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## Will Bitcoin Venture Capital Investment Reach \$300 Million in 2014?

Garrick Hilleman (@garrickhilleman) | Published on April 1, 2014 at 14:30 GMT

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UPDATE (2nd April 11:15 GMT): In addition to the companies listed below, sales portal BitSimple has raised \$600,000 in a bitcoin-only seed round.

This article summarizes some of the new State of Bitcoin 2014 data and analysis on venture capital investment presented at last week's Coinsummit conference in San Francisco.

Several significant venture capital investments in bitcoin startups have been announced in recent weeks, including Circle's \$17m second round, Xapo's \$20m first round, and OKCoin's \$10m first round (Table 1). Table 1: Bitcoin Venture Capital Investments - 2014 YTD

Class Date	Company	Round	Size (\$m)	Salet I revestors	Headquartered
Mar 14	Crisis Internet Energial	Second	12 0	Breyer Capital, Accel Parciers.  General Castrynt Partners, Call Investment Partners, Partner Capital, Bitcom Caparition's Fund.	Boston
Mar-14 3	GoCon	First	1.5	Bitcom Shop, Crypto Currency Partners	Singapora
Mar-14	Payward, Inc. (Krakes)	First	5.0	Hummingbird Vertures	Sen Franceco
Mar 14	OKÇoln	First	10.0	Ceyvars Wandra Capital, Venturaal.ab	Bayerg
Blar 14	Yapa -	First	20.0	Benchmark, Fortress, Ribbit Capital	Pelo Alto
Mar-14	Terribunu	Seed	0.2	Individual Investors	Singapore
Feb-14	Safello	Seed	0.6	Individual Investors	Stockholm
Esb 14	BAAccess	Seed	10-0	Brt Captal	Otsava
Jan-14	HKCax	First	2.0	Individual Investors	Hong Kong
Jan-14	BLFury	Seed	6.0	Undisclosed Venture investorini	Bristol
Jan-14	Kartril	Seed	0.4	Dream Bank, SK Ptanet, Strong Ventures, Individual Investors	South Korea

Sources: CoinDesk, Dow Jones VentureSource, VentureScanner.com

The \$72m in 2014 year to date venture capital invested in bitcoin startups which has been publicly disclosed (much more has been made quietly) has dramatically advanced CoinDesk's fullyear projection published in last month's State of Bitcoin report.

Just a month ago, the 2014 run rate for venture capital invested in bitcoin startups was just over \$100m. Now, \$300m is projected for the full 2014 year. The 2014 run rate would equal three times more than the approximately \$100m which VCs invested into bitcoin startups in 2013.

#### Europe lags, Asia is lean, North America dominates

The regional trends identified in the February report have continued to hold with North America outpacing both Europe and Asia both in terms of total number of companies and total investment (Chart 1).

Chart 1: Regional Bitcoin Venture Capital Investments - all time



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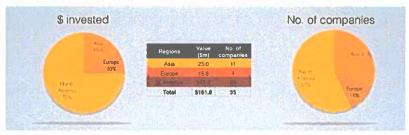
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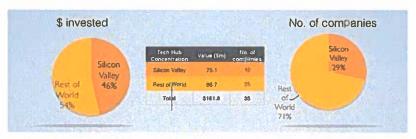


Sources: CoinDesk, Dow Jones VentureSource, VentureScanner.com

75% of all bitcoin venture funding has been invested in North America and 57% of VC-backed companies are based there.

Asia venture-backed bitcoin companies appear to be the most leanly funded, with 31% of the total number of bitcoin startups receiving only 15% of the funding pie.

Chart 2: Silicon Valley vs Rest of World - all time



Sources: CoinDesk, Dow Jones VentureSource, VentureScanner.com

Silicon Valley's share of the bitcoin startup ecosystem remains strong. The total number of bitcoin VC-backed companies based in the Valley climbed from 27% last month to 29%.

However, it's total share of bitcoin startup funding declined to slightly under half at 46% from 51%. Overall, investing in bitcoin startups is very much a global phenomenon, but North America and Silicon Valley still hold pole position.

#### Six different bitcoin company types

With Circle at last unveiling a part of its business and product strategy the lay of the bitcoin land has now come into sharper focus (Chart 3).

