



SaaS in Today's Dynamic Market

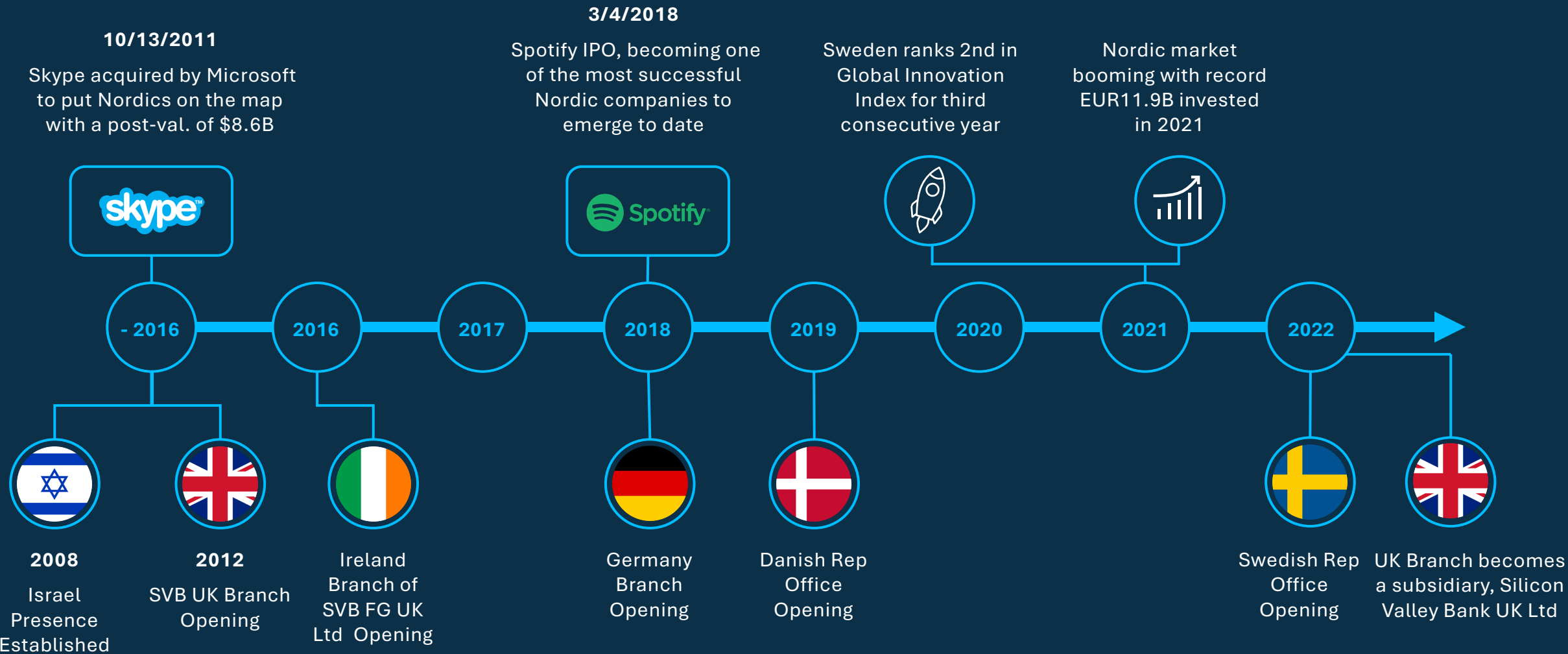
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SaaStock
October 19, 2022

