

STATE OF THE STARTUP MARKET



LEAPFUNDER

Startup
Directory

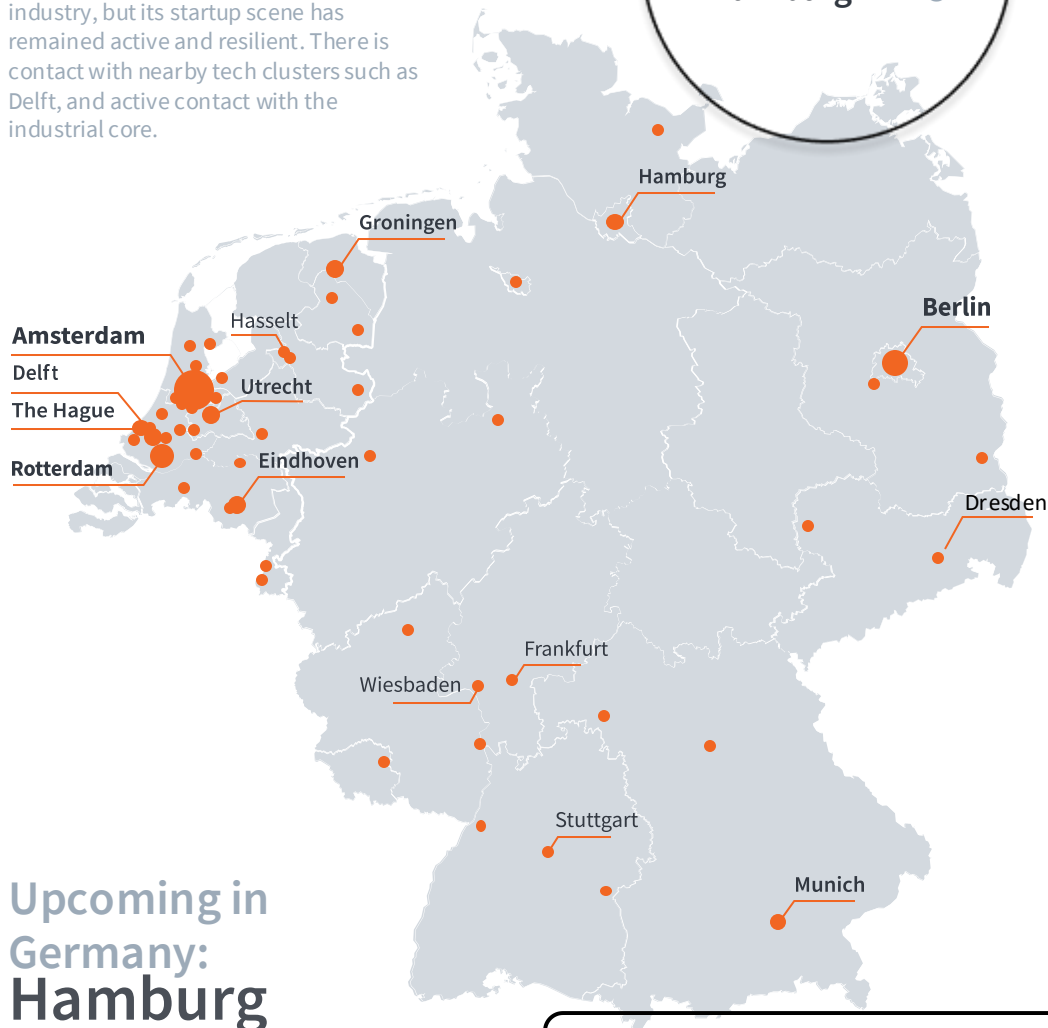
Quarterly Report
Q3 2024





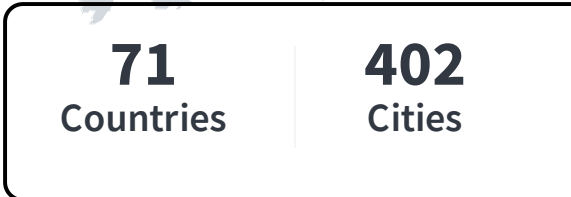
Upcoming in The Netherlands: Rotterdam

Rotterdam is known for its strength in industry, but its startup scene has remained active and resilient. There is contact with nearby tech clusters such as Delft, and active contact with the industrial core.



