates keep investing for strategic and financial reasons.

CVC is also pushing a lot of capital into mobility startups, accounting for almost 29% of all the funding since 2015, more than any other sector apart from deep tech. In 2021 however, CVC contributed "only" around 20% due to the entrance of more PE funds, hedge funds and institutional investors into the scene. Corporates are investing for a mix of financial and strategic reasons, often alongside commercial agreements and partnerships.

Corporate investments in European mobility startups by year (% share and total amount)



Europe leads in Micromobility and EV mobility.

Micromobility investments globally are ramping up again after the 2017-2018 wave. But now Europe is showing the way. Attracting more than \$1.4B of investments in 2021, as much as the US and China combined.

EV mobility is also accelerating tremendously, with investment into EV charging infrastructure jumping 11x to \$1B and investment into EV battery value chain up 3.8x to \$3.3B. This rise is led by the change of habits from the pandemic and environmental awareness.

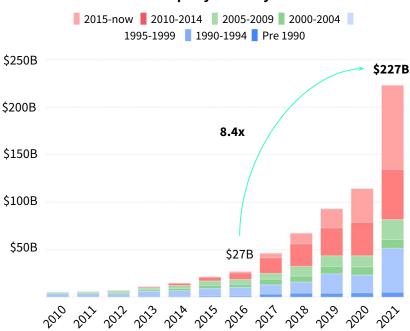
European 2021 VC funding and YoY funding growth



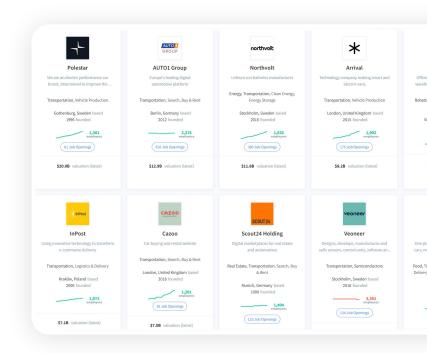
1 Value and Venture Capital

European mobility startups have surged to a combined value of \$227 billion, up 8.4x since 2016.

Combined enterprise value of European mobility startups by launch year

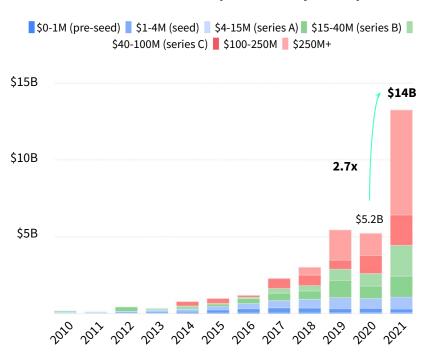


Most valuable companies: <u>» view online</u>



2021 has been a record year for European mobility investments, with \$14B raised, up 2.7x since last year.

