



## FEBRUARY 2018 DASHBOARD

**MAGNITT**

























# 2018 has seen 20 deals with \$13M of disclosed funding



- **February saw an uptick in amount invested, despite a decline in the number of transactions undertaken**
  - 6 deals were disclosed amounting to \$8.3M
  - This was the highest amount invested in February in last 3 years, excl. 2016.
  - It was the lowest # of deals recorded in February in recent history
  - Still a long way from matching previous year's total Q1 funding (-\$43M)
- **Top three February deals by disclosed investment size were:**
  - Arkin Technologies- \$3.5M
  - Ghinwa - \$3M
  - Enhance (Joi gifts) - \$1.5M
- **Investment analysis breakdown:**
  - 5 of the 9 deals took place at the SEED Stage, 3 disclosed at Series A and 1 undisclosed at Series B
  - 3 of the deals occurred in the UAE and Jordan respectively, 2 in Kuwait and 1 in Lebanon
  - Investments were spread across 6 different industries, with 3 deals in E-

























# February 2018 Deals to Date



Startup	Description	Article	Country	Industry	Funding (\$M)	Stage	Investors
	Mumzworld an e-commerce site in the Middle East dedicated to everything mother, baby and child.		UAE		Undisclosed	Series B	     
	ARKIN Technologies is a global company that develops, operates and markets financial technology platforms for consumers, businesses and government agencies.		UAE		\$3,500,000	SEED	
	Ghinwa is a Mobile Application for amateur singers to sing and promote their talent using Karaoke features and other recordings filters to build their fan base.		Kuwait		\$3,000,000	Series A	   
	Enhance develops leading web and mobile enabled businesses for the Middle East and Africa that enhance the lives of their users.		UAE		\$1,500,000	SEED	

# February 2018 Deals to Date

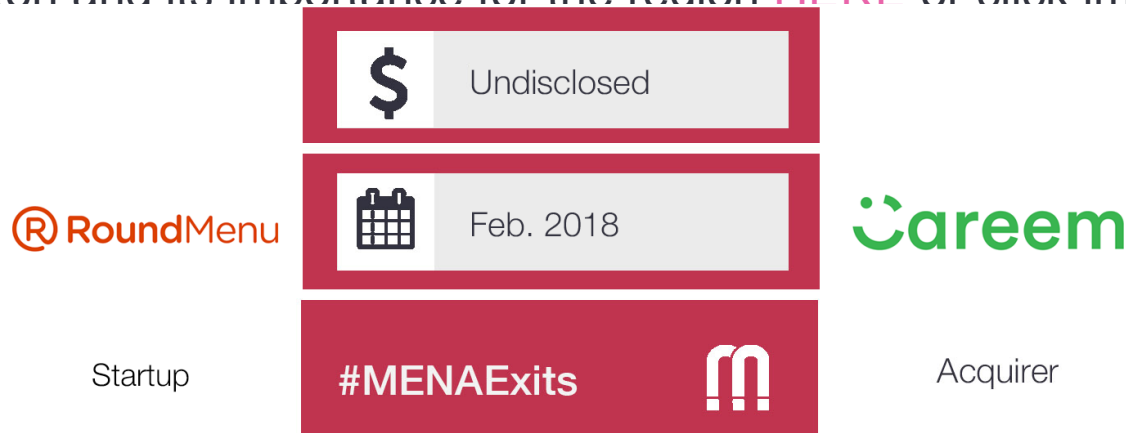


Startup	Description	Article	Country	Industry	Funding (\$M)	Stage	Investors
	Discover experiences & meet like-minded communities while traveling! Group trips planning tools to easily engage.		Jordan		\$175,000	SEED	   
	Faylasof is an online bookstore in the Middle east that allows ordinary users to conveniently easy find books, offering more than 1 million titles of Arabic and English books		Jordan		Undisclosed	SEED	
	Fallound is an app and a software for cars that connects to car navigation systems (like Google Maps) and finds a user a perfectly timed audio podcast based on his time commute and his interests.		Lebanon		\$115,000	SEED	
	Armada is a marketplace for last mile delivery services that utilizes a crowd-sourced fleet of private cars and freelance drivers.		Kuwait		Undisclosed	Series A	 
	Iiwwa, Inc, is the first peer-to-peer (P2P) lending platform in the MENA region. We connect small and medium businesses who need capital with fixed-income investors		Jordan		Undisclosed	Series A	

