

# HIVENTURES

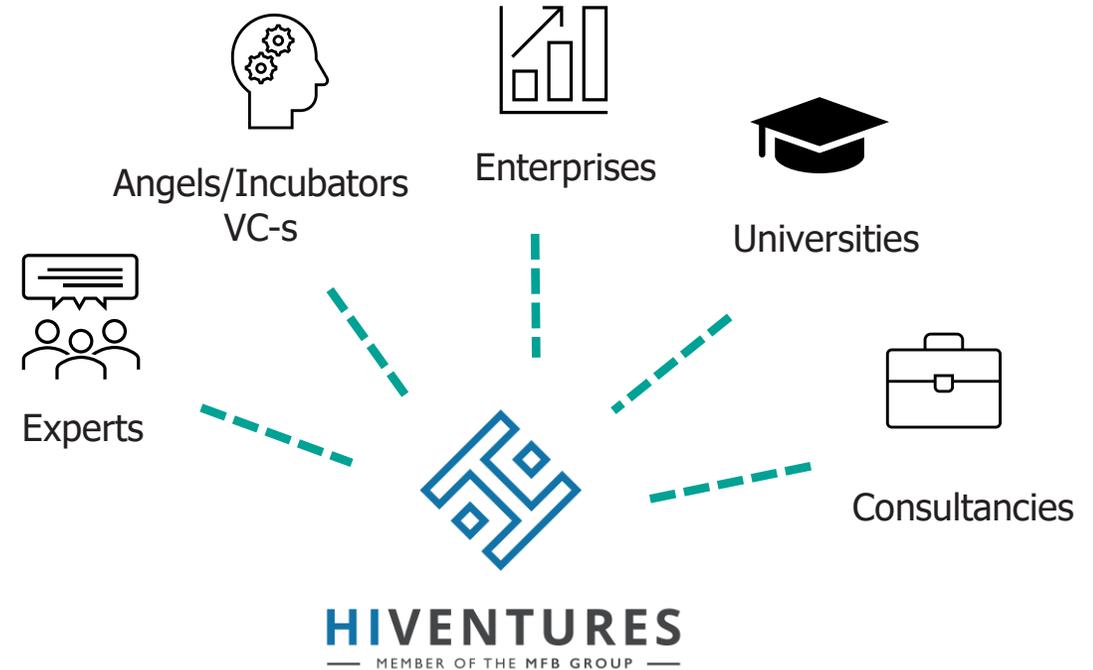
— MEMBER OF THE MFB GROUP —

**A RELIABLE EQUITY FINANCING PARTNER  
OF THE STARTUP AND SME SECTOR**

# State-owned Venture Capital in the Hungary

## Our ambition

- Promote entrepreneurship: focus on the next generation
- Strengthen the entrepreneurship culture: education of the startup and SME community
- Raise the competitiveness of the startup and SME ecosystem



