

STATE OF THE STARTUP MARKET



LEAPFUNDER

Startup
Directory

Quarterly Report
Q3 2022

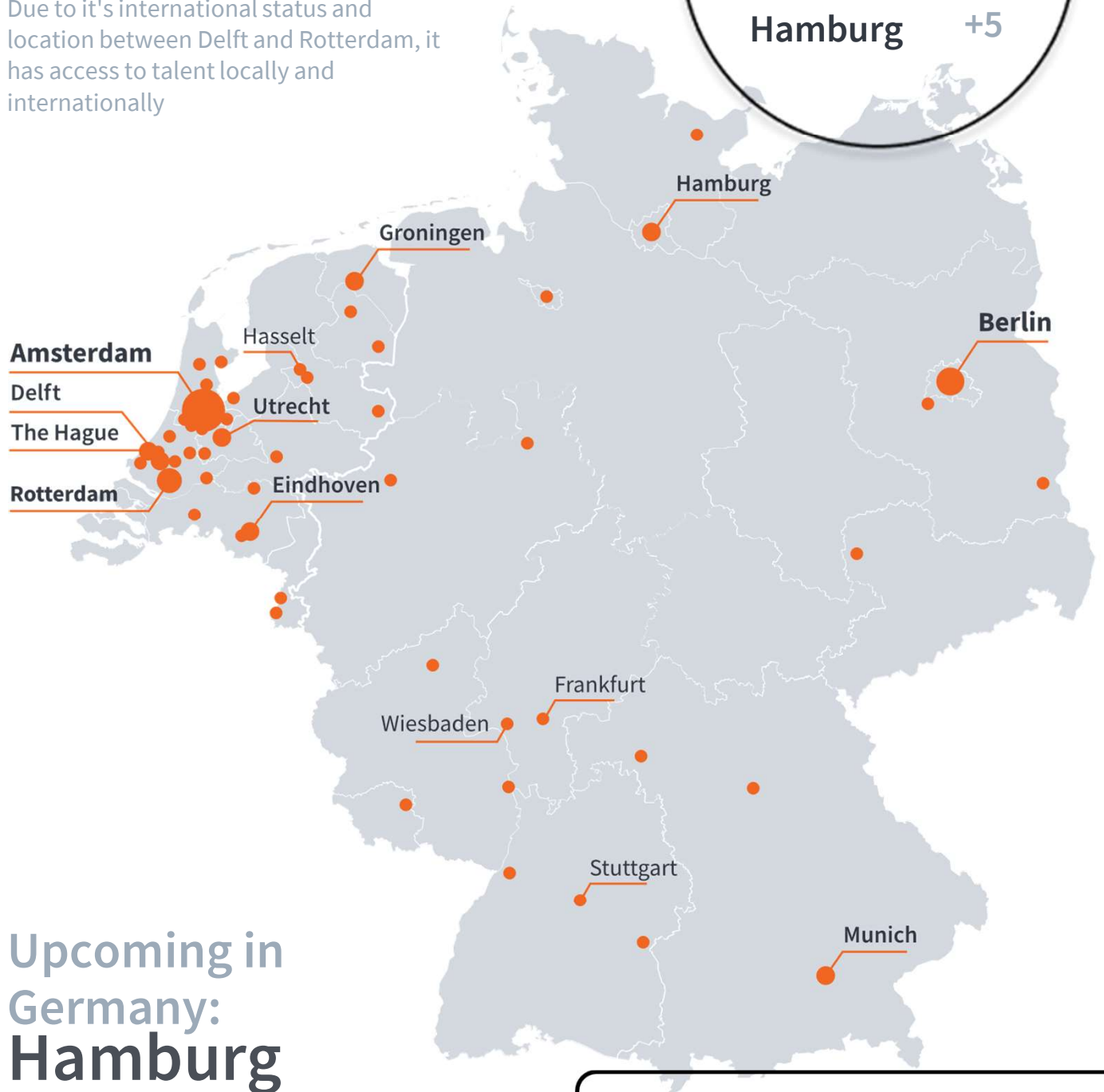




Upcoming in The Netherlands: The Hague

The Hague has a main focus on Impact. Due to its international status and location between Delft and Rotterdam, it has access to talent locally and internationally

Fastest Growing
Berlin +18
Amsterdam +8
Hamburg +5



Upcoming in Germany: Hamburg

More and more startups have started discovering Hamburg. It's not uncommon for Berlin startups to travel to Hamburg to travel to Hamburg in search of smart capital. This has given rise to more local startups as well

