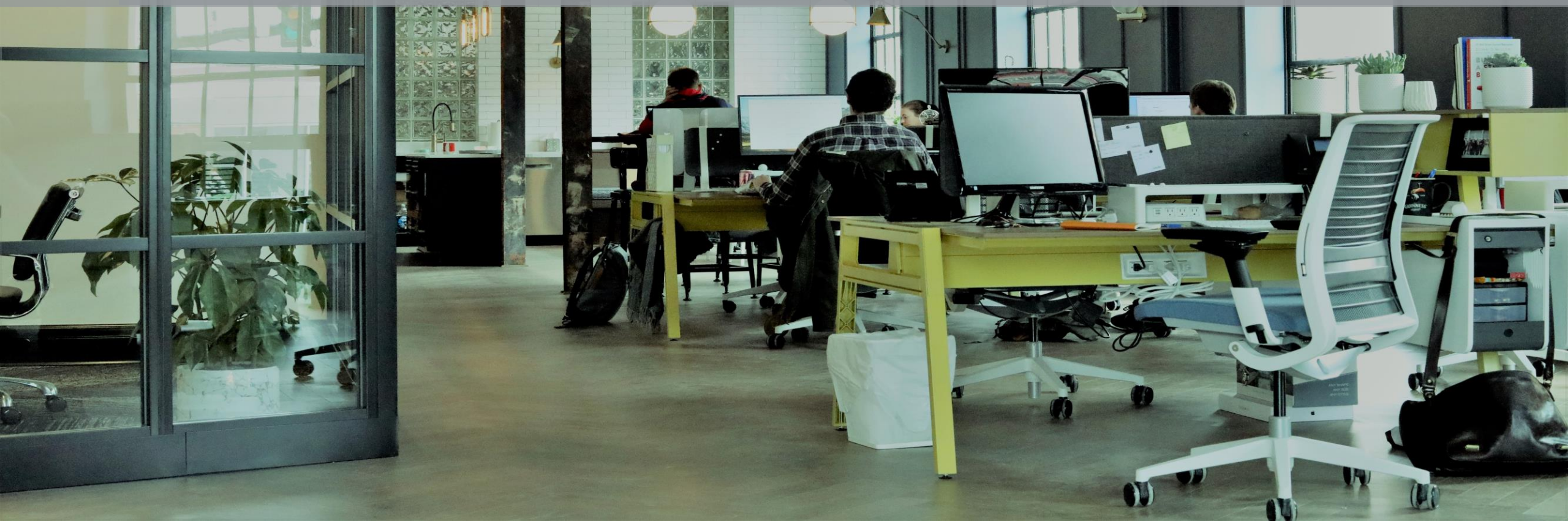


Banken som medspiller overfor startups?!

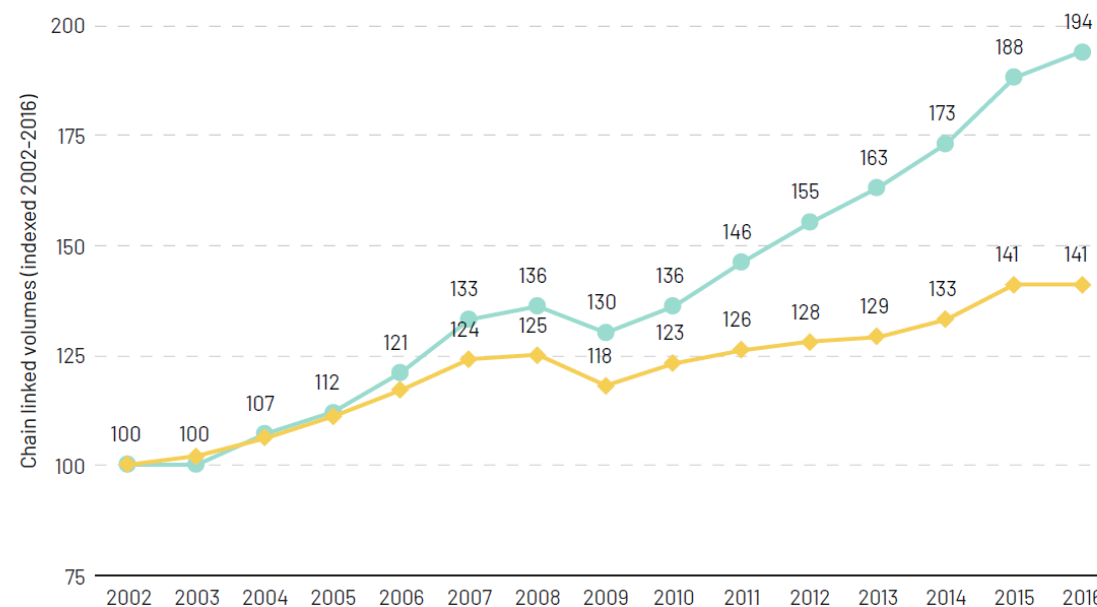
Iværksætterkommissionen
4. Juni 2019



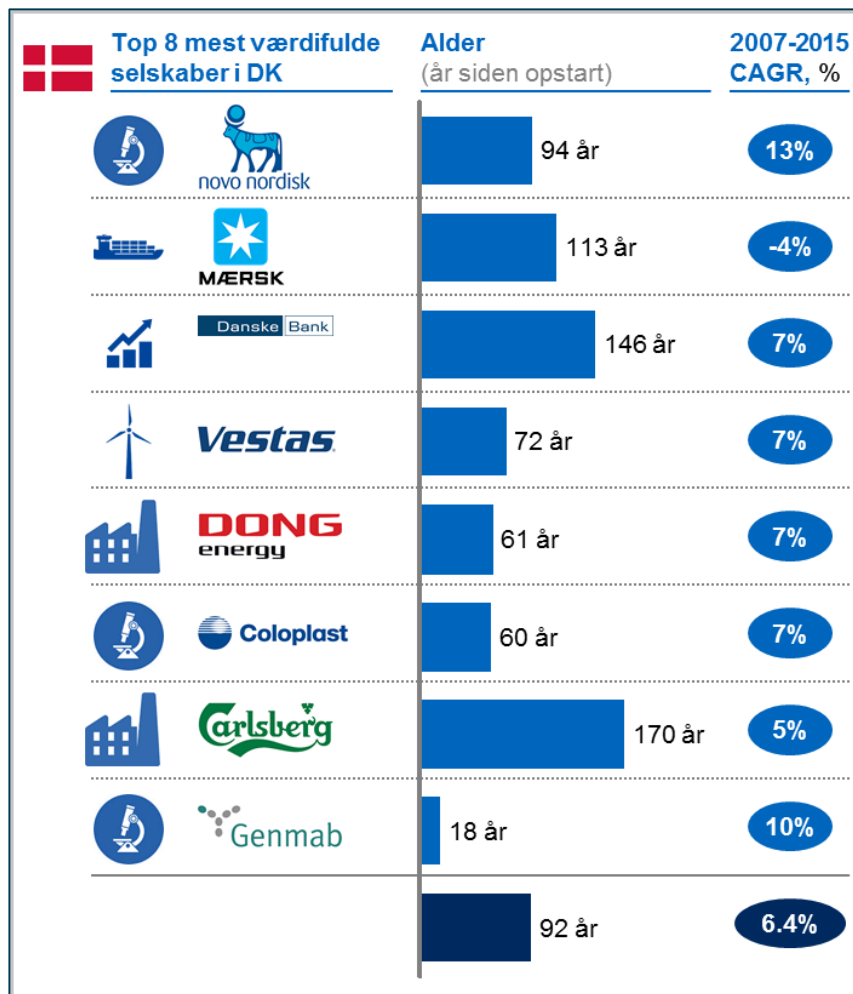
Store virksomheder bliver yngre og bruger Tech som driver

Top 8 mest værdifulde selskaber i USA		Alder (år siden opstart)	2007-2015 CAGR, %
		41 år	33%
	Alphabet	19 år	21%
	Microsoft	41 år	8%
	amazon.com	22 år	28%
		13 år	81%
	BERKSHIRE HATHAWAY HomeServices	50 år	7%
	ExxonMobil	146 år	-6%
	Johnson & Johnson	130 år	2%
		58 år	21.6%

There is an ever-widening gap in the indexed growth rates of the tech (software) and non-tech parts of the European economy. Over the past 15 years, tech (software) has grown to hit 194% of its relative value in 2002.

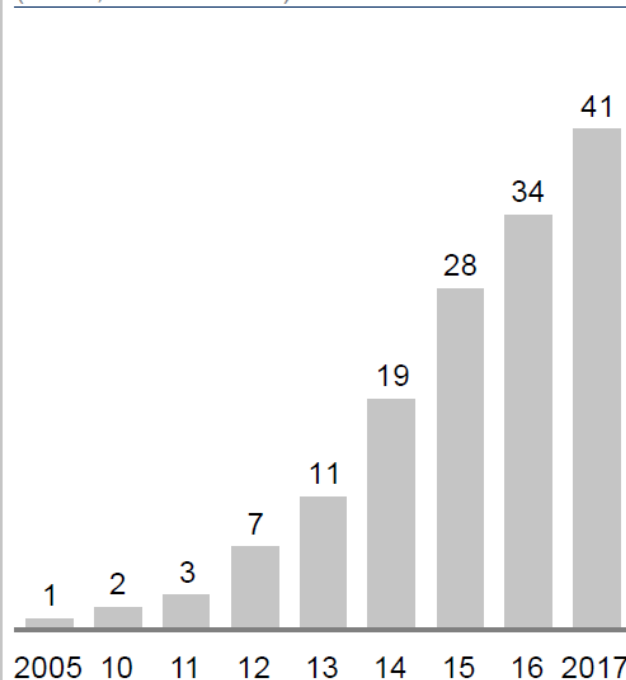


Danske founders kan være med, men der er også et uforløst potentiale



Danmark har været i stand til at skabe ideer og starte virksomheder med stort potentiale, heriblandt seks unicorns

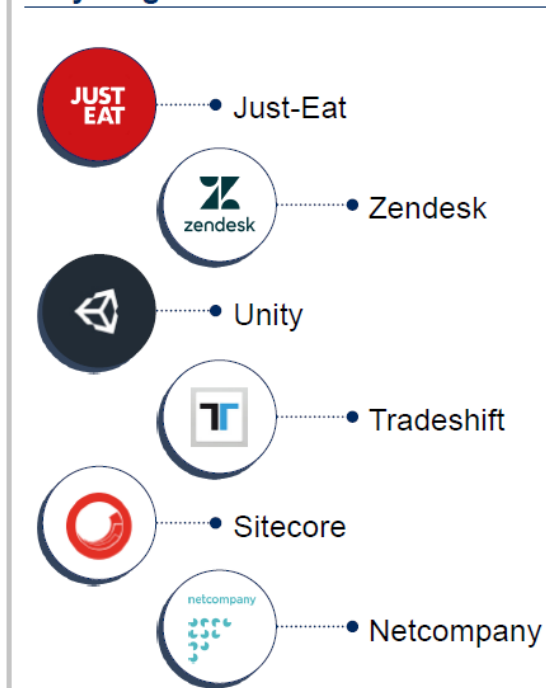
Europæiske unicorns¹ startet efter 2005
(Antal, akkumuleret)



¹ Unicorn er en virksomhed med værdiansættelse over en milliard dollars.

Kilde: Atomico (2017), The State of European Tech Report 2017 samt Iværksætterpanelets egen opgørelse.

