

 PFR Venturesinovo^{vc}

Polish VC Market Outlook 1Q25



Authors

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About the Authors

PFR Ventures

PFR Ventures is a fund-of-funds management company that, together with private investors, business angels and corporates, invests in venture capital and private equity funds. Its goal is to channel this capital into innovative Polish companies at various stages of development. PFR Ventures currently manages a portfolio of over 85 funds, which have made over 900 investments.

inovo^{vc}

Inovo.vc is a venture capital fund investing in the most ambitious entrepreneurs from Poland and Central and Eastern Europe. It invests in early-stage startups with tickets up to €4 million and helps them build global brands. Over the past 10 years, Inovo has invested in more than 80 entrepreneurs from 35 startups, including: Booksy, Infermedica, Spacelift, Tidio, and Zowie, and has co-invested with top global VC funds such as Insight Partners, Andreessen Horowitz (a16z), Gradient Ventures, and Tiger Global. Across three funds, Inovo VC will manage more than €160 million in capital.

Local data sources:

 AIP Seed



 JRH
ASI S.A.

 Rubicon Partners

 SIMPACT
VENTURES

 smartlink

 VINCI

 WEG

BGK and PFR Ventures include data on transactions of all their portfolio funds. The VC funds that assist in collecting data for the report do not use their capital.

1Q25 highlights

> **35**

businesses received funding

> **106**

EUR million invested

> **34**

funds involved

> **+11%**

compared to the average quarterly investment value in 2024

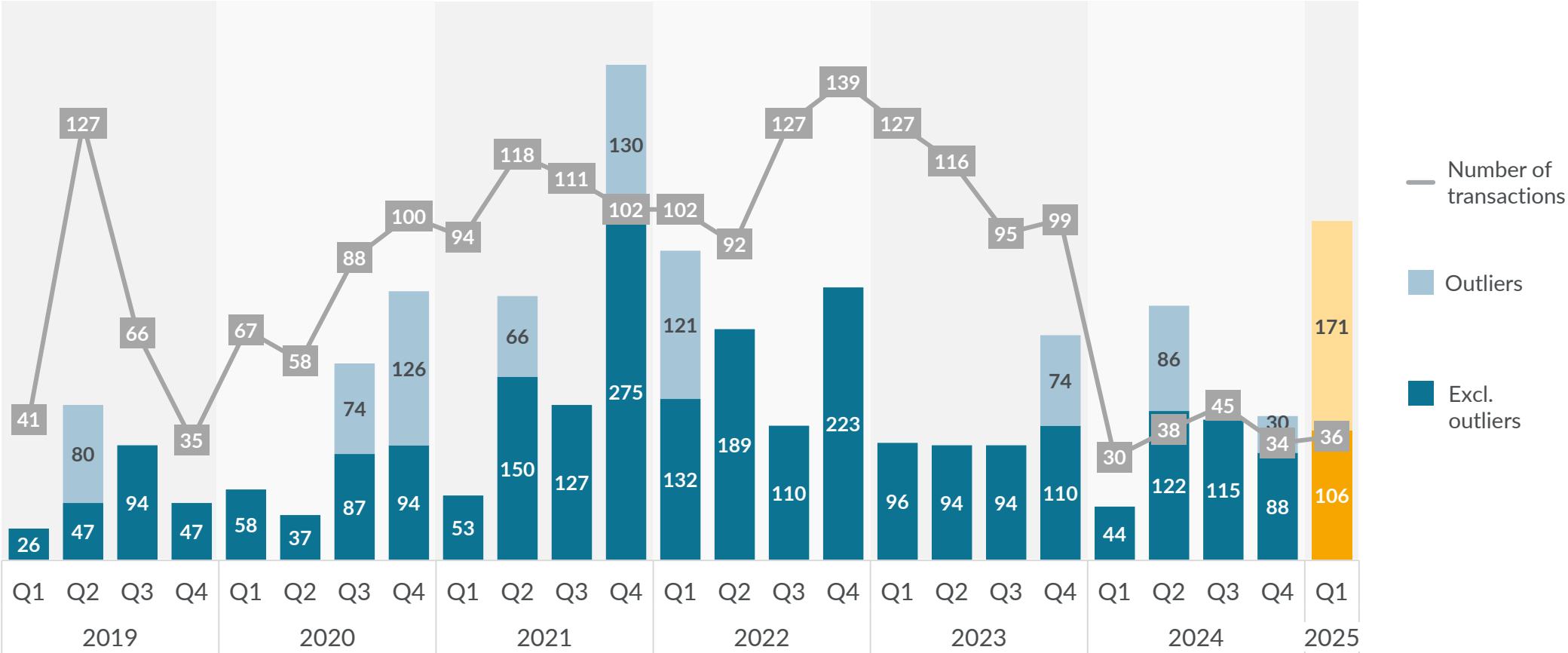
Section 1

Market Outlook



VC investments in Poland 2019 – 1Q25

Quarterly, value and number of transactions (EUR m)



Authors' comments



Aleksander Mokrzycki
Vice-President of the Board,
PFR Ventures

The average value of quarterly VC investments in 2023–2024 was approximately EUR 100 million (excluding mega rounds). After the first three months of 2025, we are slightly above this level. The number of transactions remains similar to that of the previous year. This quarter is marked above all by a record-breaking mega round by ElevenLabs, in which the company raised over EUR 170m.