Upcoming in Germany: Hamburg

Hamburg has come on and off the radar screen as center for entrepreneurship. Known for its trading spirit, and its substantial wealth, Hamburg remains a player in Germany along with Berlin and Munich.





The Fields in which Startups Operate:

Fastest Grower

SAAS
+4

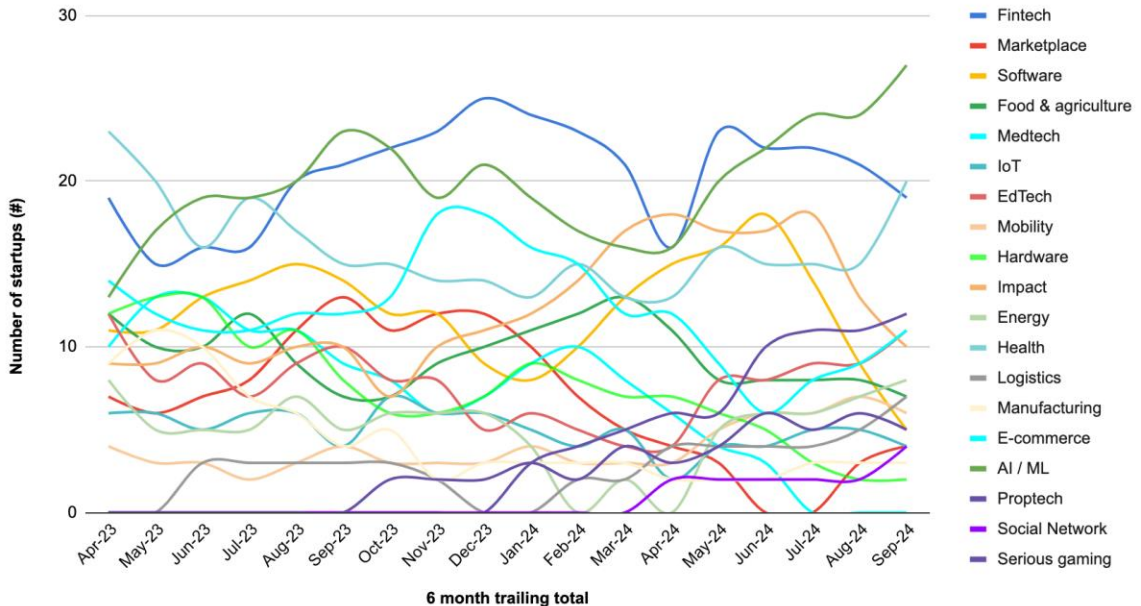
Interesting Growth

Gaming
+14

Biggest Overall

AI/ML
+8

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



Wheelkeep

Bicycle security service

WheelKeep is a bicycle security, recovery & insurance system. For urban cyclists with expensive bikes who suffer from bike thefts, Wheelkeep is a solution that lets them enjoy the freedom of cycling. WheelKeep is invisible from the outside and provides complete peace of mind. If the bike is stolen, Wheelkeep will bring it. And if it isn't recovered — their insurance partners will pay back the price of the bicycle.

