

# Outlier Ventures<sup>o</sup>

*presents...*

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# Fundraising Market Overview

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***H1 2023*** (January-June)

# Crypto Market Overview

... a look back at 2022



## 2022.

crypto's **2nd worst performing year** since inception

## Macro Impacts

Global economic health was affected via the Russia-Ukraine war, liquidity crises, interest rates, inflation & recession concerns

## Crypto Collapses

Scandals involving various large industry entities further decimated crypto markets (FTX, Terra/Luna, Celsius...)

## Most Altcoins lost around 70-90% of their value



# Private Market

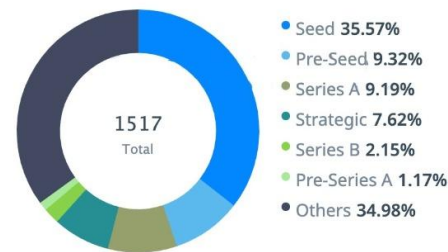
## Overview



Following the market collapse in 2022, the **private fundraising crypto market** has **still not stabilized or recovered**

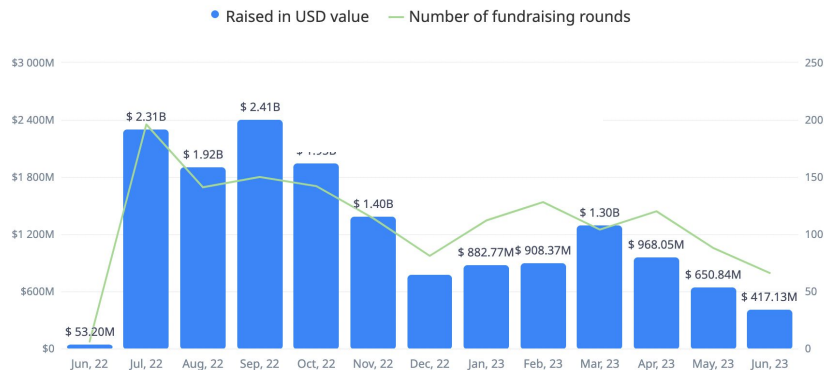
### Majority of Rounds late 2022–mid 2023: Seed

With most of the funding rounds & capital inflows coming in the Seed and Pre-Seed stages, it could optimistically signal that investors still have their eyes on betting on the future of the industry



### Decline of Capital Inflows & Rounds

Amount of money going into private market funding rounds as well as the number of rounds have been on a decline since mid 2022



# Private Market

## Geography & Categories



The **US startup market outperforms** the rest of the world



As the total market size has declined, **DeFi deals** have gradually **increased in market share** throughout **2023**

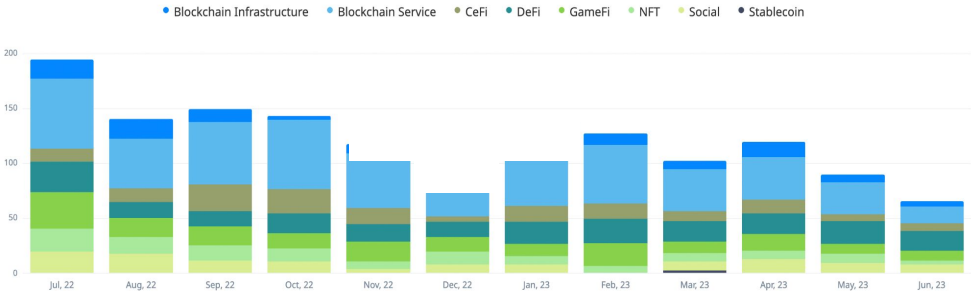
### Geographic Distribution of Inflows into Crypto Companies

Other than North America & Singapore, Europe is increasingly more relevant



### Category Distribution of Funding Rounds

Blockchain services, DeFi & infrastructure still dominate capital inflows



Sources: Cryptorank, Messari

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# OV Portfolio

# OV

There were **6**  
**noteworthy**  
**private raises** from  
**OV** portfolio  
companies in H1  
2023



**Mawari - \$6.5M Seed Round** - Blockchange Ventures, Decasonic, Abies Ventures, Accord Ventures, Primal Capital



**Open Trade - \$1.5M Round** - Sino Global Capital, Circle, Polygon Fund, Kronos, Kyber Ventures



**Nomiks - \$1.09M Round** - Cygni Capital



**Smilee - \$2M Seed Round** - Dialectic Capital, Concave, Synergis, Multisig Ventures, GTS, OWL Ventures, Yunt Capital, Dewhales, New Order DAO