At the same time, the market saw the first transaction involving capital from FENG (EU). This is a positive sign. We may expect a trend reversal in seed-stage transaction numbers around Q2–Q3, moving into positive growth.

Another positive development is the return of entrepreneurs to the ecosystem, who, after selling their previous companies, are launching new projects. A good example is Ingenix.ai, which attracted investment at the seed stage from two local funds and the IFC.



Karol Lasota
Partner, Inovo.vc

Hello, Bonjour, Dzień Dobry! The barrier between the 'Polish' and 'foreign' markets is purely semantic. Exceptional entrepreneurs attract investors from across the globe on the same 'call'. The best example is ElevenLabs, which breaks down these barriers not only through its product but also through its business itself.

The recent ElevenLabs round, exceeding EUR 170 million, shines a spotlight on 'Polish AI'. I believe this will inspire talented individuals to create the next ambitious projects and will amplify investors' fear of missing out on investment opportunities from our market (so-called FOMO). Another example is Ingenix, whose founders, following the major success of their previous AI business and its sale to the American company Snowflake, now seek to solve the greatest challenges of human biology and pharmaceuticals through AI. 'Polish AI' has enormous global potential.

Authors' comments



Paweł Chorąży

Managing Director of the European Funds Division, BGK

The first quarter of 2025 brought the first investment in a start-up financed from European Funds for the Modern Economy (FENG). I hope this investment will be a foretaste of a fruitful year in start-up financing. Despite the entry into a disinvestment period for VC funds financed from ROP 2014–2020 funds at the end of 2023, there continues to be a steady flow of positive information on portfolio companies securing further funding rounds (Prosoma, EUR 4.5 million, and Traxlo, EUR 1.1 million), which also confirms the market's positive validation of these companies.

We now face new challenges linked to the Government's decision to reallocate funds from the NRP to the Security and Defence Fund. These funds will be allocated, among other things, to capital investments related to defence and dual-use financing. They will undoubtedly contribute to the development of innovation and to increasing the production capacities of Poland's defence sector.



Luiza Nowacka

Investment Manager,
Vinci

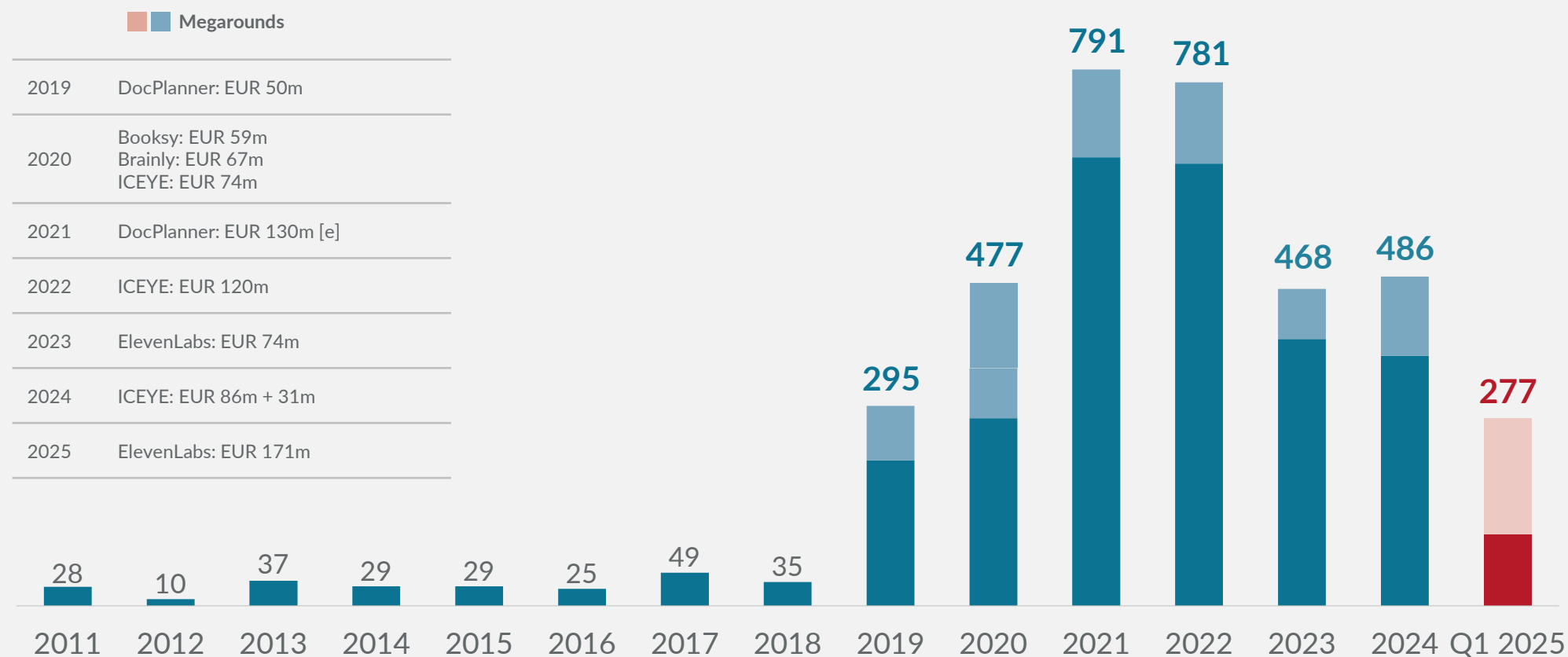
The VC market in Poland is stabilising. In Q1 2025, the value of investments reached EUR 106 million, with the average round size at EUR 3 million. The number of transactions has declined, but capital concentration in larger projects remains.