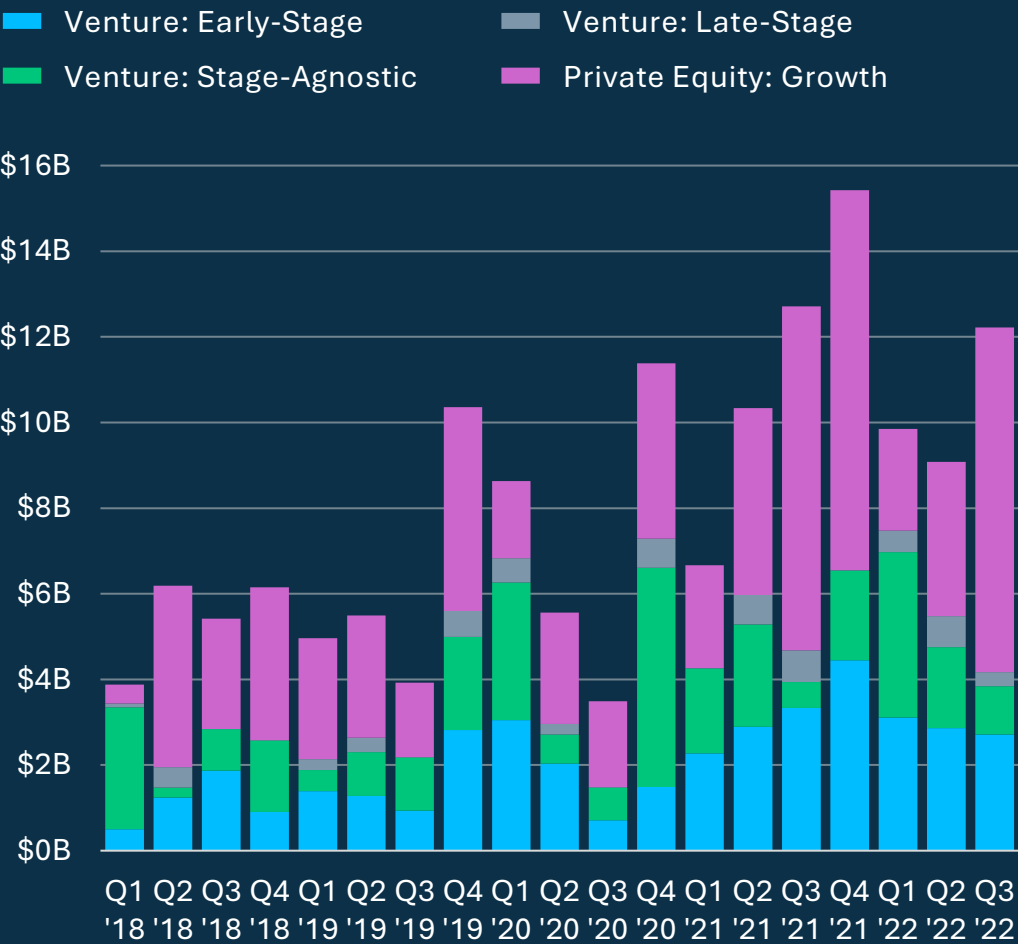


Supporting Innovation: The SVB Story

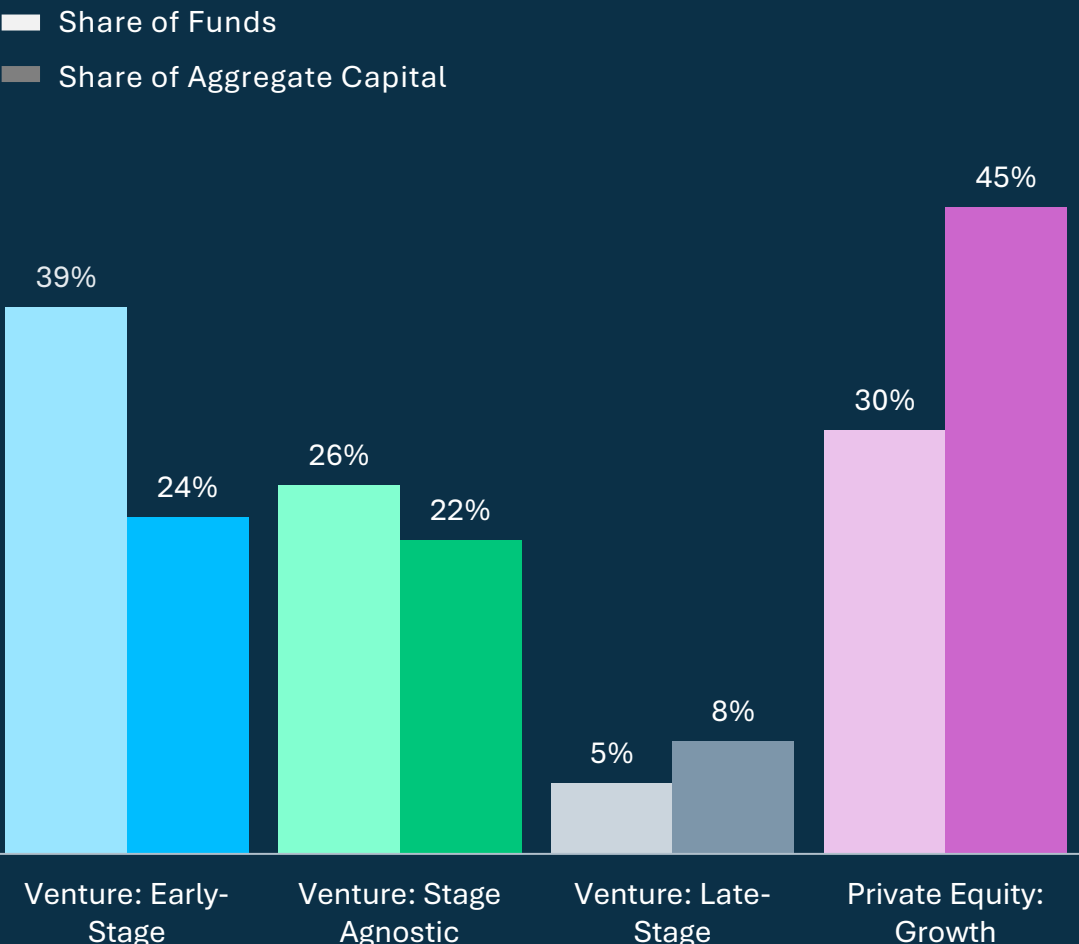


Macro Background: European Fundraising Continues Apace

Europe VC and PE Growth Fundraising^{1, 2}

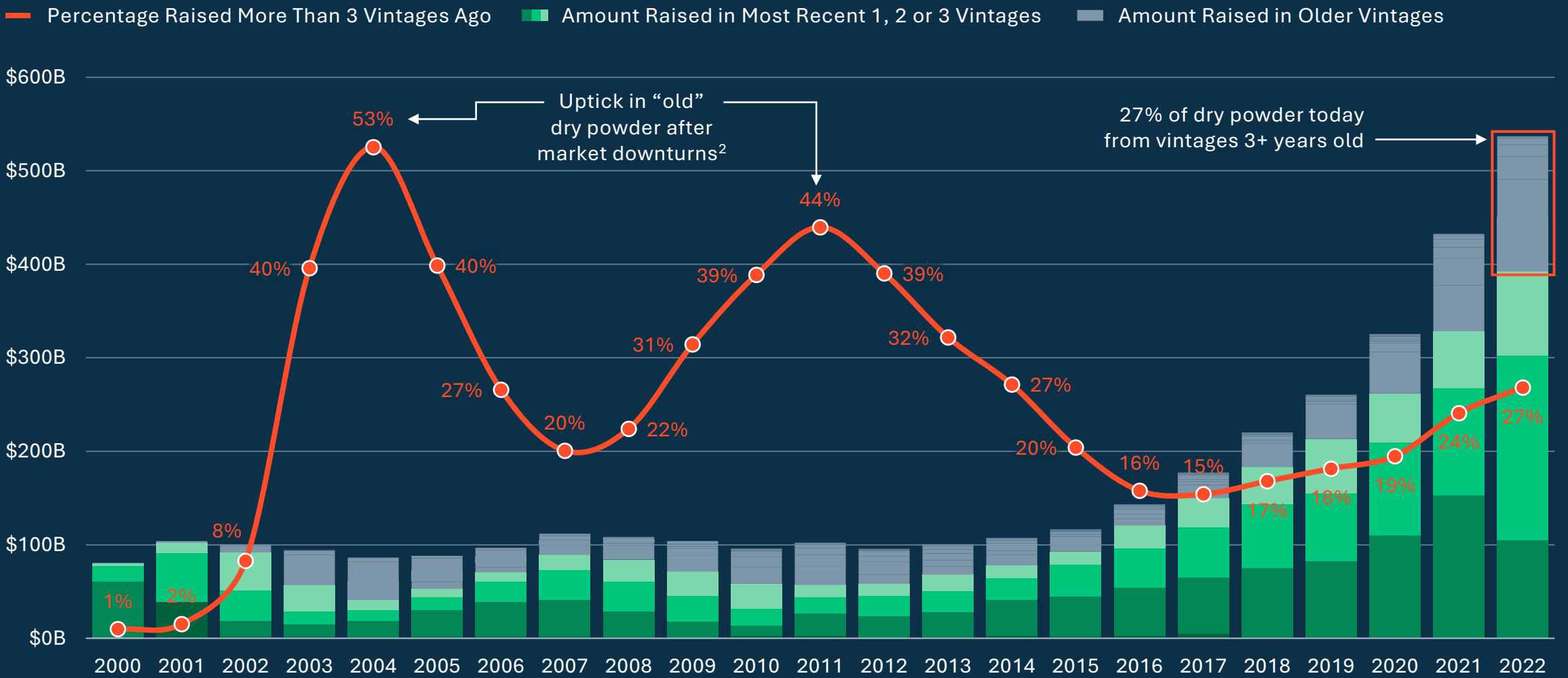


