Twitter Thread by Aleksandr Volodarsky ■■



Aleksandr Volodarsky ■■
@volodarik

Startup studios are a beautiful concept. A bunch of smart people are put in one room to place many bets.

I counted over 750 of them (a 650% increase in 2022).

Here are 10 that have created many billions in value:

Why it's an interesting model:

• Because you have experienced people, you:

a) Build a company faster (studio companies scale and exit in half the times vs a traditional startup)

b) Make fewer mistakes, increasing your success chances (60% of companies raise Series A).

• You retain more equity & generate more returns (53% IRR compared to VC-funded startups at 21%).

• You'll have a repeatable winning formula to launch, build, and exit companies.

Why this model won't work:

• Lack of focus

• Not working? It's easy to move on to another idea. Startups win when they iterate and push hard enough

• No pressure to show immediate results as any other startup that might die any day now

OK, here are most successful ones:

1/ @betaworks

Founder: @Borthwick

Focus: web3, ML, and media industries.

Portfolio companies: GIPHY, Instapaper, Bitly, Tweetdeck, and others.

Success rate: 60% (60% of its companies either IPOs, get acquired, or become unicorns).

2/ @Idealab

Founder: @Bill_Gross

Focus: AI, commerce, & clean energy industries.

They have created/participated in 150+ companies, with 50+ IPOs and acquisitions.

Portfolio companies: Overture, Heliogen, etc.

Success rate: 65%

3/ @ScienceInc

Co-founder: @peterpham

Focus: mobile & eCommerce verticals.

They have spun out 60+ companies, 8 of which have been acquired for $1.3B+.

Portfolio companies: Dollar Shave Club, Liquid Death, & more.

Success rate: 43%

4/ @finleap

Founder: Michael Hock and @ramin_niroumand

Focus: fintech.

They have built 15 independent companies, of which 10 are active and worth $3.2B+.

Portfolio companies: Solaris, Element, and more.

Success rate: 17.5%

5/ @expa

Founder: @gc

Focus: commercial services and software verticals.

They build their own companies and partner with other founders to launch them.

• Portfolio companies: Drip, Gitalytics, and more.

• Success rate: 15%

6/ @Norselab

Founder: Yngve Tvedt

Focus: sustainable (clean energy & transport and mobility) and software industries.

Portfolio companies: Antec, Wanda, and more.

Success rate: 14.3%

7/ @efounders

Founder: @tiboel

Focus: product-led SaaS industry.

They have created 30+ companies with a combined portfolio valuation of $2B+.

Portfolio companies: Spendesk, Front, and more.

Success rate: 13%

8/ @JoinAtomic

Founder: @jackabraham

Focus: software, consumer services, & healthcare.

They have tested 100s of ideas & recently launched 14 startups in 1 year.

Portfolio companies: Hims (IPO'ed at $1.6B), OpenStore, etc.

Success rate: 13%

9/ @TandemLaunch

Founder: Helge Seetzen

Focus: software and commercial service sectors (AI, audio, & video).

They have created 30+ companies, which are valued at $675M+.

Portfolio companies: Deeplite, Wrnch, and more.

Success rate: 11.5%

10/ @highalpha

Founder: @ScottDorsey

Focus: the B2B SaaS industry.

Launched 30 companies, out of 8 that have been acquired by Shutterstock, Seismic, and more.

Portfolio companies: Stitch, Filo, and more.

Success rate: 6.5%

That's the wrap.

Let me know if you are building something. I have talented engineers for you in Europe and Latam.

I run a marketplace of vetted engineers. Hire them directly to your team for temp or long-term projects.

Happy to give a discount for the first 4 weeks of work.

If not:

1. Follow me @volodarik. I share everything on the way to growing to $100m/y. People say it's fun to watch.

2. RT the tweet below to share this thread with your audience. https://t.co/2pySm706Mm

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> — Aleksandr Volodarsky \U0001f1fa\U0001f1e6 (@volodarik) January 5, 2023

https://t.co/0S3FoIMd0I

> I started Vettery at the NYU incubator in 2012. There were ~50 companies and I believe only 3 were successful in my cohort.
>
> ~6% success rate.

— Brett Adcock (@adcock_brett) January 5, 2023