ICEYE (EUR 119 million) and ElevenLabs (EUR 171 million) confirm the growing potential of Polish companies in the global market. AI and medtech/biotech remain at the centre of investor attention – Intelliseq (a bioinformatics AI platform for genome analysis) secured EUR 4,5 million in investment from Vinci and co-investors.

A continuing challenge is the limited number of high-quality seed projects. Support from EU-backed funds should help strengthen this segment. Funds from Germany and the Czech Republic are actively scouting the market, seeking local leads for co-investment. If this trend continues, Poland has the potential to become a key innovation hub in Central and Eastern Europe (CEE).

VC investments in Poland 2011 – 1Q25

Value of investments (EUR m)



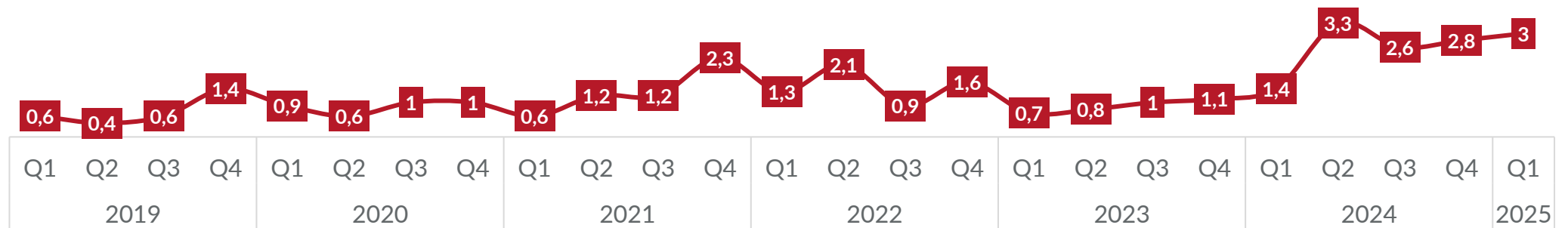
(1) Source for archival data 2011-2018: Invest Europe.

(2) We deliberately present megarounds separately in the summary, as they distort the statistical picture (see: [outlier](#)).

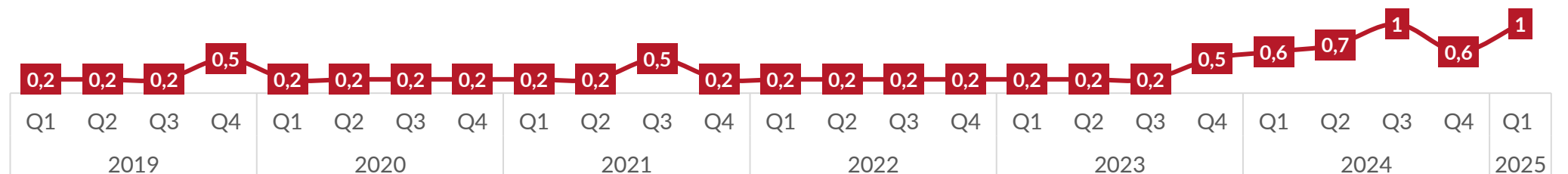
(3) A megaround is defined as a transaction exceeding 10% of the total value of all investments in a given year.

VC investments in Poland 2019 – 1Q25

Quarterly, average transaction value (EUR m)





Quarterly, median transaction value (EUR m)



In the calculations for the average transaction value, we did not include outliers. For the median, all rounds are included.