Europe VC and PE Growth Funds Currently Raising^{1, 3}



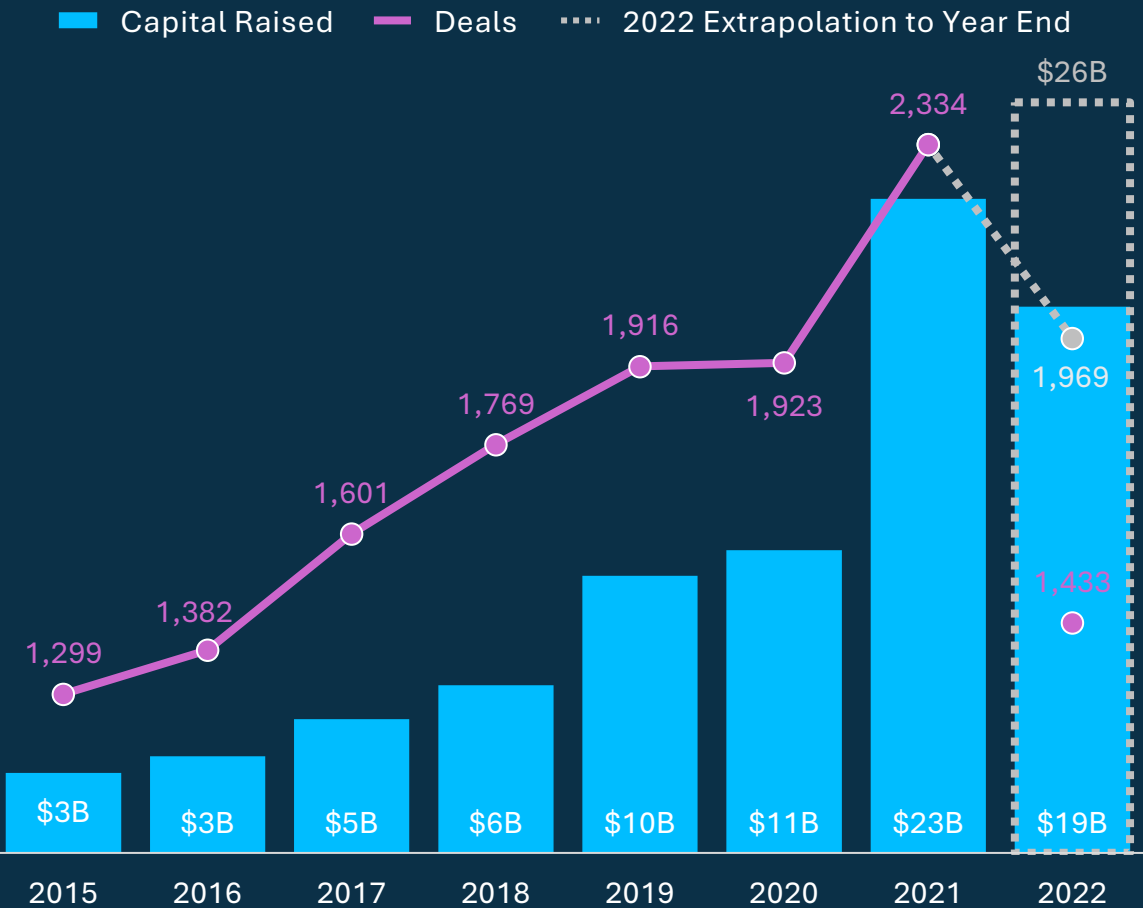
Strong Fundraising Has Led to Huge Amount of Dry Powder

Global VC Dry Powder Over Time, by Vintage¹



Mega Deals Drive Investment Size Up, While Deal Count Decreases

VC Investment in European SaaS Companies¹



