

STATE OF THE STARTUP MARKET



LEAPFUNDER

Startup
Directory

Quarterly Report
Q1 2023

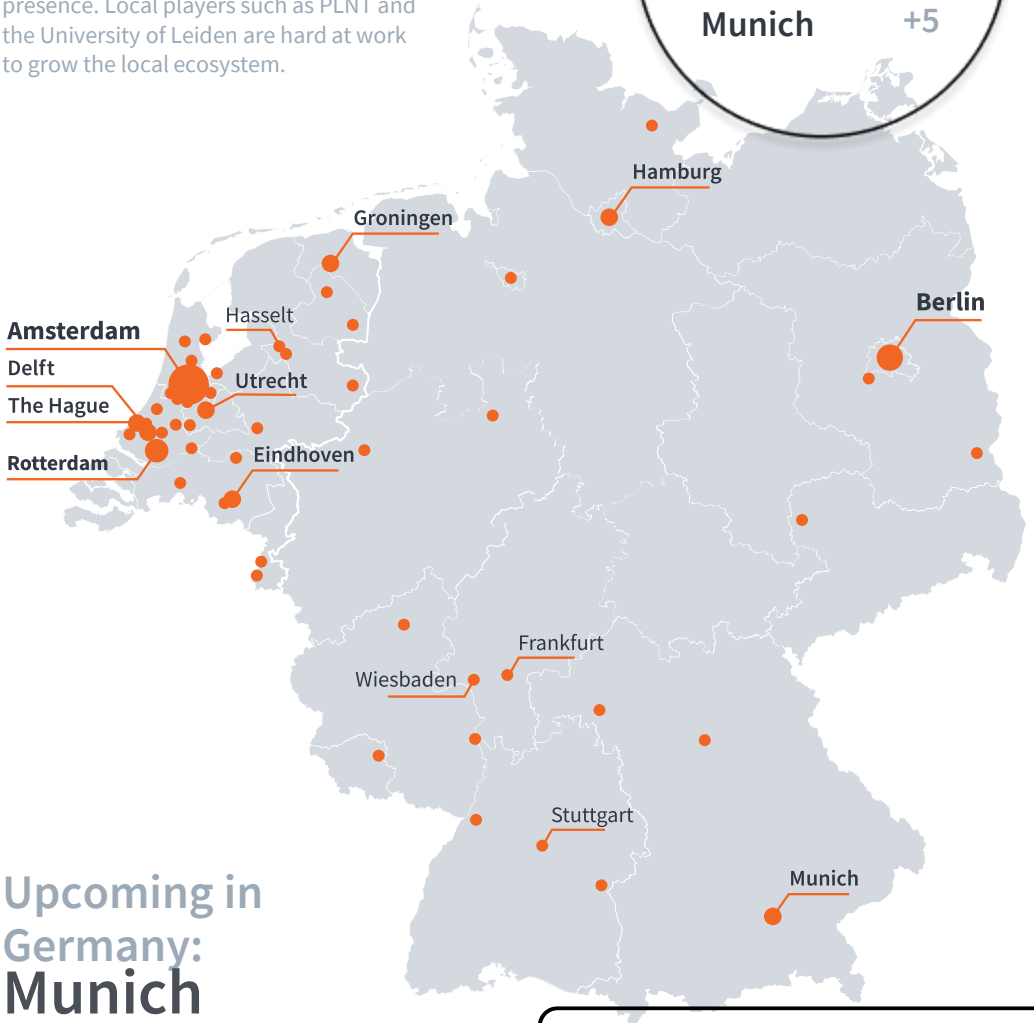




Upcoming in The Netherlands: Leiden

Leiden has a strong Medtech and Biotech presence. Local players such as PLNT and the University of Leiden are hard at work to grow the local ecosystem.

Fastest Growing
Berlin +12
Amsterdam +10
Munich +5



Upcoming in Germany: Munich

Well-known for its fintech ecosystem, other startups have now also discovered Munich. According to the German Startup Monitor (DSM) it's the second greatest hotspot in the country.