**Chart 3: Bitcoin Startup Ecosystem and Sample Companies** 



Source: CoinDesk

Four of the the six distinct company categories defined by CoinDesk are, in essence, pure plays on a specific area of the bitcoin value chain: mining hardware, wallets, exchanges, and payment processors.

The 'financial services' category is also comprised of a number pure play companies. However, many companies are either pursuing a unique business strategy, or are small in their total number and size. Therefore, these companies do not yet warrant the creation of a separate ecosystem startup category and are aggregated under the heading of 'financial services'.

#### The emergence of the 'universal' bitcoin company

Building on the emerging theme of consolidation expressed both in last month's State of Bitcoin



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report and in recent analysis of exchange trading volume trends, CoinDesk have defined a new sixth startup ecosystem category, 'universal'. The universal category was created for companies which house multiple areas of the bitcoin value chain under one roof.

While a number of companies have expressed an interest in operating as a universal (eg Safello) CoinDesk at present sees only two companies – Coinbase and Circle – as having both the products, roadmap and means to execute a universal business model.

Both Coinbase and Circle have disclosed raising more money than any of the other bitcoin startups. The two universals have raised a combined amount (\$56m) which is greater than any other startup ecosystem category to date (**Chart 4**).

Chart 4: Investment Distribution Across Bitcoin Startup Ecosystem - all time



Sources: CoinDesk, Dow Jones VentureSource, VentureScanner.com

Are the current projections for the total investment in bitcoin startups in 2014 conservative or wildly optimistic? Will most bitcoin companies eventually seek to become or merge into a 'universal', or will pure plays be stronger over the long-term? Share your thoughts in the comments below.

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Following a price spike on major announcements from Coinbase two weeks ago, the bitcoin price has fallen back below \$250.



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#### Markets Weekly: Price Crosses \$300 Following Coinbase News

While the bitcoin price may have taken a beating recently, it appears to be bouncing back, having crossed the \$250 and \$300 mark in quick succession.

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Neal Palmquist - 10 months ago

Every day is April Fool's Day for people who buy Bitcoins!



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Nameless - 10 months ago

It's a bit disappointing to see little happen in Europe. There isn't as big of a VC-funded culture here.

I also see two reasons why Europe lags. One is that Asia often requires distinct aslan companies and thus their own investments. These Asian companies don't compete with non-Asian companies because Western companies usually don't operate in Asia and vice

Whereas Europe has quite often felt comfortable to be serviced by American companies, and thus VC-funded American companies are operating in Europe as well. Western companies can more easily operate in both America and Europe. Look at Payward/Kraken for example, they're market leader in Europe, 99% Euro-denominated, yet they're based out of San Fransisco. Or Bitpay, operates globally very well in 150 currencies, why compete with that.

Secondly, many Europeans simply go to SV if they want funding. Or, they're focused on their own countries (on average 40-50 million people in Europe) and don't need large VC rounds to service hundreds of millions of people people like in the US/China or get licenses in tens of different states. Ritonic for example is an amazing bitchin company in the

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Garrick Hileman → Nameless - 10 months ago

Thank you for your comment.

On Coinbase as an exchange, I would just point out that last time we checked they are clearing well over half their buy/sell orders internally rather than sourcing them externally. So they are very much operating like an exchange.

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Nameless → Garrick Hileman - 10 months ago

Thanks, that's a really interesting thing to note. I wonder to what extent this has any (legal) consequences. I've heard Brian explicitly state they're not an exchange, more of a broker, that they have a brokerage license, and that this allows them to evade some of the legal requirements that a full-blown exchange would require, something we haven't seen in the US yet because of this. (e.g. SanFran based Kraken/Payward, pretty much closed down dollar deposits for now, while it's European market leader, simply because needing licenses in 48 states is too big a hurdle for now)

One important distinction I'd like to make between Coinbase and exchanges though is that Coinbase sources from exchanges, exchanges typically don't source from others. ATMs source from exchanges, Coinbase doesn't. Trading bots and automated trading operates at exchanges, but not at Coinbase. And you can keep non-bitcoin funds at exchanges but not at Coinbase.

In any case, thanks again for this comment. Always interesting to hear some insider information. Do you write/blog/speak anywhere besides Coindesk? 



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