39

SaaS companies raised a \$100M+ round in H1 2022, up 44% from H1 2021

40%

Increase in VC investment in SaaS companies between H1 2021 and H1 2022

60%

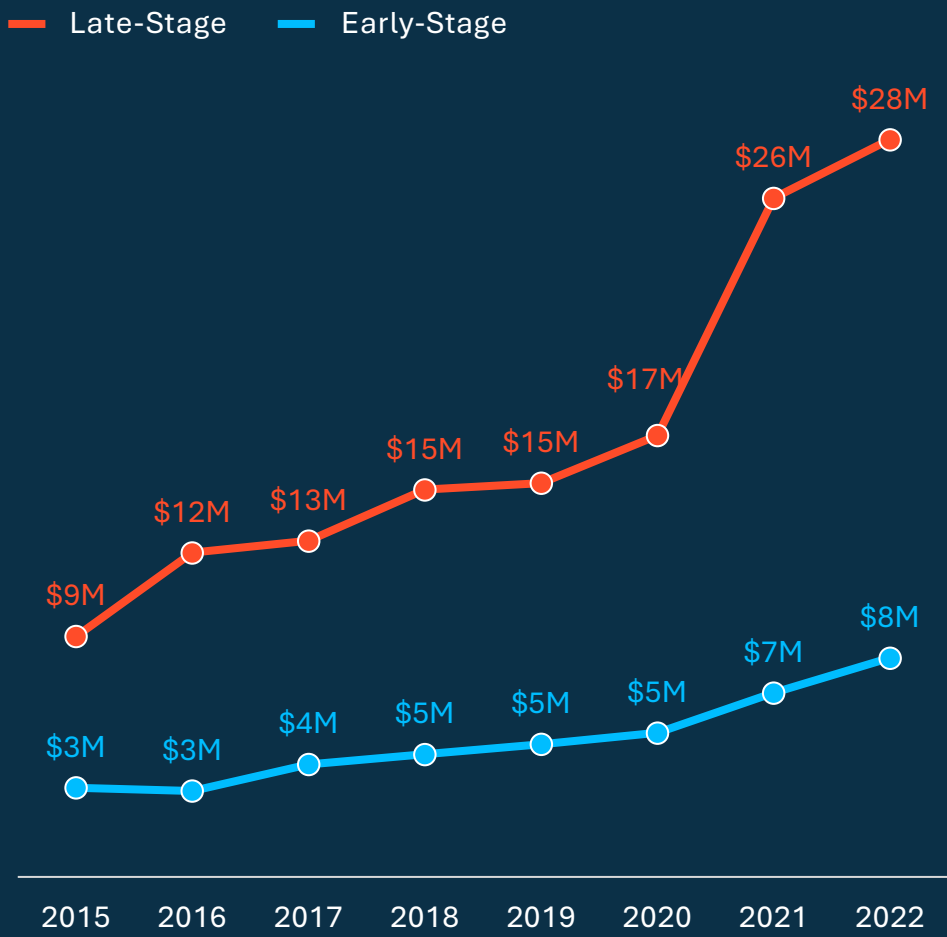
Increase in median deal size for European SaaS companies

