A unique venture capital investment family office

Investing on behalf of a group of ultra successful and strategic high net worth entrepreneurs, Talis Capital is focused on backing emerging technologies across a number of industry verticals.

We leverage our exclusive LP network to help our companies and to create opportunities. We are flexible in our approach to deals and concentrate on building long term partnerships.

Since 2009, we have completed over $500m worth of transactions and our stellar portfolio includes Darktrace, Onfido, iwoca, Clausematch, Pirate Studios, Oh My Green, Luminance, Omnixus & others.

Our purpose is clear. We look for innovative companies with sustainable business models, working with them, and our extensive networks, to unlock their future growth.

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$500m+

transactions

$ Late Seed

Series A

Series B

$1m–$10m
typical

investment

London

based

40+

companies

UK

Europe

US

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Agenda

12.30 Arrival & Registration

1.15 Opening remarks – Talis Capital

1.20 Setting the Proptech scene

1.40 Beyond Series A

Company presentations & panel

Ben Poynter, CEO – Yopa

Doron Meyassed, Co Founder & CEO – The Plum Guide

Aneeqa Khan, Founder & CEO – Eporta

2.10 Fireside Chat Christian Faes, Co Founder & CEO – Lendinvest

2.25 The China Perspective Christina Gaw – Managing Principal and Head of Capital Markets – Gaw Capital Partners

2.40 Innovation in Real Estate

Alexander Lyakhotskiy, Founder & CEO – Pass the Keys

Elisabeth Kohlbach, Co Founder & CEO – Skwire

Emily Foges, CEO – Luminance

Peter Goodman, Co Founder & CEO – Homelyfe

3.20 Fireside Chat Hayden Wood – Co Founder & CEO, Bulb

3.35 Break

3.50 Founders Pledge Ben Clifford – Community Director

3.55 Fireside Chat David Borrie, Co Founder & CEO – Pirate Studios

4.10 Startup Pitches

1. StrideUp – Sakeeb Zaman, Co Founder & CEO

2. REalyse – Gavriel Merkado, Founder & CEO

3. Klevio – Demetrios Zoppos, Founder & Exec Chairman

4. Bunk – Tom Woollard, Co Founder & CEO

5. Meanwhile – Fred Wyatt, Managing Director & Felix Harkness, CTO

5.00 Investor Views

Panel

Thomas Studd, Partner – Vitruvian Partners

Rachel Muzychka, Senior Associate – DMG Ventures

Andrei Brasoveanu, Principal – Accel

Jannat Shah, Associate – Axa Ventures

5.45 Closing Remarks – Talis Capital

6.00 Networking and Drinks

7.00 Close
Matus Maar  
Managing Partner & Co Founder – Talis Capital

Matus is both an experienced entrepreneur and venture capital investor. Co-Founder and Executive Chairman of Pirate Studios – the world’s largest chain of music rehearsal studios, fully autonomous and live streaming equipped. Involved since inception with Threads – the pioneering chat-based ecommerce platform. As an investor he has led or co-led over 50 private equity and venture capital deals. Matus enjoys early stage investing, working closely with the entrepreneurs. Matus represents (or did in past) Talis on various boards for companies such as Onfido, iwoca, Pirate Studios, Threads, Import.io, eporta, Narrativ, Price fx(s) and others. Matus is passionate about world changing technology companies and spending time with entrepreneurs who are building them. Matus loves travelling and experiencing different cultures, he has lived in six countries and speaks five languages.

Ben Poynter  
CEO – Yopa

Ben began his career in investment banking advising small and mid-cap companies on IPOs, equity fundraisings and M&A. After seven years he went onto to study an MBA at the Haas School of Business at the University of California, Berkeley, near silicon valley where he focused on entrepreneurship. While at Berkeley he was a co-founder and CEO of personalised recommendation tech start up which he ran for 2 years before joining an international private equity backed start up in the live entertainment space. Prior to joining Yopa, Ben was Managing Director of Wolfbridge Consulting which provides M&A and growth strategy consulting services to small and medium sized companies with notable clients including Time Out Group plc. Ben earned an undergraduate degree in economics from University of Cambridge (St John’s College).