**Fetch AI - \$10M Round** - Bitget

**\$40M Round** - DWF Labs



**Radius - \$1.7M Pre-Seed Round** - Hashed Fund, Superscript, Crypto.com Capital, LambdaClass

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# Public Market

## Overview



As the **public market picked up steam** in H1 2023, **Social & NFT** public raises have been **slowly vanishing**

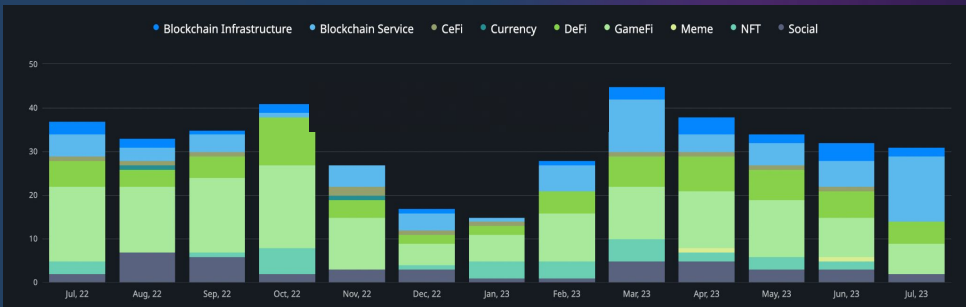
## Public healthier than Private Market

Since 2022, Public raises in terms of IDOs/ICOs/IEOs remained robust



## IDOs/ICOs/IEOs by Category

Services category increasingly obtaining market share through 2023, as GameFi projects progressively slow down in their market presence



# Public Market

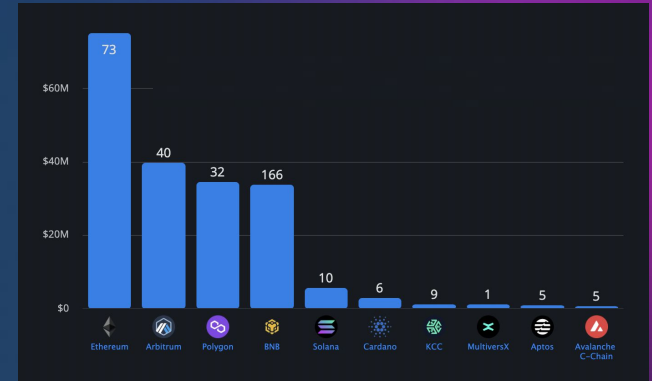
## Chains & Type of Raise



Although **Ethereum** had half the number of **BNB's** public raises, the **capital raised** is more than **twice as much**

## Raises by Chain

Ethereum, Arbitrum & Polygon top the chains in terms of capital in public rounds, although BNB had the most number of rounds



## Are ICOs a thing of the past?

In 2023, the majority of public raises were through IDOs, with ICOs only making up 4% of the total market share

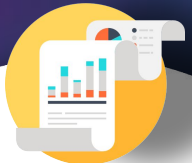
● IDO 73.9%

● IEO 22.1%

● ICO 4.0%



# Valuations

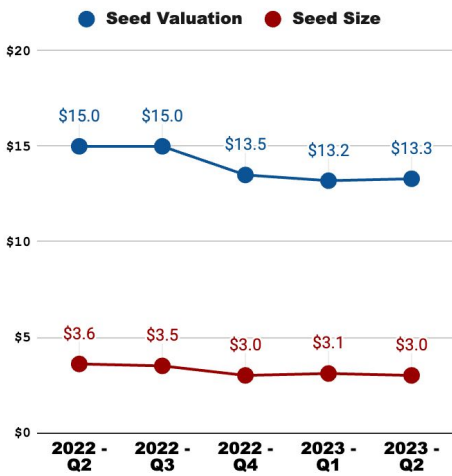


Median pre-money **valuations** at the end of H1 2023 were **\$13.3M** for **Seed** and **\$40.M** for **Series A**, with **round sizes** being **\$3M** for **Seed** & **\$7.4M** for **Series A**

