STATE OF THE STARTUP MARKET

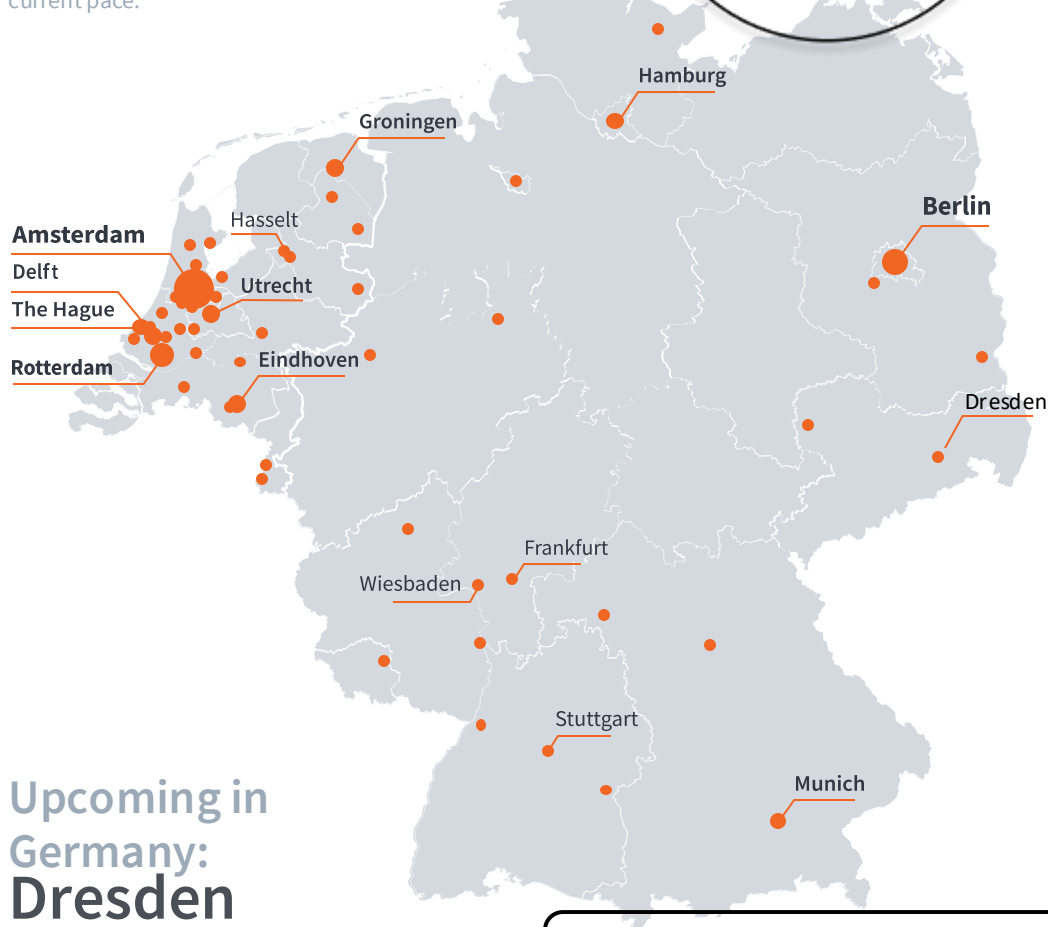**LEAPFUNDER**

Startup
Directory

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Quarterly Report
Q2 2024

Upcoming in
The Netherlands:
The Hague

The Hague remains behind Utrecht amongst the smaller startup clusters in the Netherlands, but its growth has increase and it could overtake soon at the current pace.

Fastest Growing

Amsterdam	+18
Berlin	+13
Munich	+7

Hamburg

Groningen

Hasselt

Amsterdam

Delft

The Hague

Rotterdam

Utrecht

Eindhoven

Berlin

Dresden

Frankfurt

Wiesbaden

Stuttgart

Munich

Upcoming in
Germany:
Dresden

Dresden has long been regarded as an emerging focal point of the arts and creative scene, and it is emerging as one of Germany's startup hotspots. This may be a sign it is coming to be seen as a real alternative to Berlin.

70
Countries

402
Cities

The Fields in which Startups Operate:

Fastest Grower	Interesting Growth	Biggest Overall
AI **+16**	**Energy** **+5**	**Fintech** **+16**

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.