Notable SaaS Unicorns in Europe

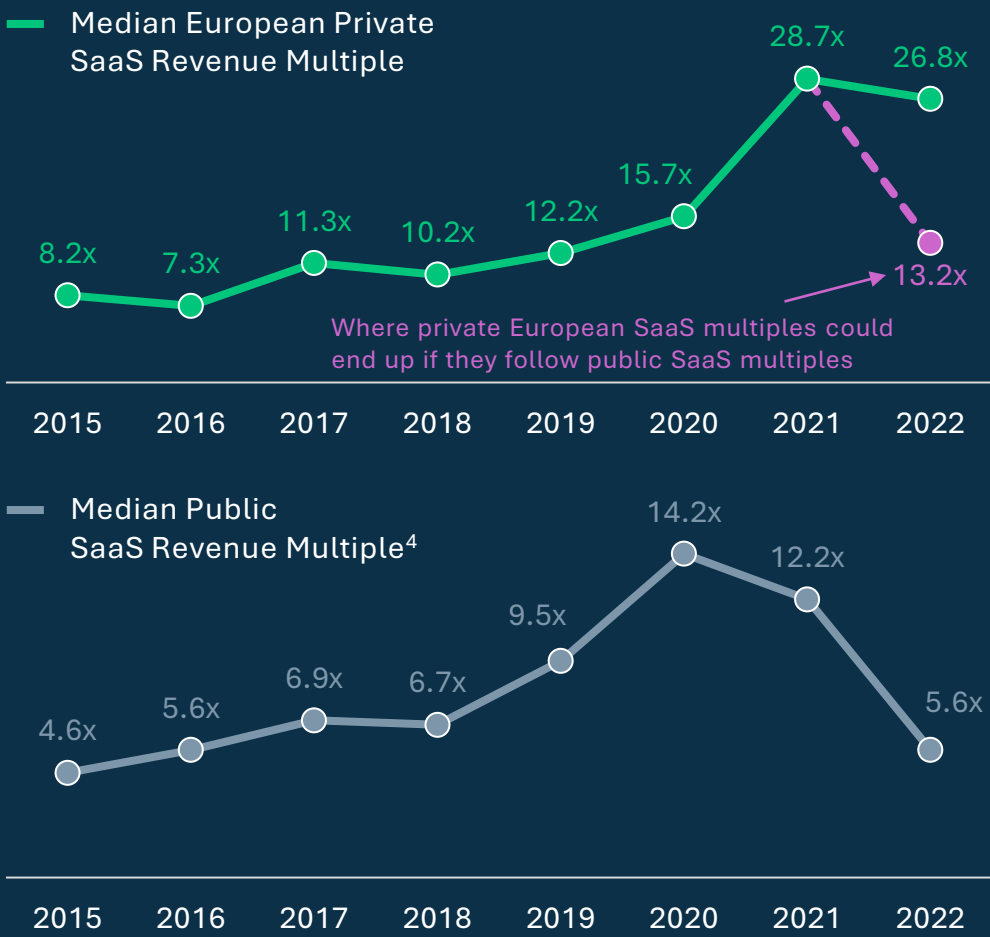


European SaaS Valuations Grow, While Revenue Multiples Settle

European SaaS Median Post-Money Valuation¹

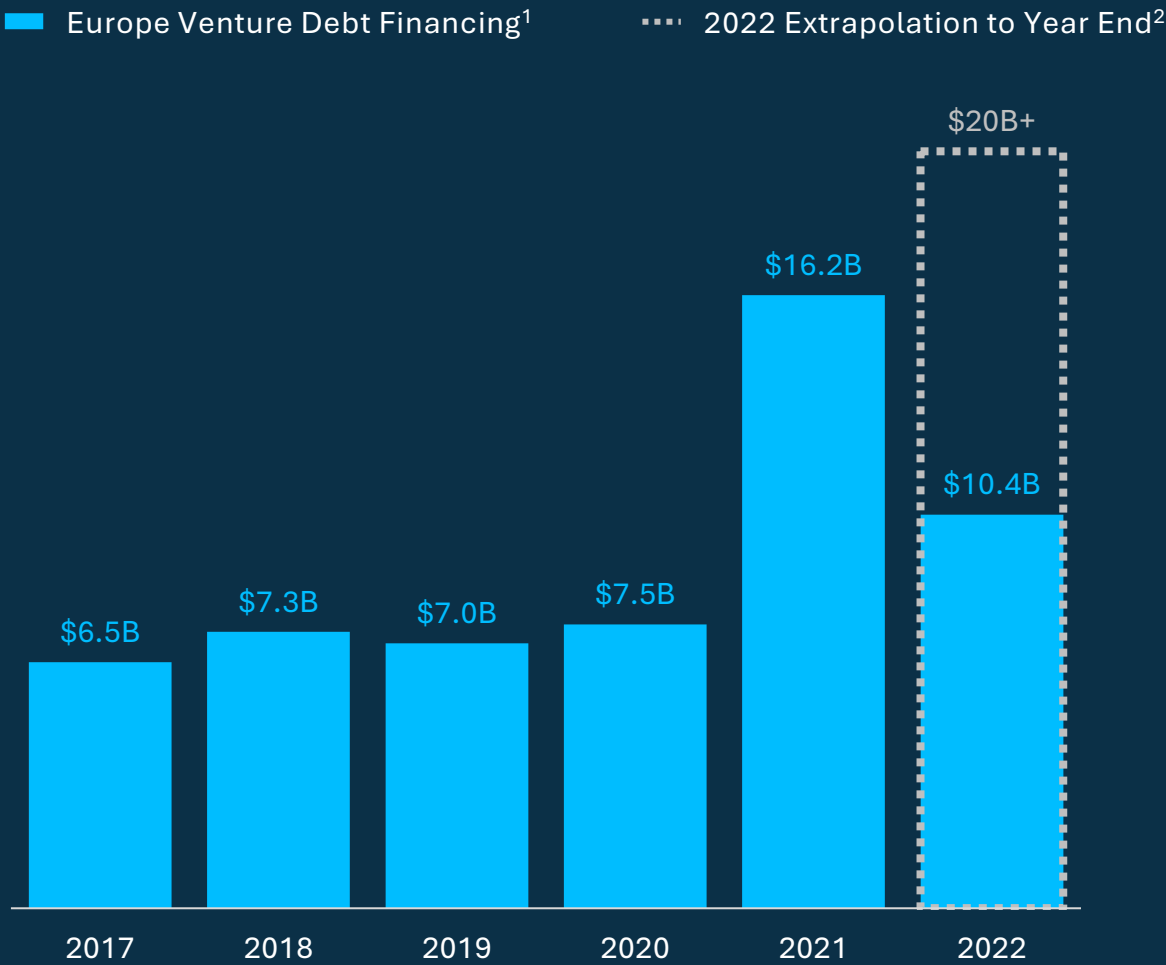


SaaS Median Revenue Multiples^{2, 3}

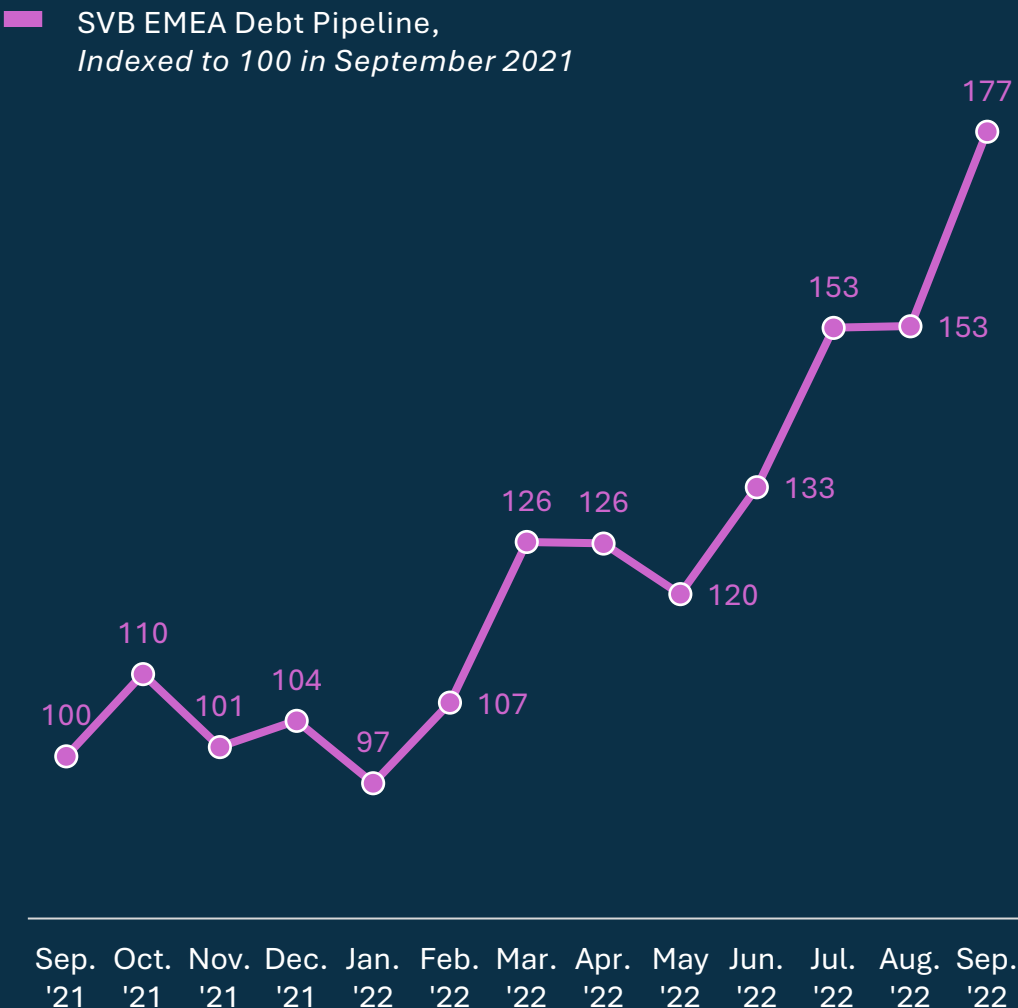


Some Startups Are Turning to Debt as an Equity Alternative