- ✓ MVP and successful pilot tests are done
- ✓ €75k in LOIs from the wholesalers
- ✓ Unique, integrated, invisible for thieves

Type Convertible

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

Type Convertible



Anywyse

2030 Goal: 100 Million Listeners

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

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 ▾ |
|--|---------------------|---------------|---------------|---------------|---|
|  Omega Omega offers a comprehensive business platfo... | financial services | 09-07-2024 | Scaling | |  |
|  Global Euro Dollar Solution The company is a Hedge Fund and a data and a... | Data and analytics | 09-07-2024 | MVP | |  |
|  Leap Venture Group BV StudiesIn is a AI powered and tech-led servi... | B2B2C | 06-09-2024 | First Revenue | €500,000 |  |
|  CERPRO AI-driven Manufacturing Co-Pilot, seamlessly... | Manufacturing | 16-07-2024 | First Revenue | €800 |  |
|  Effix Envirotech B.V Effix is an Environmental Reporting applicat... | Sustainability Tech | 16-07-2024 | MVP | €100,000 |  |
|  Smokey Treats International We produce and market eco-conscious cigarett... | Sustainability | 06-08-2024 | First Revenue | €2,000,000 |  |
|  Mansa Advisory UG (haftungsbescaerakt) Our AI-Customer Relationship Manager automat... | AI CRM | 16-07-2024 | MVP | €250,000 |  |
|  ZEEKA Egyfoods Ein Ort, der sich der Verwendung frischer Zu... | Restaurant | 16-07-2024 | First Revenue | €150,000 |  |
|  Natural Resistance We make weighted sportswear you actually wan... | Fitness | 16-07-2024 | First Revenue | |  |
|  Kelov Studio LLC Research has shown that 90% of the presented... | greeting cards | 06-08-2024 | Idea | €82,440 |  |



Fresh Arrivals





















Industry ▾

Last update ▾

Stage ▾





















Looking for ▾

Country ▾

| | | | | | | |
|---|---|---------------------|------------|---------------|------------|---|
|  | Compumaster Ltd We want to create a SaaS service that allows... | App Intelligence | 06-08-2024 | MVP | €200,000 |  |
|  | MUCHgroup B.V. MUCHgroup B.V. is an innovative food product... | Meat Alternatives | 06-08-2024 | MVP | |  |
|  | NextFuel AB The Clean Successor to Fossil Fuels. A highl... | ClimateTech | 06-08-2024 | First Revenue | €3,000,000 |  |
|  | MADI We are a Modular AI Data Integration solutio... | AI iPaaS | 13-08-2024 | Idea | €400,000 |  |
|  | Cadeo Cadeo is developing an end-to-end digital gi... | SaaS | 06-08-2024 | First Revenue | €500,000 |  |
|  | Nanodialysis BV Nanodialysis introduces a new, small home di... | Home dialysis | 20-08-2024 | First Revenue | €1,500,000 |  |
|  | Trendy Trendy's value proposition is bringing t... | Market Intelligence | 13-08-2024 | MVP | €95,000 |  |
|  | Child Saved We are developing tech that will be install ... | invention | 13-08-2024 | Idea | €100,000 |  |
|  | IDG 310 GmbH IDG 310 develops dynamic and interactive mul... | Experience tech | 21-09-2024 | MVP | €480,000 |  |
|  | Reisheit GmbH Reisheit entwickelt und vertreibt vegane, ti... | Natural Cosmetics | 13-08-2024 | First Revenue | €50 |  |























Fresh Arrivals

| | Industry ▾ | Last update ▾ | Stage ▾ | Looking for ▾ | Country ▾ |
|---|--------------------|---------------|---------------|---------------|---|
|  BRU At BRU it's all about a convenient and susta... | Food | 20-08-2024 | Scaling | €1,000,002 |  |
|  Green Convenience Green Convenience AI enables logistics syste... | AI Logistics | 20-08-2024 | MVP | €620,000 |  |
|  equiLearn OÜ Equity offers individualized education, free... | EdTech | 20-08-2024 | Idea | €500,000 |  |
|  Camporelli Classics B.V. Camporelli Classics specializes in convertin... | EV conversion | 27-08-2024 | MVP | |  |
|  Moaver Moaver connects every sender with the best s... | Transport | 27-08-2024 | MVP | €250,000 |  |
|  Diligised LDA We are dedicated to accelerating the funding... | clean energy | 28-08-2024 | First Revenue | €300,000 |  |
|  ecoro GmbH Ecoro develops an transport shuttle for pall... | Logistics | 27-08-2024 | MVP | €800,000 |  |
|  Tagera SRL CUI 48891790 We are a small company with big dreams and t... | Vending machine | 08-10-2024 | First Revenue | €60,000 |  |
|  San Hilda GmbH San Hilda is the go-to platform for services... | Plattform Business | 03-09-2024 | MVP | €600,000 |  |
|  Birdflocks Birdflocks is a platform ecosystem reshaping... | AEC Industry | 03-09-2024 | MVP | €250,000 |  |

