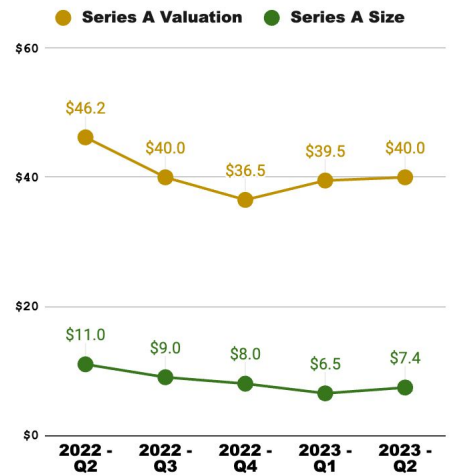
## Seed figures slightly more stable than Series A

From 2020 to mid 2022, Seed valuations and round sizes were steadily increasing. On the other hand, Series A valuations and round sizes were on a much steeper increase. Nonetheless, since the collapse of the crypto market in mid 2022, valuations and round sizes for Seed have remained slightly more stable than for Series A fundraising rounds.

### Seed



### Series A



Source: Carta

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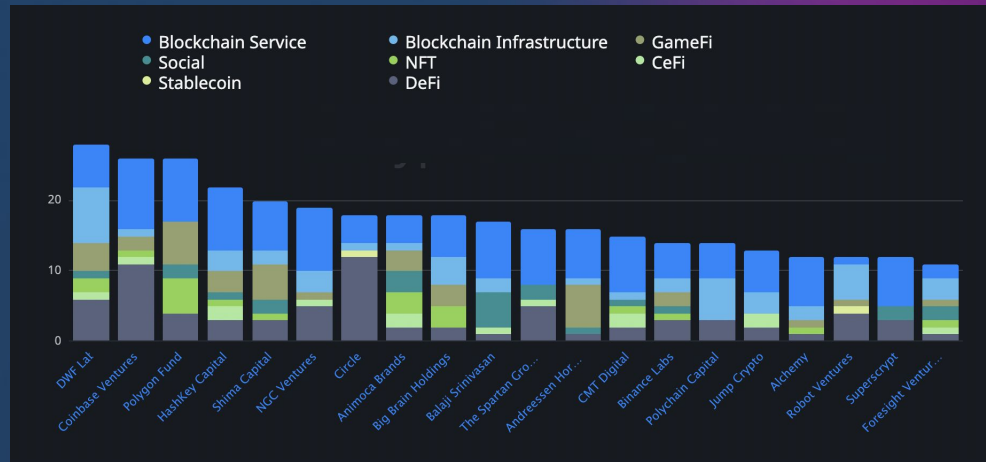
# Investor Activity



Top **investor activity** shows clear interest in mostly **Infrastructure, DeFi & Services**, as well as some **GameFi** presence

## Investors by Funding Rounds

DWF Labs was the most active investor in H1 2023 followed closely by Coinbase Ventures, Polygon Fund, Hashkey Capital, Shima Capital & NGC Ventures



# New Fund Raises



**11 new funds raised money in 2023, amounting to a total of \$744M**

## Numerous funds raised capital in H1 2023

Compared to the Q4 in 2022, which saw only 1 significant public fund raise, the first half of 2023 has shown that there is more capital ready to be deployed, although the market doesn't yet reflect that

<input type="checkbox"/>	Fundraising Round	Date	Amount	Firm
1	Hash3 -	6/27/2023	\$29,000,000	Hash3
2	Wormhole - Cross-Chain Ecosystem Fu...	5/18/2023	\$50,000,000	Wormhole
3	Credibly Neutral -	5/3/2023	\$5,500,000	Credibly Neutral
4	Bitget - Bitget Web3 Fund	4/10/2023	\$100,000,000	Bitget
5	Theory Ventures - Theory Ventures	4/4/2023	\$230,000,000	Theory Ventures
6	Re7 Capital, Republic - RxR Opportuniti...	4/3/2023	\$100,000,000	Re7 Capital Republic
7	Hydra Ventures -	3/29/2023	\$10,000,000	Hydra Ventures
8	Seed Club Ventures - Seed Club Ventur...	3/21/2023	\$25,000,000	Seed Club Ventures
9	Breed VC - Breed Fund I	1/31/2023	\$20,000,000	Breed VC
10	Injective Protocol, Pantera Capital, KuC...	1/25/2023	\$150,000,000	Injective Protocol Pant
11	Escape Velocity - Fund I	1/18/2023	\$25,000,000	Escape Velocity