VC investment in European mobility startups



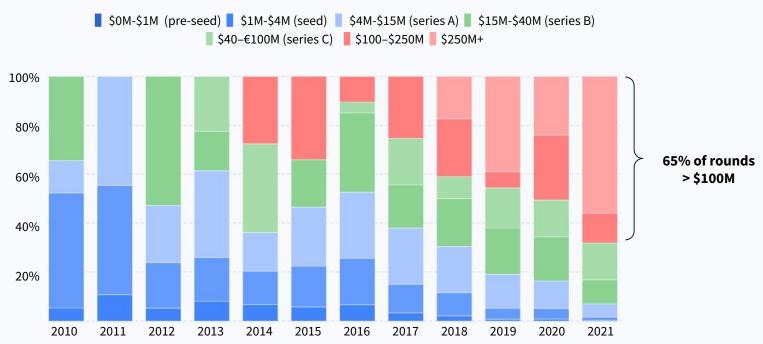
Top rounds in 2021: » view online

NAME		INVESTORS	VALUATION	F LAST ROUND Y	DATE
northvolt	Northvolt Lithium-ion batteries manufacturer	Goldman Sachs Baillie Gifford EIT InnoEnergy Norrsken VC Fjärde Ap-Fonden (Ap4)	\$11.8b	\$2.8b GROWTH EQUITY VC	Jun 202
cînch	Cinch The easy way to buy a car online	GIC Neuberger Berman Group Soros Fund Management Abu Dhabi Investment Authority	1-	€1.2b GROWTH EQUITY VC	May 202
Bọlt	Bolt One platform that connects you wi	Sequoia Capital Tekne Capital Management D1 Capital Partners G Squared Naya Capital	\$4.4b	€600m LATE VC	Aug 202
IONITY	IONITY High-power charging station netw	BlackRock	\$2.5b	€500m GROWTH EQUITY VC	Oct 202
+	Polestar We are an electric performance ca	SK Group Chongqing Chengxing Equity Investment Fund Partnership Zibo Financial Holding Zibo Hightech Industrial Investment	\$20.0b	\$500m GROWTH EQUITY VC	Apr 202
Ö	Glovo Barcelona-based startup and the f	Delivery Hero GP Bullhound Luxor Capital The Drake Group Lugard Road Capital	\$2.2b	€450m SERIES F	Mar 202
FLixBUS	FlixMobility (FlixBus) Smart and green mobility for ever	General Atlantic HV Capital Permira Silver Lake Partners Technology Crossover	\$3.0b	\$325m SERIES G	May 202



Megarounds have accounted for 65% of all fundings in 2021, an all-time high.

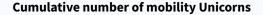
VC investment in mobility startups by round size <u>» view online</u>

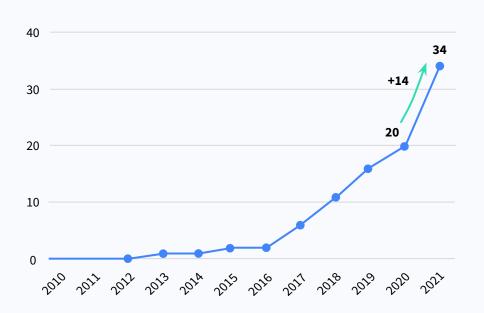






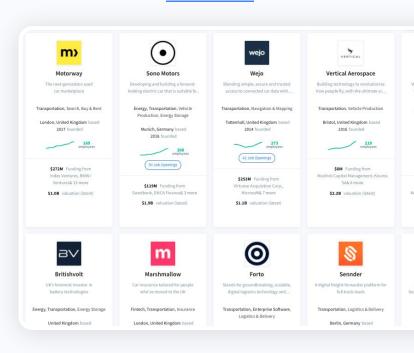
There are now 34 mobility unicorns in Europe. 14 of these were created in 2021.





New mobility unicorns in 2021:

» view online





Explore all 34 Mobility unicorns online.

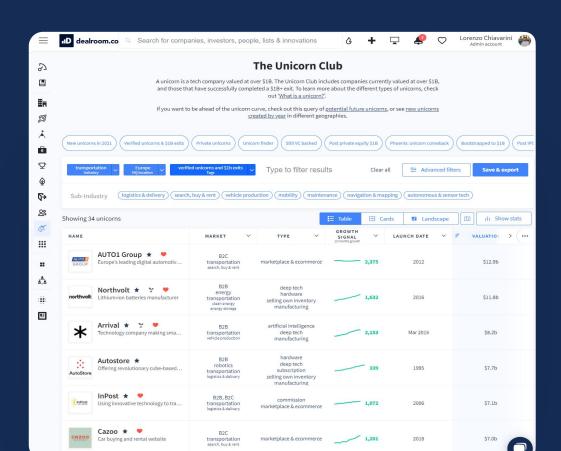
Mobility unicorns are being created faster than ever before, driven by the acceleration in the transition to electric mobility, the race for autonomous driving, the reinvention of urban transport with micromobility and innovation in logistics. 14 unicorns have been created in 2021, compared to "just" 4 in 2020.

More than 40% of all European mobility unicorns have been created this year alone.

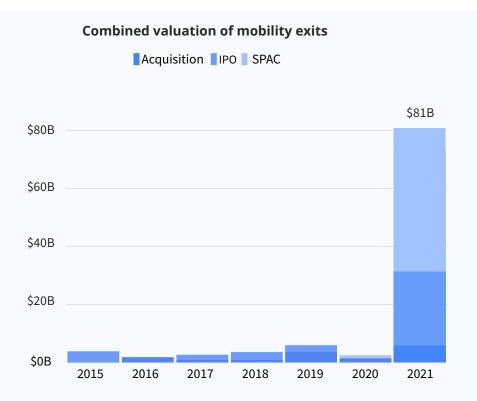
» New unicorns in 2021

» Private unicorns

» More ...



