

SMART MONEY FOR EXPLOSIVE GROWTH

VC&PE platform founded by entrepreneurs

WE HAVE CLOSED



OVER 30 DEALS
IN 10+ MARKETS
AND 10+ COUNTRIES

WE HAVE RAISED



\$250M+
IN THE PAST
FIVE YEARS

ERA SUCCESS CORNERSTONE



Experienced C-level management
and entrepreneurs with solid IT, tech
and financial background



EKATERINA LAPSHINA

ERA FOUNDER AND CEO

Business angel, entrepreneur, impact investor and a seasoned executive with extensive experience in telecommunications, media, and technology sectors

OVER 10

Markets

OVER 30

Closed deals

OVER 15 YEARS

Of management experience in business development, mergers





SELECTED PORTFOLIO COMPANIES

Foodtech
Edutech
IT Enablers & Platforms

Healthtech
Robotics
Cyber Sports

OKKO

Top-1 subscription-streaming service in Russia as of 2019

2014

6MM USD revenue, 6MM EUR accounts payable due, 95K unique users

2015

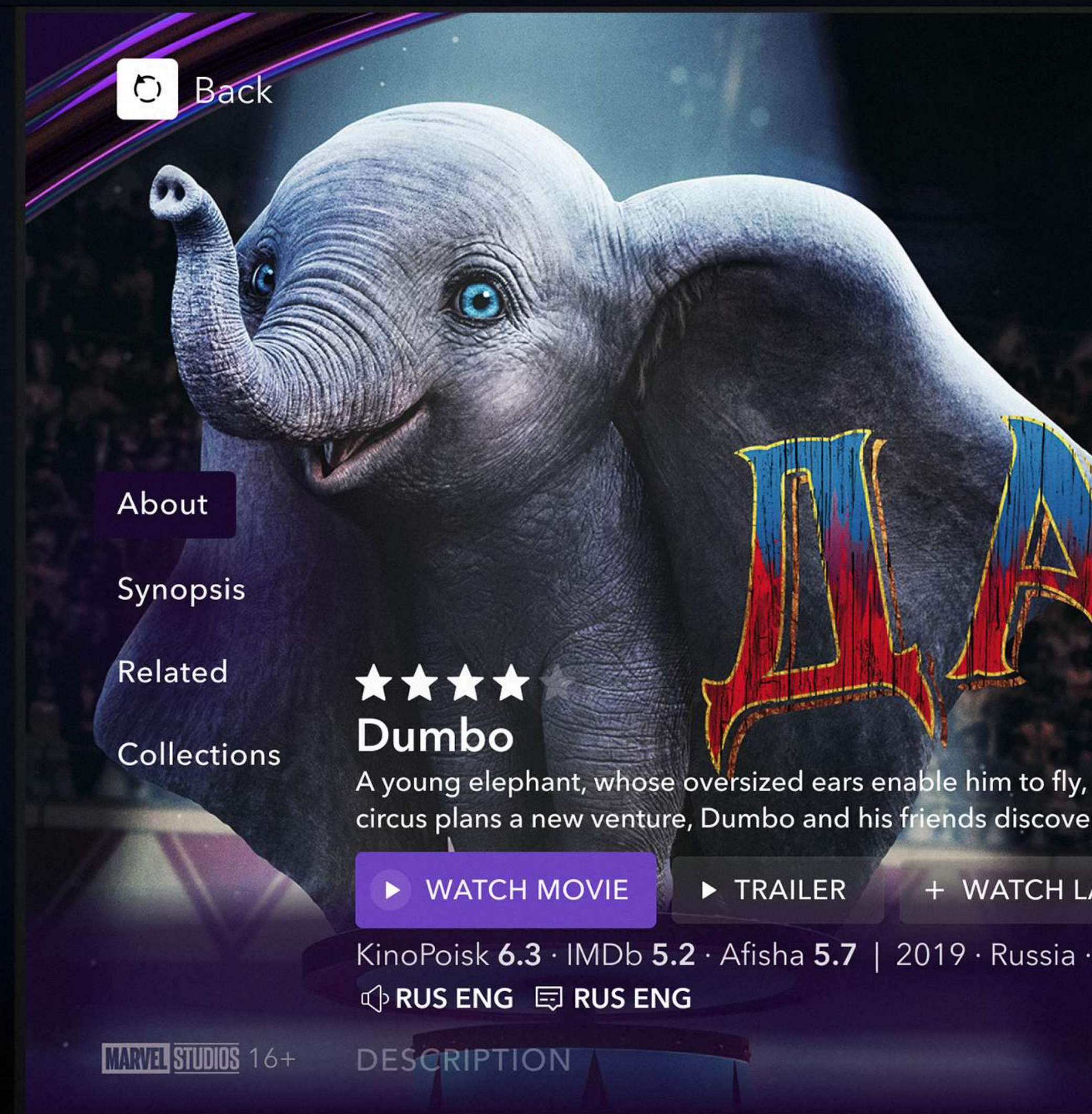
2X revenue to 2014, breakeven, positive unit economics