33 Countries	189 Cities
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The Fields in which Startups Operate:

Fastest Grower

Fintech
+12

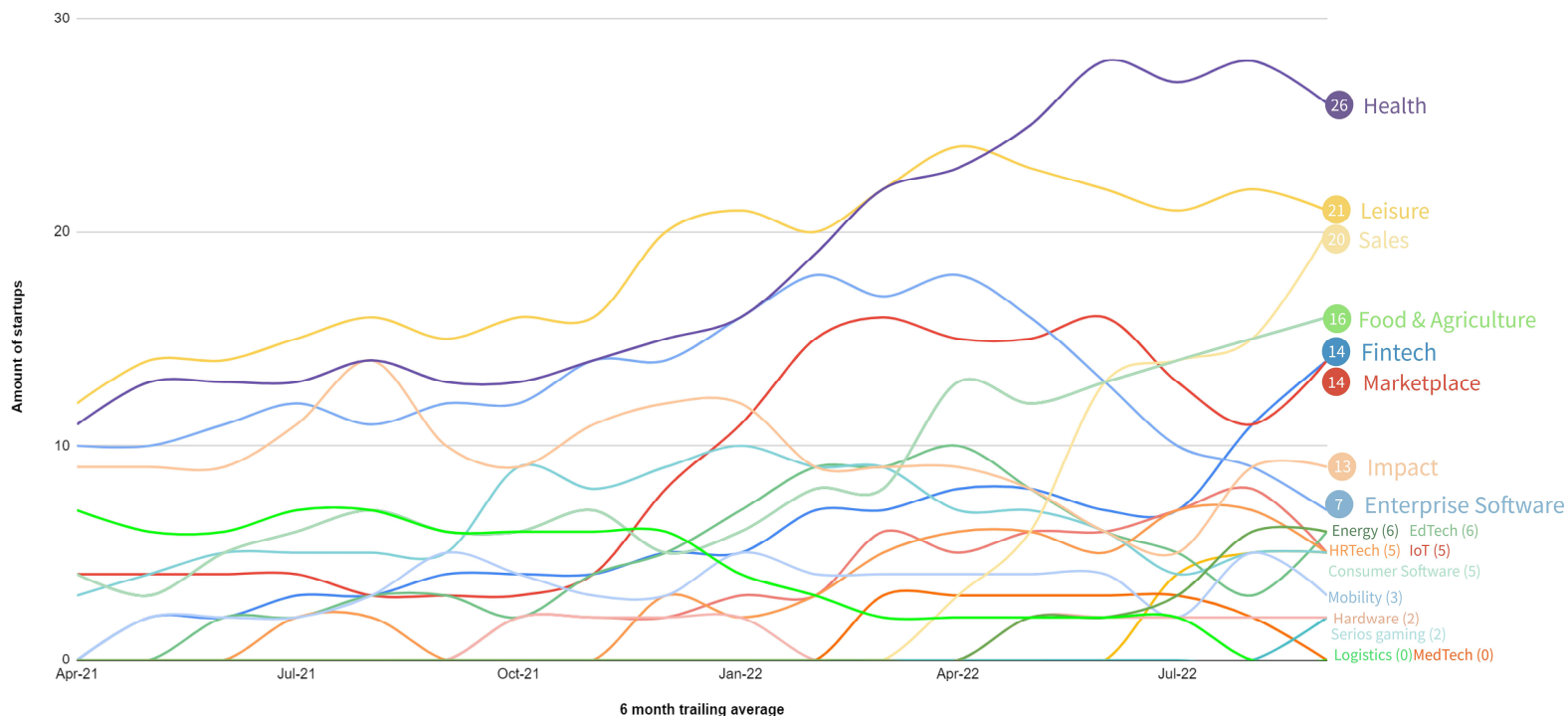
Interesting Newcomer

Data

Biggest Overall

Health 26

Below you will see the rate at which startups have signed up with Leapfunder, using specific industry tags. Generally, we show the most frequently used tags which reflect the main thrust of innovation. We also show emerging trends which could be predictive of the future.



SpotLight



Moovick

Uber for moving and handyman

Our technology is based on an algorithm to match our clients with the most reliable handyman or moving company. We created an Uber-like comfort experience, to book all kinds of home improvement and moving services. Every service provider on our platform is highly experienced, identity verified, and possesses all required insurances.

We are now a company of 12, with positive cashflows and business spreading in almost every major city in Germany and The Netherlands.

- ✓ Close to 300.000€ GMV in 1,5 years
- ✓ 3x growth in the first year
- ✓ ~15% operating margin

Type Convertible

Coming Soon

Early Bird

- ✓ 15.000+ users, 3 countries, €16M+ on listings
- ✓ Fully organic growth with €0 marketing spent
- ✓ Feature-rich platform, ready for EU expansion

Type Convertible

Private Round

Gearbooker

The AirBnb for equipment and makers



Gearbooker is a creative community of 15.000+ members and peer-2-peer rental platform for equipment such as photo, video and audio, as well as other electronic gear.