European mobility saw a massive \$81B of exit value in 2021, more than in the last 6 years combined. Mainly driven by SPACs and IPOs.

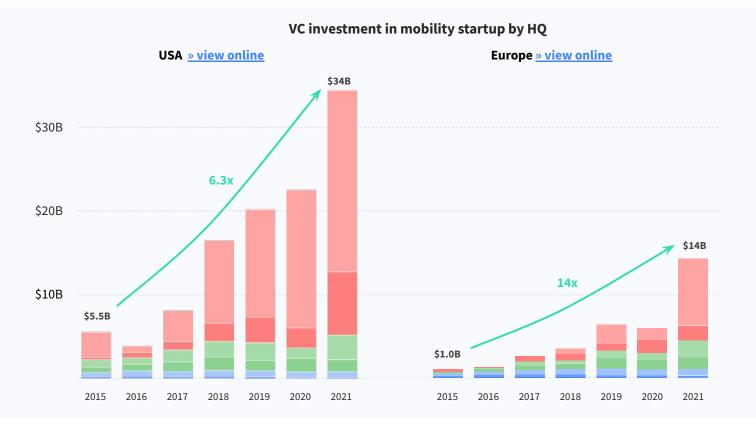


Biggest mobility exits in 2021: » view online

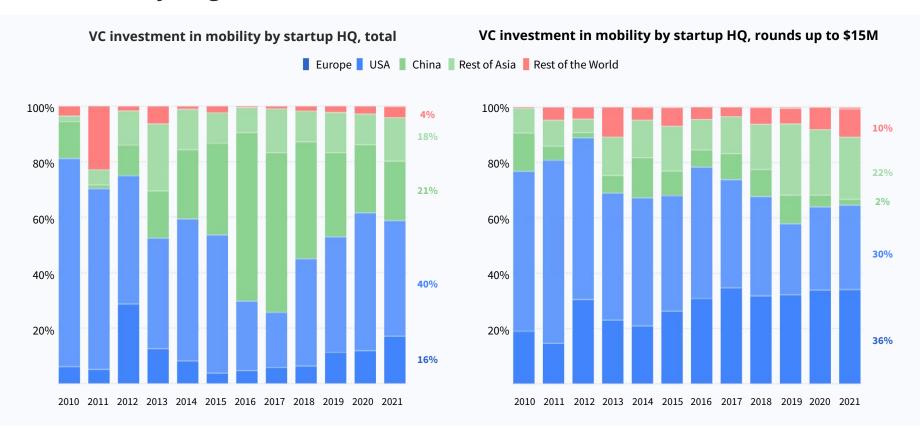
	NAME	BACKERS	MARKET	F ENTERPRISE VALUE	TRANSACTIO
+	Polestar We are an electric performance ca	SK Group Chongqing Chengxing Equity Investment Fund Partnership Zibo Financial Holding Zibo Hightech	transportation vehicle production	\$20.0b	\$800m SPAC IP
AUTO 1 GROUP	AUTO1 Group Europe's leading digital automotiv	Cherry Ventures DN Capital Piton Capital DST Global Mutschler Ventures	transportation search, buy & rent	€11.7b	€1.8b IPO
*	Arrival Technology company making sma	Company Kia Motors BlackRock BNP Paribas Wellington Management	transportation vehicle production	\$13.0b	\$259m SPAC IP
InPost	InPost Using innovative technology to tra	Integer.pl Group Advent International	transportation logistics & delivery	€8.0b	€2.8b IPO
CAZOO bast See See	Cazoo Car buying and rental website	Entrée Capital Errol Damelin Octopus Ventures Stride.VC Delin Ventures	transportation search, buy & rent	\$7.0b	\$805m SPAC IP
veoneer	Veoneer Designs, develops, manufactures	Autoliv Quinary	transportation semiconductors	\$4.5b	\$4.5b ACQUISITI
*	Lilium Building radically better ways of m	Technical University Munich (TUM) Freigeist Capital Frank Thelen Atomico LGT Capital Partners	transportation autonomous & sensor tech vehicle production	\$3.3b	\$380m SPAC IP

2 Regional analysis

European mobility startups continue to compete strongly internationally. Europe raised almost half of the US total in 2021 and grew much faster in the last years.



