

Singular, a European venture capital firm backing European founders with global ambitions

With #QVCs, MaddyneSS UK profiles different funds to give founders and entrepreneurs the information they need to choose the right investor. This week, we speak to Jeremy Uzan, cofounder & General Partner at Singular.

Temps de lecture : minute

21 October 2024

The journey of *Singular* officially began in 2020, but it had been in progress for much longer.

Raffi Kamber and I have spent nearly two decades in the venture capital ecosystem, working alongside thousands of entrepreneurs and witnessing the various cycles and transformations of the European venture capital landscape.

By 2019, we recognised an opportunity to create a different kind of venture capital firm in Europe: one that combined the agility of a small fund with the infrastructure of a big player.

In late 2019 and early 2020, we started presenting the concept of Singular to a select group of top-tier international LPs. By the summer of 2020, we closed our first fund of €225M, followed by a second fund of €400M in 2023.

Now, we are fully executing our investment strategy: partnering with Europe's next generation of high velocity entrepreneurs building future

market leaders.

We are a rapidly growing, but tight team, located in London and Paris, consisting of both investors and operators who are committed to supporting founders on critical topics, ranging from go-to-market strategies to talent acquisition, marketing and communications.

Can you talk about your current portfolio?

From our offices in London and Paris, we support European founders across all sectors, including AI-first businesses, infrastructure, developer tools, and tech-bio projects; from Seed to Series B, with a strong focus on Series A companies.

Diversification is key to our strategy. We have already partnered with nearly 40 companies in 10 different European countries across various sectors — ranging from cybersecurity with companies like Aikido, AI with Synthflow AI, fintech firms such as Shares, infrastructure ones like Tinybird, climate-tech businesses like ClimaTiq and Fairmat, healthcare innovators like Moka.care and Resilience, and business applications providers like Sparta and Heyflow.

What do you look for in an investment?

As lead investors, strong conviction is essential. We are founder-centric and potential-driven - we are not chasing sectors or trends. Instead, our primary focus is on identifying high velocity founding teams that are working on future market leaders.

We leverage the entire Singular team to evaluate every investment opportunity, ensuring a fast but thorough evaluation process. Our ability to invest large tickets from Seed to Series B gives us the flexibility to engage at the right time, and we are dedicated to investing our time and

energy to portfolio companies when we can make a real impact.

What makes a good investor?

Being a good investor is about consistently delivering strong performance, which can be challenging in such unpredictable and rapidly changing times. The feedback loop in venture capital is long—it requires patience, as well as a deep understanding of emerging technologies and talent.

In my view, a great investor combines tech expertise with the ability to bring rationality into a space often driven by momentum and FOMO. It is about giving founders honest, constructive feedback and being a trusted partner—supporting them through both the highs and the more difficult times.

Transparency, trust, and responsiveness are key to building meaningful relationships with founders.

You have offices in Paris and London, what trends are you seeing in investment between these 2 capitals? Why is it important for you to have offices in both cities?

In the post-Covid era, we are seeing a (re)concentration of talent in key European hubs that offer a wealth of resources including top universities, ambitious talent pools, and capital availability.

London and Paris have emerged not only as the leading European tech hubs, but also the primary centres for entrepreneurial and venture capital talent.

London boasts a world-class financial ecosystem, close ties to the US and a high concentration of capital, while Paris has become a strong talent hub, renowned for its exceptional schools in mathematics and AI engineering. And, it is increasingly recognised as one of the main global centres for AI innovation.

With offices in both cities, we are well-positioned to effectively cover all of Europe, tapping into this rich ecosystem of talent and opportunities.

What is a trend you are specifically excited about?

We are currently witnessing a significant shift towards deep tech, which is much more prominent now compared to the last 15 years of our investment experience. This is not just because deep tech is exciting, but because today's generation of founders is increasingly drawn to it, which has not always been the case.

The key reason for this shift, in our view, is the emergence of a new generation of scientists who also have an appetite for business. While we have always had brilliant scientists, the systems previously in place focused on fostering scientific innovation rather than building companies from those innovations. Now, we are seeing more scientists who recognise the entrepreneurial potential of their discoveries, transitioning from 'pure researchers' to founders.

This trend is apparent across various scientific fields, from energy to health, biology and genetics. These 'science-preneurs' are bringing their innovations to market, and that is driving the deep tech wave we are seeing today.

What makes Singular different... or singular □?

Well, that is a tricky one...!

We are an early-stage venture capital firm born in Europe, on a mission to back bold European founders with global ambitions.

We combine the best of both worlds: the agility and speed you would expect from a smaller fund with the resources and infrastructure you would find in larger platforms. This means we can make quick, effective decisions, and still invest up to €25M cheques across all sectors, anywhere in Europe.

Our team is not just made up of investors - we are operators too. We do not just write cheques; we like getting hands-on. Our goal is to be strategic sparring partners to founders and their teams, offering real, practical support from day one, and helping them navigate every step of their growth journey.

It is hard to say whether that is enough to justify the name of our firm... but when we chose "Singular" we made a promise to our ecosystem, and since then, we have worked hard to deliver.

Jeremy Uzan is the cofounder & General Partner at *Singular*.



MADDYNEWS UK

The newsletter you need for all the latest from the startup ecosystem

JE M'INSCRIS

Article écrit par Jeremy Uzan