



*MoneyTree*TM

The Russian venture capital market navigator

Overview of Russian venture capital deals
for the first three quarters of 2013



MoneyTree™ Russia

*Issued by the PwC
Centre for
Technology and
Innovation (CTI)
and RVC based on
data from
Venture Database
and RusBase*

The report contains information about deals:

- announced from 1 January through 30 September 2013;
- with a value ranging between USD 50,000 and USD 100 million;
- involving Russian or foreign companies operating in Russia;
- in which business angels, investment companies or venture funds acted as investors (founders' own investments and "friends and family" investments were excluded);
- in the Russian biotechnology, industrial technology and information technology (IT) sectors; and
- that do not constitute grants.

9M 2013 venture deals

Number of deals in the
Russian venture market

157
deals

Total size of the Russian
venture market

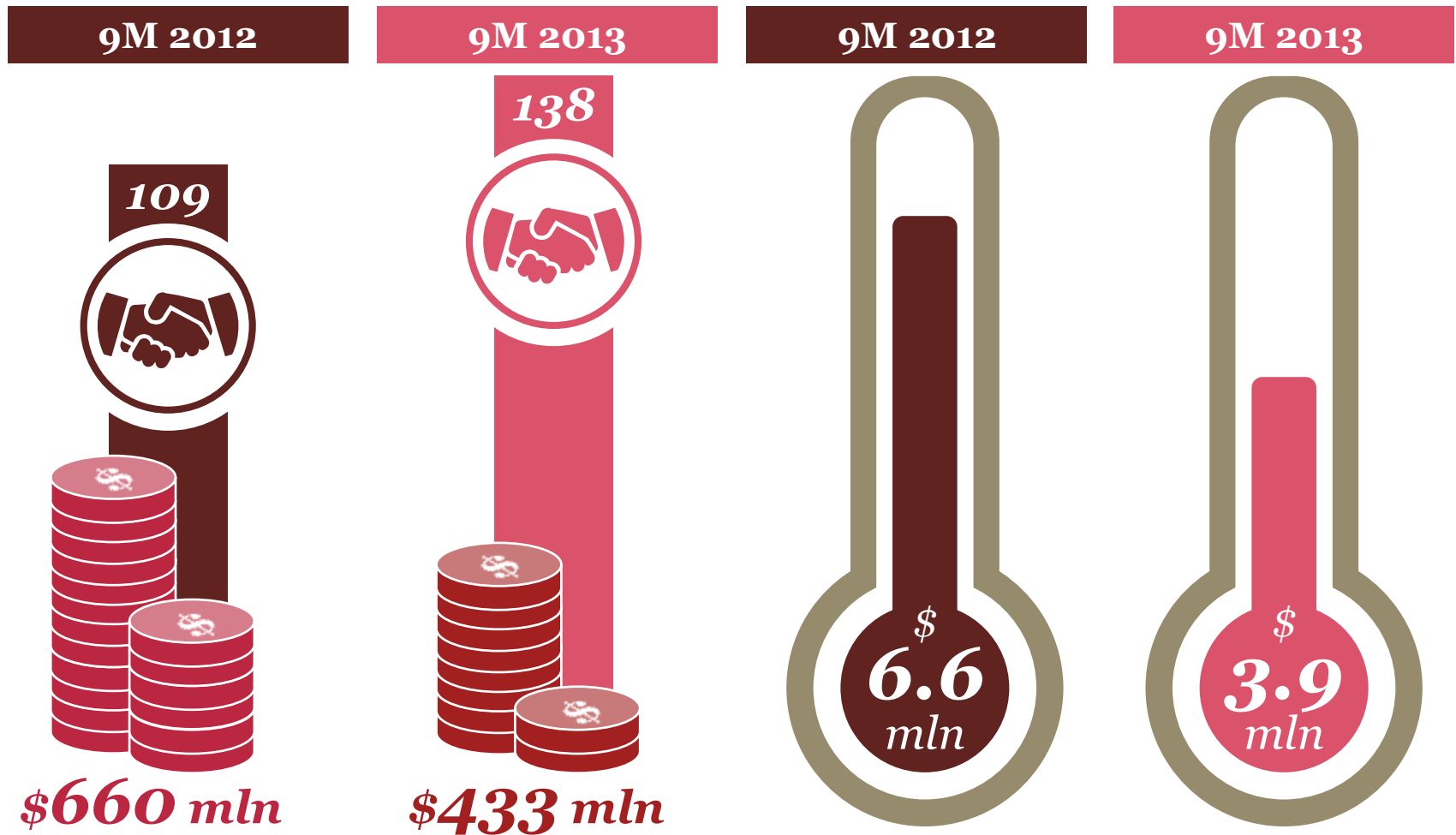
\$551
mln

Average
deal value

\$4.5
mln

IT sector

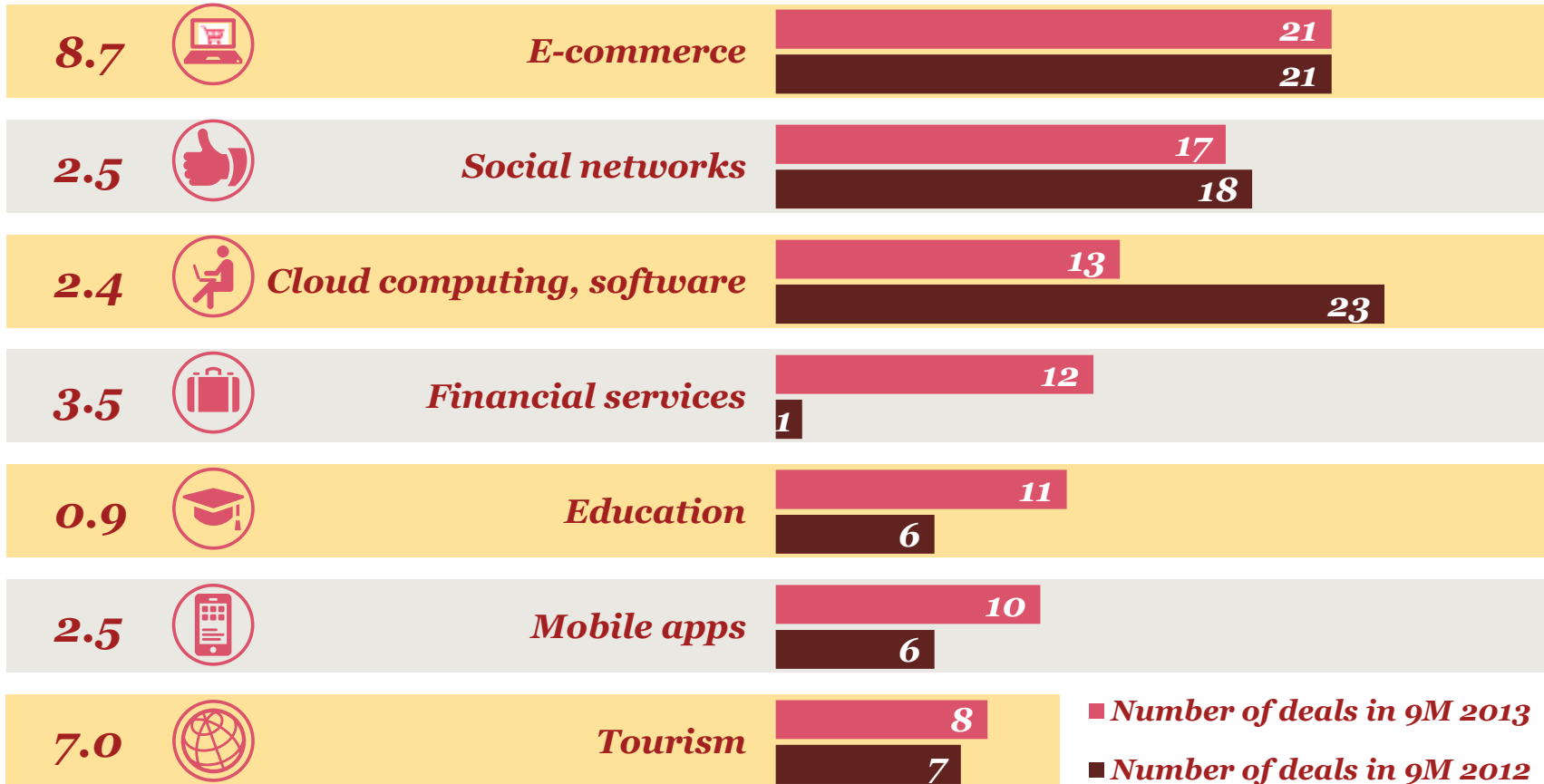
9M 2012 vs 9M 2013



IT sector

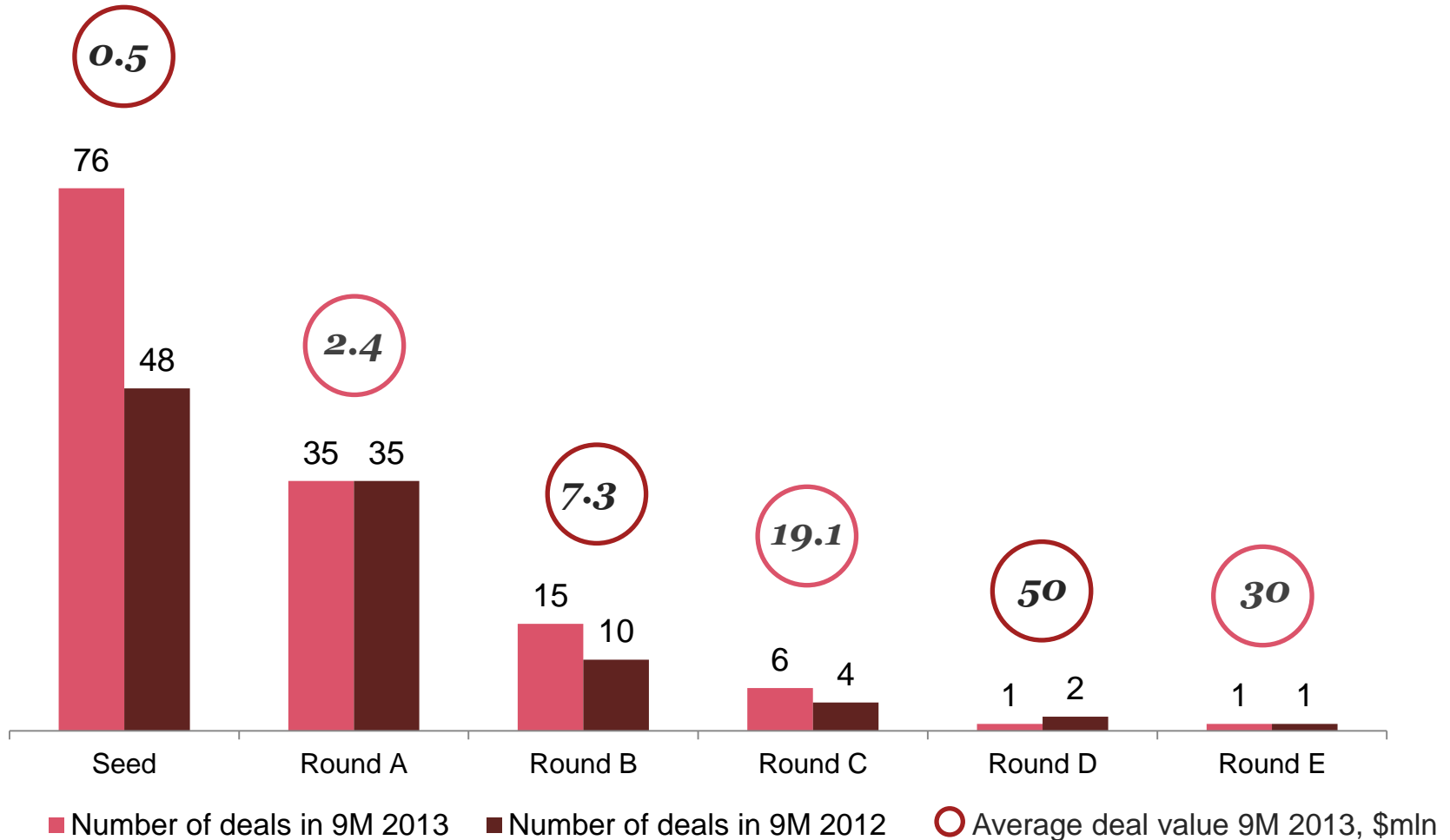
Venture capital investment by sub-sector