This interesting vertical combines 3 factors of successful marketplaces: goods are often underused, goods are easily shareable, yet the transaction value is attractive enough.

For more info & other deals:
leapfunder.com/rounds



TIPS

On Becoming a Leapfunder Investor

1

Network with other investors

A big part of any investment decision is usually to discuss it with your investor friends. Even if you do not agree with them, there is still value in talking. When you are just starting off as an investor it is important to go out networking. Making investor friends is an important part of getting set up.

2

Invest slowly

When you start building your portfolio it is best to start by investing amounts that you can easily afford to lose. By playing peanut poker for a few years you will build valuable experience, and after this you can start to increase the amounts you invest. It is an old wisdom that it is 'faster to grow lemons than pearls'. There will be early failures of some of your companies. But the bigger successes will likely take as much as 6 years to materialize. By saving your cash at the beginning you can learn a lot from the first failures before starting to build your mature portfolio.



















3

Build a portfolio

You probably have great insight in technology developments in some areas. But believe it or not: you will not be able to pick a winner. Experienced investors stop trying to pick companies that will be winners: there are too many things that can happen. Rather than picking winners you should cash a wider 'net' by building a portfolio of 5-10 companies that all look solid. You should be ready to re-invest, and re-investment should be into companies that have earned the extra investment through performance. That way you start to concentrate your cash in the companies that have created the most value.























Fresh Arrivals

	Industry	Last update	Stage	Looking for	Country
 r3charge Travel GmbH r3charge is the first travel platform forel...	travel	07-07-2022	First Revenue	€600,000	
 GameValues NFT and Virtual In-game Items marketplace - ...	Gaming	04-07-2022	MVP	€1,132,888	
 HomeCookd B.V. Airbnb of home cooked food - every home can ...	FoodTech	06-07-2022	Scaling	€200,000	
 Hiob Feller und Noah Feller GbR Ping is a social discovery & dating-app ...	Social Media	11-07-2022	MVP	€100,000	
 SATRDY GmbH We provide a platform that helps you easily ...	B2C -Event Navigator	11-07-2022	MVP	€170	
 Silentus B.V. Silentus' mission is to help founders, freel...	mobile app	11-07-2022	MVP	€50,000	
 Relavance International BV Relavance International (RI) is a startup ac...	Associative Database	28-07-2022	MVP	€500,000	
 Neural LoveOÜ We provide a scalable, easy-to-use B2B2C Al...	B2B2C SaaS	12-07-2022	Scaling	€400,000	
 Vulvani Vulvani will be the world's first digita...	E-Learning	15-07-2022	First Revenue	€500	























Fresh Arrivals

	Industry	Last update	Stage	Looking for	Country
 Chamrosh Building a company with a modern system for ...	SaGron producer	19-07-2022	Idea	€2,000,000	
 Bloonics B.V. The leading Biotech startup, using innovativ...	Biotech-medical devices-ML	14-07-2022	MVP	€2,000,000	
 Ready2Build Ready2Build.eu is A-to-Z solution for reside...	Construction	20-07-2022	MVP	€100,000	
 AISA Big Towers Our projects seek to take advantage of the l...	innovation	21-07-2022	Idea		
 cleverlohn UG (hahungsbeschränkt) cleverlohn offers german small- and micro-si...	HR-Tech	21-07-2022	First Revenue	€200,000	
 SUYUH GmbH SUYUH oGe...	travel	11-08-2022	MVP		
 LAMC 360BV AEGYM is the first premium gym in the Bloeme...	Gym	24-07-2022	First Revenue	€50,000	
 The Fair Cottage We help outdoor sport enthusiasts to discove...	Marketplace	12-08-2022	First Revenue	€50,000	
 Semiprof B.V. The platform for accessible and affordable s...	Freelance marketplace	27-07-2022	MVP	€200,000	
 Sloesh Sloesh makes it possible for companies to sh...	marketing	28-07-2022	Idea	€199,999	























