

GCC STARTUP ECOSYSTEM NEWS M A Y 2 0 2 0

HEADLINES

Covid-19's impact felt by region's startups

Startups have either pivoted or scaled back their operations. Vulnerable sectors such as travel & mobility haven seen suspension or shut down of operations. E-grocery, edtech and fintech saw increase in demand. More from the <u>Wamda-Arabnet Report</u>.

A new MENA unicorn born amidst the pandemic Following Emerging Markets Property Group (EMPG), latest funding round led global classifieds business OLX Group of \$150 million, EMPG is now reportedly valued at \$1 billion, becoming the latest MENA Unicorn.

INVESTMENTS

Startup	Sector / Industry	Location	Amount & Round	Investors
Swvl	Transportation	Egypt	\$20M, undisclosed round	Undisclosed
Instabug	SaaS	Egypt	\$5M, Series A	led by Accel Partners, with angels
Yallacompare	Finance	UAE	\$4.25M, undisclosed	Gulf Insurance Group
Brimore	Retail	Egypt	\$3.5M, Pre-Series A	led by Algebra Ventures, with 500 Startups, Vision Ventures, et al
Grintafy Technologies	Sports	KSA	\$1.25M, Seed	led by Wa'ed Ventures, with Nafithat Al Mustagbal Investments
Invygo	Automotive	UAE	\$1M, Pre-Series A	led by EQ2 Ventures, Class 5 Global, and 500 Startups
Ogram	Human Resources	UAE	\$870K, Pre-Series A	Global Ventures
Ziina	Finance	UAE	\$850K, Pre-Seed	led by Class 5 Global (USA), with Sami Toukan and other angels
Shahry	Finance	Egypt	\$650K, Pre-Seed	EgBank
Pravica	IoT	Egypt	\$500K, Pre-Seed	led by 500 Startups, with Modus Capital and DYRES Capital
Source Beauty	Beauty	Egypt	Undisclosed amount, Seed	500 Startups
АНОҮ	Logistics	UAE	Undisclosed amount, Seed	Undisclosed private investor
Telgani	Automotive	KSA	Undisclosed amount, Seed	500 Startups, Saudi Venture Capital Company, Impact46 et al
Evergo	Consumer Services	Bahrain	Undisclosed	Tenmou
Unipal	Finance	Bahrain	Undisclosed	Tenmou and Flat6Labs Bahrain

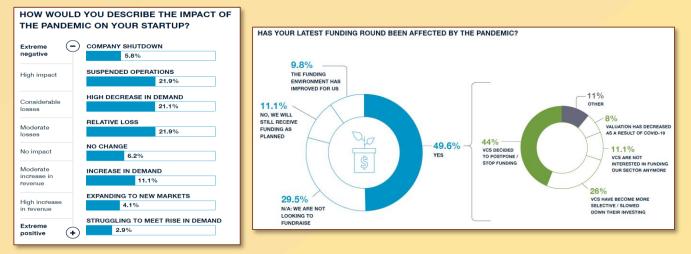


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INVESTMENT HIGHLIGHTS

Impact of Covid-19 on the Entrepreneur Ecosystem

A Wamda-Arabnet Report



Data collected from 247 startup founders and includes research supplemented by Arabnet and Wamda.

Half of the region's startups experienced negative impact on their funding round

Close to 50% of the respondents have a cash runway of less than 6 months. Only 12% of startups have a runway of more than 12 months 247 Respondents with most coming from UAE, Lebanon & KSA

- **70%** Experienced negative impact resulting from the pandemic
- **53%** Prefer funding / grants to support their startup

COWORKING

DIFC launches Innovation License. Whereas, they previously focused on Fintech companies, the new license is available for all startups from any sector

Hub71 to cover all employees' housing and office space rent for two months for its 50+ startups housed in the hub as support during Covid-19 pandemic

Hub71 partners with Mastecard to open market access for Hub71 startups in Mastercard's Start Path startup engagement program

VC NEWS

BECO Capital launches "Launch with BECO", a pre-seed initiative to fund 10 exceptional founders or founding teams with \$150K in exchange for 10% equity