VC investments in Poland 2019 – 1Q25

Breakdown by type of round (quarterly, number of transactions, fewest   most rounds of a given nature)

	2019				2020				2021				2022				2023				2024				'25
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Seed	37	124	59	32	56	54	79	89	88	104	93	82	86	76	120	123	113	103	78	84	26	25	29	28	19
A	3	2	5	2	10	3	7	6	5	12	15	13	12	10	5	10	8	11	14	13	3	10	12	5	8
B			1	1	1	2	1	2		2	2	5	3	5	2	6	4	2	3	2	2		4		3
C			1				1	2	1					1								1			1
D/E		1						1				2	1									2		1	
Growth	↑ Individual classification in rounds A-E ↑																								
																						2			5



Maciej Małysz
Partner,
Inovo.vc

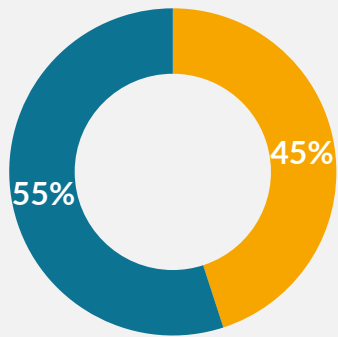
The first quarter of this year revealed a shift in the market’s centre of gravity: there were fewer rounds (36), but they were larger. The average ticket size, excluding megarounds, increased to EUR 3 million. At the same time, the number of A/B+ transactions remains in double digits (17). We are thus close to record-breaking quarters, which indicates the stability of this part of the market. Meanwhile, the first cheques from new funds supported by PFR Ventures have already reached founders. Once the full cohort is operational, we should return to 50–100 seed investments per quarter and close the gap visible since 2024. What concerns me is the low number of projects at the earliest stage: despite record-low technological barriers, we have recorded only 19 seed rounds. If we want to become the AI hub of the region, we must increase the supply of ambitious projects and harness the inspiration driven by the success of ElevenLabs. We need more hackathons, hacker houses, and AI communities (such as AI Tinkers Warsaw).

In the absence of a round definition provided by the start-up/fund at the time of the transaction announcement, we rely on data from Dealroom, PitchBook or Crunchbase, taking into account: (a) the company’s financing history; (b) the investor’s profile; and (c) the amount of funding raised. The seed category also includes pre-seed transactions.

Sources of capital

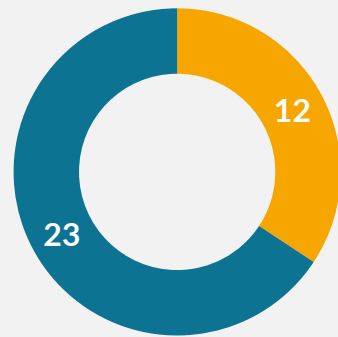
Share of private and public-private funding in 1Q25

Value of transactions



Public-private

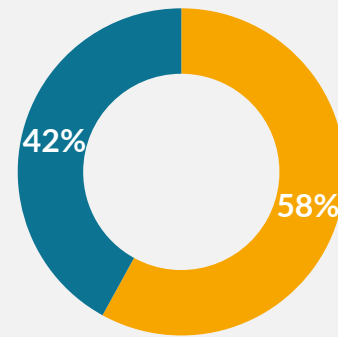
Number of transactions



Private

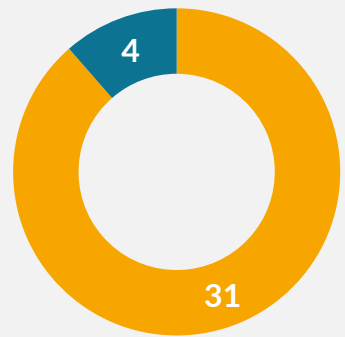
Share of funding from international and Polish funds in 1Q25

Value of transactions



Polish funds

Number of transactions



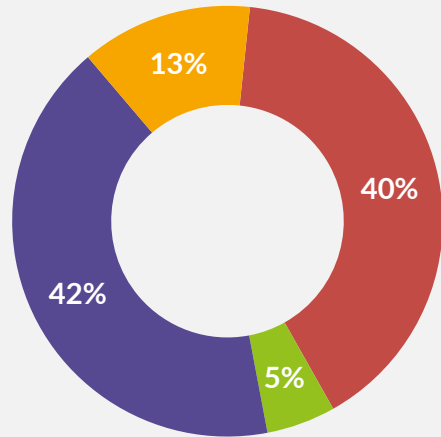
International funds

- (1) A given transaction was categorised based on the predominant share of private or public-private capital involved
- (2) Transactions involving international funds include all deals in which at least one international fund participated
- (3) The above summary does not include outlier transactions