Average deal value 9M 2013, \$ mln



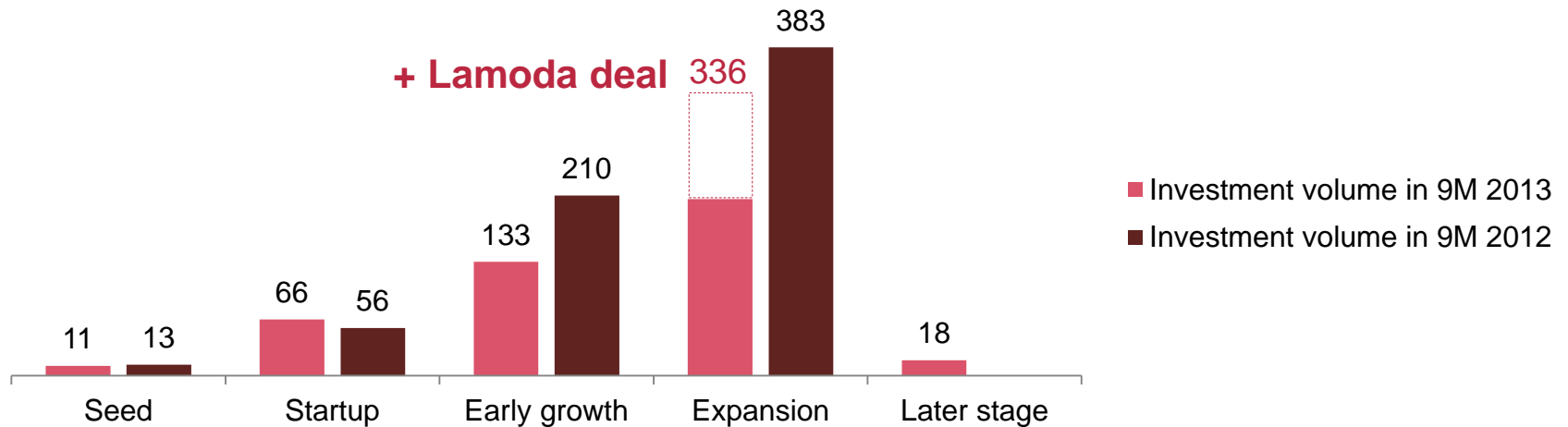
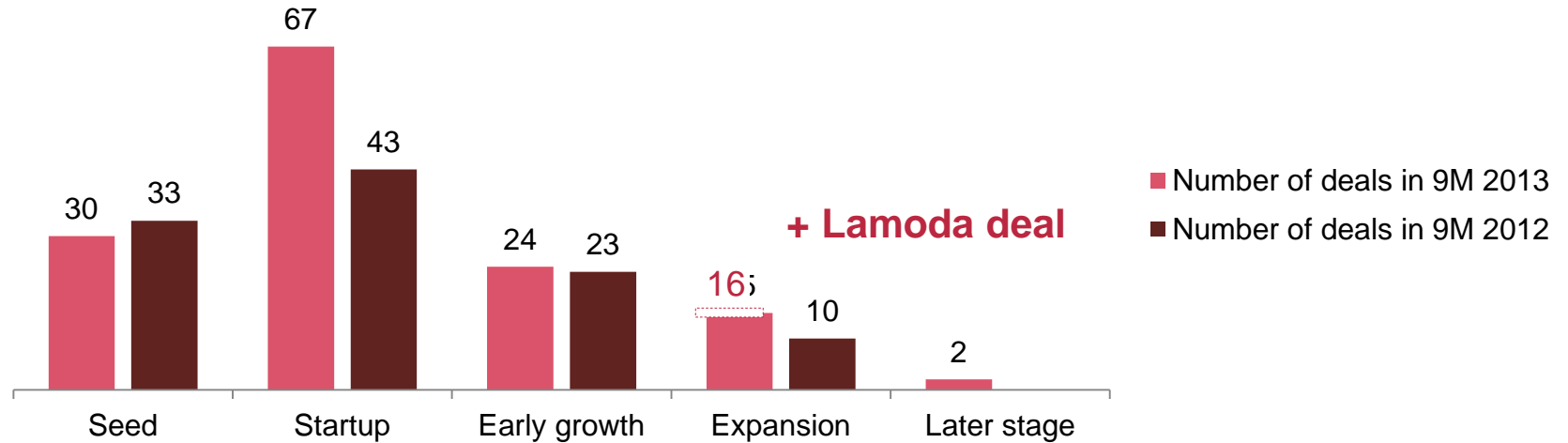
IT sector