Danmark har skabt grobund for betydelige unicorns de seneste 20 år

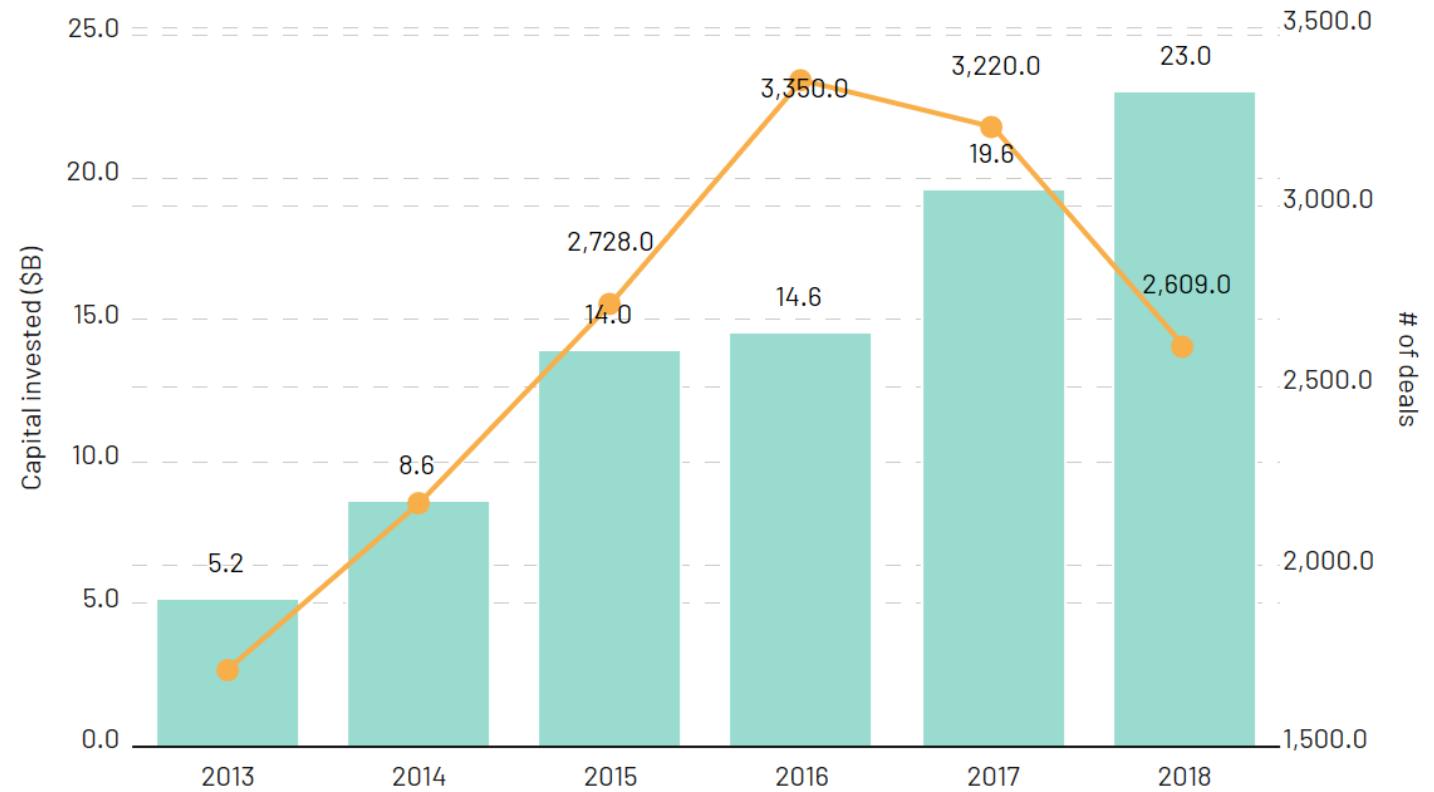


Mængden af risiko villig venture kapital i Europa vokser

Capital invested (\$B) and # of deals per year

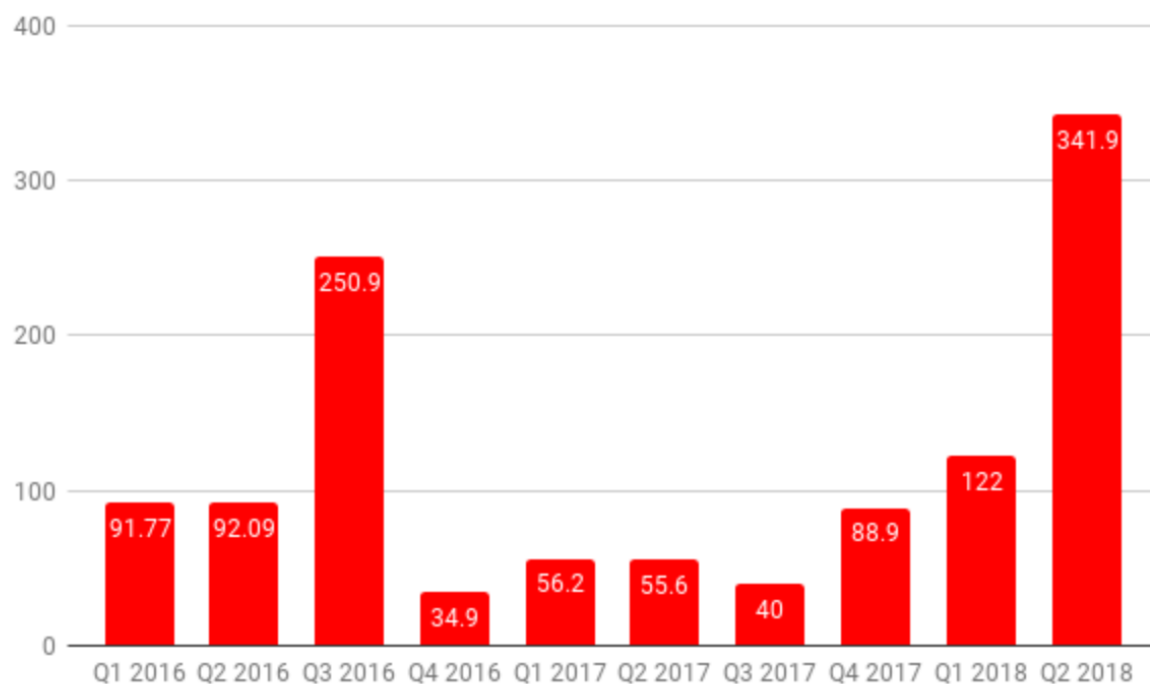
LEGEND

- Capital invested (\$B)
- # of deals



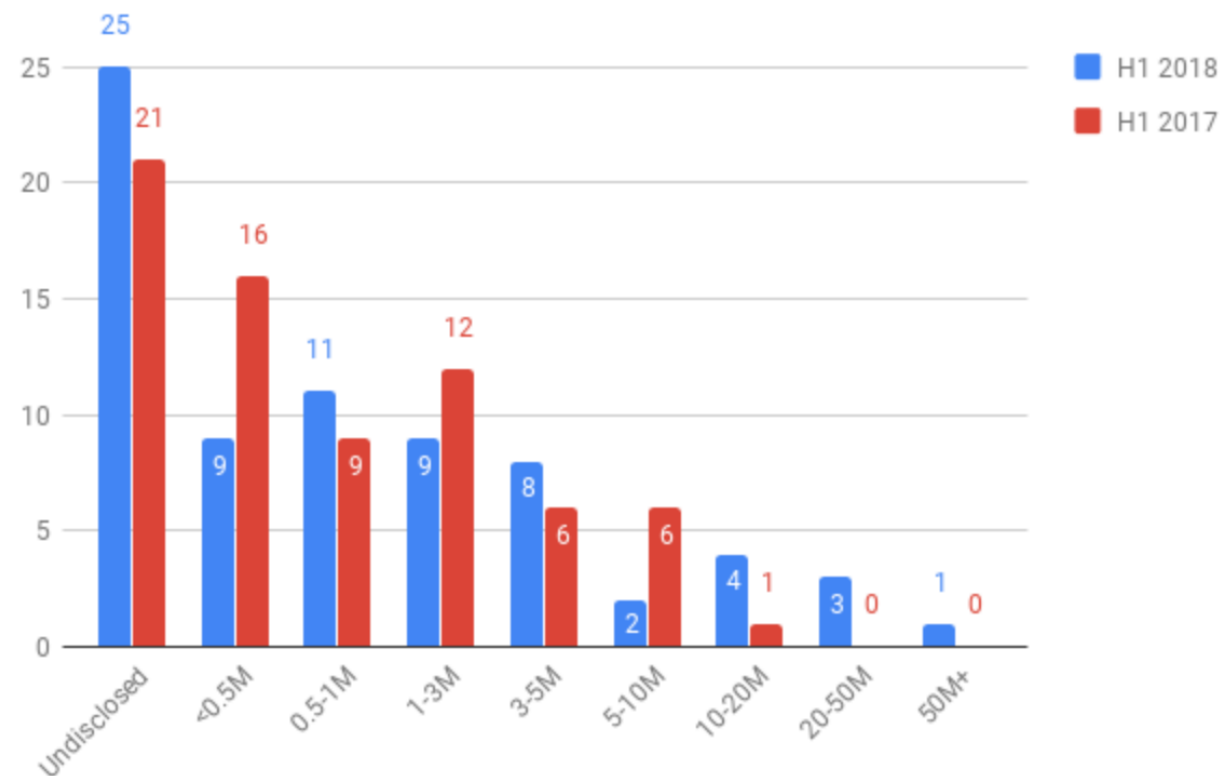
Der er også en stigende mængde kapital i det danske startup ecosystem

The Amount of Capital Invested (\$M)



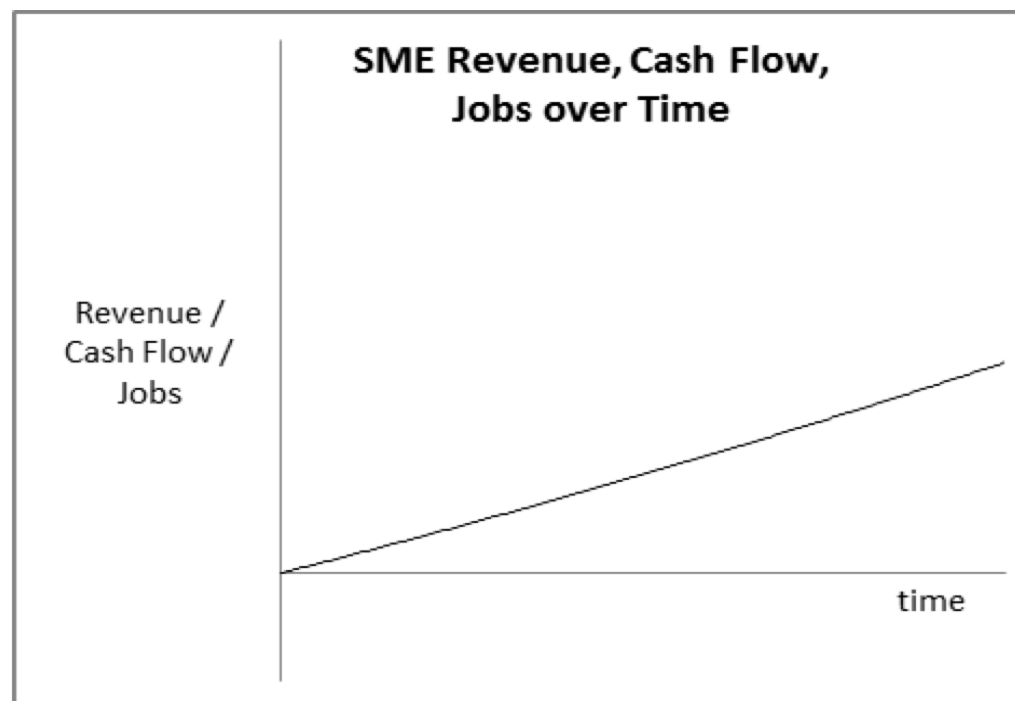
1H 2018
\$463.9 mio
3 mia DKK
(\$250 mio Tradeshift)