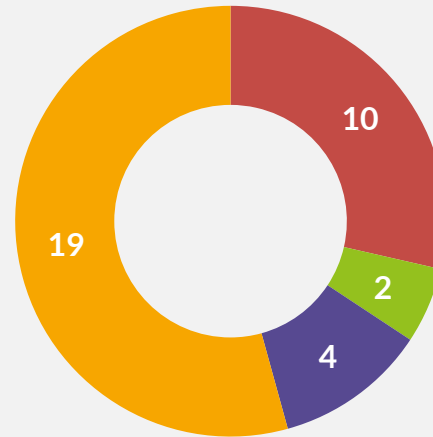
Sources of capital

Public programmes and private capital in 1Q25

Value of transactions



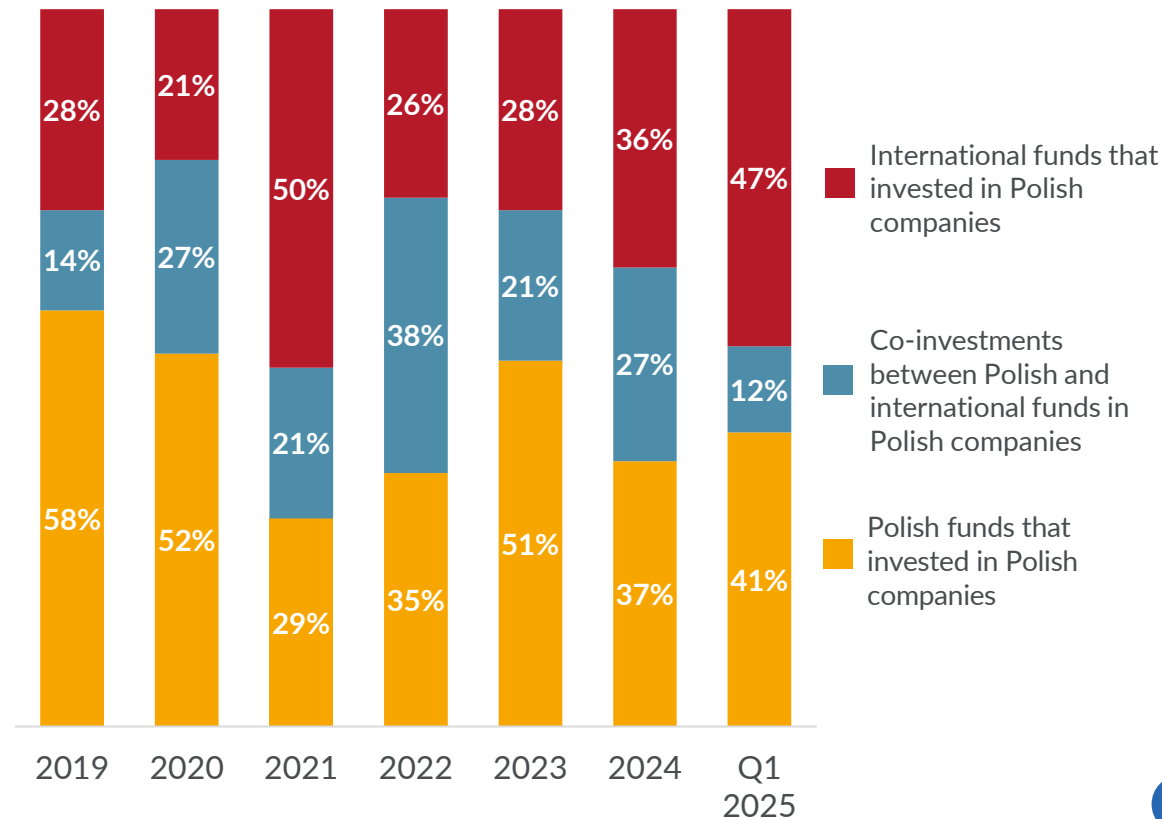
Number of transactions



- (1) A given transaction was categorised based on the predominant share of capital involved
- (2) Transactions involving international funds include all deals in which at least one international fund participated
- (3) Some transactions classified under the 'PFR Ventures' category originate from the PFR NCBR CVC programme, co-created with the National Centre for Research and Development
- (4) Some transactions in the 'PFR Ventures' category were also co-financed by BGK funds or State Treasury companies (e.g. Orlen VC)
- (5) The above summary does not include outlier transactions

Investments and co-investments 2019 – 1Q25

Share in the total transaction value



International funds nearly dominated the financing structure of Polish start-ups in the first quarter of 2025. They participated in seven transactions, which accounted for nearly half of the total capital raised by Polish companies (excluding the ElevenLabs round). The low value of co-investments by Polish funds with their international partners may be a cause for concern. However, I wouldn't take three months of statistics too "literally". I believe they will change significantly in the second quarter, and local funds will re-engage in their partnerships.






The second driving force behind the change in the financing structure will be new funds backed by capital from the European Funds for the Modern Economy (FENG, EU). I expect that in the coming quarters they will become much more active. This process has already been initiated by the 4Growth fund, which has made its first investment in BidFinance.



