



5 years of UNIQA Ventures: Bold investments in the technologies of the future bring a double-digit return

30 investments, 5 exits and one unicorn: the venture capital company of UNIQA Insurance Group AG is one of the most active corporate venture capital funds in Europe

Investments in FinTech, InsurTech and HealthTech start-ups provide impetus for digitalization and innovation in UNIQA's core business

As the venture capital company of UNIQA Insurance Group AG, UNIQA Ventures holds 30 investments across Europe – from Spain to Finland, from Ireland to Russia – in startups from the sectors FinTech, InsurTech and HealthTech, five years after its foundation. One Unicorn, 5 exits and a solid double-digit return underscore its success to date. The Vienna-based fund provides venture and growth capital to European tech startups for further scaling. The focus lies on outstanding founding teams with a clear vision for transforming existing industries.

The seven-member UNIQA Ventures team is always on the lookout for top European start-ups as potential portfolio candidates. The average investment volume usually ranges from EUR 0,5 to 5 million and is primarily made available to promising companies in the early growth phase (Growth Stage/Series A) with a proven product-market fit. So far, more than 50 million Euros have been invested in startups from Austria and other parts of Europe – with a ratio of 50:50 between Western Europe and CEE. The most successful investments to date are: Twisto, Bitpanda, Wayflyer in FinTech, Luko, Omnius and INSLY (InsurTech) as well as Telemedico, Second Nature and Bestdoctor (HealthTech).

"UNIQA Ventures offers a protected space for bold future investments to explore new trends as well as innovative business models at an early stage and to benefit from technologically and socio-economically induced change as well as the transformation of traditional industries such as the finance, insurance and healthcare sectors. In doing so, we act like a classic venture capital fund according to strict financial criteria. We are pleased that we have already been able to convince some of the best founding teams in Europe of our added value and thus today we have a really exciting portfolio with great potential," says Andreas Nemeth, CEO & Managing Partner UNIQA Ventures GmbH.

Corporate venture capital as a growth lever and innovation driver for courageous companies

Even for a company the size of a multinational insurance group, the decision to take on venture capital involves a certain amount of courage as well as the willingness to take on new things. However, such a willingness to take risks is essential if a company wants to enter new and innovative business areas that, in the best case, will generate a long-term recurring return and thus significantly increase its competitiveness in the market.

"We made a bold decision to invest in startups 5 years ago. Today, we are already reaping the rewards, in that UNIQA Ventures is generating returns and the cooperation with startups has culturally inspired and fertilized the UNIQA Group," said Andreas Brandstetter, CEO UNIQA Insurance Group.

Success through cooperation

The extremely positive economic development of the UNIQA Ventures portfolio is the result of the intensive cooperation with founders and partners, which can only be achieved in an open, collaborative culture. Therefore, UNIQA Ventures is deliberately set up as an independent exploration unit separate and autonomous from the classic insurance business as a financially oriented investment arm. In order to create the greatest possible value for the portfolio, founders not only receive growth capital, but can also draw on UNIQA Insurance Group AG's many years of industry expertise, market knowledge and well-founded network – especially in the CEE region – or prove their capabilities in pilot projects with UNIQA companies. Around one third of the portfolio start-ups already work with UNIQA companies as sales, product, IT or outsourcing partners. Successful examples of this are the startups:

- Telemedico – a leading provider of telemedical services
- omni:us – the specialist for AI-based automation of claims processes from Berlin
- Inslly, the cloud IT service provider for insurance companies and brokers from Estonia

In addition, UNIQA Ventures also specifically focuses on the exchange and cooperation with allied venture capital funds and the startup community in Austria and CEE. One of these successful collaborations is the Fintech Growth Fund Europe (FGFE), the joint co-investment vehicle of UNIQA Ventures, Elevator Ventures (Raiffeisen Bank International AG) and Speedinvest GmbH.

About UNIQA Ventures

UNIQA Ventures is the corporate venture capital fund of UNIQA Insurance Group AG, founded in 2016 and based in Vienna, Austria. We invest in innovative business models and outstanding founding teams with a clear vision to transform their industry. Our investment focus is on startups with an existing product-market fit and a solid traction in the late seed or early growth stage in sectors such as FinTech, InsurTech, HealthTech across Europe. Our portfolio, currently consisting of 30 tech startups, including one unicorn, has had five exits since 2016 as well as solid double-digit returns to date. 2 exits will be announced in the following weeks. Backed by a strong financial investor, we are a small but dedicated team of entrepreneurs with a clear focus on financial returns and a mission to provide smart growth capital. We offer our investments the added advantage of in-depth industry expertise in financial services, insurance and healthcare, as well as a strong network in our core markets of Austria and Central and Eastern Europe (CEE). Exits of the UNIQA Ventures portfolio currently include the 3 portfolio companies Inzmo (2017), Koalaboox (2020), FragNebenan (2020) as well as 2 additional exits to be announced soon.

The current portfolio of UNIQA Ventures includes investments in: BestDoctor, Bitpanda, BNext, Bsurance, Coya, Doctorly, Estate Guru, Eversports, FairMoney, Finabro, Fincompare, FragNebenan (exit) Impress, INSLY, Invesdor, Inzmo (exit), 360Kompany, Kevin, Koalaboox (exit), Lemon Way, Luko, Moove, Omnius, Playbrush, Ready2Order, Second Nature, Simple, Telemedico, Tide, Toq.io, Twisto and Wayflyer.

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