Europe Venture Debt Financing

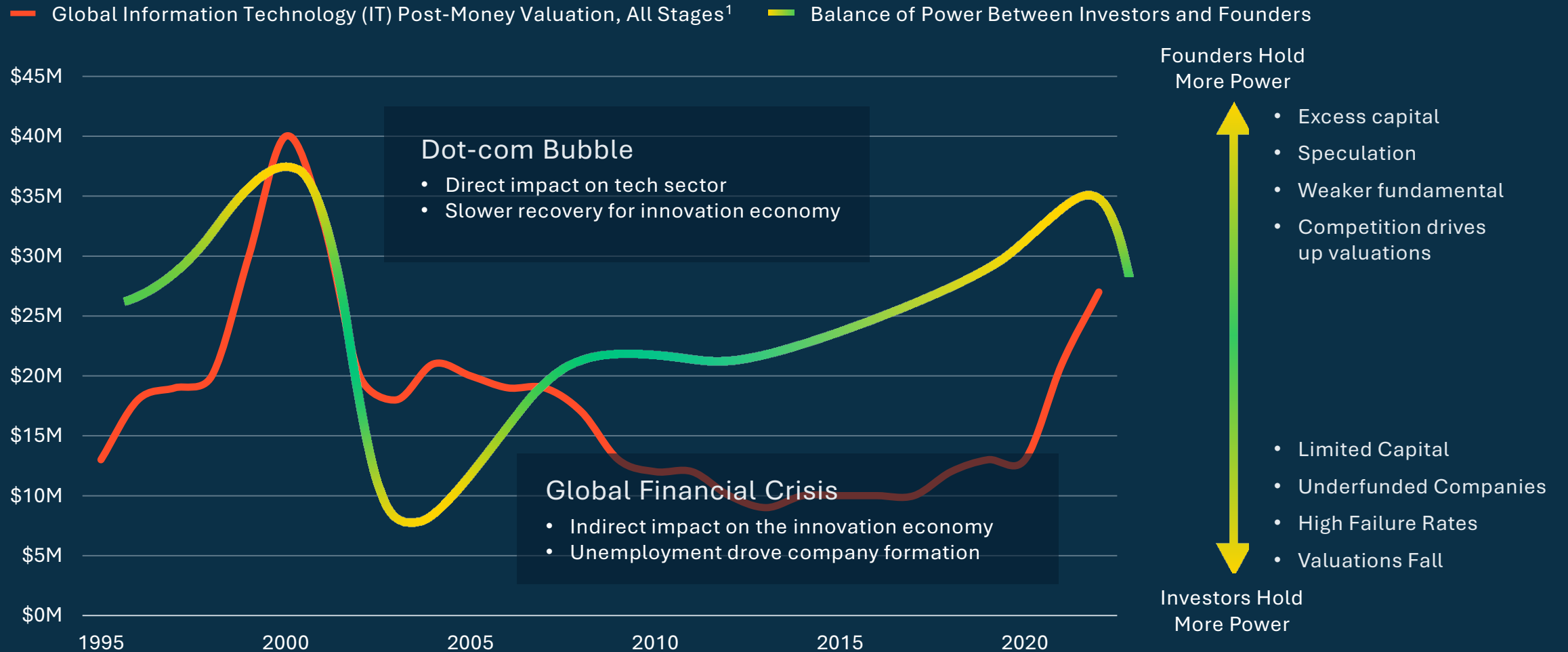


SVB EMEA Debt Pipeline Index³



Notes: 1) Data as of 5/31/2022. Includes all European countries. 2) Extrapolation based on H1 2022 numbers. 3) Index represents SVB's EMEA commercial loan pipeline by commitment amount.
Source: Dealroom, SVB proprietary data and SVB analysis.