The Number of Investments per Round Size



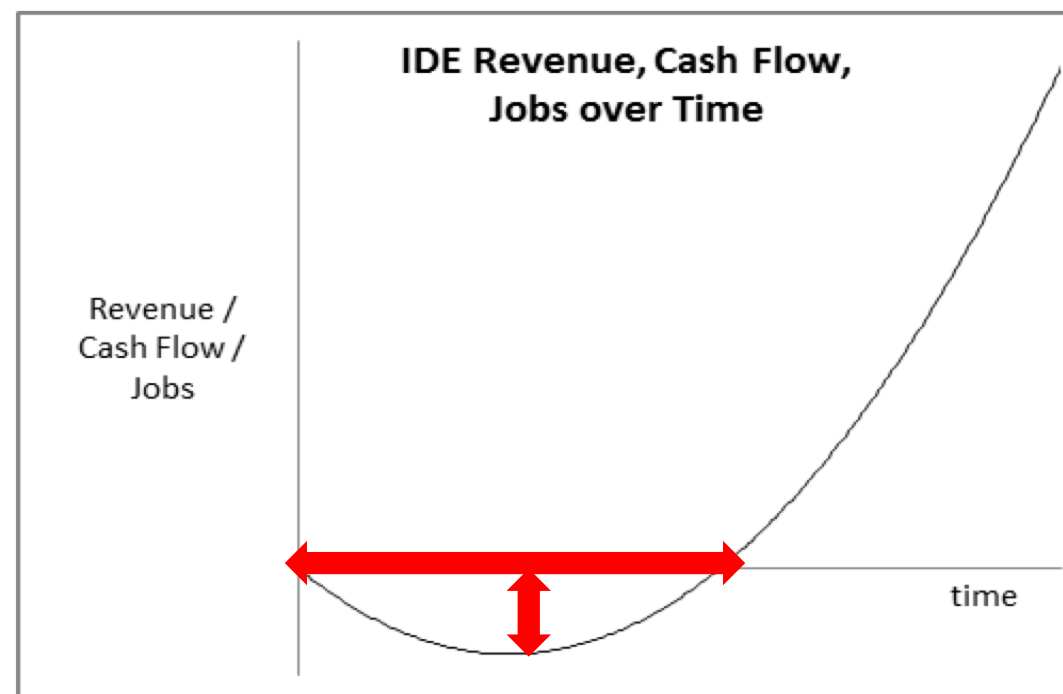
Banker skal re-designe deres value proposition for at skabe værdi

Traditional SME customers



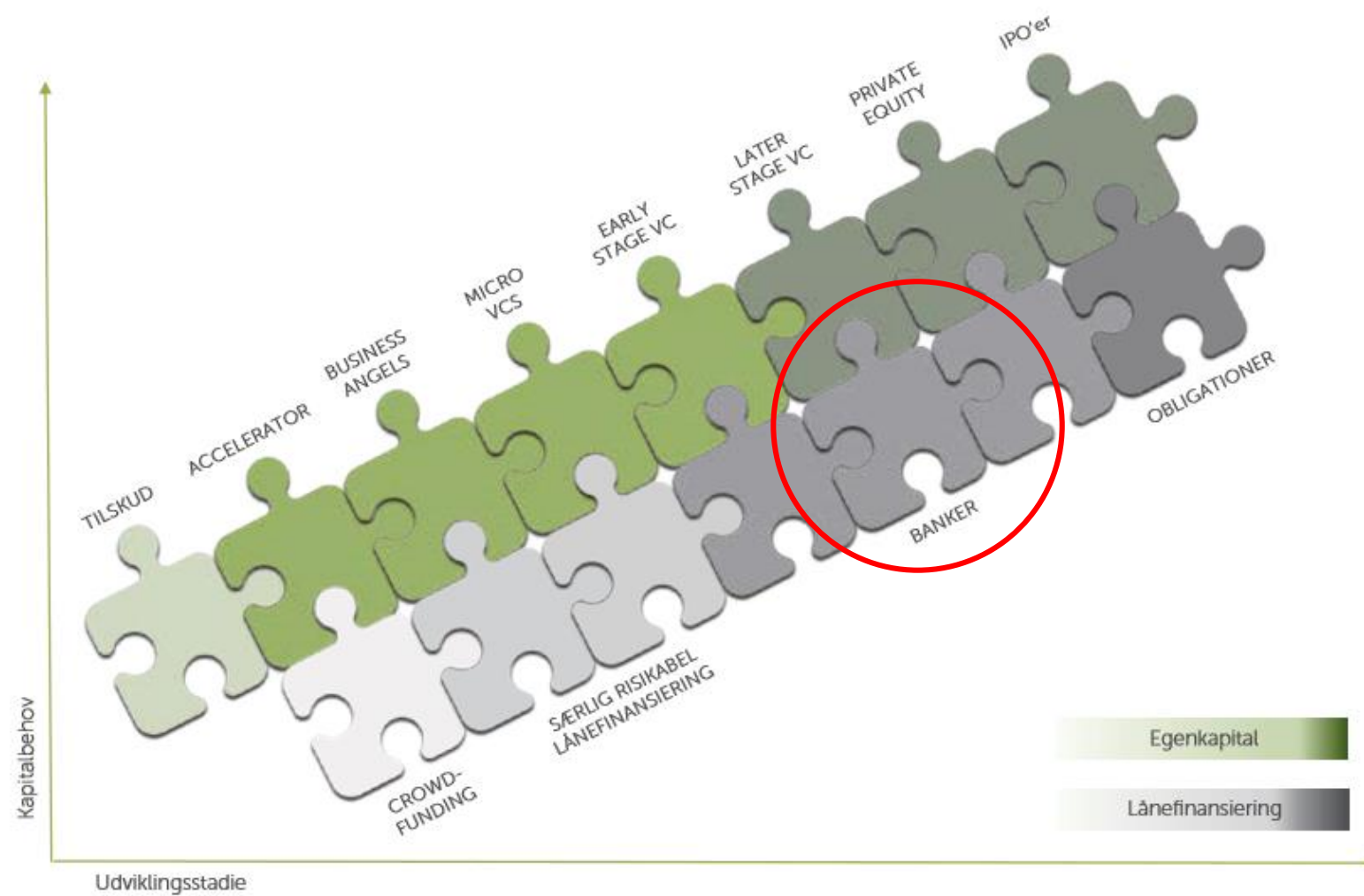
#velkendt, #lending, #3årsregnskaber

Growth startups

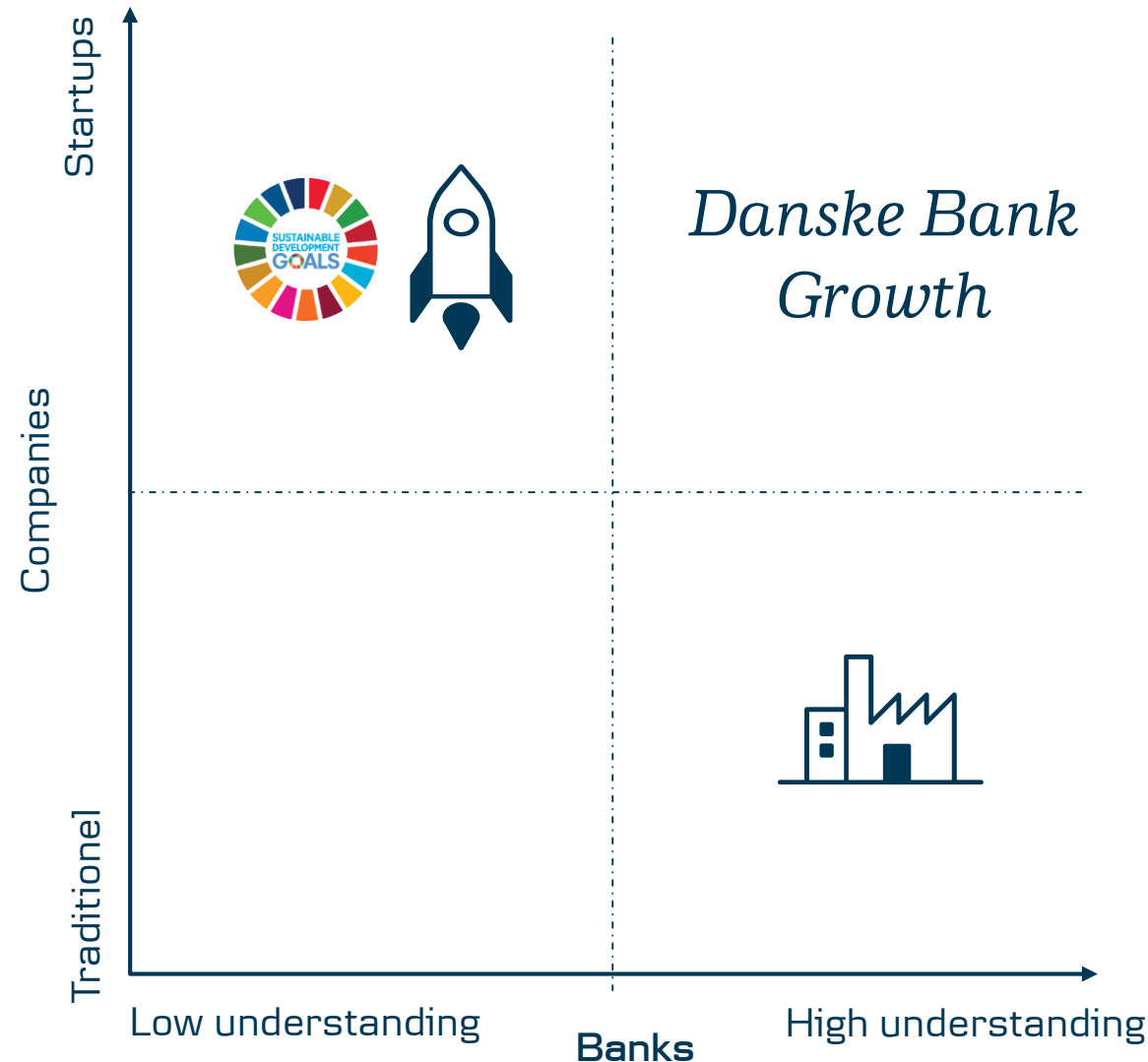


#ukendt, #usikkert, #30%dørY1

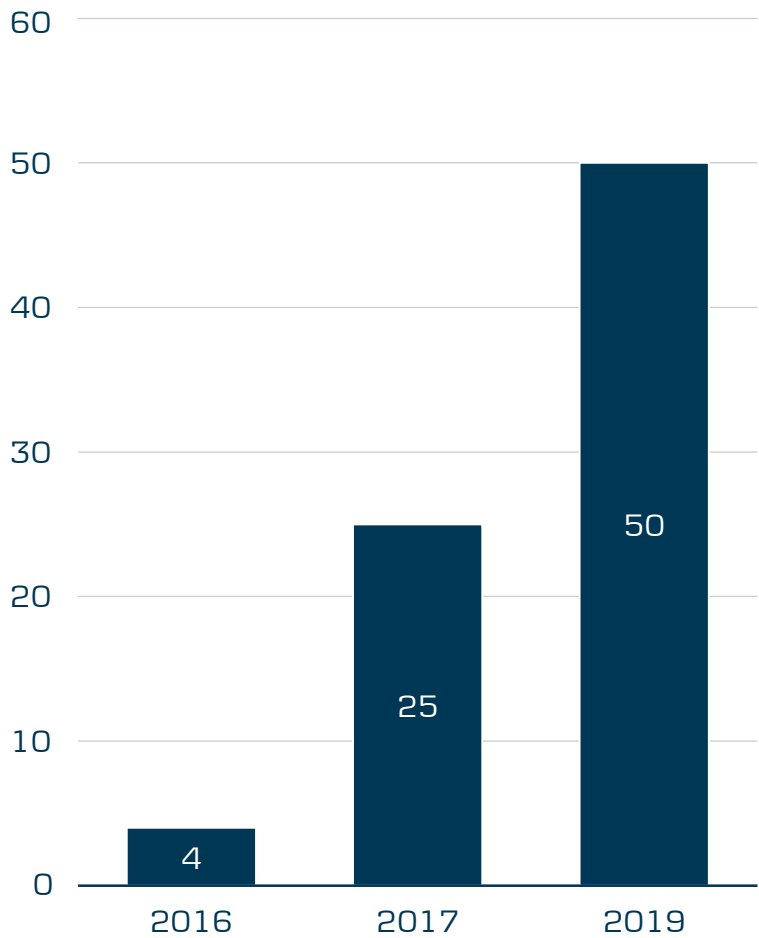
Hvordan kan banker hjælpe “early-stage” på andre måder end lånefinansiering?