# First Exit of 2018 – Careem Acquires RoundMenu



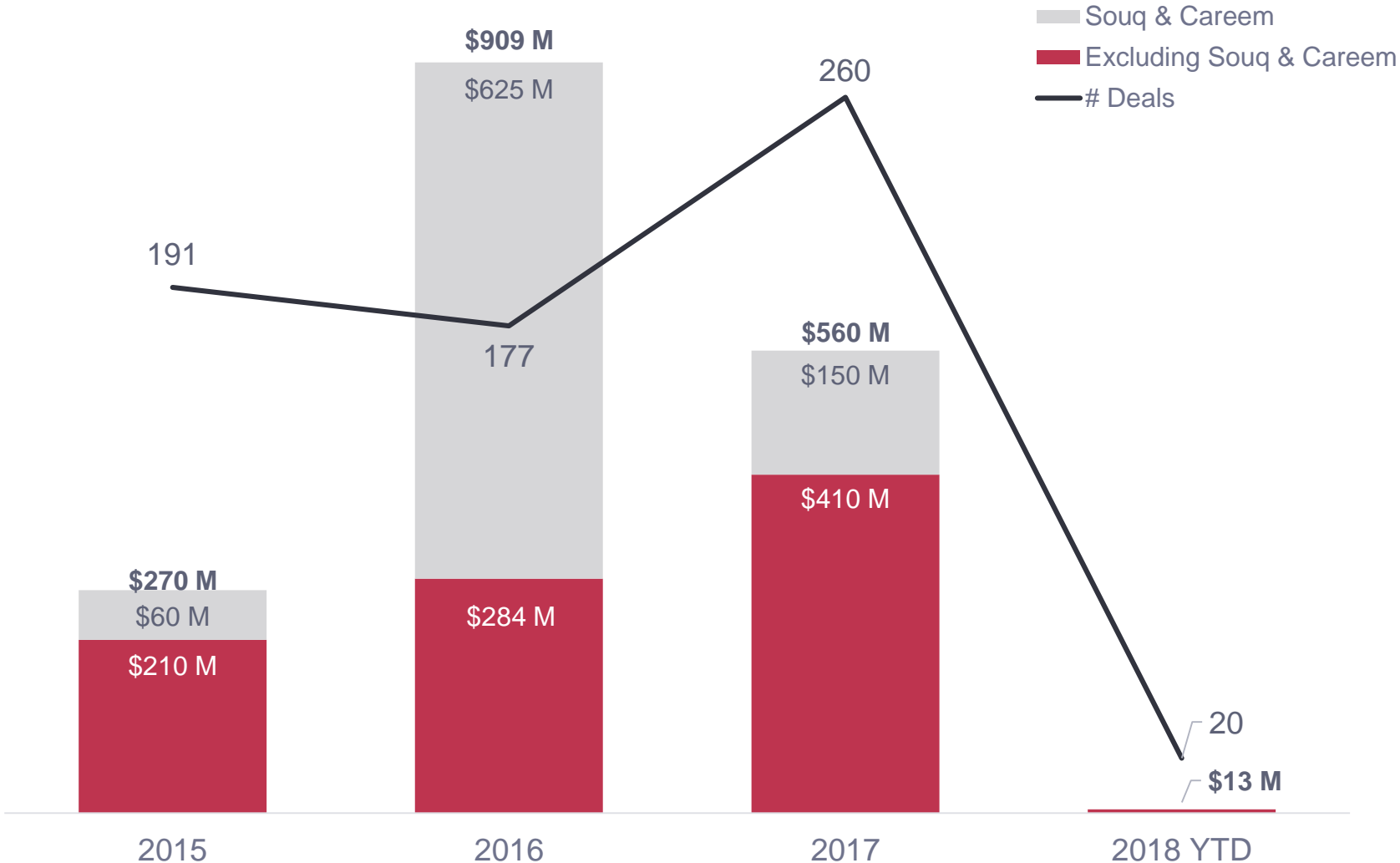
- The acquisition of RoundMenu by Careem marks the first startup exit of 2018
- The deal marks a victory for both MENA startups and regional VCs
- This marks Careem's 5<sup>th</sup> acquisition as it seeks to expand its foothold into different markets diversify its product offering
- Hear **MAGNiTT** founder's & CEO Philip Bahoshy insight on this acquisition and its importance for the region **HERE** or click image below