Fresh Arrivals

	Industry	Last update	Stage	Looking for	Country
 BioCV GmbH We deliver a real-time monitoring system for...	Livestock Monitoring	02-08-2022	First Revenue	€150,000	
 Marquise Museum Seeking 100k USDT for Top 20 Korean IEO worth...	NFT	29-07-2022	MVP	€99,999	
 askemo Askemo builds helps customers in building lo...	B2B SaaS Impact	02-08-2022	First Revenue	€400,000	
 Vitamin Vitamin is a female-focused global financial...	Fintech	09-08-2022	MVP	€200,000	
 Ebazaar.ge ebazaar.ge - Georgia's first online Fa...	A scalable marketplace	04-08-2022	Scaling	€300,000	
 Orquesta Orquesta is building a suite of Evaluations ...	SaaS	31-08-2022	First Revenue		
 eDI EVs are too big, too powerful, too heavy. Th...	automotive industry	22-08-2022	Idea	€60,000	
 Carexchange Simplifying donations to charity organizatio...	Social Enterprise	08-08-2022	Idea	€300	
 CATHAGO The entire material procurement in one app: ...	Construction software	10-08-2022	First Revenue	€1,500,000	
 Lisios GmbH We are developing the Lisios WaterAlarm, a s...	leakage detection	11-08-2022	MVP	€350,000	























Fresh Arrivals

	Industry	Last update	Stage	Looking for	Country
 iovo GmbH iovo doc is a scalable patient data manage...	psychiatricsoftware	23-08-2022	First Revenue	€500,000	
 OmicsChart GmbH OmicsChart -apatient-centered platform for...	Digital Oncology	23-08-2022	MVP	€260,000	
 Neostorage Neostorage has an innovative approach to mod...	Innovative Furniture	31-08-2022	MVP	€150,000	
 The Pupper Club Monthly themed goodieboxes for dogs -tailor...	Dogs Goodieboxes	06-09-2022	First Revenue	€200,000	
 Esencia Foods First company in Europe building alternative...	FoodTech	05-09-2022	MVP	€500,000	
 ANTICIPATE GmbH Our AI assistance system detects camera-base...	AI assistance system	30-08-2022	First Revenue	€500,000	
 Ohospital Ohospital is a marketplace making healthcare...	Healthtech	30-08-2022	First Revenue	€200,000	
 Global Standards For Healthy Solutions a weight management Arabic application that...	Health Tech	06-09-2022	MVP	€170,000	
 Revino BV		07-09-2022	MVP		
 Reinvest24 Real estate investment	real estate	13-09-2022	First Revenue	€1,000,000	

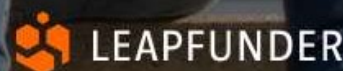


Fresh Arrivals

	Industry	Last update	Stage	Looking for	Country
 MyHapp	Nutrition	05-09-2022	First Revenue	€1,500,000	
 LIVID GmbH LIVID is a SaaS company founded in April 2022...	Live Video Shopping	12-09-2022	First Revenue	€2,500,000	
 Forecasty.AI We have built a cloud-native fully automated...	Fintech	05-09-2022	First Revenue	€700,000	
 Vantique UG Vantique is a Web3 platform for curated arti...	art	06-09-2022	MVP	€300,000	
 Big TechBV We offer a crypto wealth management platform...	crypto	09-09-2022	First Revenue		
 DocVox DocVox autonomously documents the discussed ...	ML	09-09-2022	MVP	€500,000	
 servier.bar Servier.bar enables guests to order &pa...	Gastronomy Platform	16-09-2022	Scaling	€100,000	
 Nova Pupa Nova Pupa is a nano influencer marketing por...	adtech	24-09-2022	MVP	€150,000	
 Asisteer Asisteer brings together academics who looki...	Education	22-09-2022	MVP		
 KULAUGmbH Organic food brand founded in 2008 with a di...	Organic Food	22-09-2022	Scaling	€200,000	



Startup Changemakers: Horst-Georg Fuchs



Horst-Georg Fuchs is one of the Co-Founders of Xaleon, a Linz-based software startup that was acquired by TeamViewer, a Digital Customer Engagement Platform in 2021. For him, there's nothing more exciting than having a vision of how to improve the world and then actually making it a reality. Find out what it's like to be part of a success story in Linz, what is it about entrepreneurship that particularly attracts him, and what he predicts for the ecosystem in Austria in the near future.

1. Hi Horst-Georg, thank you for agreeing to do the interview. Could you tell us about your background and how you entered the startup world?

Sure. I was one of the Co-Founders of Chatvisor (aka "Xaleon"), a Linz-based software startup that was acquired by TeamViewer in January 2021.

I met my two Co-Founders via "Startup300", a Linz-based startup ecosystem. One of the ecosystems' Co-Founders connected us. They were already working on the idea and thought about adding a salesperson to their team. I already had a few years of sales and marketing experience. I was also generally interested in customer communication, marketing and sales, so when I heard about the idea, I was hooked immediately.

After two weeks of intense discussions about vision, roles, responsibilities, and of course shared distribution, we all had a good gut feeling and decided to give it a go.