Spot**Light**

Dliwr

E-bikes on subscription

At Dliwr, we've reinvented the commercial e-bike game by building the next generation of modular and smart e-bikes! Think of it as a rough delivery pickup truck of e-bikes, designed to resist the toughest conditions, for years.

With the integrated IoT, it can be serviced preventatively to reach maximum uptime with the minimum cost of ownership!

- ✔ 115K Revenue + 7K MRR
- ✔ Award winning German design
- ✔ 750K Pre-seed, 340K open

Type   Convertible

Anywyse

2030 Goal: 100 Million Listeners

- ✔ AI-powered didactic audio-summaries
- ✔ Backed by academic research
- ✔ Paid partnership with 5 major publishers

Type   Convertible

Anywyse is the leading audio-first learning platform, using AI to create 10-minute audio summaries from textbooks for easy comprehension and retention. Our primary focus is on audio-based learning, optimized through our unique Anywyse AI tools and grounded in academic research.

By employing proven techniques to enhance learning retention, our innovative audio-format turns listening into effective learning, setting a new standard in education.

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

Your 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 earnt 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 ⌄
Funel.io Funel.io revolutionizes client management wi...	CRM	09-04-2024	Scaling	€0	🇬🇧
Crauzy The community with purchasing power to chang...	Ecommerce Marketplac	09-04-2024	First Revenue	€1,000,000	🇲🇽
Patzo App Bringing dog lovers together for shared care...	social network	16-04-2024	First Revenue	€200,000	🇩🇪
MGD Enterprise I am currently working on 3 projects that ma...	Businessunits Dubai	16-04-2024	First Revenue	€250,000	🇦🇪
Personno.ai Personno.ai is a user/market research platfo...	AI	16-04-2024	MVP	€200,000	🇳🇱
ILIPUTER ILIPUTER is the First Dutch Computer Manufac...	Computer Brand	26-04-2024	MVP	€30,000	🇳🇱
WaveMakers UG WaveMakers helps companies build bigger lead...	EdTech	23-04-2024	First Revenue	€200,000	🇩🇪
SWT Bilgi Teknolojileri A.Ş. Launched in 2019, Smart Wifi Tag is transfor...	Tracking Solutions	30-04-2024	MVP	€100,000	🇹🇷
Jobtasy Jobtasy searches Glassdoor, Indeed, LinkedIn...	Job hunt	30-04-2024	MVP	€145,000	🇲🇪
DTec Innovation GmbH & Co. KG We develop an cutting-edge tunnel boring mac...	Tunneling	30-04-2024	MVP	€7,000,000	🇩🇪

Fresh Arrivals

	Industry ⌄	Last update ⌄	Stage ⌄	Looking for ⌄	Country ⌄
DORA Digitale Orthopädie Anwendungen GmbH ActiveTEP supports hip arthroplasty patients...	Medtech	30-04-2024	MVP	€100	🇩🇪
Ismore Our vision is to create a sustainable play-t...	adtech	30-04-2024	Idea	€112,500	🇳🇱
Web AI Ltd We build AI tools to create websites and web...	Low-code builder	30-04-2024	MVP	€100,000	🇬🇧
H&R Jobs Agency GmbH We developed a full transparent jobplatform ...	IT recruiting	07-05-2024	Scaling	€300,000	🇦🇹
SAFIA Technologies GmbH SAFIA offers advanced detection kits for qui...	LifeScience	07-05-2024	First Revenue	€125,000	🇩🇪
Dome Dome is pioneering the future of cloud cost ...	Cloud technology	07-05-2024	MVP	€500,000	🇧🇪
Endobios Biotech Endobios is developinng an early preclinical...	therapeutics	07-05-2024	MVP	€1,000,000	🇵🇹
REscope AI-enabled energy and maintenance management...	Energy Services	10-05-2024	First Revenue	€500,000	🇩🇪
S.I.F.P.L. Pioneers in power spintronics, alternative p...	Energy	09-08-2024	Idea	€800,000	🇩🇪
Flux Polymers We've developed a non-toxic coating that...	Coating	07-05-2024	MVP	€130	🇩🇪

