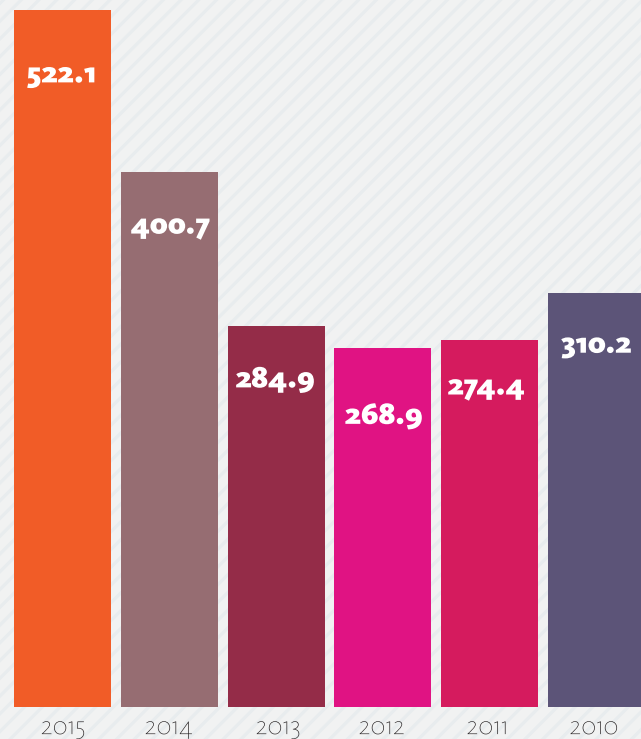


2010-2015

Funds Raised by Irish SMEs

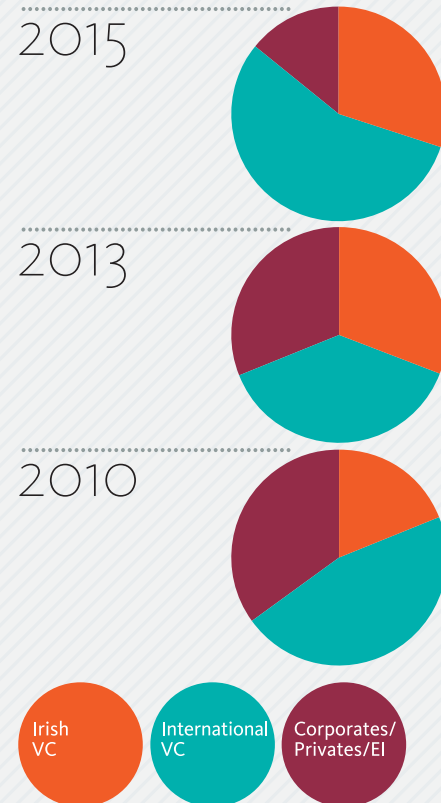
Total Funds Raised €m



The Irish venture capital community continues to be the main source of funding for Irish innovative SMEs both through direct investment and as the local lead investor for international syndicates.

The IVCA's VenturePulse shows that annual fundraising by Ireland's SMEs has increased by two thirds from €310m in 2010 to peak at €522m in 2015. Institutional VC is the predominant provider of capital having grown from 65% in 2010 to 86% in 2015.

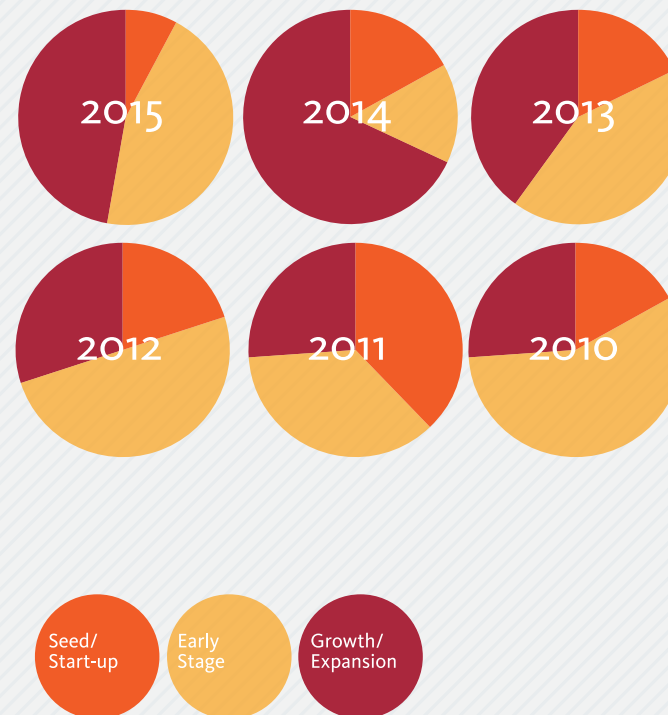
Source of Funds



There is a growing appetite by international investors for Irish tech firms. To maintain this momentum strong global relationships are essential.

Funds raised from International investors doubled from €142m in 2010 to €294m in 2015 i.e. 56% of the total funds raised. This reflects the calibre of Irish entrepreneurs and their technology capabilities.

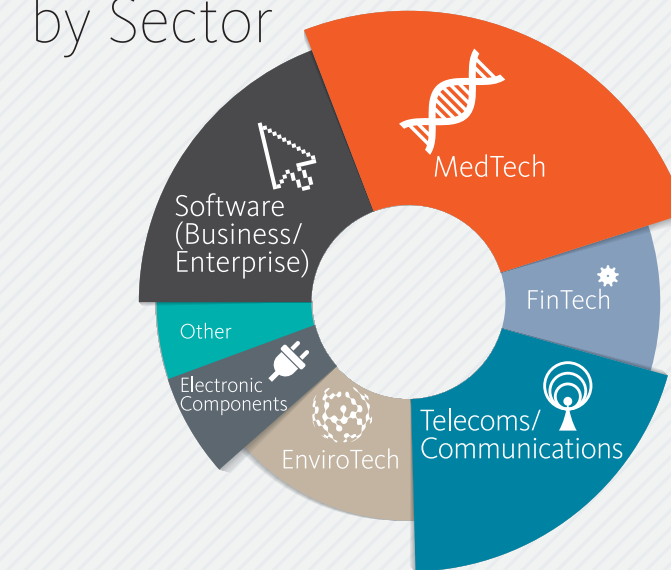
% Funds Raised at Investment Stage



Irish companies are scaling. The number of companies raising growth/expansion funds has trebled. The number of companies raising €25m+ has multiplied by 2.5 times.

The sectoral spread of investments reflects Ireland's tech capability and the clusters that have developed like the medical device sector in Galway.

Funds Raised by Sector



Number of Companies who Raised Funds



Venture capital investment is concentrated on MedTech, Software, Communications and the emerging FinTech sector. In recent years MedTech has taken a growing share of the pool, reflecting a fast growing sector in Ireland. Software has attracted less funding reflecting the fact that the costs associated in building a software business have declined sharply because of innovation in the business model.

FinTech is the new kid on the block. It is disrupting the traditional banking model and has grown significantly in response to a different regulatory environment that emerged after the recent financial crisis.