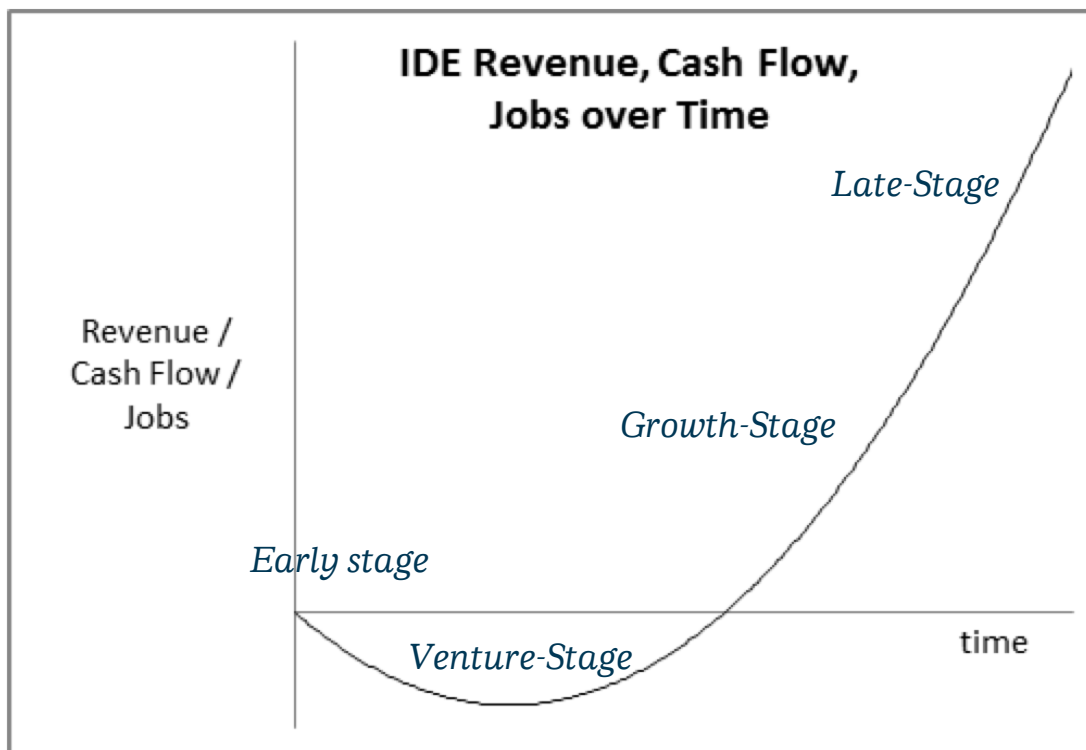
Danske Bank Growth er et pan-nordisk team målrettet Nordiske growth startups



Antal rådgivere tilknyttet Danske Bank Growth i Norden



Fra ide til exit



Growth startups



Funding (FFF, Public Funding, Business Angels, VCs, IPO)



Food, Agro, Med, Tech, Edu, Ad...



Eager, open minded, disciplineret, diverse



Global scale



Cloud, data, AI, automated, x-as-a-service



SaaS, subscription, eCommerce, sharing, circular

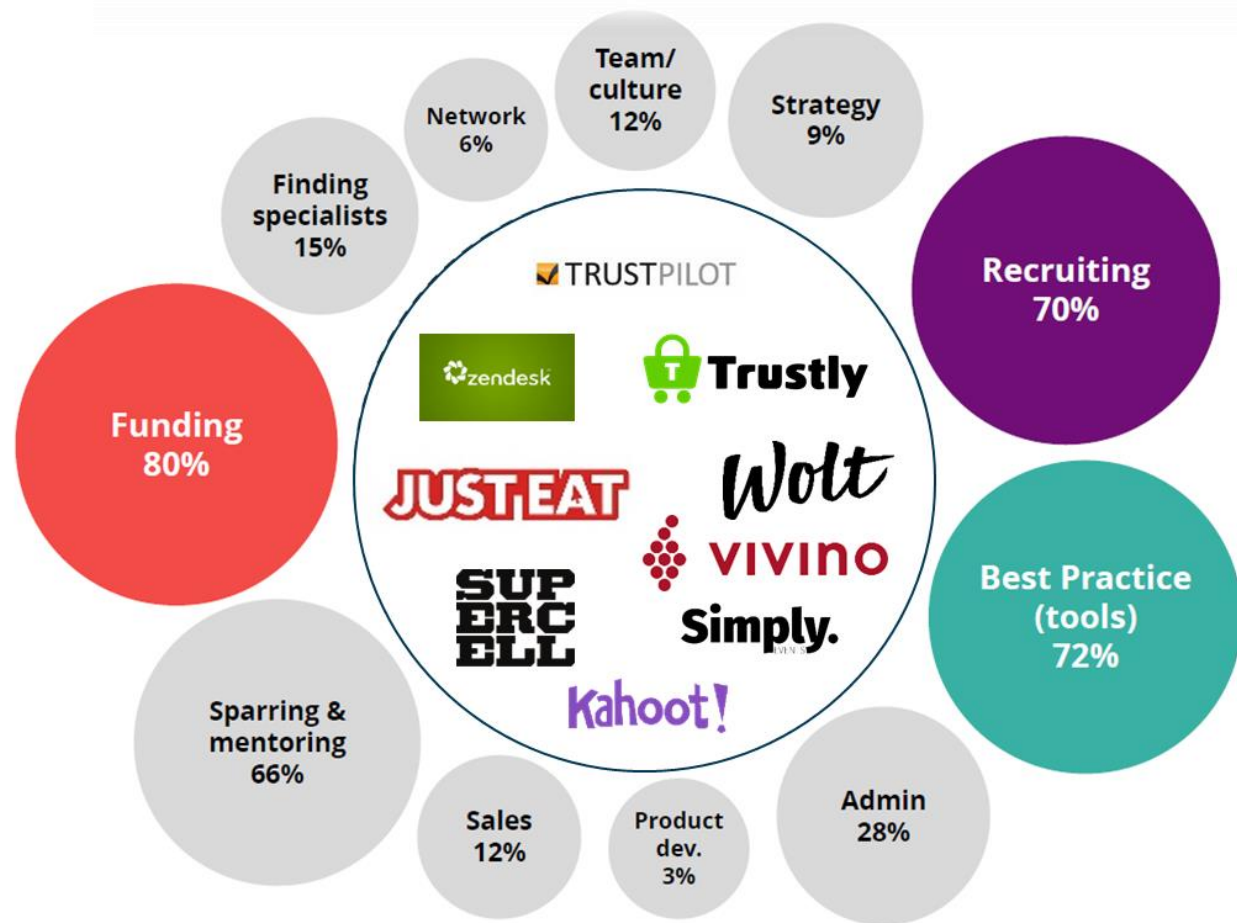
Impact startups skalerer som tech iværksættere



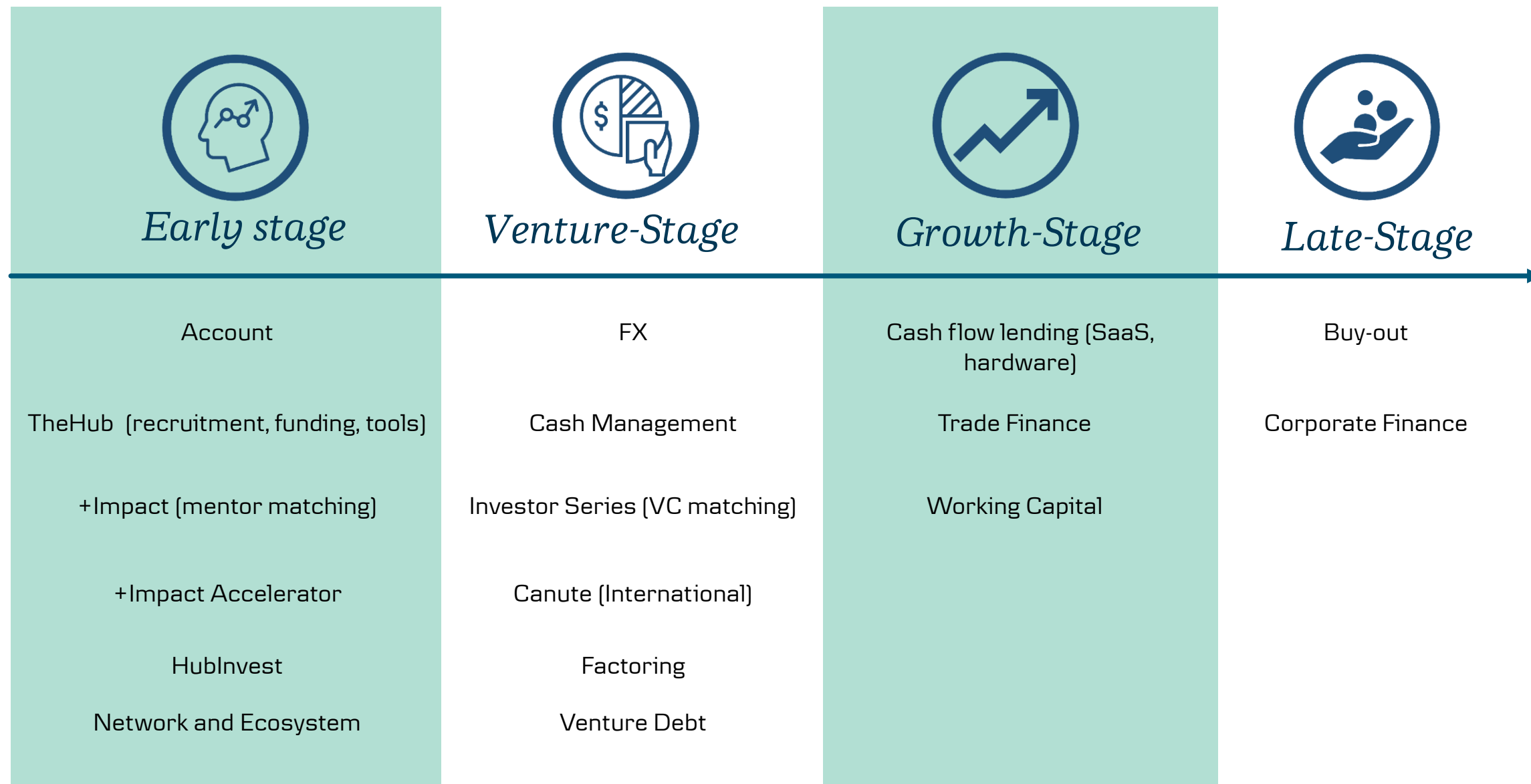
Profit og doing good går hånd i hånd



\$12 trillion in market opportunities
380 million jobs



Vi har opbygget en bred produkt palette med egne og eksterne partnere



Thenordichub.com

The screenshot shows the homepage of Thenordichub.com for Denmark. The navigation bar includes links for JOBS, STARTUPS, FUNDING, TOOLS, and EVENTS, along with a 'Create Profile / Login' button. The main content area is titled 'Discover Nordic Startups' and features a search bar and a filter sidebar. The sidebar includes filters for Industry (Consumer Goods, Education, Energy & Greentech, Entertainment, Finance, Healthcare, High Tech, Impact Tech, IT & Software, Media, SaaS, Service, Other) and Regions (Denmark, Copenhagen, Sealand, Funen, Northern Jutland, Central Jutland). The main grid displays six startup profiles, each with a logo, name, and location:

- MediaLytic** (Esbjerg)
- Aroprezo ApS** (Sønderborg)
- Teamspeeder** (Esbjerg)
- STAC Technology ApS** (Vandel)
- Adapto Technologies ApS** (Sønderborg)
- Wilke Promotion A/S** (Aabenraa)