Vasile Foca  
Managing Partner & Co Founder – Talis Capital

Vasile is a Co-Founder and Managing Partner of Talis Capital with more than 20 years of investment and entrepreneurial experience. Over his career Vasile has helped scale a vast number of organisations from all stages of the business lifecycle. He holds (or did in the past) board positions on the boards of Darktrace, Luminance, IWoca, Homelyfe, Learning People, PassTheKeys, CensusNet, PremFina, Beyond, Cygnet (among many others). He has actively contributed to key strategic decisions with a hands-on approach. Vasile also has extensive experience in building and scaling companies and is co-founder of several businesses including INTRESCO, Cygnet and Skwire. Vasile holds an MBA degree from London Business School and speaks Russian and Spanish. He enjoys digital photography, psychology, wine tasting and travelling.

Doron Meyassed  
Co Founder & CEO – The Plum Guide

Doron Meyassed is an entrepreneur based in London. Doron launched The Plum Guide in October 2015. The company’s mission is to build a definitive collection of the world’s best homes, by taking a systematic and obsessive approach to vetting every holiday home on the planet and accepting only the top 1%. Founded in London, The Plum Guide is now live in Paris, Milan, Rome, New York City and Los Angeles. An innovative new entrant in the homestay market, The Plum Guide is backed by a group of top tier European VCs.

Aneeqa Khan  
Founder & CEO – eporta

Aneeqa Khan is the 31 year old entrepreneur behind eporta, the online platform that connects interior designers, architects and retailers with furniture and home furnishing suppliers. Though born and raised in Manchester, Aneeqa has grown up with a mixed heritage from India, Iran, Yemen & East Africa; a unique history that has inspired her passion for business on a global scale. After graduating from Oxford University, she began her career in Private Equity Investment. In January 2014 she became Strategy Director and Head of IPO at the UK’s leading property website Zoopla, successfully leading the company’s IPO to achieve a £1bn exit. eporta draws on Aneeqa’s significant experience at Zoopla, her understanding of technology as a business enabler and her passion for interiors to create a fresh and better way for this community to do business online. eporta brings together trade buyers and high-quality suppliers in an exclusively B2B marketplace, enabling them to communicate directly with each other, source products more efficiently and effectively streamline their business process.

Christina Gaw  
Managing Principal, Head of Capital Markets – Gaw Capital Partners

Christina is a Managing Principal of Gaw Capital Partners and in charge of global capital markets activities. She works closely with limited partners relating to capital raising and new product developments. Gaw Capital is a real estate private equity firm and has raised five commingled funds targeting the Greater China and APAC since 2005. Gaw Capital has raised equity of USD$ 30 billion since 2005 and commands assets of USD$ 18 billion under management as of Q1 2018. She also serves as Executive Director of Pioneer Global Group. Prior to joining Gaw Capital, Christina has over 16 years of investment banking experience at Goldman Sachs and UBS as a Managing Director, with responsibilities as Head of Asia Equities Distribution and as Head of APAC Capital Introduction team within Prime Brokerage. She has deep experience in covering some of the largest institutional investors globally.

Alexander Lyakhotskiy  
Founder & CEO – Pass the Keys

Originally from Kazakhstan, Alex used to be a McKinsey consultant in Moscow focusing on strategy and operations. Alex started Pass the Keys during his second year of the MBA programme at London Business School in 2014. Passionate about creating opportunities for people, Alex wants to scale Pass the Keys to become the world’s biggest property management community of entrepreneurs.
Speaker biographies

Elisabeth Kohlbach
Co Founder & CEO – Skewire

London Business School graduate who used to build and manage AI-enabled processes for e-commerce platforms to predict what customers want to buy. Realised that applying similar algorithms to Real Estate can predict house prices and improve investment decisions. Co-founded Skewire to prove it.

Emily Foges
CEO – Luminance

Emily has been scaling up technology-led businesses for over 20 years, working in M&A as a consultant and in-house with some of the UK’s fastest growing businesses. She specialised in building business cases and then leading integration, when companies come together to become greater than the sum of their parts. The complexity of combining customers, products, platforms, teams and operations was the ideal training ground for turning a technology start-up into a global organisation. Emily became CEO in 2016 when Luminance was a small team of technologists and lawyers. She took the product to market and led the growth of the business, which doubled in size every quarter last year. Luminance now has 118 customers in 36 countries.