Other state owned VCs in Europe



**STARTUP**  
POWERED BY HIVENTURES

STARTUP dealflow: **2795**

Portfolio companies: **329**

Co-investment deals: **63**

Total funding since 2017: **EUR 111M**

## Our Robotics portfolio

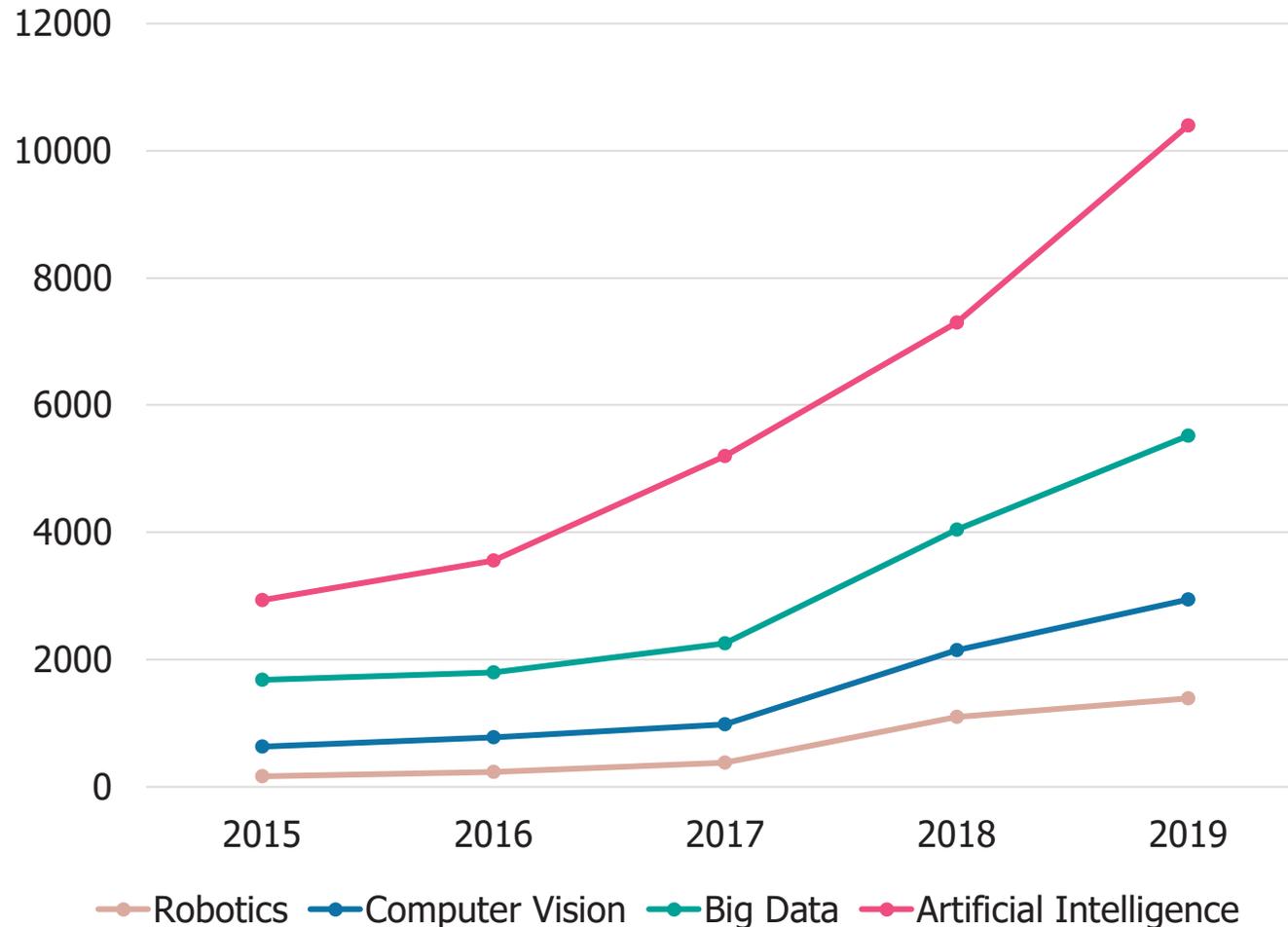
5 companies: 4 pre-seed, 1 growth

Total funding: EUR 2.1 M



# VC Investments in Europe in DeepTech & Robotics

VC Investment in Europe in top Deep Tech subcategories (USD M)



VC investments in Europe in the DeepTech industry are **up by 218%** from 2015 (USD 7,3 billion) to 2019 (USD 15,9 billion)



VC investments in robotics are **up by 860%** from 2015 (USD 160 million) to 2019 (USD 1.391 billion)



In 2019 robotics have seen more VC investments in Europe than Education, HR tech or Fashion, but less than Fintech, Medtech or Energy Tech

# European Robotics Startup Story

- **OptoForce** established in Hungary in 2012
- Received financing from Hungarian VCs
- Product: robotic force sensors
- **OnRobot** established in Denmark in 2015
- Received financing from angels and Danish Growth Fund
- Developed gripper products
- The two EU companies + US Reception Robotics merge to establish new OnRobot with HQ in Denmark



# European Robotics Startup Story

- US venture fund invests into OnRobot in 2018
- New offices in US, Germany and Malaysia in 2017-18, over 100 distributors and selling to over 40 countries
- Wins prestigious Robotics Award from Hannover Messe

**Rich product portfolio in robotic gripping and sensing systems**



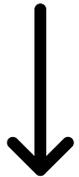
# European Robotics Startup Story

In addition to its headquarters in Denmark, OnRobot now has sales offices in Germany, China, USA, Spain, Malaysia and Hungary and employs more than 175 people.



# ROBOTICS VALUE CHAIN

UNIVERSITIES /  
RESEARCH  
INSTITUTIONS



TECH  
COMPANIES



CONSULTING  
/  
ENGINEERING  
FIRMS



END USERS  
(manufacturing  
and service  
companies)

# ROBOTICS IN EUROPE

- EU strength vs China and US: basic research – good universities and research institutions
- Robotics (and deep tech) can become a success area for Europe

# THE ULTIMATE GOAL

- Increase productivity in European companies by using robotics
- Create and build robotics products – export to other continents
- HOW? → Value Chain



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