European mobility startups attracted 16% of the global investments, its highest ever. At early stage this more than doubles to 36%.



Germany has received the most investments since 2015, but has been surpassed by Sweden in 2021 thanks to NorthVolt. UK and France follow.

	VC funding in Mobility (2015-2021)	VC funding in Mobility (2021)	Ecosystem value	Number of startups in Mobility*	Number of unicorns
Germany	€7.1B	€2.5B	€45B	1K	8
Sweden	€5.9B	€3.6B	€41B	270	4
United Kingdom	€5.6B	€2.6B	€37B	1.2K	10
France	€2.6B	€900M	€14B	1.6K	1
Spain	€2.1B	€600M	€7.7B	588	3
Netherlands	€1.1B	€663M	€14B	692	2
Estonia	€1.1B	€630M	€4.1B	75	1
Switzerland	€473M	€69M	€3.7B	217	1
Italy	€260M	€103M	€1.8B	442	0
Norway	€225M	€87M	€10B	128	2
Rest of Europe	€2.0B	€465M	€29B	2K	2



Stockholm, Berlin, London, Munich and Paris keep their spot as key hubs for mobility in Europe, followed by Barcelona, Madrid and Amsterdam.

	VC funding in Mobility (2015-2021)	VC funding in Mobility (2021)	Ecosystem value	Number of startups in Mobility*	Number of unicorns
Stockholm	€5.1B	€3.0B	€19B	75	3
Berlin	€3.6B	€909M	€20B	220	4
London	€2.7B	€920M	€26B	444	6
Munich	€2.5B	€1.3B	€17B	195	4
Paris	€1.7B	€605M	€7.1B	512	1
Barcelona	€1.3B	€526M	€4.3B	167	2
Madrid	€713M	€34M	€2.7B	138	1
Amsterdam	€507M	€258M	€10B	176	2
Helsinki	€185M	€47M	€3.9B	48	0
Milan	€145M	€67M	€809M	93	0





Explore mobility funding by regions, countries and cities.

Mobility is one the biggest sector for European VC funding, attracting 13% of all the investments in 2021.

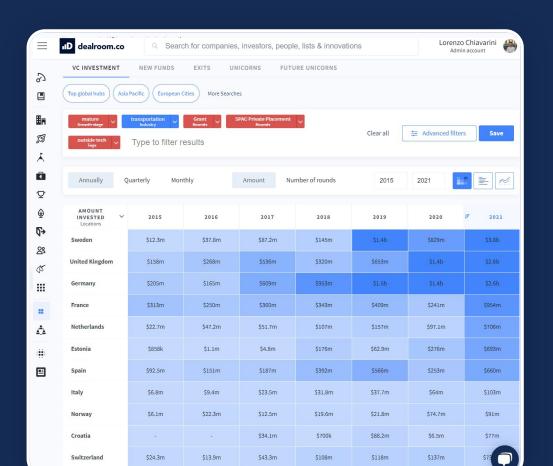
Competition among countries and cities to attract transportation talent and business in the field is increasing. Countries and cities also play a pivotal role in facilitating the transition towards more sustainable mobility from the EV revolution to micromobility in urban areas.

» Investment by regions

» Investment by countries

» Investment by cities

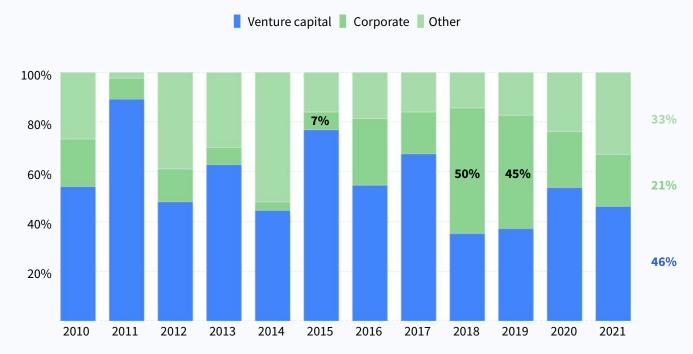
» More ...



Corporate activity

Corporates account for more than 20% of the funding in 2021, from just 7% in 2015. But a significant decrease compared to 2018 (50%) and 2019 (45%).