Fresh Arrivals

| | Industry ▼ | Last update ▼ | Stage ▼ | Looking for ▼ | Country ▼ |
|--|-------------------------|----------------------------|----------------------|----------------------------|---|
|  Homesourced We have demonstrated face paced growth poten... | Outsourcing | 10-09-2024 | Scaling | €5,000,000 |  |
|  Miriade It is a developer and a commercial system fo... | immersive games | 10-09-2024 | Idea | €1,200 |  |
|  MindPort GmbH MindPort helps enterprises build their own l... | VR | 10-09-2024 | Scaling | |  |
|  nedyx software GmbH With nedyx, employees from every department ... | Low Code Software | 10-09-2024 | Scaling | €600,000 |  |
|  Datacept Datacept offers a full-stack robotics soluti... | robotics | 10-09-2024 | Idea | €200,000 |  |
|  BrainBite 🍌🍏 BrainBite is an AI-powered EdTech platform t... | EdTech | 17-09-2024 | First Revenue | €5,000,000 |  |
|  DOLIFE NV An AI-powered travel community platform offe... | luxury travel | 17-09-2024 | MVP | €1,500,000 |  |
|  Lenabo GmbH Lenabo develops sustainable, interactive sma... | IoT | 24-09-2024 | MVP | €500,000 |  |
|  Skywalker Project Skywalker Project is a revolutionary airoraf... | Aviation | 24-09-2024 | MVP | €240,000 |  |
|  Qymatix Predictive Sales Qymatix software enables B2B sales managers ... | B2B Sales AI | 24-09-2024 | Scaling | €500,000 |  |



Fresh Arrivals

| | Industry ▼ | Last update ▼ | Stage ▼ | Looking for ▼ | Country ▼ |
|---|-------------------------|----------------------------|----------------------|----------------------------|---|
|  Svarog B.V. Svarog BV is a startup focused on distributi... | e-commerce | 27-09-2024 | Scaling | €80,000 |  |
|  Ivory Studio B.V. Interactive video has the unique ability to ... | SaaS | 24-09-2024 | First Revenue | €530,000 |  |
|  Biocam Sp. z o.o. Medtech develops endoscopic capsules for rem... | Medtech | 02-10-2024 | MVP | €400,000 |  |
|  PagePal PagePal is an AI-powered knowledge interacti... | AI | 01-10-2024 | MVP | €250,000 |  |
|  kikudoo Empower event creators to craft exceptional ... | B2B SaaS | 01-10-2024 | First Revenue | €1,000,000 |  |
|  Pando Leap b.v Pandoleap is an all-in-one platform designed... | Con-tech Prop-Tech | 01-10-2024 | Idea | €150,000 |  |
|  KMK Spa GmbH Crystal-clear pool water without effort and ... | robotics | 01-10-2024 | MVP | €200,000 |  |



Travis Todd Co-Founded Silicon Allee in 2011 to support international early-stage entrepreneurs in Berlin. They've expanded this mission with Fraunhofer Heinrich Hertz Institute HHI to transition technology out of research and academia into the startup sector in a better way. Find out why he's giving his time, money, and opinions to Berlin's most impactful early-stage entrepreneurs, and check out what it is about deep tech companies that particularly attracts him.

1. Hi Travis, thank you very much for agreeing to do the interview. Tell us about your background and connection to the startup world.