# As predicted, February funding more than doubled compared to previous month, even as # of deals decreased



## AGGREGATED FUNDING TRACKER (\$m & # Deals)



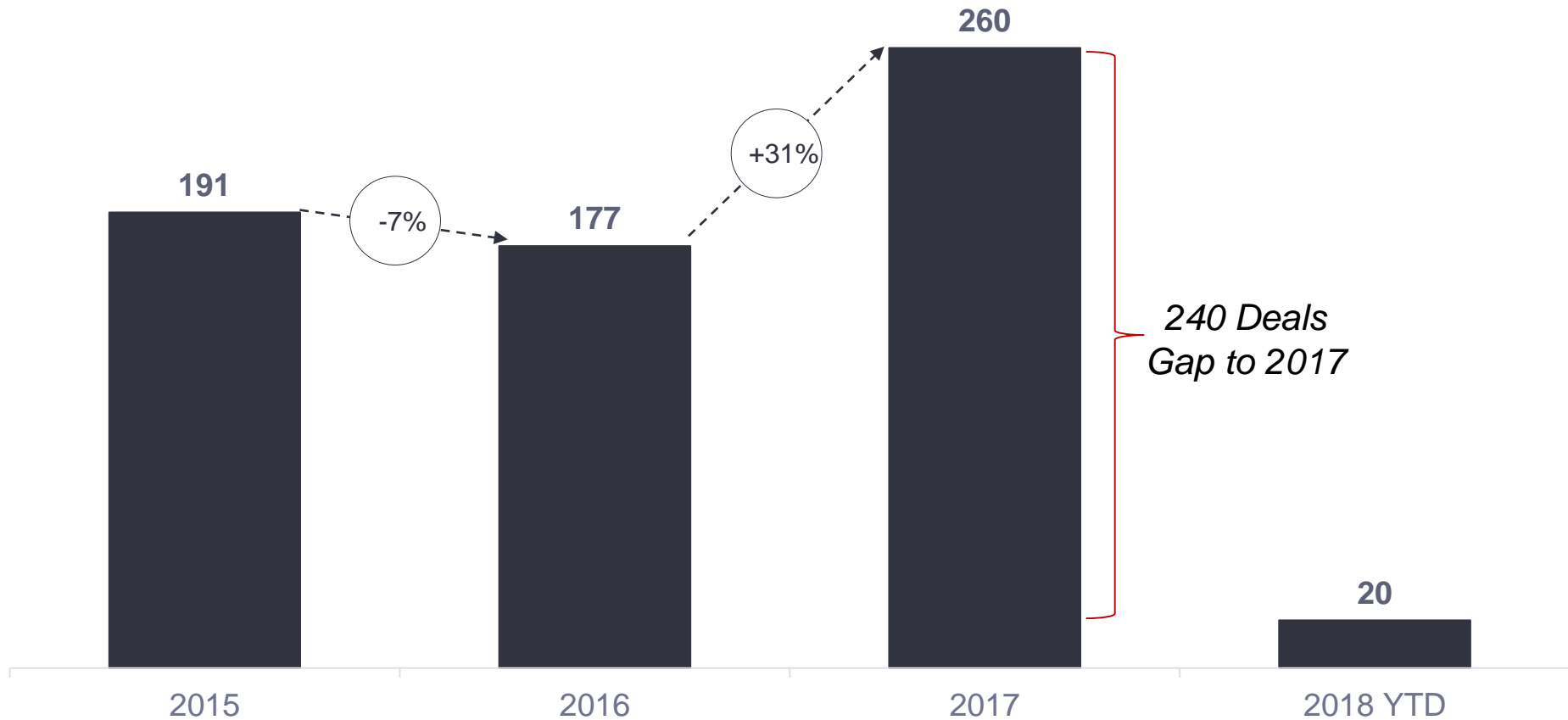
**\*2018 Data represents investments YTD**