Radosław Kuchar

Investment Manager, PFR Ventures

Most notable transactions 1Q25

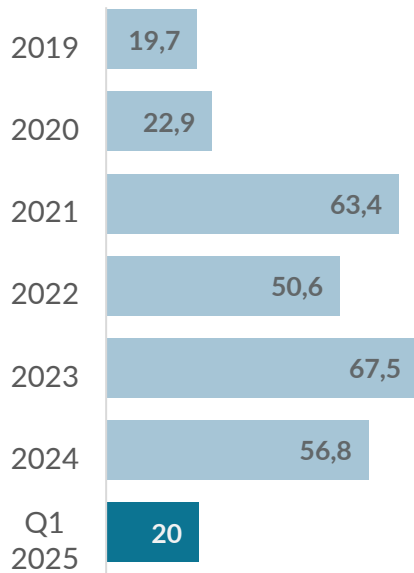
	Investors	Company		Funding	Round*
outlier	Andreessen Horowitz, ICONIQ Growth, NEA, World Innovation Lab, Valor, Endeavor Catalyst Fund, Lunate	ElevenLabs		EUR 171m	C
EUR >25m	Almaz Capital, Khosla Ventures, European Investment Bank (EIB), EBRD, angel investors	NoMagic		EUR 33,6m	B
EUR 5-10m	bValue	Fudo Security		EUR 9,5m	Growth
	undisclosed	undisclosed		EUR 7-10m	B
	IFC, Inovo.vc, OTB Ventures	Ingenix.ai		EUR 9m	Seed
	3TS Capital Partners, angel investors	Wealthon		EUR 7,4m	Growth
	TDJ	Bethink		EUR 6m	Growth
	bValue	Sportano		EUR 6m	Growth
	bValue	Solidstudio		EUR 4,8m	Growth

*Individual classification based on the value of capital raised in the absence of information or disturbed order of rounds.

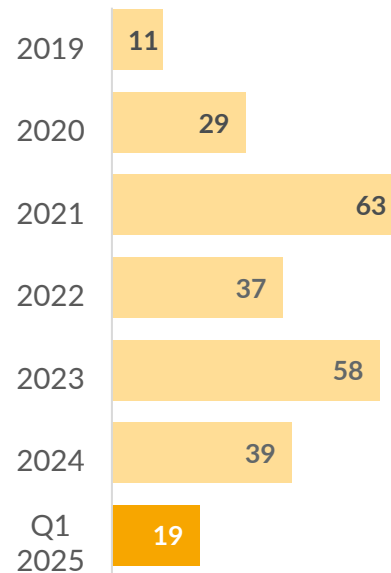
Foreign investments by Polish funds 2019 – 1Q25

Investments by Polish teams in foreign companies

Value of transactions EUR m



Number of transactions



It was a very active quarter in terms of the international activity of Polish VC funds. In the past quarter, they completed as many as 19 transactions, accounting for nearly half the number of foreign investments made throughout the entire previous year. The last time we saw such an active quarter for Polish investors on the international stage was in the record-breaking year of 2021 – but back then, the transaction value was over 1.5 times higher (EUR 33,6 million).

Among the foreign companies that attracted Polish investors, SaaS-based start-ups led the way, with FinTech and CleanTech emerging as the most popular sectors. Polish investors are increasingly finding their footing within the European ecosystem, as evidenced by the fact that they are more and more frequently leading individual funding rounds.



Martyna Zwierzchowska
Investment Associate, PFR Ventures

Section 2

Case Studies



Most notable transactions: Ingenix.ai

PFR Ventures

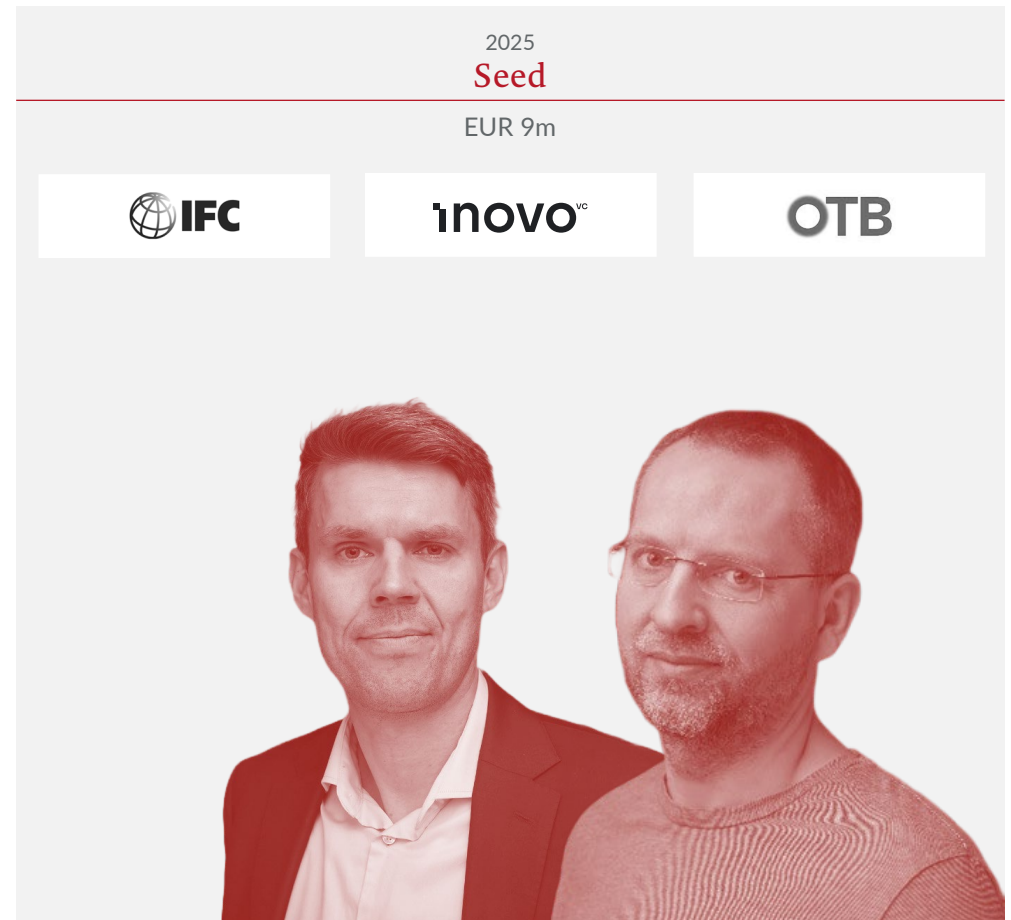
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Funding history of Piotr Surma and Adam Dancewicz's companies