Peter Goodman
Co Founder & CEO – Homefyly

Peter is a serial entrepreneur; his previous venture (adtech platform Brighter Option) became Facebook’s largest Marketing Partner globally and was ultimately acquired by Salesforce.com. Peter is obsessed with building technology to help the more established industries improve their offerings.

Hayden Wood
Co Founder – Bulb

Hayden Wood is Co-founder of Bulb, a community of energy generators and energy consumers. Bulb uses technology to bring them together in the most costeffective way. Bulb started supplying renewable electricity and gas to UK homes and businesses in 2015. It is now rated the #1 supplier by independent review site Trustpilot. Prior to founding Bulb, Hayden studied economics at LSE and spent 10 years as a management consultant. During his time working with one of the major UK energy suppliers, Hayden became aware of the inherent inefficiencies in traditional energy companies and the lack of affordable renewable energy options for UK consumers. Faced with this glaring inequity he decided to leave Bain and use his industry experience to found Bulb, alongside old friend and co-founder Amit Gudka. Hayden is a self-confessed vinyl addict. He’s also a lifelong Tottenham fan, which has its ups and downs much like the wholesale energy markets.

David Borrie
Co Founder & CEO – Pirate Studios

David Borrie is one of the Co-Founders of Pirate Studios – a revolutionary new self-service studio concept that has developed into the UK’s largest network of music studios. He left his job in Banking 3 years ago to follow his passion for music and together with his business partner Mikey Hammerton, they have created a new technology platform that allows users 24/7 access to professionally equipped, low cost music studios across the UK. This new technology is now enabling bands, DJs and producers to rehearse, record and live stream direct from their studios, creating an exciting new way for all musicians to connect with their audiences.

Matthew De Jesus
Principal – Talis Capital

Matthew has five years of investment experience at Talis and is heavily involved in all of Talis’ digital ventures. He supports the Partners on investments including Darktrace, Onfido, and Price f(x), leads on omni:us, and sits on the board of Pirate Studios and Luminance. Matthew holds a BSc (Hons) Economics from The London School of Economics.

Beatrice Aliprandi
Senior Analyst – Talis Capital

Beatrice joined Talis Capital in 2018 after spending three years working at Jefferies in their Investment Banking division, where she has been involved in several transactions primarily in the Technology, Media and Telecoms space with a combined value of c.$4 billion. Beatrice holds a MSc in Risk and Finance from The London School of Economics and a BSc in Business Administration from Bocconi University. She speaks three languages and loves travelling, mindful meditation and wine tasting.

Sakeeb Zaman
CEO & Co Founder – StrideUp

Sakeeb is CEO and co-founder of StrideUp. StrideUp offers a revolutionary way for people to get on the housing ladder. Instead of saving for years to build a deposit and struggling to get a mortgage, first time buyers can simply choose a home, buy the portion of it they can afford today and gradually increase their ownership over time. Before founding StrideUp, Sakeeb worked at Deutsche Bank in the Fixed Income division.

Gavriel Merkado
Founder & CEO – REalyse

Gavriel Merkado is the Founder and CEO of REalyse, the UK’s leading residential real estate data analytics platform. He has previously worked in both financial markets, and real estate development. REalyse provides mid to enterprise corporates with the information they need to reach fast and accurate investment decisions. He enjoys skiing, scuba diving, and flying light aircraft.

Demetrios Zoppos
Co Founder & Exec Chairman – Klevio

Demetrios is an experienced entrepreneur and investor. He co-founded several startups, including onefinestay (acquired by Accor, 2016), GF-X (acquired by Descartes 2007) and most recently Klevio – a digital access/ keyless entry startup. Previously, Demetrios was a consultant at McKinsey&Co in London. He holds an MPA from Harvard Kennedy School, where he was a Fulbright Scholar and a First Class MA in Economics from Cambridge.

Tom Woollard
Co Founder & CEO – Bunk

Tom is the CEO and co-founder of Bunk. He founded the company after frustration as a renter and used his passion for technology and disruptive business to build a marketplace directly connecting renters and landlords to automate the rental journey and make it easier for all involved. Passionate about tech, sport, charities, global politics and economics.
Speaker biographies

Fred Wyatt
Managing Director – Meanwhile Creative
Fred has been a serial entrepreneurial from school, first establishing an ambient advertising company followed by a nightclub. Later becoming Bristol's third largest private car park operator and in recent years founder and CEO of property company – Meanwhile Creative. Also a co-founder of Pirate Studios.