VC investment in mobility startups by investor type <u>» view online</u>

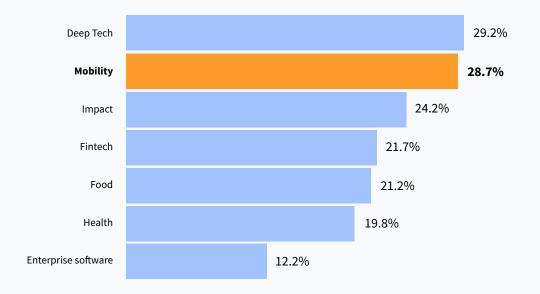






Mobility is among the sectors where corporate investments are more present.

% capital investment (2015-2021) from corporates

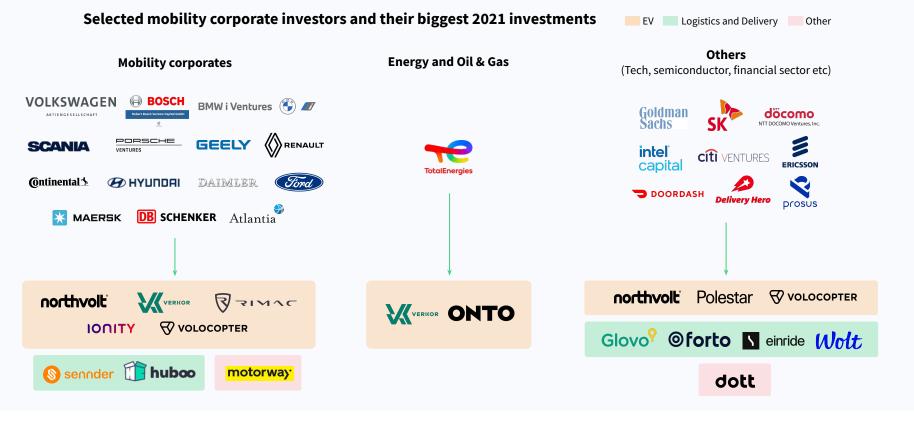


Why are corporates investing so much in mobility startups?

Mobility companies, such as auto OEMs, and energy companies have strong capital resources and deep sector expertise. Investing is a way to establish partnerships, have an edge on disruption of the industry and achieve strong financial returns. Some investments are more financially driven and focus on market perspective and potential returns, others have a strong strategic mandate regarding synergies on supply chain and industrial asset utilization.

In contrast, Enterprise software refers to tools improving productivity and processes in a wide range of industries. This means the strategic dimension of the investment and the value of sector expertise is strongly diminished.

Mobility OEMs and suppliers and Energy companies are investing mainly in EV, while tech and financial sector have more spread bets.



Volkswagen and Scania invest in Northvolt to secure batteries supply for their EV ambitions.

According to TechCrunch, the company concluded several deals with OEMs, including Volkswagen (a \$14B contract), BMW (a \$2.3B contract), and Scania. The company operates a gigafactory in Sweden and plans to build 2 other gigafactories (one will be in Germany).

Northvolt's key differentiation is about manufacturing batteries using renewable energy, recycling batteries in-house and reuse of the raw materials during the process.

<u>Volkswagen has a 20% stake in Northvolt</u>. In 2019, joint-venture to build a factory. Volkswagen's ambition is to meet the growing demand in the EV market (the OEM plans to launch +70 new EV models).

<u>Scania backs Northolt since 2018</u> and is looking at securing batteries for heavy vehicles. The Swedish OEM realises there is a limited supply of batteries, thus looking at a strategic partner to fulfill its ambition in the heavy electric vehicles segment. Back in 2018, <u>Scania deployed an expert R&D team in Northvolt Labs</u>.

northvolt

Country: **Sweden**

Sector: **EV Battery manufacturing**

CVC investors: Goldman Sachs, Scania, Volkswagen

Last funding: \$2.75B (June 2021).
Total funding: \$6.1B (equity and debt)

In 2017, Northvolt announced a bold and simple plan: to enable the future of energy by developing the world's greenest battery cell and establishing a European supply of batteries. The mission of the company is to build the greenest battery in the world with a minimal carbon footprint and the highest ambitions for recycling to enable the European transition to renewable energy.



» Northvolt profile





Vincent Cabanel
Business Intelligence
at ViaID





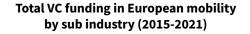
CVC investments in mobility reached an all-time high in Europe, with \$10Bn invested in 2021.