APPLICA.AI



INGENIX.AI



Source: Dealroom, SUDOP, own analysis by PFR Ventures

Company founders, from left: Piotr Surma, Adam Dancewicz

Most notable transactions: BidFinance







Rzeczpospolita
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Dofinansowane przez
Unię Europejską



PFR Ventures

Funding

until 2023 Venture Building	09/2023 Seed (1)	03/2025 Seed (2)
EUR - m	EUR - m	EUR ~2m
	 <div>Angel investors</div>	  <div>Angel investors</div>

Bartłomiej Samsonowicz, Investment Director at PFR Ventures



#1

I am very pleased that the new funds we have allocated from the European Union are already reaching innovative companies. BidFinance was initially developed by the venture-building team at Digital Ocean Ventures, with whom we are now setting up a fund under the PFR Starter programme. The company later secured capital from another fund in our portfolio (FundingBox). Now, the budget for further growth and expansion is being provided by 4growth VC, backed by funding from the European Funds for the Modern Economy (FENG).

The total financing of BidFinance includes EUR 0,8 million from the public sector and an additional EUR 1 million from private investors. The nine funds we invested in during 2024 plan to finance a total of 150 innovative Polish companies. We will soon announce further agreements with management teams, which will also translate into greater capital availability.

Glossary

International/foreign fund

An international fund is considered to be one that has international partners on its team or relies on foreign capital.

Activity on the Polish VC market

Activity on the Polish VC market is interpreted as local investments (Polish fund-Polish company) and foreign investments (foreign fund-Polish company).

What is a Polish company?

Selection is determined by meeting 3 out of 4 criteria:

- % of employees working in Poland
- Polish founder/co-founder
- Polish capital
- Self-identification