Bringing It All Together: Market Equilibrium Is Shifting

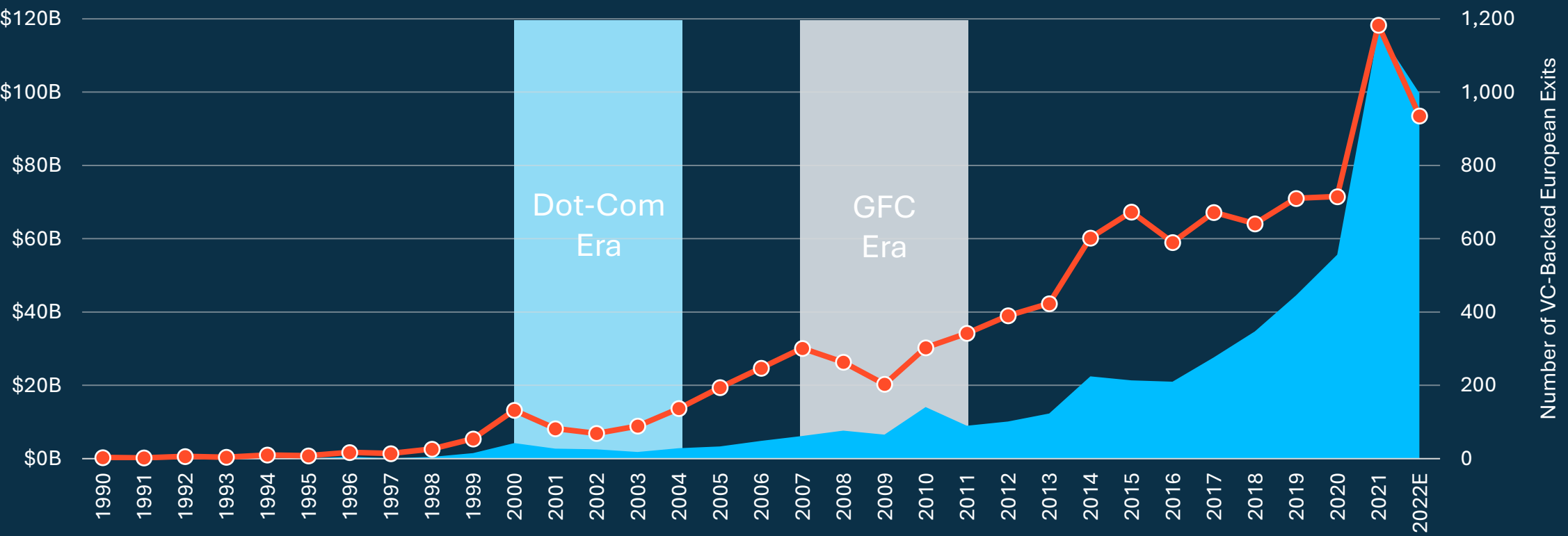


Maintaining a Long-Term Perspective

Number of VC-Backed European Exits^{1, 2}
European VC Investment^{1, 3}

Great companies founded:

Dot-Com Era	in	T	asos	s	f	Takeaway.com
GFC Era	Gett	Instagram	Wise	airbnb	Uber	



Notes: 1) Data as of 9/30/2022. Data for 2022 extrapolated through year-end. 2) Number of VC-backed companies headquartered in Europe that exited via IPO or acquisition each year. 3) Total amount of VC investment in companies headquartered in Europe, by year. Includes corporate investment in VC deals; excludes PE growth.

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