# 2017 set a bench mark for number of disclosed deals



## Transaction evolution # Number of deals '15 – '18

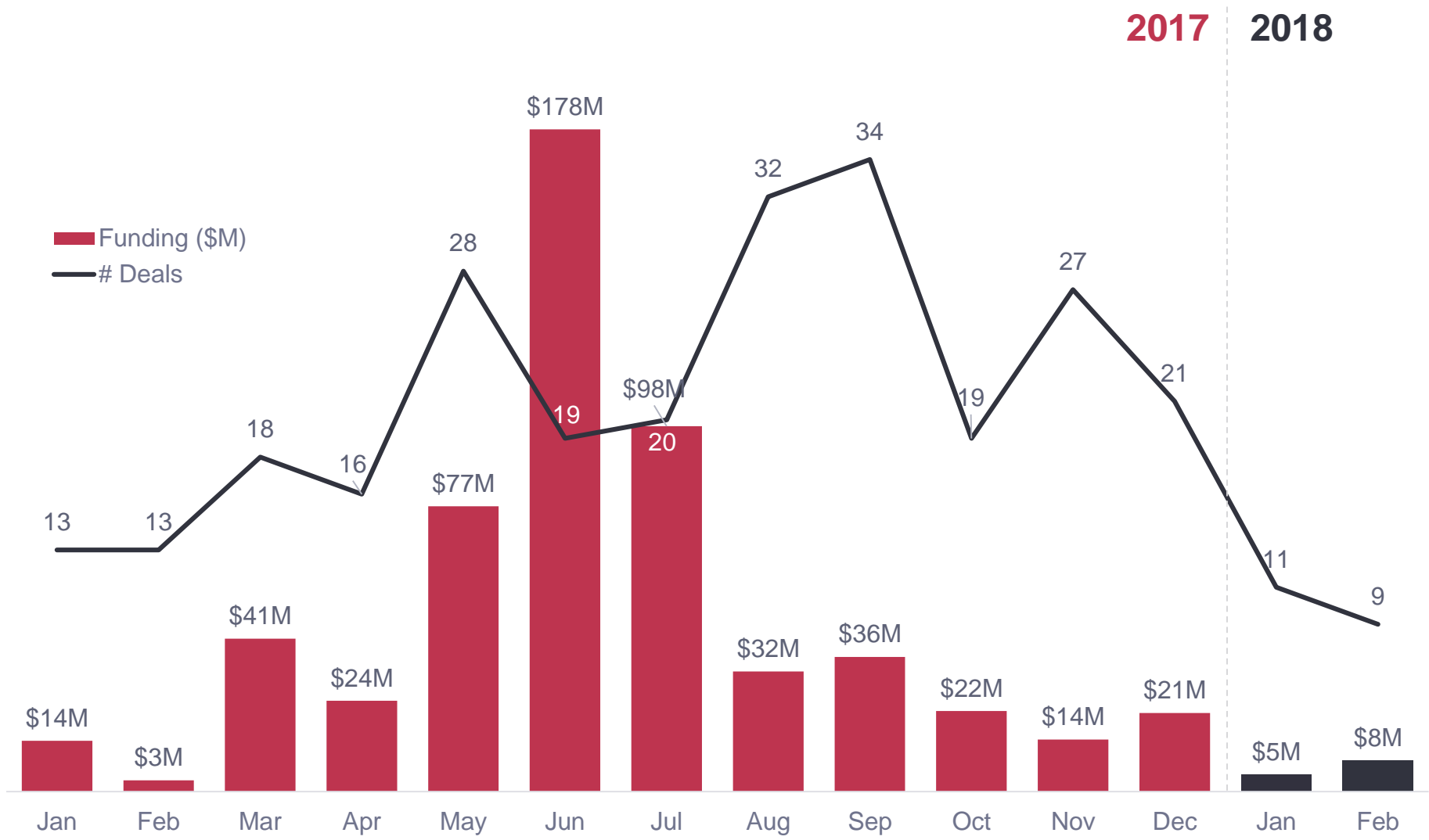
■ # of DEALS



# 2017/ 2018 MoM funding tracker (\$M) & transactions (#)



MoM funding tracker (\$M) & transactions (#) [Including \$150m in Careem]