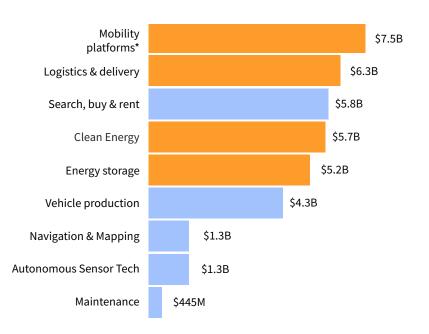
At Via ID, we are at the forefront of the shift towards a greener mobility. **CVC investments in mobility reached an all-time high in Europe, with \$10Bn invested in 2021**. Corporates are strongly involved in the shift towards sustainable mobility, with EV and AutoTech (especially used cars) sectors attracting the most fundings. It confirms our investment strategy.

Another strategic sector is micromobility. 2021 was definitely the e-bike boom in Europe, and I'm looking forward to see how the market will evolve next year, especially about the after-sales and second-hands!

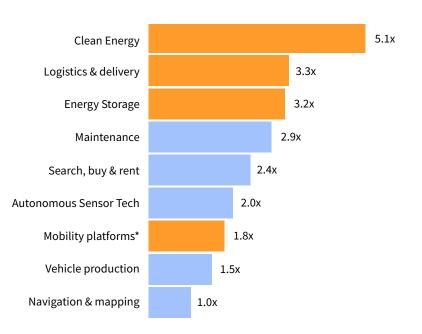
4 Sectors

Electric mobility (clean energy and energy storage), Mobility platforms and Logistics & delivery have attracted the most funding and are the fastest growing sub industries.



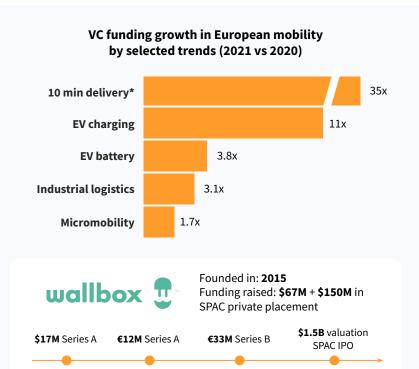


VC funding growth in European mobility by sub industry (2021 vs 2020)



Micromobility, 10-min delivery and the EV charging and battery space are among the fastest growing trends in European mobility.





(Jun 2019)

(May 2020)



(Feb 2021)



(Oct 2021)



The macroeconomic environment increased the shift towards greener modes of mobility, both for consumers and professionals.

We started VelyVelo convinced that bikes are probably the best vehicle to deliver packages in grounded cities. We provide comprehensive solutions to power the revolution in food delivery, 10min-delivery and the e-commerce market."



Asmaa Chakir Alaoui CEO at Velyvelo



Dieu Ly TranConsumer research at
Lufthansa innovation hub



Lufthansa Innovation Hub



We saw people change their habits with the pandemic. In last mile mobility we witnessed a shift towards micromobility and the operators are improving monetization with new payment and subscription models."

Micromobility is an opportunity to substitute car ownership for short distance trips.

Why is micromobility important for Europe

In UK trips shorter than 3 miles makes 67% of all trips. In Germany 59%.*

Change of habits from the pandemic, increased environmental awareness and collaboration with the cities are unlocking the micromobility opportunity in Europe.



Medium Distance Ride Hailing and Sharing (7.5–20 km)

BlaBlaCar

Yandex Taxi

HEETCH

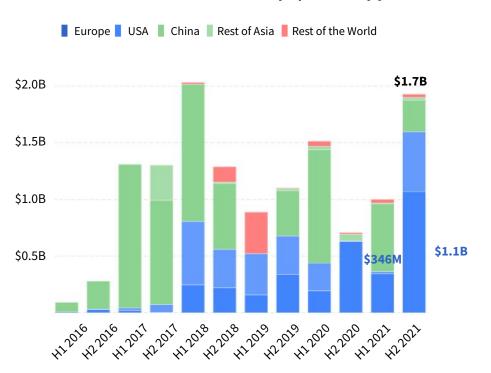




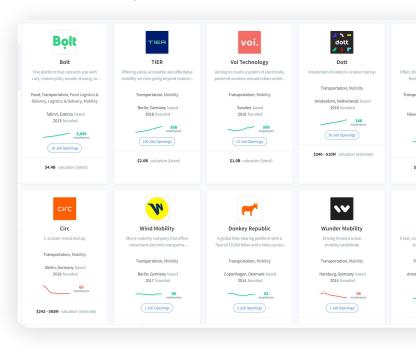


Europe is now leading the way for micromobility innovation with over \$1.4B of investments in 2021, as much as US and China combined.