2018

Share swap with a larger player to integrate entertainment ecosystem at 3x Sales multiple valuation

2019

80MM USD revenue (2015X4), 800K+ unique users, full cash-out from a strategic buyer



BESTDOCTOR

Top-1 biggest medical insurance provider ranked among the top 100 european startups

2019

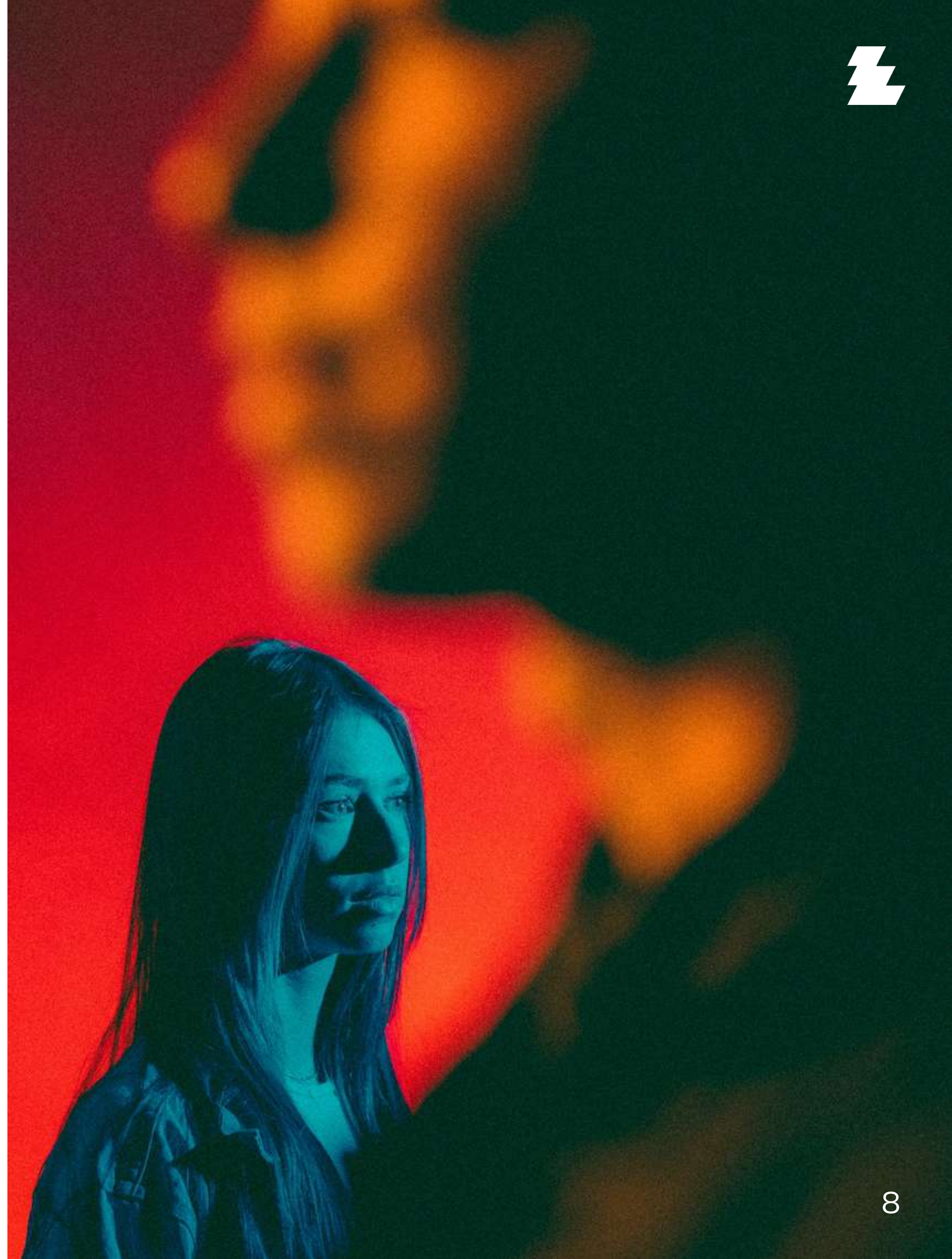
15MM USD entry valuation

2021

3X to 2019 with a reputable pool of international investors (Uniqq, V&V, Target Global etc)