BeyondCapital announces its USD 500K Rapid Response Capital Program for selected 11 portfolio companies

The Mohammed Bin Rashid Fund and Beehive expand SME eligibility for their loan guarantee scheme, which has an allocation of AED20M



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STARTUPS

Emerging Markets Property Group (EMPG), acquires Lamudi Global as it expands to the Philippines, Indonesia and Mexico. PointCheckout wins EUvsVirus Hackathon as most innovative solution for speeding distribution of financial support in the Digital Finance

Doctor-booking appointment platform Okadoc launches telemedicine solution in UAE with 38 healthcare providers signed up

Abu Dhabi holding company ADQ launches Alpha Wave Incubation (AWI) Fund of AED1.1B targeting early-stage India & Southeast Asia companies to setup HQ in Masdar City

Uber Q1 2020 financial results show a loss of \$2.94 billion including \$277 million in stockbased compensation expense and pre-tax impairment writedowns of \$2.1 billion Fetchr appoints former UPS Managing Director (Middle East) Hussein Wehbe, as new CEO

Careem discontinues its mass transporation business, Careem Bus. The service was first launched less than 18 months ago in Egypt, and later on in KSA, Pakistan and Jordan

Uber to lay off 3,700 full-time employees (14%) from their customer support and recruitment teams in a bid to reduce operating expenses as the business is down by over 80% 360Vuz selected as a Broadcast Partner to stream "The Call to Unite", a US-based community event to raise funds for the Covid-19 relief effort.

Dubai-based cloud kitchen platform Kitopi lays of 124 jobs (10% of its workforce) in its New York office

Careem lays off 536 employees (31% of its workforce). This brings the total count in the last six months to 700 employees, following their workforce reduction of 150 staff early in 2020

Uber Eats (Uber's food delivery arm) to exit KSA, Egypt in MENA + 5 other markets effective 4th June 2020. For their UAE market, they will transfer their operations to Careem NOW

ACCELERATORS / INCUBATORS

Dubia Smart City Accelerator wraps ups its 4th cohort with a virtual demo day featuring 10 startups in SaaS, Foodtech, E-commerce, Gig Economy, Legal tech, Fintech, Edtech, Proptech, and Mobility & Logistics sectors

ARTICLE WORTH READING

Magnitt

The curse of VC money and unsustainable growth in consumer startups



COVID-19| STARTUP RESOURCES

A curated list of essential articles and updates on the Corona pandemic, its impact on the regional ecosystem and approaches on how founders and startups can navigate the current landscape

Magnitt:

- Dry Powder Deployment: A guide to MENA's active startup investors
- UAE food tech entrepreneurs band together to support local FnB industry with BuyNowDineLater.com initiative
- <u>Venture Debt amidst COVID-19: Majority of GCC startups willing to take on short-term</u>
 <u>debt to combat crisis effects</u>

EntrpereneurME:

- Survival Of The Fittest: A Game Plan For MENA Businesses To Get Through The <u>COVID-19 Pandemic</u>
- How Dubai's Lockdown Affected User And Search Behavior On The Internet

Zawya:

Investors in Saudi Arabia list top business challenges during COVID-19

MENAbytes:

Ecommerce post-Covid-19: Few winners and many losers

On support initiatives or stimulus packages:

- Dubai Silicon Oasis Authority offers rent waivers and other incentives to businesses, residents
- <u>A guide to the relief and stimulus measures offered for businesses In Dubai amid the</u> <u>COVID-19 crisis</u>
- Sharjah Entrepreneurship Center (Sheraa) sets up \$1M equity-free grant pool to support startups during covid-19 crisis
- <u>Sharjah Entrepreneurship Center and Crescent Enterprises Join Hands To Support</u> <u>Startups Amid COVID-19</u>

Published reports:

- Endeavor Jordan: Entrepreneurs Response to Managing Crisis
- Magnitt: Wamda Arabnet: Impact of Covid-19 on the Entrepreneurship Ecosystem
- Intel: <u>Reimagining Life in a Post Pandemic World</u>



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