Global VC investment in micromobility operators by year



Most valuable European micromobility operators: <u>wiew online</u>



Micromobility is maturing and consolidating. Leading operators are increasing their M&A activity.

Micromobility operators consolidation

Micromobility is now a maturing sector going under consolidation.

In the past, we used to see a fierce war for market share with several operators in each city battling for user onboarding.

Now, players are expanding more carefully with tenders.

Several micromobility operators are now going public such as Donkey republic, Helbiz, Bird, Gogoro. Others will join soon such as Lime next year.

M&A is also increasing with the biggest operators acquiring smaller players to expand geographically or launch new services.

Selected micromobility operators acquisitions



Tier acquired the italian operations of Wind mobility to enter this new market.

Tier acquired German bike-sharing platform to accelerate its expansion to e-bikes.

Tier acquired the e-mopeds and charging infrastructure of failed Berlin-based Coup to launch its own service in the city.

Helbiz acquired Italian e-moped sharing platform Mimoto to add e-mopeds to its offering of e-scooters and e-bikes.

Helbiz acquired Skip operations in Washington, DC to bolster its US expansion.





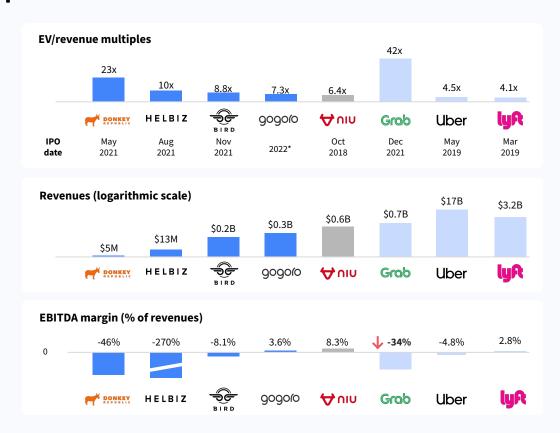


Micromobility operators are still unprofitable, but investors keep believing in their long term potential.

2021 saw, for the first time, micromobility operators go public. Micromobility operators have a valuation premium (7.3-23x vs 4-5x) in respect to ride-hailing operators. Grab is an exception due to its superapp ambitions. Micromobility operators such as Donkey and Helbiz command the higher premium, despite having the worse EBITDA margin (highly negative).

Bird claims to be on its way to profitability thanks to its recent change from full-stack micromobility operator to technology provider. Gogoro's hybrid model has been EBITDA positive since 2019, also Niu (e-bike seller).

It is still a long way for micromobility operators to get to a scale comparable to ride-hailing giants. The hope is for margins to improve with scale without accumulating too wide losses.



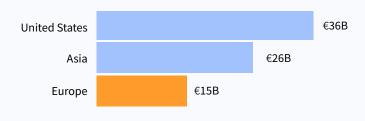




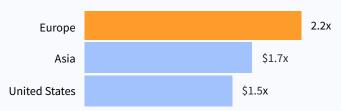


Europe is still behind on Electric mobility investments but it is growing the fastest. Europe is also leading in electric vehicle adoption, especially the Nordics.

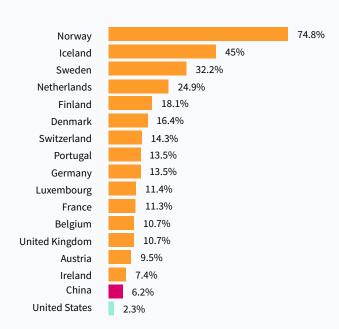
Total VC funding in Electric Mobility (2016-2021)



VC funding growth in Electric Mobility (2021 vs 2020)



Share of plug-in electric vehicles in new passenger car sales (2020)



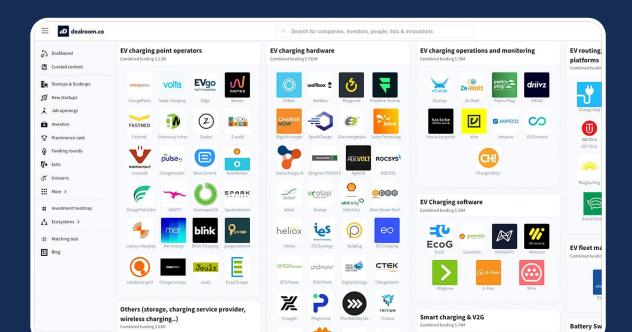
Investment into the EV charging infrastructure is up 11x from last year, to \$1B.