Data sources

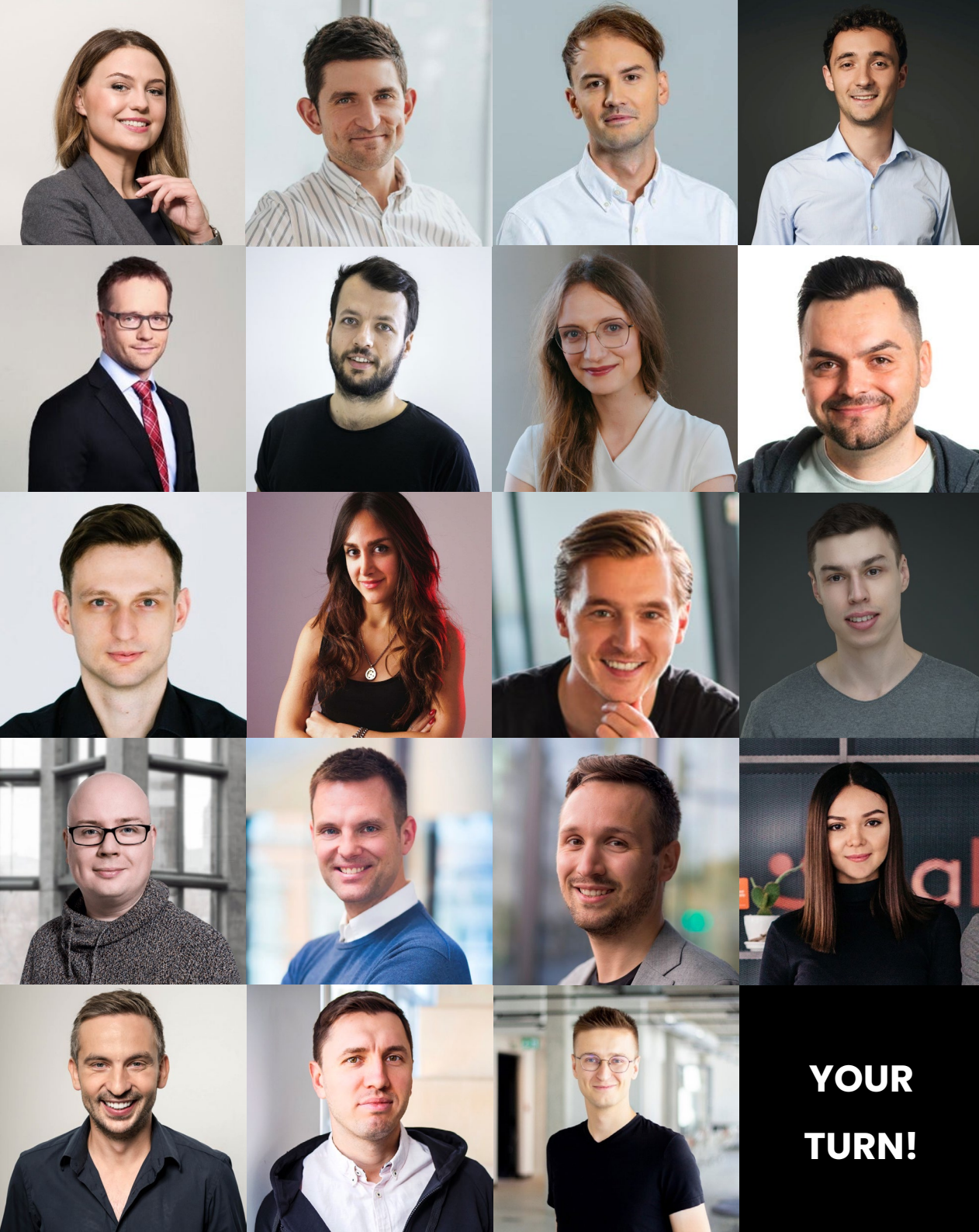
The data used for this study were taken from internal reports of PFR Ventures, Bank Gospodarstwa Krajowego (BGK), National Centre for Research and Development (NCBR) and Inovo.vc. Some of the information was obtained from Invest Europe research as well as media reports and publicly available data.

EUR/USD to PLN exchange rates

We have used a 3-month average rate for most statistics. The exceptions are the pages dedicated to the most notable transactions, where we have presented the amounts as reported in the media.

More info:

kontakt@pfrventures.pl | 800 800 120




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 inovo.vc/team

**YOUR
TURN!**



Polish Innovation Ecosystem

PFR Ventures

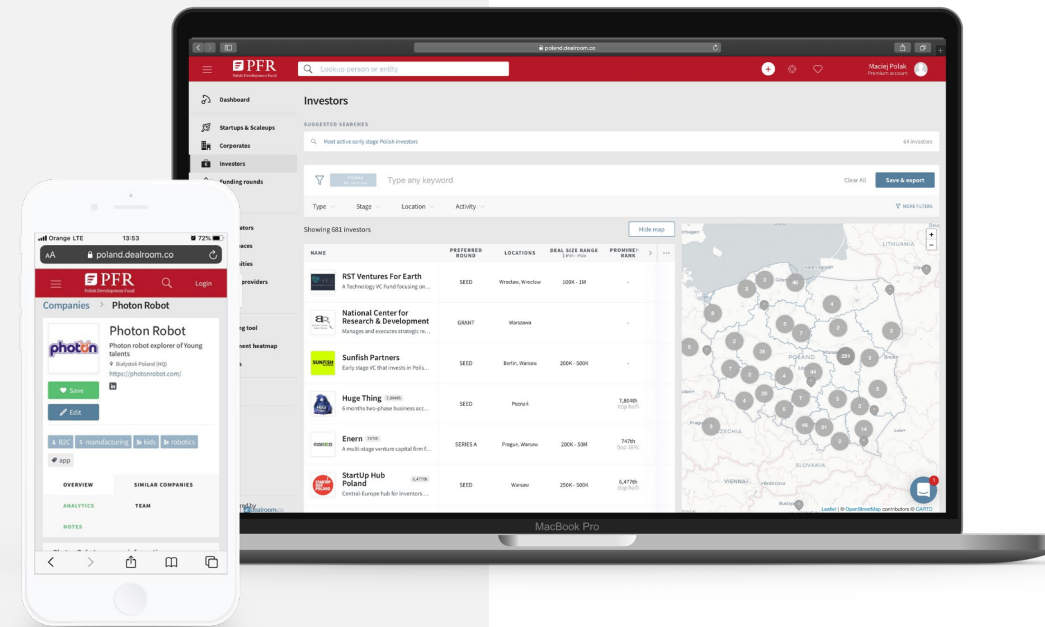
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Together with Dealroom.co we have prepared a map of the Polish innovation ecosystem. We encourage all funds and start-ups to become part of it.

Here you can add information on your organisation:

 startup.pfr.pl/ekosystem-innowacji



+3,000

start-ups

+100

VC funds



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