

SKYTRAIN

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Covid disclaimer:

Skytrain is funded by the European
Regional Development Fund (ERDF)
in collaboration with the Berlin
Senate Department for Economics,
Energy and Public Enterprises.

Dieses Vorhaben wurde als Teil
der Reaktion der Union auf die
Covid-19-Pandemie finanziert.

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SKYTRAIN

A Transatlantic Investor Network Connecting LPs and Emerging Fund Managers

2022-2023



Berlin Business Office, USA

BERLIN



SKYTRAIN

30 In-Person Events

05 Online Events (with 200+ Attendees)

22 Pieces of Educational Content Published

450+
Members

€215M+
Value of New VC funds Launched



This is the best tech event I have ever been to in Miami!"

- US Investor

The international network building initiative, Skytrain, organized by Silicon Allee UG in partnership with the Berlin Business Office USA, successfully developed a vibrant and engaged transatlantic network of investors, creating strong ties between the startup investment industry in the US and Berlin. Notably, Skytrain also brought foreign investment into Berlin-based companies.

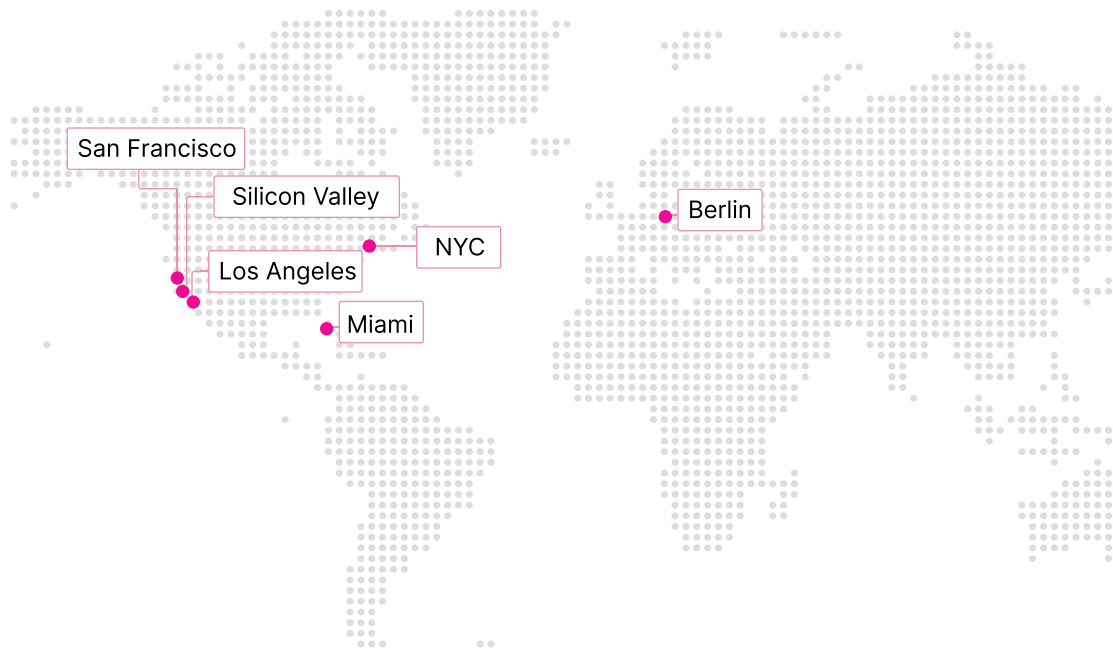
In 2022 Silicon Allee launched its program, Skytrain, with the purpose to support the networking of venture capital investors (namely new "emerging" funds, a.k.a VCs or GPs) with potential investors (Limited Partners, a.k.a. LPs) in the US, especially the startup ecosystems of Los Angeles, Silicon Valley, Miami and New York.

The main goal of Skytrain was to attract US LPs to invest into Berlin-based VCs. Secondary goals of the project included publishing content about demystifying the process of investing in German VC funds and startups as well as providing opportunities for peer-to-peer exchange between new founders of VC funds ("emerging managers") in Berlin and the US.

The majority of emerging VC fund managers are investing into impactful industries, such as mental health, climate, energy and diversity, but under-resourced due to the economics of their business. LPs in the US are numerous, varied and interested in investing in Europe but have little access or knowledge. The immense potential to connect these capital streams and greatly multiply the impact of this investment over the long term was the main motivation for creating Skytrain.

Skytrain was funded from 2022 to 2023 by the Berlin Senate Department of Economics, Energy and Public Enterprises and by the European Regional Development Fund as part of the "Programme for Internationalisation" (Pfl) measures. Through this support, and the partnership with the Berlin Business Office, USA, Skytrain has fulfilled its objective and became an active first-of-its-kind international cooperation and support platform.

Over 30 in-person events, 5 online events, 22 pieces of content (articles, reports, podcasts) have engaged over 450 investors in the US and Berlin over a mere 16 months. A variety of events were hosted, from intimate dinners, public panels, networking receptions, online workshops, a two-week delegation to LA and Silicon Valley, and an online platform for ongoing communication was developed.



Methodology and Results

The California delegation of Skytrain took place in March 2023 and brought nine emerging VC managers from Berlin to Los Angeles, Silicon Valley and San Francisco for two weeks of workshops and networking events with US LPs and VCs, focusing on synergistic investment topics such as ESG, climate, diversity to practical topics like legal and tax requirements for transatlantic venture capital investments.

We have confirmed that over 200,000 € of direct investment was made by US LPs into Berlin-based VCs and during the course of the project with potential for much more in the future. Skytrain engaged Berlin-based VC funds targeting over 215M € in new investment capital.

Additionally "soft factors" such as the knowledge gained through peer-to-peer exchange, willingness of US investors to invest into Germany and awareness of the opportunities for investment into Berlin have been measurably improved. Through a survey of our network we confirmed that Skytrain was instrumental in increasing the number of LPs in contact with Berlin-based funds and a marked increase in the desire for US investors to invest in Berlin VCs, as well as the plan for VCs in Berlin to seek investment from the US.

The articles published by Skytrain are the most popular, visited and shared content on the Silicon Allee website, proving that clear information about investing into venture capital in Germany is highly desired and requested.

By raising their profile through their participation in the network, Skytrain members were also asked to participate as speakers in renowned international investor conferences such as SuperVenture, SuperReturn, InCircle Family Office Conference as well as received international press.

Future Outlook

Feedback to the Skytrain project has been overwhelmingly positive. Berlin-based emerging VC managers immensely value the active network-building, opportunities to exchange knowledge with peers and valuable LP connections. US-based investors have responded positively to the published content and express interest in investing into Berlin, including a new angel investor group being formed to invest into Germany from the US. Fortunately, private partners have approached Silicon Allee to continue to support the Skytrain network beyond the scope of the grant and the members have expressed interest in continuing the network with non-profit association status.

"To say that I was completely blown away by the amazingness in that room, would be the understatement of the year."

- US LP