Number of deals by investment round



IT sector

Breakdown by project stage



IT venture market trends

- Growth in overall number of deals but declining average deal value
- Notable increase in the number of startup stage deals, including deals involving new market players
- The e-commerce segment remains the leader by number of deals and investment amounts
- Social networks and recommendation services took second place by number of deals, while tourism was second by investment amount
- Growing popularity of educational and financial services companies
- Growing interest in mobile applications across many subsectors: education, e-commerce, games, etc.
- Investors showing interest in new niches, including games and advertising technologies

Major deals 3 Qs 2013

IPO, exits and major venture deals

Project name	Deal type	Sector of investee's operation	Investor / Buyer	Deal value, \$ mln	Closing date
Vkontakte	Exit / M&A	Social networks	UCP PE Fund II	700	April
QIWI	Exit / IPO	Financial services	IPO	244	May
Lamoda	Round C / Expansion	E-commerce	Access Industries, Summit Partners, Tengelman	130	June
Luxoft	Exit / IPO	Developing software	IPO	80	June
B2B Center	Exit / M&A	IT and telecommunication	Elbrus Capital	52*	April

**Including additional company investments*

Thank for your attention!

*PwC Center
for Technology
and Innovation
in Russia*

www.pwc.ru/moneytree

Anton Abashkin
Head of PwC's Accelerator in Russia

This report has been prepared for general guidance on matters of interest only, and does not constitute professional advice. You should not act upon the information contained in this report without obtaining specific professional advice. No representation or warranty (express or implied) is given as to the accuracy or completeness of the information contained in this report, and, to the extent permitted by law, RVC, PwC, its members, employees and agents accept no liability, and disclaim all responsibility, for the consequences of you or anyone else acting, or refraining to act, in reliance on the information contained in this report or for any decision based on it.

© 2013 PwC, RVC. All rights reserved.

"PwC" refers jointly to ZAO PricewaterhouseCoopers Audit, PricewaterhouseCoopers Russia B.V. OOO PricewaterhouseCoopers Advisory, or, as the context requires, other member firms of PricewaterhouseCoopers International Limited (PwCIL).