+5,500
Active startup profiles

+ 15,000
Listed jobs

225,000
Job applications

330
Listed investors

+20,000 tool
engagements

The Hub – KPIs 2018-19

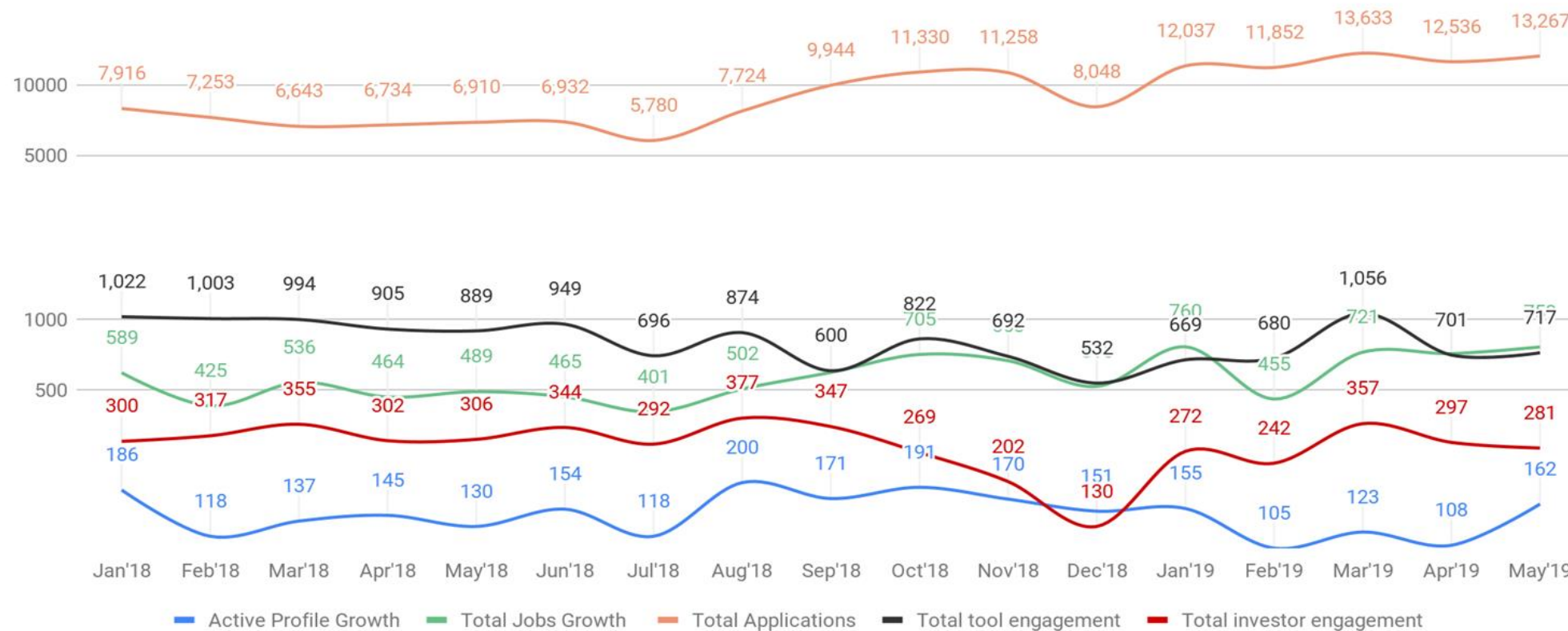
NER - EOY'19

Jobs 8,000

Applicants 115,000



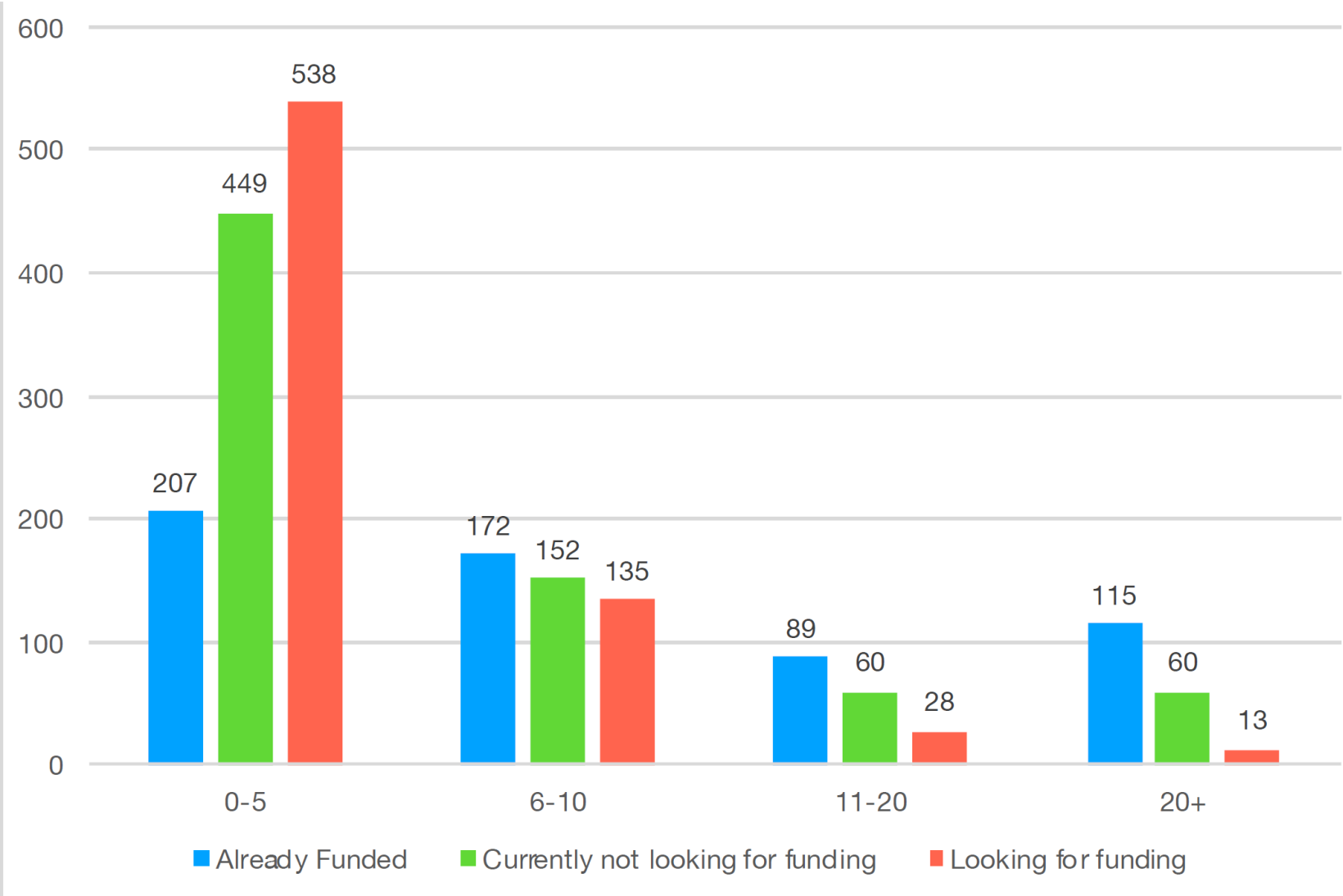
Cross NER MoM Growth 2018-19



Applicants
63,325

Jobs
3,406

Godt 37% af de danske startups på TheHub kigger efter funding



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Search...



Category

- ☐ Accelerators / Incubators
- ☐ Angel Groups
- ☐ Applied Research Funding
- ☐ Bank Financing
- ☐ Crowdfunding
- ☐ Public funding
- ☐ Venture Funds

Industry

- ☐ Consumer services & devices
- ☐ Financial
- ☐ Energy & Greentech
- ☐ Hardware
- ☐ Healthcare
- ☐ Impact
- ☐ Marketplace & eCommerce
- ☐ Media
- ☐ Mobile
- ☐ Retail
- ☐ Software



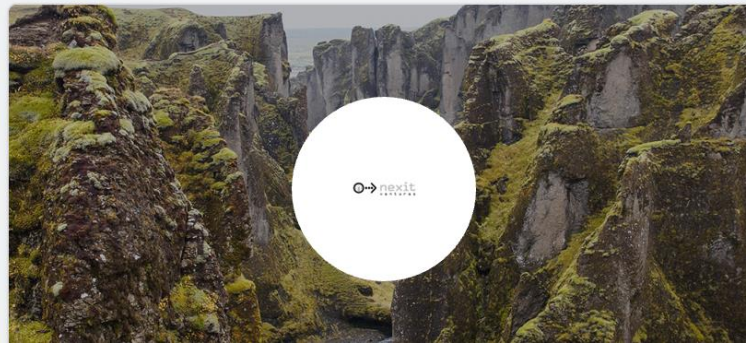
OpenOcean

OpenOcean invests in high growth software companies across Europe.

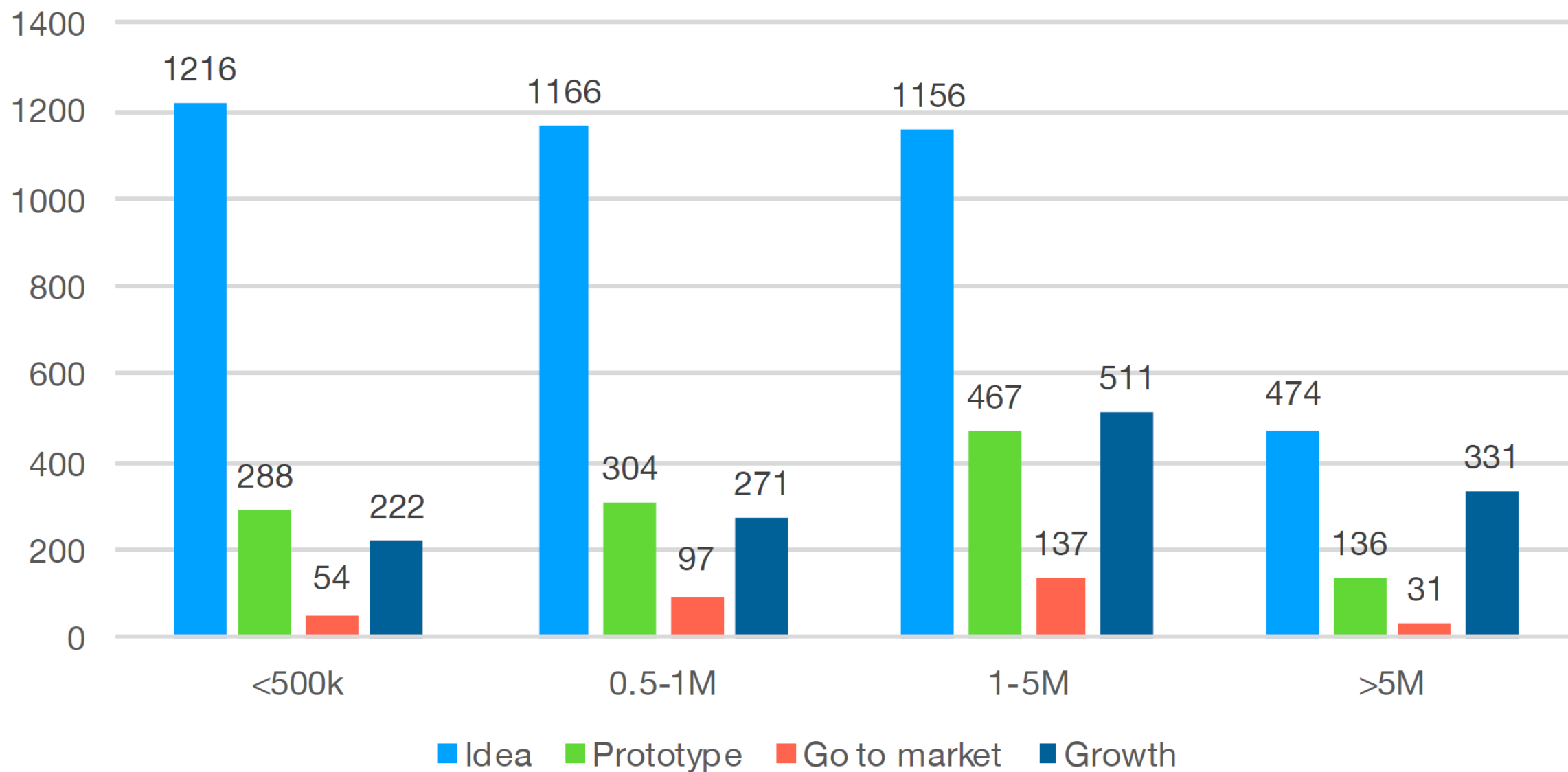
[Venture Funds](#)

Katapult Accelerator

Katapult Accelerator is an Oslo-based accelerator program supporting impact startups with a tech foundation.

