

Elaia Partners announces the Initial Closing of its fourth investment vehicle, Elaia Delta Fund, at €115M.

Paris, April xxth, 2017

Elaia Partners, the Paris-based leading VC firm, is proud to announce that its new Venture Capital fund, Elaia Delta Fund, has held its Initial Closing at €115M.

This new investment vehicle follows the fundamental drivers of Elaia Partners' historical strategy by focusing on European early-stage digital opportunities based on high disruption and on deep technology, with a B2B or B2B2C model and showing global ambitions. Furthermore, thanks to this strongly increased fund size, Elaia Partners will be able to push even further their historically successful investment strategy by supporting heavily their best performing investments, according to an innovative, optimized portfolio management model.

Xavier Lazarus, Partner at Elaia Partners, says: « The timing for raising a new fund and investing at an early stage in Europe couldn't be better. Especially, the French deep tech start-ups are enjoying a powerful momentum: the best data scientists, software engineers, AI researchers and applied mathematicians seize the opportunity to transform their knowledge into fantastic products, and benefit from the great level of maturity reached by the entrepreneurial ecosystem. We truly believe that the great success stories that Elaia has backed so far such as Criteo, Mirakl, Sigfox or Teads, are just a starting point of what will be achieved. »

In this Initial Closing of Elaia Delta Fund, Elaia Partners welcomes all its major repeating investors, including BPIfrance Investissement and EIF, through the Innofin mandate, and also expanded its Limited Partners base with many new investors including (...). Axonia Partners, a Paris based placement agent, advised Elaia Partners in its fundraising effort; the VC firm will now start a second phase of fundraising to complete Elaia Delta Fund up to its hard cap of €150M.

Philippe Gire, Partner at Elaia Partners, says: « This great fundraising success is essentially due to the quality of our investment strategy and the consistent performance that we have been able to deliver. This translates not only in strong gross IRRs of 20% to 25% in every of our three past portfolios but also in compelling net cash returns for our existing investors, with close to €300M already returned from our previous funds. »

Elaia Partners has started to deploy the fund earlier this year, with already three promising disclosed investments:

- Containo.us, an open source telecommunication solution provider for the Enterprise data center, which first product, Traefik, faces exceptional market traction. Emile Vauge, CEO, says: "I don't see Elaia as an investor, but as a partner. They know how to help building a technology company to bring it to the next level ».
- FretLink, a software company providing a SaaS platform and apps linking up shippers and carriers and disrupting the fret industry. Paul Guillemin, CEO, says:

« We are proud to have Elaia as a partner by our side. Their ambition and vision are complemented by a real and valuable daily support.»

- Realytics, an AdTech company that develops a technological and ROI-driven solution focused on TV advertising, offering brands and agencies a refined way to track, measure and optimize their TV campaigns. Guillaume Belmas, CEO, says: “With Elaia Partners, we found a team whose investment is going far beyond purely financial needs, and whose expertise in the AdTech sector is highly respected. Today, we know with absolute certainty that we have chosen the best partner for our further development in France and internationally.”

Two other investments, one in a robotics / AI company and the other in an AdTech specialist, will soon be disclosed, demonstrating the excellent momentum of Elaia Delta and the relevance of its investment thesis.

Marc Rougier, Partner at Elaia Partners, says: «These first investments are characteristic to what and who we want to support: fantastic entrepreneurs, deep technology with actual use-cases, large market opportunities coming from digital disruption of existing markets or from the creation of breakthrough offerings, and global ambition from day one. We don't have to be shy anymore when we see the quality of the projects born in Europe and in France! »

About Elaia Partners: Elaia Partners is an independent VC firm focused on Digital opportunities. Elaia Partners manages over €250m and invests in high-growth start-ups offering ground-breaking technologies, products and services. The fund focuses on early-stage investments, from the initial financing rounds to their emergence as global leaders and supports its best performers to reach a massive scale. The investment team brings together 50y+ of expertise in both VC and digital technologies and aims at playing an active role alongside entrepreneurs.

Elaia Partners diversified portfolio includes companies such as Sigfox, Mirakl, Criteo, Teads, Marfeel, adomik, Talent.io, ZenChef, EasyRECrue, Shift Technology, Agriconomie, Tinyclues, Orchestra Networks, Agnitio, etc.

More information on <http://www.elaia.com>

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