Felix Harkness
CTO – Meanwhile Creative
Felix is a CTO, software consultant and cafe business owner, who has been delivering high-quality software solutions for over 10 years. He has worked extensively in the defence industry, working on numerous projects and in several departments, and continues to do so regularly as a consultant. 3 Years ago Felix opened a successful cafe business in Bristol, and more recently alongside this he is working as CTO for Meanwhile Creative designing and delivering solutions in the PropTech industry.

Rachel Muzyczka
Senior Associate – DMG Ventures
Rachel is an Investor at dmg ventures, the venture capital arm of Daily Mail and General Trust plc. She focuses on Proptech as a core investment area; some of the portfolio exited and current prop-tech companies include: Digital Property Group, ZPG, Yopa and Bricklane.com. Rachel previously worked at Talis Capital and prior to that was in sell-side and buy-side tech M&A. She holds an MSc from LSE and BA from Queen Mary and Université Paris Sorbonne.

Thomas Studd
Partner - Vitruvian Partners
Thomas joined Vitruvian in 2009 and focuses on the Media and Technology, Telecoms & Internet sectors.
Deals – His track record at Vitruvian includes the investments in Instinctif Partners, Group IMD, Inspired Gaming, OpenBet, Inenco, JaTravel, Ebury, Just Eat, Farfetch and Trustpilot.
Background – Prior to Vitruvian, Thomas worked for NPJ Asset Management, a global equity long-short hedge fund where he was responsible for a portfolio of investments focused primarily on the UK. Previously, he was with McKinsey & Co in London where he worked on a number of projects in the telecoms, retail and healthcare sectors. He has a Masters degree in Physics from Oxford University and an MBA (with Distinction) from INSEAD.

Andrei Brasoveanu
Principal – Accel
Andrei Brasoveanu focuses on software, fintech and data businesses. He helped lead Accel’s investments and ongoing work in Celonis, UiPath, Instana, Dashboard, Carto, Semmle and JobToday. Prior to Accel, Andrei worked with Foundation Capital and KCG, the largest equities high-frequency trading firm in the US. Previously, he helped build an algorithmic trading startup on Wall Street focused on commodity futures. Andrei grew up in Romania and graduated from Princeton and Harvard Business School.

Jannat Shah
Associate with Axa Ventures – London
Jannat is an associate with AVP in London. Prior to joining AXA Venture Partners, Jannat was an investment banking analyst at Deutsche Bank where she covered financial institutions. Her previous experiences include leveraged finance with Deutsche Bank and distribution at Citadel Investment Group. Jannat’s entrepreneurial interests were in the design space, which she pursued while being a student. Jannat holds a mathematics undergraduate degree from Imperial College London and a postgraduate degree in financial economics from HEC Paris. Jannat tweets about FinTech, startups, coding and her favourite reads.

Emma Titmus
Head of Investor Relations & Marketing – Talis Capital
Emma joined Talis in 2018 to handle Investor Relations and marketing. Emma’s role supports the investment team by managing LP engagement, cultivating and developing Talis’ networks, dealing with content, events, communications, media and maintaining the longer term business pipeline. Prior to Talis, Emma spent 6 years with London Stock Exchange Group in Primary Equity Capital Markets, supporting private growing companies with their capital raising strategy. Emma had UK regional responsibility for IPO origination and built a vast key stakeholder network of corporates, investors and advisers. Prior to that Emma also worked for Accenture in the Strategy Consulting team, Ceros and Proctor & Gamble. She has a BA Business Management degree from the University of Leeds (with Industrial Placement) and is CISI qualified.
Portfolio overview

It’s a simple idea. Get a group of the world’s most influential entrepreneurs together to make a dent on some of the world’s toughest problems.

Through Founders Pledge, you commit that if and when you have success, you’ll donate a portion of your exit proceeds to charitable causes. We handle all the admin and source the most transparent and impactful charities for you. And the whole thing is free.

FOUNDERS PLEDGE

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65 Donations 1300 Pledges 900 Companies

$91M $602M $190B