Fresh Arrivals

	Industry ⌄	Last update ⌄	Stage ⌄	Looking for ⌄	Country ⌄
MAYA Data Privacy Limited "AI for Data & Data for AI" A...	Data Products	14-05-2024	First Revenue	€1,000,000	🇮🇪
Fliz Pay GmbH Payments are expensive, with charges of 3% a...	Payments	14-05-2024	MVP	€250,000	🇩🇪
SAO Technology LLC Imagine a future where dining out is not jus...	Internet of Things	14-05-2024	Idea		🇦🇪
Murena Murena makes a smartphone operating system (...	privacy	21-05-2024	Scaling		🇫🇷
fior Familie GmbH Our goal: To safe 8 - 26% of the room heat e...	cleantech	21-05-2024	First Revenue	€50,000	🇩🇪
QUIDDITAS SA Quidditas developed a novel genome editing p...	Genome editing	21-05-2024	Idea	€750,000	🇧🇪
Rebellis AI B.V. Rebellis AI is a Generative AI that helps Ga...	AI Gaming	28-05-2024	First Revenue	€500,000	🇳🇱
Wealthy Life Enterprise LLC At Wealthy Life Enterprise LLC, our purpose ...	empower individuals	21-05-2024	Idea	€502,580	🇳🇱
Buds & Leaves GmbH With our all-in-one solution and the associa...	Cannabis	21-05-2024	MVP	€1,000,000	🇩🇪
DN-X (Allvater Biosolutions GmbH) The ultimate DNA/RNA decontamination solutio...	Decontamination	29-05-2024	First Revenue	€250,000	🇩🇪

Fresh Arrivals

		Industry ⌄	Last update ⌄	Stage ⌄	Looking for ⌄	Country ⌄
	PULSE Sport B.V. PULSE: All-in-one holistic performance &...	Sport/Health Tech	28-05-2024	MVP	€300,000	🇳🇱
	ELEKEY ELEKEY's API let companies book and monetize...	E-Mobility	28-05-2024	MVP	€7	🇩🇪
	bytes Coding GmbH Bytes Coding GmbH ist die führende Nachhilfe...	IT-Education	28-05-2024	First Revenue	€150,000	🇩🇪
	OWNLY FinTech GmbH OWNLY FinTech offers easy to use family offi...	Fintech; Wealth-Tech	28-05-2024	Scaling	€750,000	🇩🇪
	Minanom UG (haftungsbeschränkt) We want to revolutionise the pet-food indust...	petfood	28-05-2024	First Revenue	€40	🇩🇪
	Livemax GmbH With Geddid, merchants across all sectors c...	Marketplace	06-08-2024	First Revenue	€1,000,000	🇩🇪
	Springatlas Mental health subscription service creating ...	mental health	03-06-2024	MVP	€250,000	🇳🇱
	Leafr Leafr's platform helps businesses impact...	Sustainability	04-06-2024	First Revenue	€299,999	🇬🇧
	Healthy soul food Who says soul food can't be healthy?	Healthy food	04-06-2024	Idea		🇬🇧
	Linktopia Linktopia is a community link building and b...	SEO	04-06-2024	First Revenue		🇨🇳

Fresh Arrivals

	Industry ⌄	Last update ⌄	Stage ⌄	Looking for ⌄	Country ⌄
Makrolife Biotech GmbH Makrolife Biotech develops a patented platfo...	biotechnology	11-06-2024	MVP		🇩🇪
E-MATCH E-mod help net zero transition, to decrease ...	#marketplace	11-06-2024	MVP	€500,000	🇩🇪
CORE TECHNOLOGY B.V. CORE Changemakers is a dynamic, student-driv...	Circular Economy	18-06-2024	First Revenue	€350,000	🇳🇱
Green Connect Group Green Connect Group "GCG" i...	Biochar	25-06-2024	MVP	€50,000	🇿🇦
driveit GmbH Taking car subscriptions to the next level b...	Car Subscription	25-06-2024	First Revenue	€500,000	🇩🇪
proceedit "the BPaaS company" Proceedit is an AI-based automated trading a...	Fintech	25-06-2024	First Revenue	€400,000	🇪🇸
High Value Clients EU A Premium Business Consulting agency for 7+ ...	consulting	25-06-2024	Scaling	€320,000	🇳🇱
Gamgee Our smart Wi-Fi technology provides enterpri...	smart living tech	02-07-2024	First Revenue	€750,000	🇳🇱
Workki AI We are creating a world where everyone has a...	AI SaaS	02-07-2024	MVP	€1,000,000	🇫🇮
Allimmo Allimmo Match represents a cutting-edge real...	proptech	02-07-2024	First Revenue	€200,000	🇦🇹