European VC funding into EV charging

» Explore 100+ EV Charging startups across 9 categories <u>here</u>







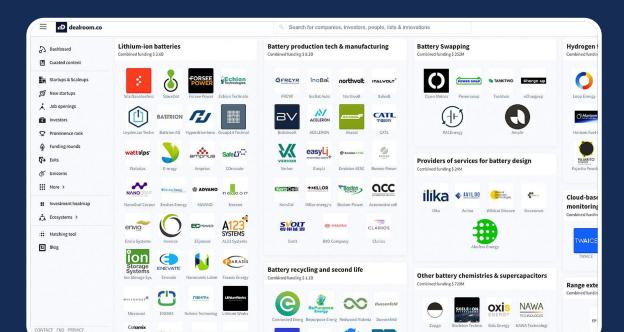
Investment into the EV battery value chain is up 3.8x from last year, to \$3.3B.

European VC funding into EV battery

» Explore 140+ EV Battery startups across 15 categories <u>here</u>







Explore the key themes driving Mobility.

» Micromobility

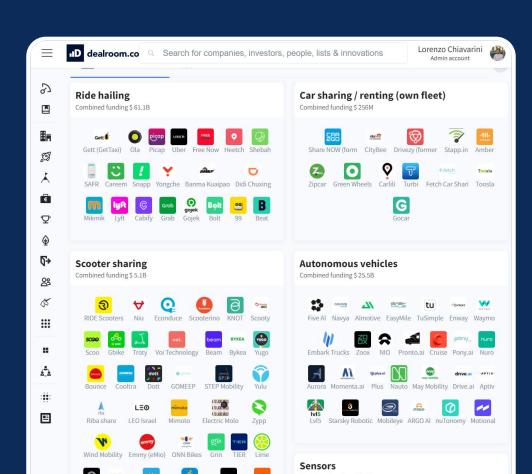
» Global mobility landscape

» EV Charging

» EV Batteries

» Car and motor insurance





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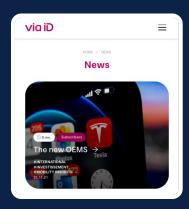


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Mobility Club's Mobility Insights

Monthly access to exclusive content: sectoral and thematic analysis, mappings, interviews, debriefs following key tech & mobility events, insights from our international offices.

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Venture capital methodology and definitions.

Startups, scaleups, grownups and tech

Companies designed to grow fast. Generally, such companies are VC-investable businesses. Sometimes they can become very big (e.g. \$1B+ valuation).

This report focuses, unless specified, on companies in the information age, i.e. after 1990. When startups are successful, they develop into scaleups (>50 people), grownups (>500 people) and result in big companies, like NorthVolt or Arrival.

A unicorn is defined as a rapidly scaling company (and tech enabled) that has reached a \$1 billion valuation, on the basis of a funding round (unrealised), acquisition or IPO (realised).

Venture capital investment

Investment numbers refer to rounds such as Seed, Series A, B, C, late stage, and growth equity rounds.

Venture capital investment figures exclude debt or other non-equity funding, lending capital, grants and ICOs.

Buyouts, M&A, secondary rounds, and IPOs are treated as exits: excluded from funding data.

Investment rounds are sourced from public disclosures including press releases, news, filings and verified user-submitted information.

Taxonomy

This report focuses on the Mobility industry. This industry is referred as "Transportation" in the Dealroom taxonomy.

The transportation industry is divided into the following sub-industries:
Mobility, Search, Buy & Rent,
Maintenance, Navigation & Mapping,
Autonomous & Sensor Tech, Vehicle
Production, Logistics & Delivery. A
precise definition can be found here.

Sub topics like micromobility and EV battery are represented by tags in the platform. This can be under one single industry/sub industry or across multiple of them.

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