I'm from the US and I studied graphic design in university. But I've been coding since 1994 when my family got their first dial-up modem, so I was always a designer with a development background. I worked in advertising for a little while after university and started my first startup in 2007 when I moved to Berlin.

Since then, I founded a few other companies, so I've been through the entrepreneurial cycle, and for the past seven years, I've been trying to give back to the ecosystem. My biggest accomplishment has been Co-Founding Silicon Allee in 2011. It started as an organization that supports international entrepreneurs in Berlin and has grown to become my full-time job.

2. Besides Co-Founding Silicon Allee, you're the Venture Architect at Fraunhofer Heinrich Hertz Institute HHI and an Investor. Could you tell us about your mission?

Silicon Allee's mission has always been to support international early-stage entrepreneurs in Berlin in a variety of ways. We ran an incubator called Berlin Founders Fund for about four years and had great success incubating 35 companies; with 65 founders (50-50 male-female split, and about 15% minority founders).

Since last summer, we've expanded this mission with Fraunhofer Heinrich Hertz Institute HHI because involving academia was the last nut to crack. The goal is to transition technology out of research and academia into the startup sector in a better way. We were lucky enough to find a partner like Fraunhofer Heinrich Hertz Institute HHI which is one of the most well-funded out of the 76 Fraunhofer Institutes and has very innovative management that supports our mission to create more startups out of academic research.

3. What is it about deep tech startups that particularly attracts you?

Deep tech is where the real innovation happens. These are the businesses the future will be built upon. They're the backbone and the infrastructure of the future and the sci-fi nerd in me loves this stuff.



Due to geopolitical reasons, Europe wants more control over its supply chains and technology resources – it wants to be a bit more independent from China and the US – hence the increased need for deep tech companies.

4. After years of working with early-stage entrepreneurs, which advice would you share with founders reading this interview?

Founders are often hesitant to get out and talk to people about their ideas. The best thing you can do as an early-stage entrepreneur is to get out there and pitch your idea to as many people as possible. That's how you increase the possibility of someone getting excited about your idea and joining the ride. Even if you haven't written one line of code yet, the best thing you can do is get out there and talk to people about your passion.

The next advice is to talk to customers early on. Get feedback as soon as possible. A lot of time, technical Co-Founders just keep developing feature after feature because they think the next feature will be the one that helps them make it. Talk to customers early on and figure out what features are most important to them instead of developing more without customer feedback.

Lastly, the most important advice I give early-stage founders about funding is to try and do their homework and understand how VC funds are built, managed, and run. They should understand the VC industry like they understand their industry. A lot of founders think all investors are the same. And they waste a lot of time talking to investors who won't invest in their company.

Investors are savvy, they're going to take all the meetings they can because they don't want to miss out on anything. So before you even take the first meeting, ask the investors bluntly about when they closed their fund, how much it was, and whether they're investing at the moment.

5. What do you predict for the startup ecosystem in Berlin? What are the challenges and the opportunities the ecosystem is facing?

Berlin is a semi-mature ecosystem. There are a lot more professional services and infrastructure than before. In my opinion, it's just as active as before the pandemic and the financial situation that has disrupted all ecosystems worldwide over the last couple of years. There will always be opportunities in the Berlin tech sector.

The current challenge for Berlin as an ecosystem is that it's getting expensive. Its major selling point was the cheap rents and now it's the most expensive city in Germany. So if we're losing soft factors such as quality of life and cost of living, the ease of doing business needs to improve. And doing business in Germany is not easy, whether it's setting up companies, shutting them down, or managing them. The government is aware of all these problems and is working on them so that's a first step in taking the ecosystem to the next level.

Currently, there's this huge push for deep tech. Throughout next year, we'll see if Berlin can develop deep tech companies. I'm hoping that as the financial markets stabilize after the inflation we'll start seeing more exits. I'd love to see more companies from Berlin with a unicorn status that can start giving back to the ecosystem.



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