

Gaia Capital Partners accelerates its international expansion with the opening of a German office

Robin Eric Haak is hired as General Partner in the DACH and Nordics markets

Paris, January 21th 2021 8 AM - Robin Eric Haak, co-Founder of Jobspotting and former global SVP at SmartRecruiters, joins the responsible growth-equity fund Gaia Capital Partners. He will be responsible for heading the fund's new Berlin office and establishing the firm in the DACH and Nordics markets.

The Covid-19 pandemic has accelerated technology and digital transformation. The European startup ecosystem is booming with an increasing number of companies entering the growth stage. These companies are now in need of European funding.

Gaia Capital Partners has offices in Berlin and Paris, two powerhouses of the European technology ecosystem, along with operating partners in Toronto and New York.

Robin Eric Haak is joining the team of former private equity and growth investors and operators. He will lead Gaia Capital Partners' expansion in the DACH and Nordics regions. He brings his international experience, both as an investor and an entrepreneur, in Software-as-a-Service platforms, international scaling, go-to-market and operational strategy. Prior to joining Gaia Capital Partners, Robin gained experience as a late-stage investor at Axel Springer SE before going on to co-found the Axel Springer Plug&Play accelerator in Germany, where he invested in over 40 companies, including N26. From there, he co-founded and led Jobspotting, a high-tech startup in the fields of talent acquisition and big data with top investors such as Horizons Ventures. Robin led Jobspotting to profitability and helped the startup accrue 3 million users in 12 countries and 4 languages. He then oversaw the merge of Jobspotting with Silicon Valley-based SmartRecruiters, while helping the team raise \$50m in Series D with Insight Partners and Mayfield and scale to more than 300 employees on both sides of the Atlantic.

"Germany is undoubtedly one of Europe's main tech hubs and growth capital in the DACH region still mainly stems from international investors. We felt that this was both the right place and the right time to realize our European ambition" said Alice Albizzati, Founding Partner of Gaia Capital Partners. "Being both an entrepreneur and an investor, Robin is the right fit for our team. He knows the challenges faced by entrepreneurs while sharing our vision of what an investor should be like. He has high conviction, is mission-driven, and is always ready to roll up his sleeves to support founders to build ambitious companies in Europe. We are delighted to welcome him as a partner to support more firms in the DACH and Nordics ecosystem and launch our German office." added Elina Berrebi, Founding Partner of Gaia Capital Partners.

"I am excited to get back on the investment side of things again, with a diverse team who has not only been on its own entrepreneurial journey but believes in sustainability and is committed to taking risks to make the world a better place. I have known the team for years and I admire the depth of their work coming from over 10 years of Private Equity and tech experience. I'm honored to join them as a partner and support them in fulfilling their mission of helping companies grow sustainably while shaping the world of tomorrow. I'm looking

forward to partnering with the bold, brilliant and brave entrepreneurs that we have in Europe!” said Robin Haak, General Partner of Gaia Capital Partners.

Right now, there is a growth momentum across Europe and many outstanding entrepreneurs need growth financing. But, while venture capital has been rising steadily in Germany, mid-growth stage venture capital has not kept pace with the rest of Europe in terms of amounts invested, particularly France. In 2020, however, the amount of funding deployed for growth stage companies in Germany increased in size, with series B and C investments growing +50% and +70% respectively. Most of this funding has come from foreign growth equity investments (mainly from the US and Asia) and cross-border investments consistently represent two thirds of the capital invested, thus highlighting a local financing gap from European and German VC firms.

“The French Venture Capital Market has to be better connected to the EU Venture Capital market. It is essential for Europe’s competitiveness. Building a bridge between France and Germany is a must. I welcome Gaia Capital Partners’ initiative, who makes its contribution, and hope others will follow this example” stated Nicolas Dufourcq, CEO of Bpifrance.

Gaia Capital Partners partners with mission-driven entrepreneurs that drive long-term trends, capture new consumption patterns and cater to all generations. The firm invests notably in software, consumer and fintech companies. The team leverages their expertise across the spectrum and offers support in the areas of: product-led growth, branding, audience engagement, innovative voice, video and social media technology. Starting with their investment in Welcome to the Jungle (€20m round) in late 2019, Gaia Capital Partners has since built a portfolio of strong scale-ups, adding three investments in the last year: Aircall (\$65m round), Yubo (€40m round), gohenry (\$40m round).

Robin Haak’s biography

Born in Germany, Robin Eric Haak joins Gaia Capital Partners as General Partner in the DACH and Nordics markets. He co-founded Jobspotting, a high-tech startup in the fields of recruitment and big-data, which he merged with Silicon Valley-based SmartRecruiters and scaled to more than 300 employees across both sides of the Atlantic. In this role, he was in charge of Marketing, Operations and Strategy. He was responsible for fundraising from renowned international VCs, building various functions within the company, and the subsequent sale of the company to SmartRecruiters. Prior to this entrepreneurial experience, he co-founded the Axel Springer Plug&Play Accelerator, where he built up operations and invested in over 40 companies including N26, after experience in Mergers & Acquisitions at Axel Springer SE.

Robin is also the co-founder of Wo\men Inc., a global network that connects leaders, executives, professionals, entrepreneurial women across Europe.

An MBA graduate of Hamburg Media School and Hamburg University, Robin also has a Bachelor of Arts in Political Science from the University of Salzburg.

About Gaia Capital Partners

Based in the heart of Europe, with our roots in two of the continent's financial powerhouses - Paris and Berlin - Gaia Capital Partners is pan-European at heart.

We invest in European growth-stage companies with global ambitions and sustainable leadership. We use our heart, soul and sweat to help them navigate the full life cycle from growth stage to IPO and beyond.

We are a young, complementary and diverse team with entrepreneurial and private equity backgrounds. We build bridges between venture, private and public markets.

We are sparring partners for innovative entrepreneurs who are working to transform our world for the better. Our team has previously invested in companies that are doing just that, including: Aircall, gohenry, Welcome to the Jungle and Yubo.

www.gaiacap.co

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