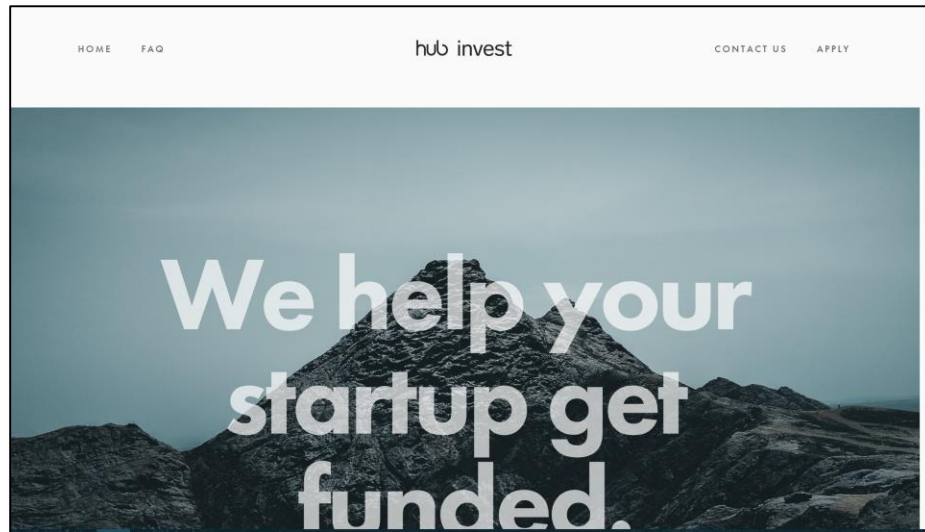
[Accelerators / Incubators](#)

Funding behov og Startup stage

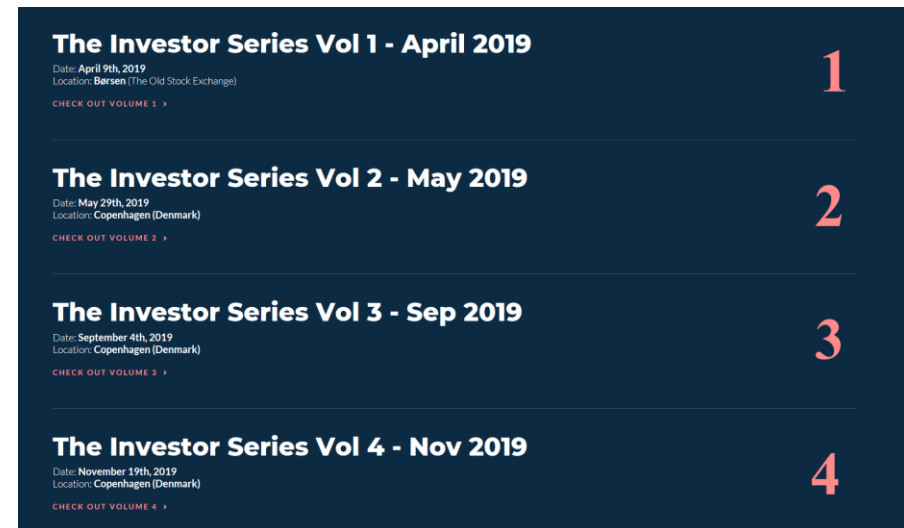


Vi connecter startups med venture kapital

HubInvest



Investor Series



Pitchevents



Venture



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Q

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☐ Entrepreneurship

The Entrepreneur Self-Growth Guide

Post a job for free

Powered by:

RAINMAKING

Danske Bank

ENTREPRENEURSHIP

15 Best Coworking Spaces in Stockholm

The Swedish startup ecosystem continues to thrive, which means a couple of things: One, entreprenör is now actually a legit LinkedIn title. Two, there's no shortage...

MAY 16 2019

ENTREPRENEURSHIP

The Ultimate Guide to Employee Onboarding for Lean Startups

Onboarding employees is a lot like starting a new relationship. After the courting period (job interview), things get serious once they join your startup. You want...

MAY 30 2019

ENTREPRENEURSHIP

16 Team Building Activities For Startup Teams (Inside and Outside the Office)

Mention the two words "team building" at work, and chances are people will sigh. They'll roll their eyes. They'll come up with excuses

Top6 læste indlæg i maj

1. </10-ideal-first-hires-for-your-startup/>
2. </define-roles-startup-team/>
3. </15-coworking-space-stockholm/>
4. </build-a-startup-team-with-no-money/>
5. </7-ways-to-improve-employee-retention-in-start-ups/>
6. </can-a-startup-have-two-ceos/>