Kalle Mobeck: From Startup to Scaleup

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Kalle Mobeck has a long and successful career in the startup industry with a focus on marketing, SaaS, and new technology. His last "startup journey" with Relatable ended with a sale to Bambuser for $24M. Leadership, new technology, and always being one step ahead drive Kalle, who lectures on "the future of work" at Boston University, is an advisor to startups and is responsible for sales at the digital agency Twigeo. Find out what is it about startups that particularly attracts him, and what's his view on the Swedish startup ecosystem.

1. Hi, Kalle. Thank you very much for agreeing to do the interview. Please tell us about your background and connection to the startup world.

The force of the startup world pulled me in and since I joined it, I have never been able to leave. My career started on a cold winter day in 2012 in a small room in Malmö. I was armed with an old Nokia and Lenovo. Even though we had 0 resources, I just knew we were going to have an impact on the way companies perceive social media. Since that day, I have been actively pursuing commercial roles in startups with a big vision. All of them have either been acquired or raised a lot of money.

2. You're the Global Sales Director at Twigeo, a Swedish-born, full-service digital marketing agency with offices in New York, Los Angeles, Stockholm, and Varna. Tell us more about your mission.

Twigeo's mission is to help companies take their app or subscription business to the next level. If you have an app that people love, we will turn it into one of those apps that most people associate with a specific niche/vertical.

In other words, our job is to help clients to get the maximum growth. We help our clients do that by creating top-performing ads and making sure that they can measure the real impact of each marketing activity they do.

3. You have over ten years of experience in leading startups from a small team with a big vision to successful organizations. What is it about startups that particularly attracts you?

Helping talented people perform at their highest potential. Throughout my life, I have always wanted to help people and I always wanted team members to win. At startups, I have gotten the opportunity to meet, hire, and coach individuals who have massive potential. My role has always been to make them harness that power and help them reach new levels in their careers. There's nothing that makes me prouder than to see an old team member reach new heights in their career.

What I enjoy about startup journeys is that they are journeys. What separates these journeys is how big the founders dare to dream as well as the people they recruit to help them reach their goal. I flourish in environments where the rules are not really set and you need to figure things out as you go.

4. Could you share some advice for founders? What are the most important things you've learned over the years of working with startups?

The first piece of advice for founders is to understand how to sell their service or product. I have never witnessed companies that started to sell their product too early. Many founders just wait for that next function, but it's always better to start selling early. If you do that you will get real feedback from paying customers and that's the best way for your product to cross the chasm. Your product will never be ready or finished because you will constantly improve it so why not aim for real input from the start?

The second piece of advice is to hire great people. Without great people, you won't have a great company. You need to get out there and attract top talent aka the a-players. If you cannot get them onboard early on, you will end up with a team of b-players and unfortunately, these teams do not win. The first couple of hires are key. They will be crucial when you scale up to 30 to 50 people so make sure to get these right.

The last piece of advice is to dream big. Hiring a-players and winning over clients is more about selling a compelling vision than selling your actual product or service (the service and product still need to be great). The most successful people I know dream bigger than anyone else and that is their superpower. You need to believe that you will make it and that you are going to change the world.

5. What's your view on the Swedish ecosystem? What are the challenges it's facing? What's going well?

We are currently facing a problem with most of the VC scene going on defense, not wanting to invest, and on the other side the companies that want to "raise" based on valuations from 2021. Another challenge is that in Sweden, we need to catch up with AI both on the consumer and the B2B side.

However, on the upside, many startups/scaleups that came to an end, like Memmo for example, led to 4-5 new really promising companies, founded by some amazing people. I am impressed with the Swedish mentality and how we tend to "rise like a phoenix" time after time.

Thank you very much for sharing your insights, Kalle. We wish you the best of luck in your future endeavors.

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