59 Countries	305 Cities
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The Fields in which Startups Operate:

Fastest Grower

Leisure
+13

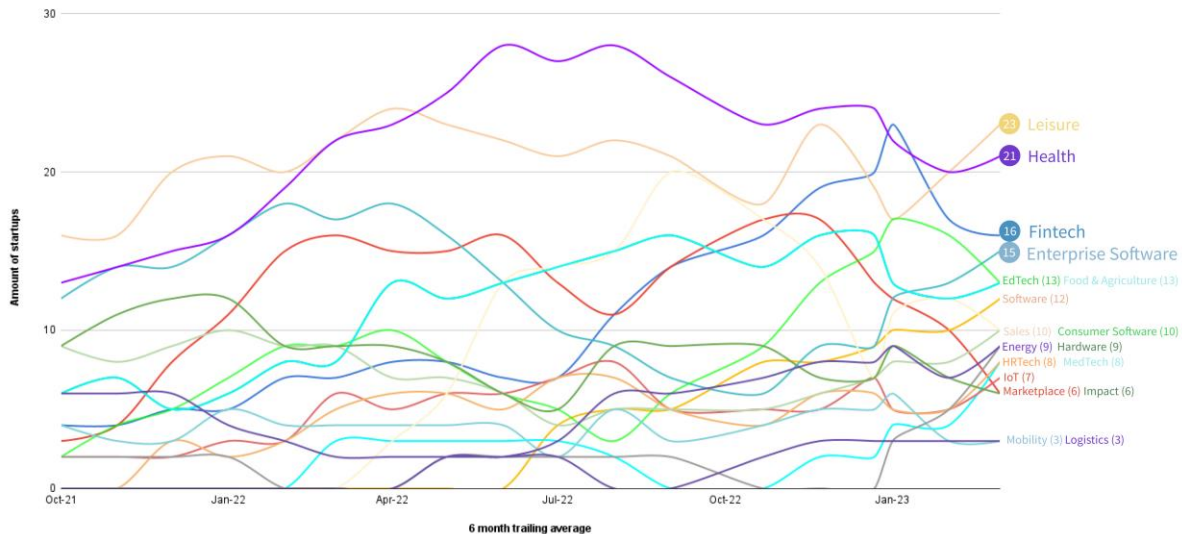
Interesting Growth

Hardware

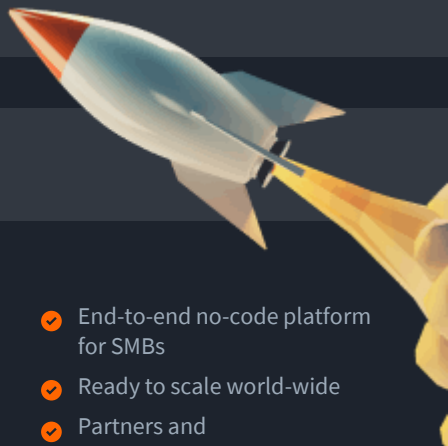
Biggest Overall

Leisure
23

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



Triggre

Fast growing no-code platform

Triggre is a proven no-code platform for SMBs and SMEs. Customers use Triggre to innovate faster. By using Triggre customers save on software licenses, back-office staffing and costs of failure and rework.

Moreover, Triggre enables business growth by easily launching new digital value propositions anywhere, worldwide, with the click of a button.

- ✓ End-to-end no-code platform for SMBs
- ✓ Ready to scale world-wide
- ✓ Partners and customers in EU and US

Type Convertible

Early Bird

- ✓ Short running and customizable games
- ✓ Full comprehensive web application
- ✓ Attractive Rewards

Type Convertible

Arena51

Peer-to-Peer Prediction Games



Arena51 is a peer-to-peer web-app for football prediction games with an official license in Austria. In prediction games, the players make predictions about the exact results of football matches.

The closer a player's predicted result is to the actual result, the more points the player receives. The players with the most points win.

It is possible to play against the whole community in public games or with friends and colleagues in private games.

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 ▾
 Concord Inc Concord is an upcoming social media platform...	Social Media	02-01-2023	MVP	€86,000	
 Sarillas Muscovado Milling Facility Manufacturer of Premium Organic Moscuvado Su...	Manufacturing	29-01-2023	Scaling	€9,000	
 Akoestiekdeal BV Acoustics are complex. Improving it is hard...	Acoustics	16-01-2023	Scaling	€250,000	
 25000 Connecting reality to metaverse for a huge...	Blockchain	10-01-2023	First Revenue	-€250	
 Studio 3DX, Inc. Studio 3DX is a leading web-based collaborat...	3D Meeting Tool	02-02-2023	First Revenue	€350,000	
 onsite.ai We revolutionize the way mold is detected - ...	ConstructionTech	12-01-2023	MVP	€1,500,000	
 Medcol.io Our company is developing an online collabor...	healthcare	18-01-2023	MVP	€1,000,000	
 Itinerary Planet Share, Find & Earn from Tried and Tested...	travel	17-01-2023	MVP	€200,000	
 EngineeringTrainer.com Our online training platform empowers engine...	Learning Platform	20-01-2023	Scaling	€200,000	
 SDG Projectontwikkeling SDG is a real estate development company tha...	Project Developer	19-01-2023	MVP	€5,000	
 New Devine We offer an all-in-one service for personali...	personalization	20-01-2023	Idea	€650,000	

