2. So now you're a Director, Solution Sales Engage at TeamViewer, a Digital Customer Engagement Platform for online sales, digital customer service, and video consultations that empowers companies to elevate their customer experience. Could you tell us more about your mission there?

At Xaleon, which turned into TeamViewer Engage after the acquisition, we believe that in a world of largely interchangeable products, customer experience done right is a key differentiator for any kind of business, from a small ten-people company to a big enterprise.

With our TeamViewer Engage platform, we enable businesses to bring their digital customer engagement to the next level, reduce barriers that exist in the company, and improve key company KPIs like customer satisfaction scores, online revenue, and customer service efficiency.



This starts with proactive chatbots on the website or e-commerce shop; continues with live human-to-human interactions via chat, messaging channels, and video chat – empowered by collaboration features like website co-browsing, document co-browsing, or a virtual whiteboard; and finishes with a legally binding signature to sign contracts directly on the spot.

We provide a super feature rich and secure Digital Customer Engagement Platform, which is used by our customers either as their central Customer Engagement platform or in a modular way in which they implement certain modules of our platform (e.g. the co-browsing or the video consultation product) in their existing system landscape.

3. What is it about entrepreneurship that mainly attracts you? How do you feel you're contributing to the startup ecosystem in Linz?

Today, the thing I'm most driven by is a deep sense of purpose and fulfillment. There are very few things more exciting than having a vision of how to improve the world and then actually making it a reality.

However, this was not the case for me in the beginning. My original interest in entrepreneurship came very much from the desire of becoming financially free. I know it's probably not the noblest thing to say but it's the truth. I still remember when I was about 15 years old, and Dietrich Mateschitz, the founder of Red Bull, bought an Austrian football club which turned into "Red Bull Salzburg".

Being a huge football fan, I thought "Wow, this guy is buying a football club. I want to be able to do that too." So, originally my motivation was based on financial freedom and accomplishment.

But that changed. And it actually changed before and during building Xaleon. I learned that money alone doesn't fill my energy tanks enough to fuel the huge amount of energy needed to build a successful startup. It requires way more work and sacrifices than many people think. For three years we basically worked 60-65 hours per week. Every week. Without holidays. Almost every Saturday, we were at the office. In order to handle that amount of intense work, you have to be driven by a deep sense of mission and purpose. Money alone could never provide the energy to sustain that.

When it comes to contributing to the startup ecosystem in Linz, I believe our exit was another nice sign that Linz-based startups can be successful. Success stories like ours are very important because they show founders that it CAN be done. And it can be done from Linz. You don't have to move to the US. Xaleon was not the first success story in Linz. Many startups exited successfully before us, and many more will exit successfully after us.

4. As an entrepreneur, you had to overcome a lot of challenges for sure. Could you share the top lessons for founders you've learned over the years?

While building Xaleon, I always felt like I have to maximize my speed of learning and personal growth in order to keep up with the requirements of the business. Almost every week we had to deal with situations that we'd never experienced before, and we needed to find solutions quickly.



One thing that helped me was investing time in self-improvement on a daily basis. This meant reading books early in the morning, meeting people from similar businesses who have solved problems I was encountering at the time, and choosing investors wisely – focusing on those with specific knowledge and experience.

Another very important element for founders is figuring out which game their startup is playing and which skills they need to master in order to grow the company successfully. For example, for a B2B enterprise software company, word-of-mouth growth is nice, but not that important. That kind of company can afford to spend a lot of money on getting just a single customer. This one customer will pay a lot of money to license their service. However, that's not the case for a different kind of business.

5. What do you predict for the ecosystem in Austria in the near future?

Honestly speaking, I believe the startup ecosystem will go through a rough patch in the next year or two. We can already see the economy struggling and evaluation multiples decreasing. Today series A, B, and C rounds happen for 30% of the evaluation compared to twelve months ago. For startups, this means less capital in the best case and no funding at all in the worst case.

Besides the negative economic situation, I also see a big opportunity in the near future. Many super-successful companies were born in the worst economic times of 2000 and 2008. I believe obscurity and a strong shortage of resources also have their benefits as it forces you to be creative and work super efficiently.

From an ecosystem perspective, I believe Austria and Europe are on the right path. There have been lots of improvements in the past 10-15 years. We have startup ecosystems in almost every big city today, the technical education is quite good, we have a bunch of European unicorns, and we have regular knowledge exchange between successful startup founders and new founders. So I see a positive movement, which will take some more time to match Silicon Valley.

Thanks a lot for sharing your story, Horst-Georg. We wish you the best of luck in your future endeavors.



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