2023

M&A with a large insurance company to reach 120MM USD valuation



PALTA

Top european health and wellbeing technology company led by entrepreneurs

257+ MM users at Flo
#1 period tracker in the US

3+
Number of health awareness products in the portfolio

700MM USD
Last round pre-money valuation



R1

Digital product company providing end-to-end experience management solutions for the telecom market

500+

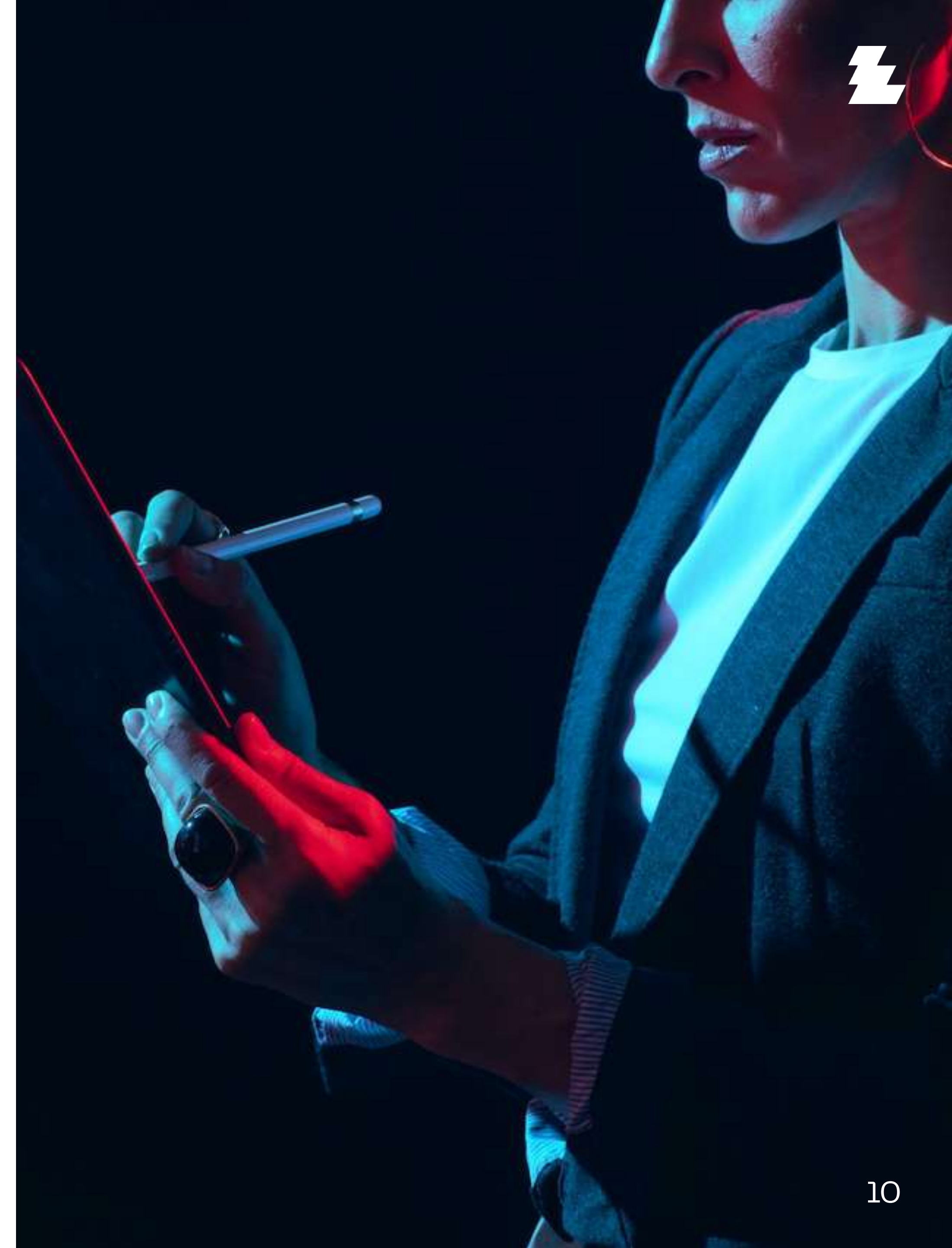
Employees: product development, UX/UI, engineering, analytics, product marketing, business development

6 000 000

MAU of products under management: digital media, digital telecom and IoT products

30%

YoY MAU growth rate





WHAT WE PROVIDE
IS MORE THAN JUST
CAPITAL

IT'S SMART MONEY
REALLY SMART

THANK YOU!