Fresh Arrivals

	Industry ▾	Last update ▾	Stage ▾	Looking for ▾	Country ▾
 ROOSH B.V. Online platform for airport parking services...	travel	20-01-2023	Scaling		
 Mysupply GmbH With mysupply, we have developed ...	SaaS Software	01-02-2023	First Revenue	€700,000	
 Storage2power AS The company shall develop and commercialise ...	Energy Storage	26-01-2023	Idea	€250,000	
 Fairsnext Fairsnext ist an online platform to empower ...	SaaS	26-01-2023	First Revenue	€1,600,000	
 Mata Vibrant nightclub in Rotterdam offering dyna...	Entertainment	05-02-2023	Idea	€600,000	
 WAI H2O WAI deliver pure prehistoric spring water, f...	Water	28-01-2023	Idea	€4,000,000	
 Less Waste Box GmbH Less Waste Box ist ein Lieferservice, bei de...	sustainable office	30-01-2023	First Revenue	€250,000	
 Greenling Greenling is a Mun...	e-commerce	28-02-2023	First Revenue	€200,000	
 Ultrarecurve Development and production of a very small l...	Bows & Crossbows	31-01-2023	MVP	€200,000	
 Boen Cleaning B.V. Boen Laundry Leaves is sustainable laundry d...	Laundry detergent	03-02-2023	Scaling	€200,000	
 Mata Vibrant nightclub in Rotterdam offering dyna...	Entertainment	05-02-2023	Idea	€600,000	

















Fresh Arrivals

	Industry ▾	Last update ▾	Stage ▾	Looking for ▾	Country ▾
 Airee Felt Airee is an affordable, wool-filter based ai...	Manufacturing	06-02-2023	First Revenue	€150,000	
 ilana capital By combining dee...	Impact	03-03-2023	Idea	€300,000	
 CampMap CampMap is a web platform that helps outdoor...	Mapping	14-02-2023	First Revenue	€500,000	
 Ad-Nation ltd Ad-Nation is a location-based Dynamic Digita...	OUTDOOR ADVERTISING	16-02-2023	Scaling	€95,000	
 Co-Tasker	Marketplace	20-02-2023	Scaling	€500,000	
 Carbonsate At Carbonsate we create Carbon Dioxide Remov...	Carbon Removal	23-02-2023	MVP	€600,000	
 scarycaravan studios Ltd At the heart of our mission is the desire to...	metaverse	28-02-2023	First Revenue	€250,000	
 The Dutch Guys Madrid The Dutch Guys will import Dutch (food) item...	Dutch foodstore	13-03-2023	Idea	€200,000	
 CANOPY DESIGN GmbH We offer through direct or rental sales a hi...	Playground Equipment	15-03-2023	MVP	€500,000	
 Lendorse UG Lendorse financially enables tale...	Fintech	10-03-2023	First Revenue	€1,000,000	
 Yuppido Yuppido is an advertising web portal for sm...	Save Money	14-03-2023	MVP	€200,000	



Fresh Arrivals

	Industry ▾	Last update ▾	Stage ▾	Looking for ▾	Country ▾	
	FollowMe App FollowMe - B2B2C social travel platform that...	travel	14-03-2023	MVP	€500,000	
	Liteauto GmbH Liteauto is a German company specialised in ...	Magnesium components	13-03-2023	Scaling	€8,500,000	
	MEETATOR Meetator.com empowers organisations and indi...	SaaS	22-03-2023	MVP	€500,000	
	Tractionboard TractionBoard is a B2B SaaS data-driven inve...	B2B SaaS	23-03-2023	MVP	€300,000	
	Fiskher AS Fishbuddy by Fiskher is the award-winning ap...	App	27-03-2023	Scaling	€500,000	
	inmind development Ltd. About 1 1/2 hours from Sofia airport, a plot...	holiday real estate	30-03-2023	MVP	€500,000	
	Bound Studios BOUND STUDIOS is a women run jewelry brand. ...	e-commerce	31-03-2023	Scaling	€50,000	



Jacopo Losso & EBAN: Driving Successful & Responsible Angel Investing in Europe

We talked to Jacopo Losso, the General Director of EBAN - the European Business Angels Network, an early-stage investor community. Their main mission is to drive successful and responsible angel investment around Europe, and they tackle that by doing many different activities as an organization. Learn about the benefits of joining EBAN, find out how they fuel Europe's growth, and join their next Annual Congress.

1. Hi Jacopo, thank you for agreeing to do the interview. Could you tell us a bit about your background and how you first connected to the world of angel investing?

Thanks for having me. I've been working at EBAN since 2015, and that's when I discovered the world of angel investing. I studied private equity, venture capital, and startup entrepreneurship at the university to some extent, and of course, I also heard about angel investing. But I got introduced to it when I started working at EBAN right after graduating.