Challenges

Startups

How it works

Get started

Danske Bank

+ impact

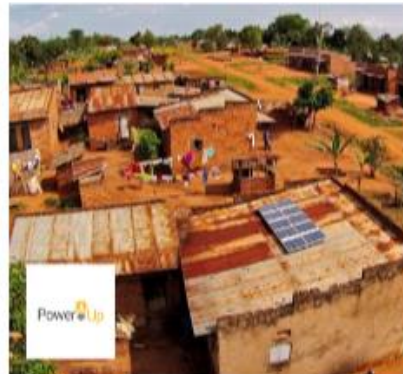
by Danske Bank

261 days
since
launch

Start-ups:
227

Challenges
taken on
by experts:
591

Experts:
567



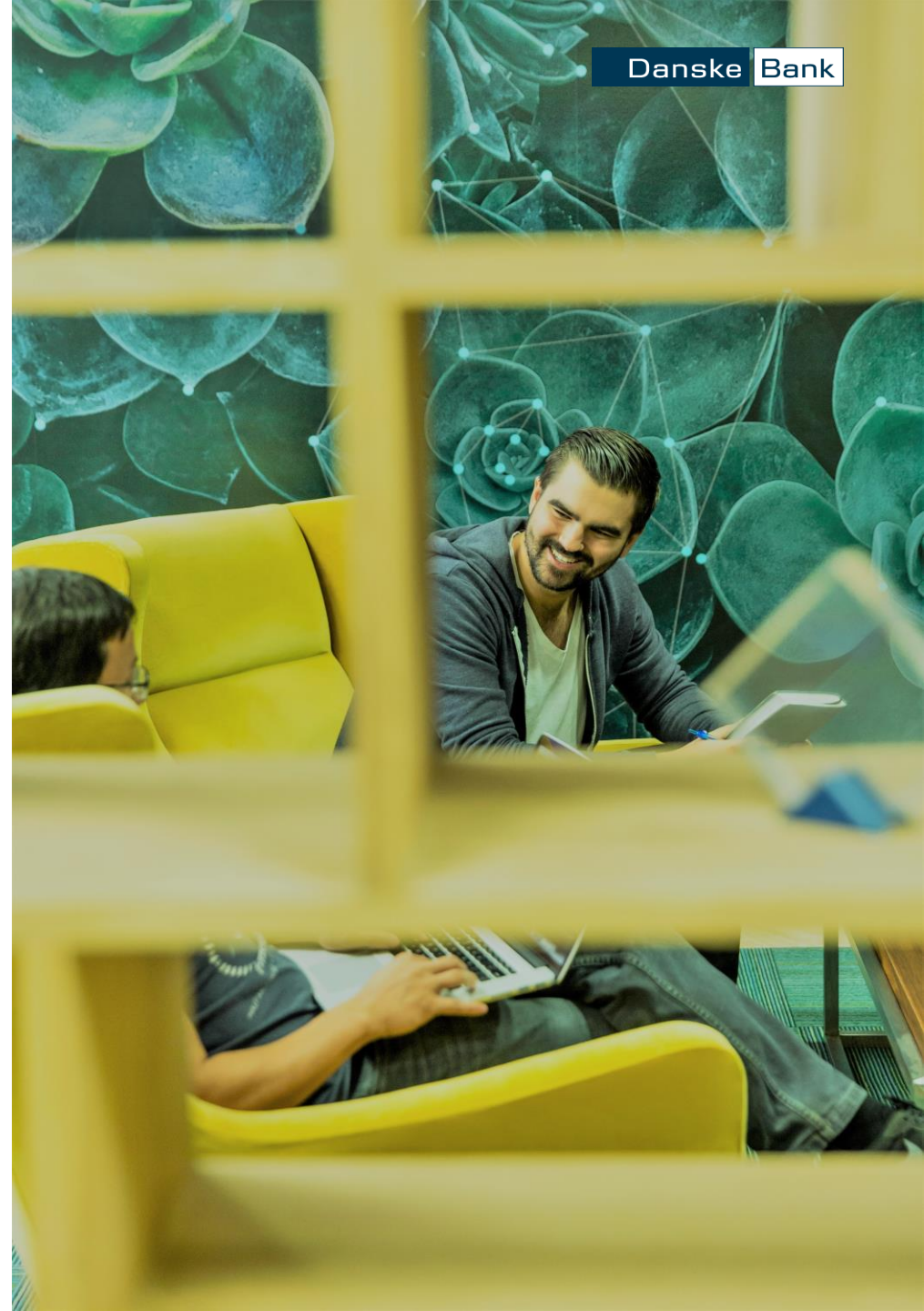


+impact accelerator
by Katapult, SingularityU Nordic and Danske Bank



10 nordiske startups pr hold / 8 uger /
early stage / fokus på Impact

Adgang til nationalt, nordiske og globalt ecosystem



Vi har lanceret den første analyse af løn-niveauet blandt nordiske startups

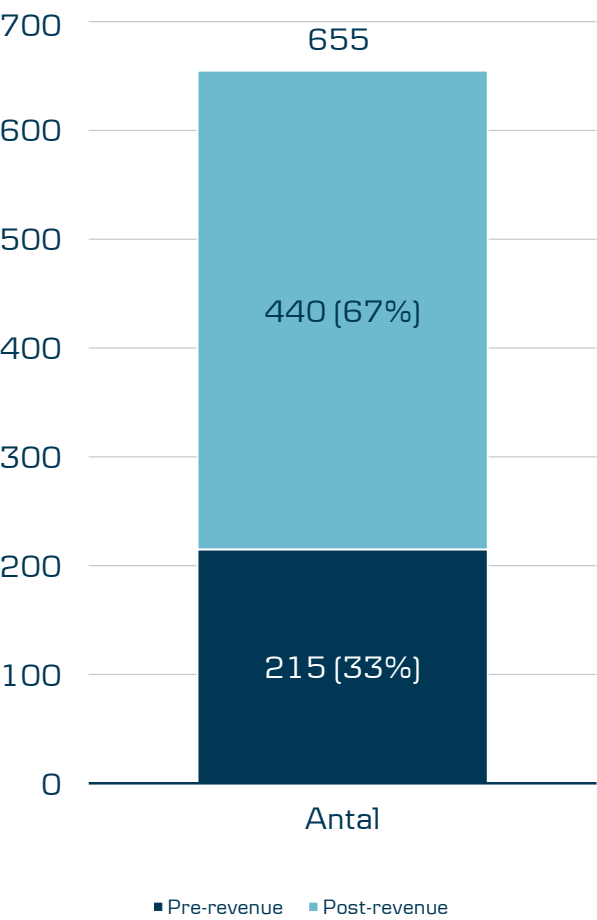


689
respondenter

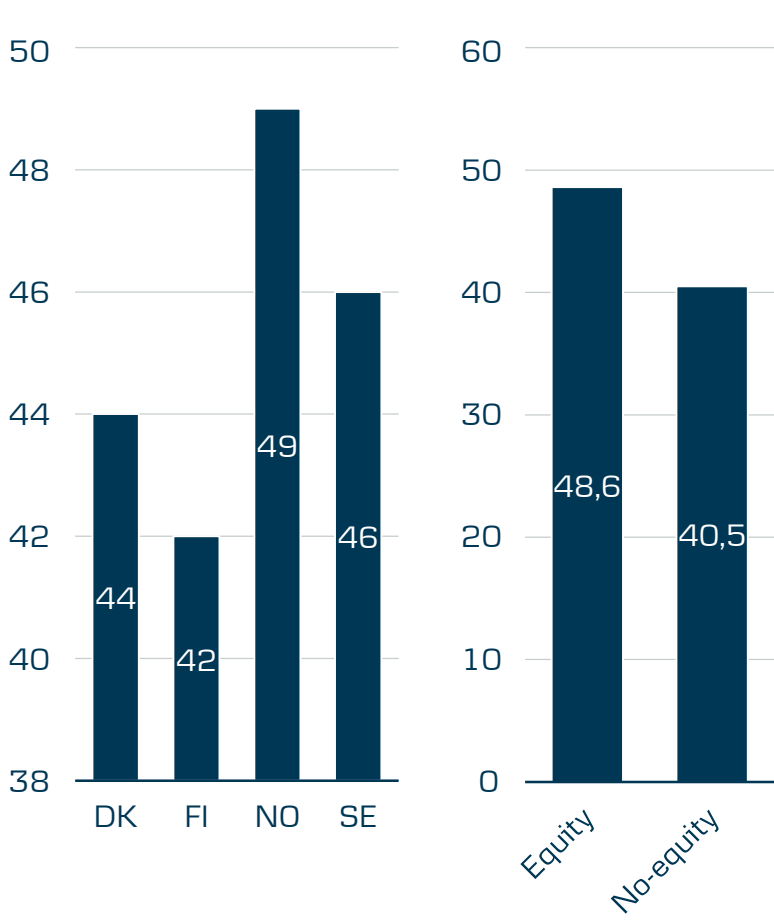


Det er en myte at man arbejder meget og at lønnen er dårlig i startups

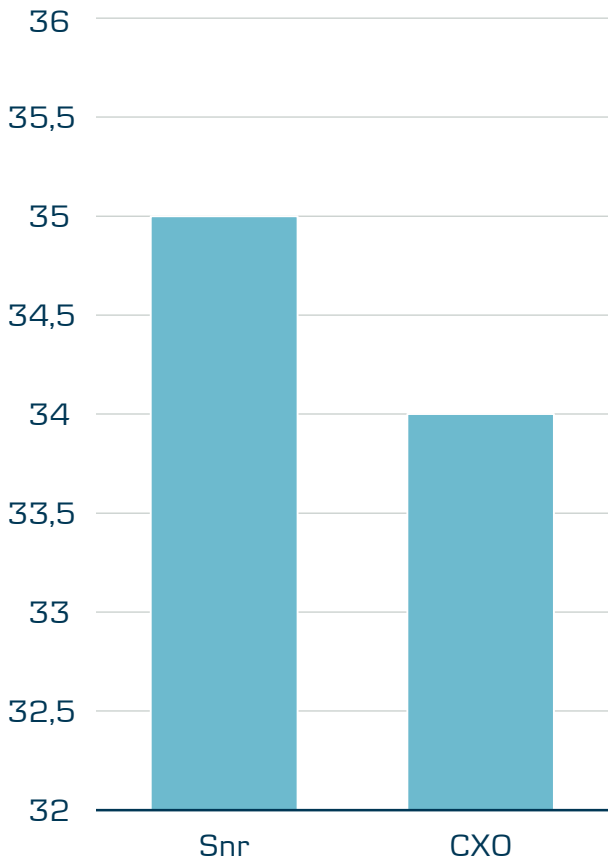
Respondenter fordelt på virksomheds stadie



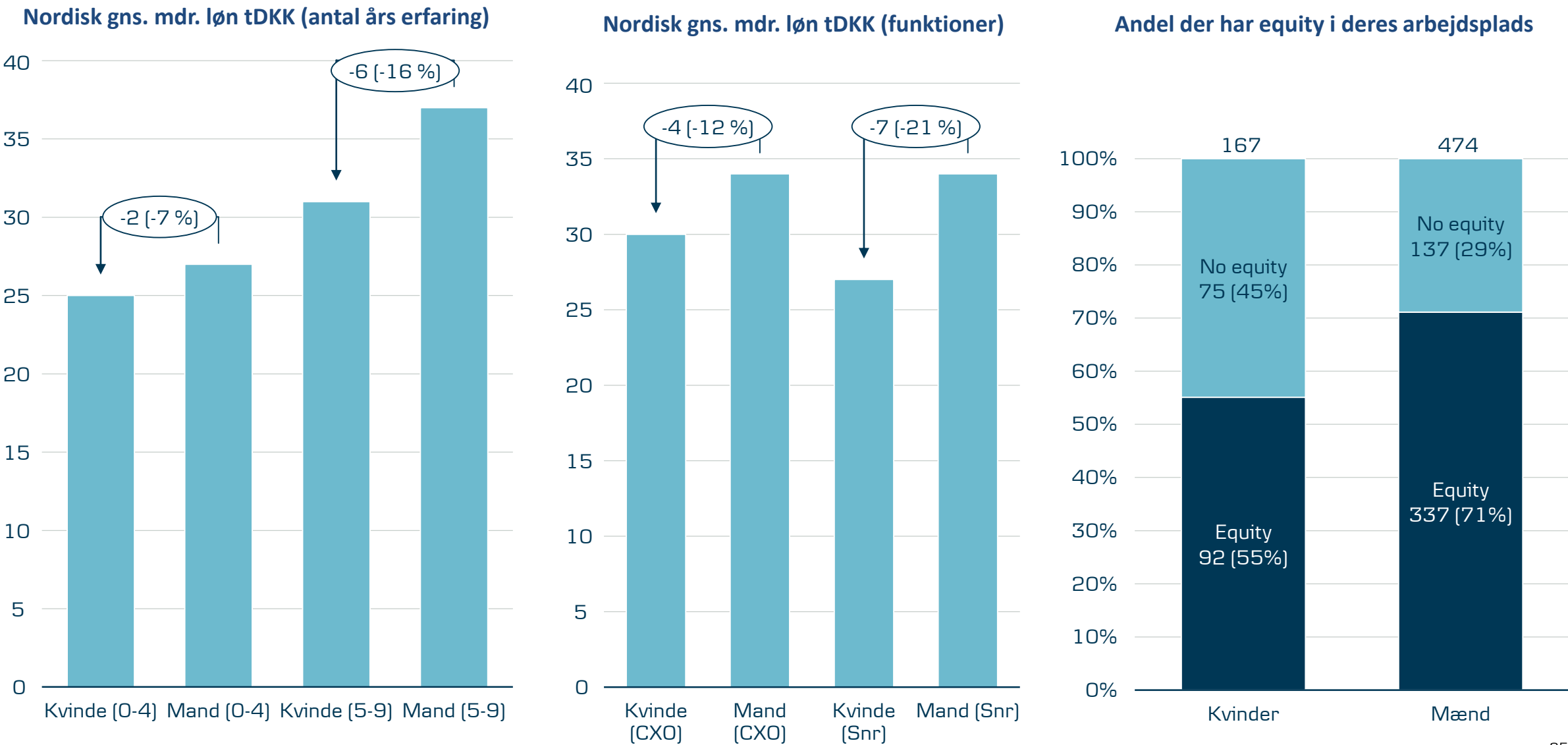
Gns. Timer pr arbejdsuge



DK gns. mdr. løn tDKK (virks. 1-10 ansatte)