2. You're the General Director of EBAN, which gathers over 100 member organizations in more than 50 countries. Tell us more about your mission.

EBAN exists since 1999, with a goal to introduce and spread the culture of angel investing across the European continent.

As a non for profit association, since its very beginning, it's focused on informing and raising awareness about what angel investing is. Secondly, it inspires people to start investing; thirdly, it supports the capacity building of angels.

We focus on connecting people – investors and investor groups- with each other to share knowledge and experiences and to mutually build trust and, ideally, co-invest. In addition, we do a lot of work by sharing best practices on investing. Of course, angel investment is not a perfect science, it's more of a form of art, and we help people learn to invest without making common mistakes.

Lastly, as a trade association, we're representing the market and the profession to the EU institutions. Primarily, we interface with the European Commission and different agencies/branches/departments of the EU that support innovation, entrepreneurship, and driving private investment.

We also do a lot of research on the market. Every year we publish different reports, but we're most known for our market study, the EBAN Statistic Compendium, which measures and quantifies investment activity across different European countries.



3. Tell us about the benefits of joining EBAN. Which organizations can become members?

We have different memberships because we cater to different organizations and needs. The so-called BANs, clubs of angels that are usually investing locally in their ecosystem and supporting syndication and matchmaking between startups and investors, are the core of EBAN.

The organizations that invest in startups over the 20+ years we've been around have changed. There are a bunch of new actors that have joined this space. So we welcome the other early-stage investors, such as VC funds that are focused on pre-seed and seed-stage investing or electronic funding platforms that facilitate deals between startups and investors in an online model. Then there are other stakeholders, either publicly or privately run organizations, supporting startups in accessing finance, which we also welcome to our community.

As for the benefits, [EBAN](#) is a place to connect, network, and meet relevant peers around Europe. The access to the network and the connections we provide are a huge benefit. Secondly, we encourage learning from each others' mistakes and best practices, so we, as a platform, allow everyone to share their learnings. Thirdly, a big benefit of joining EBAN is increased international reach and visibility. For example, we regularly co-host our Annual Congress around Europe in different cities every year. It's always an event hosted by an EBAN member and us. The next Annual Congress will be held in [Athens from the 24th-26th of May](#). This is a 500-attendee conference, and over half of our audience is made of business angels. The other half is more or less equally split between the other early-stage investors, so several VCs and other actors who invest in the seed stage.

We have a lot of great entrepreneurs in the audience and pitching on stage. It's a great event to connect with everybody relevant, so save the dates for our 2023 Annual Congress in Athens.

4. How does EBAN enable community building across different regions and sectors? How does it fuel Europe's growth?

Nowadays, we're increasingly supporting cross-border deal flow sharing and deal syndication. We very much believe that Europe as a continent has incredible untapped potential and that it's becoming a single market for startups to grow in and a single market for angels to invest in. We work tirelessly to build connections in the community that will eventually translate to cross-border deals.

Recently we started promoting deals led by members, giving them visibility and facilitating the syndication from our community so that we can all co-invest together. We believe that's the way to build more success stories in Europe and avoid these excellent entrepreneurs and companies scaling elsewhere.

5. What do you predict for the European angel investing ecosystem in the near future? What's working well, and what should still be improved?

Since the beginning of [EBAN](#) in 1999, we have seen angel investment grow pretty steadily. Especially since 2019, it's picking up a lot of momentum across Europe. From 2020 to 2021, angel investing doubled in Europe, with about €1.5BN invested in 2021.



We know that we're living in a tricky moment with the economic recession. Nevertheless, angels invest their own capital, so they have always been very resilient in times of crisis. In the crisis of 2008-2009, we saw a slight drop, but we also saw a strong bounce back. Although cloudy skies are on the horizon, we believe that angel investment in 2023 will still hold very strong.

Regarding the challenges, we're working hard to inspire more women to become angels, giving them a reliable pathway and entry to the angel investment world.

Another challenge we're facing in Europe is that we need more investment going into DeepTech and Impact. We can't solve the problems of tomorrow by continuing to invest in things like enterprise software that help private businesses make more money. Of course, these ventures have great returns, but we'd like to see more investment in startups addressing societal and environmental issues. We want to keep driving the impact investment agenda across the community, and we're doing a lot of different activities that will hopefully accelerate investment in this space.

Lastly, we believe in angel investment done in a traditional way combined with angel investing done in a modern and digitalized way. We have a great relationship between electronic funding platforms and angel networks which can leverage each other. We think that angel investment is in continuous evolution as well as in the synergies that can be found between online and traditional investment communities. That's why we're very proud to be working with [Leapfunder](#), a valued member of our association.



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