Også blandt startups er der et gender gap mht. løn



Vi har også lavet analyse af de nordiske impact startups



647



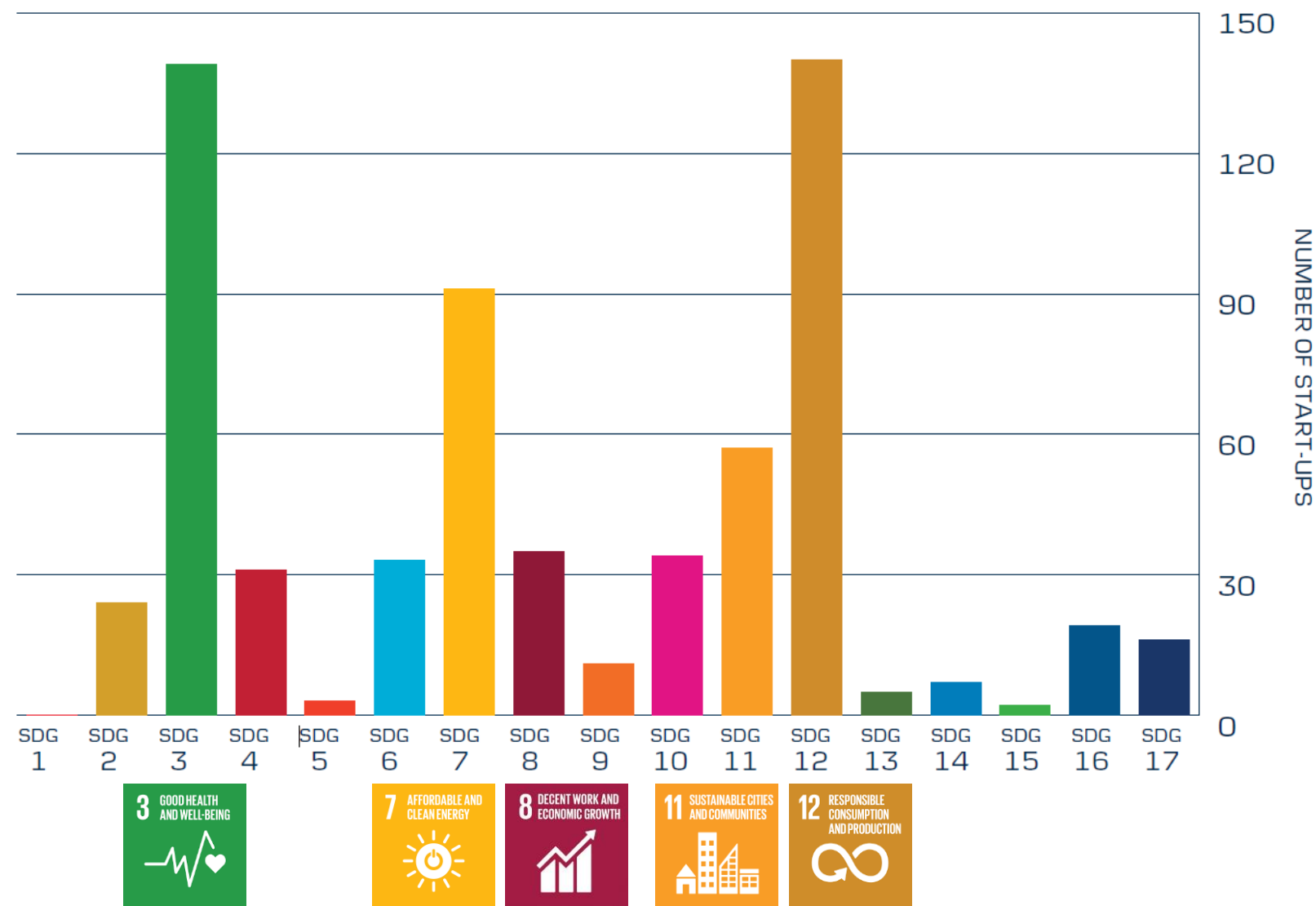
 37%

 26%

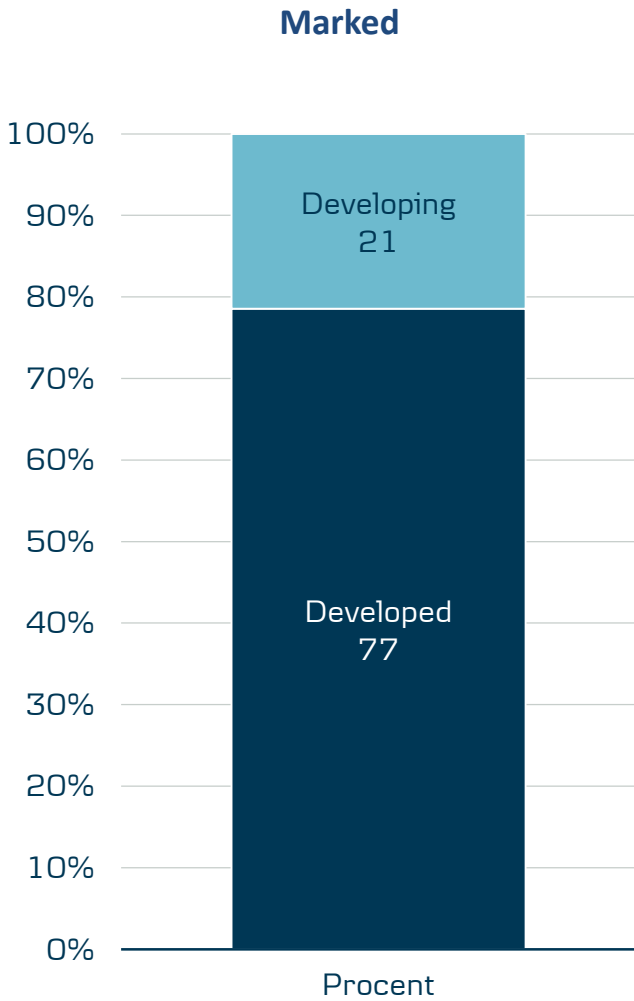
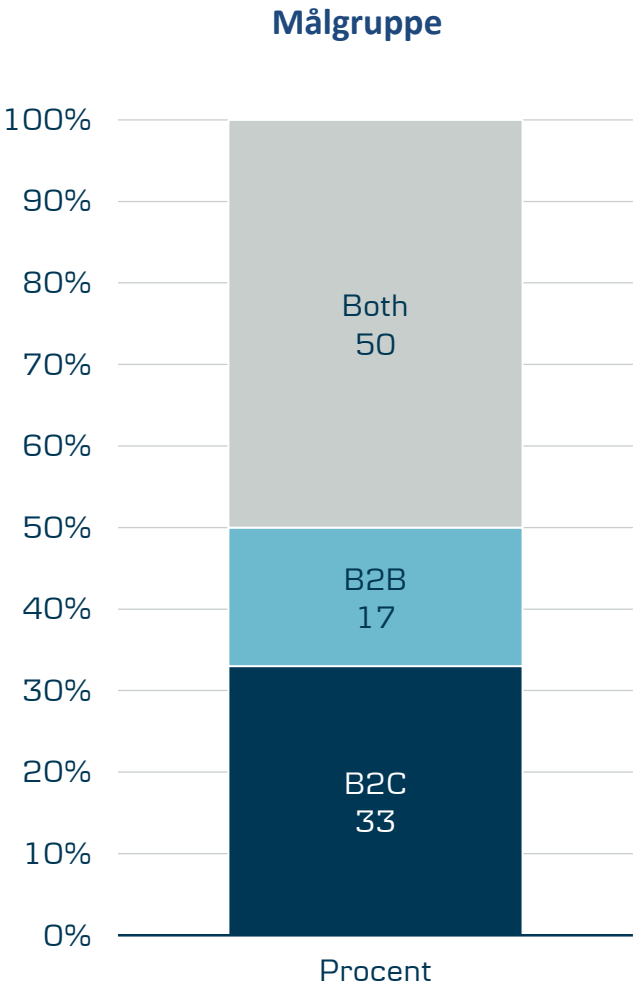
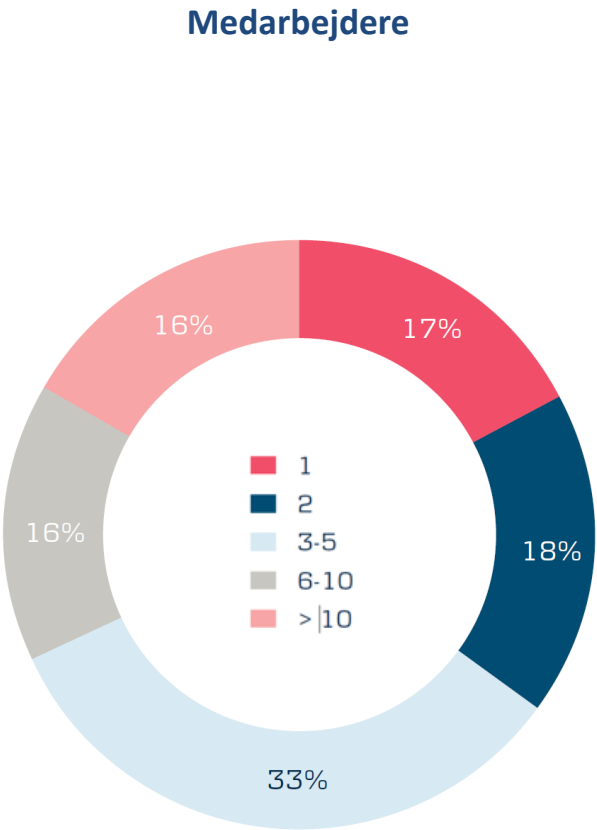
 19%

 18%

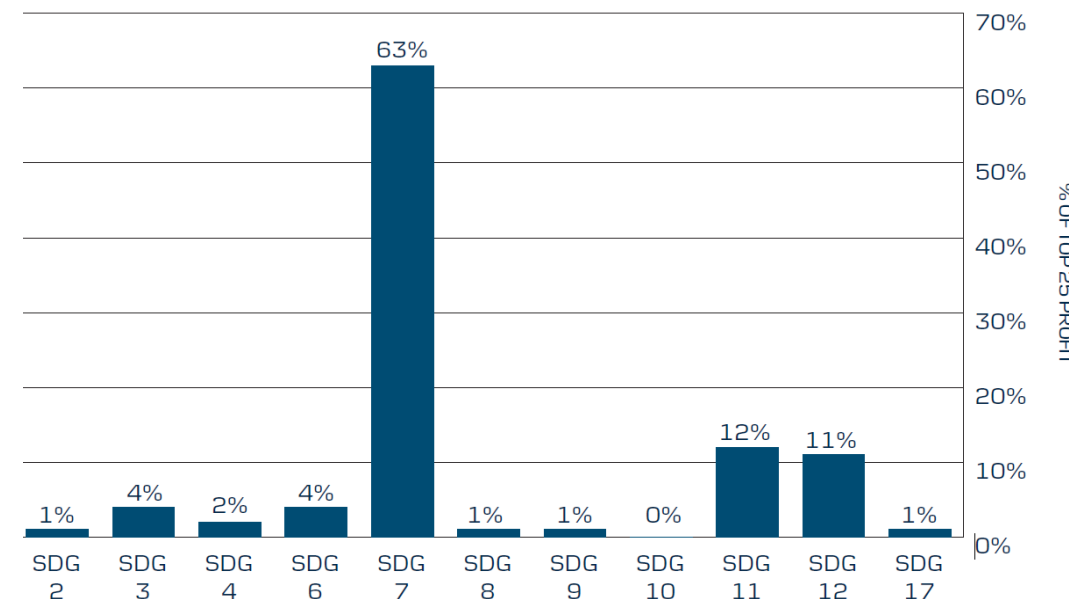
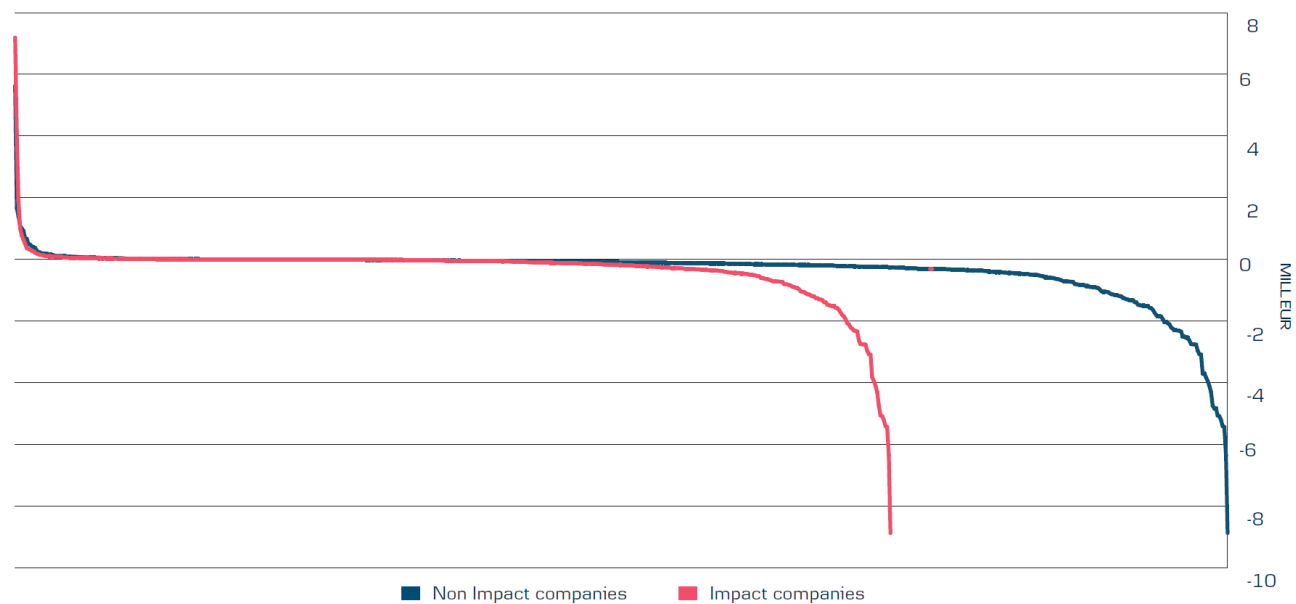
50% af Nordic Impact start-ups fokuserer på SDG 3 og 12



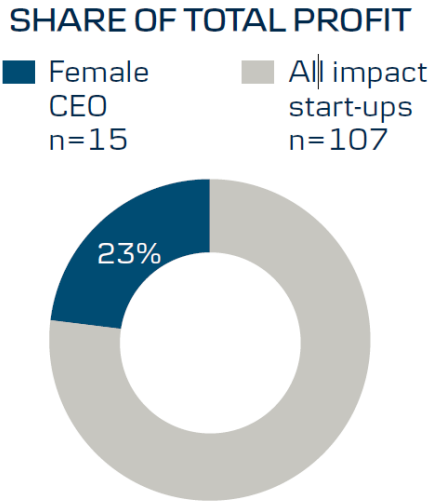
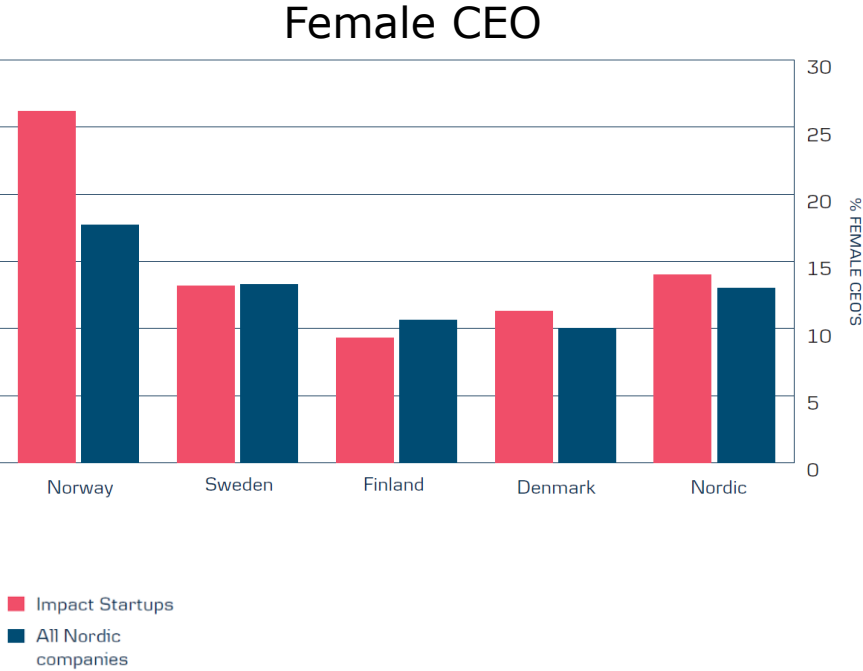
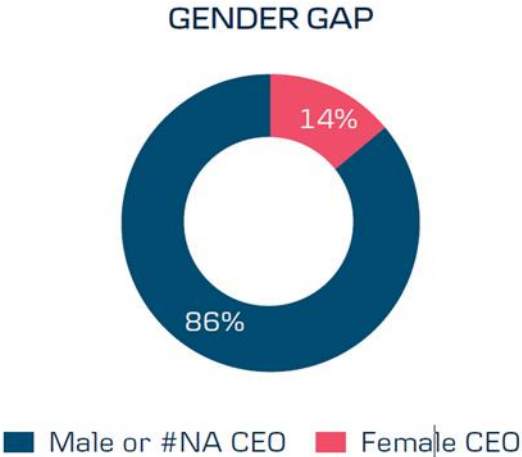
65% of the Impact startups har mere end 3 medarbejdere



Profit/loss for Impact Start-ups følger samme mønster som for tech start-ups



Selv blandt impact startups har vi et gender gap



Udlån i mDKK fordelt på størrelsen af virksomheder