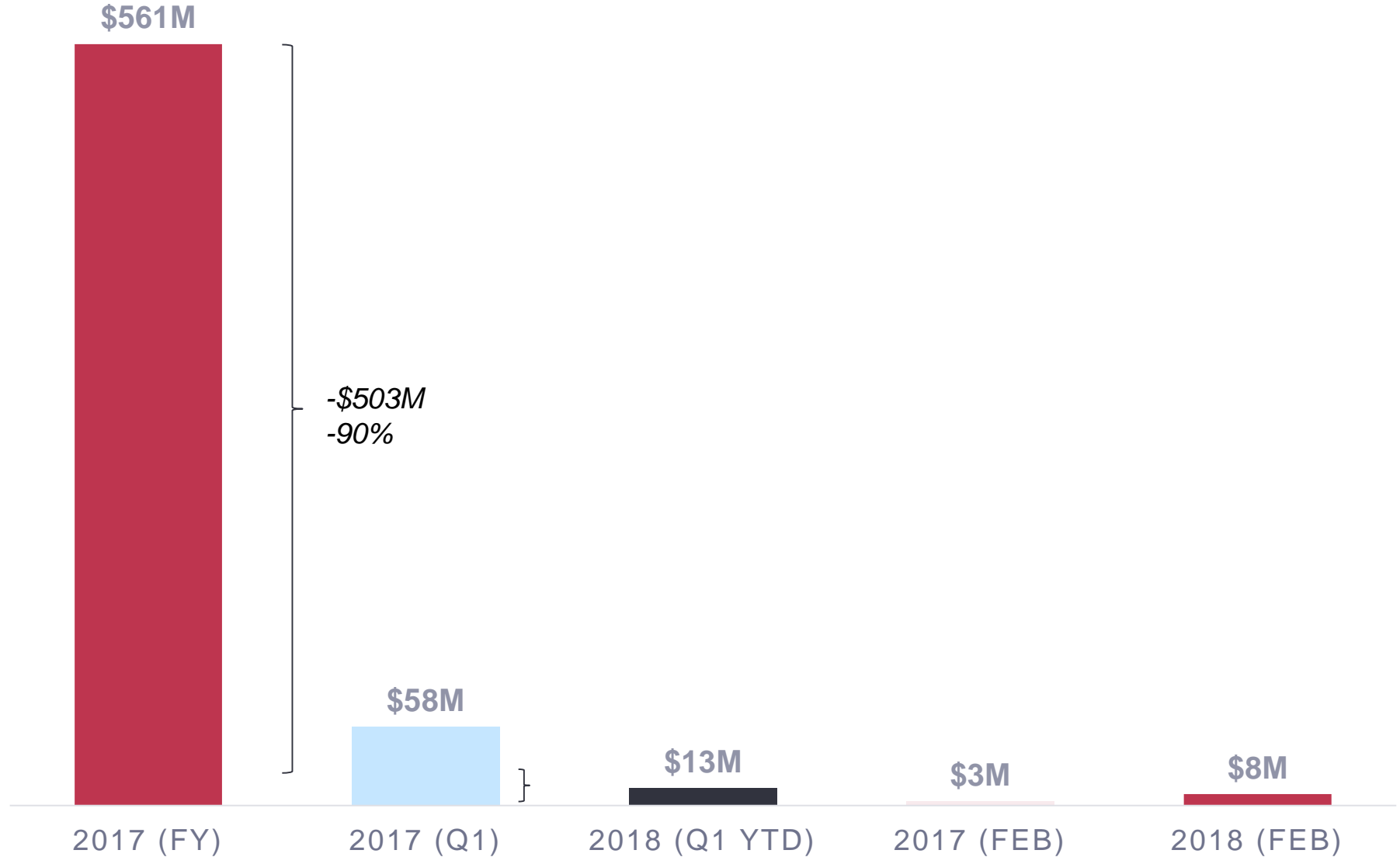




# Amount invested in Feb 2018 higher than Feb 2017



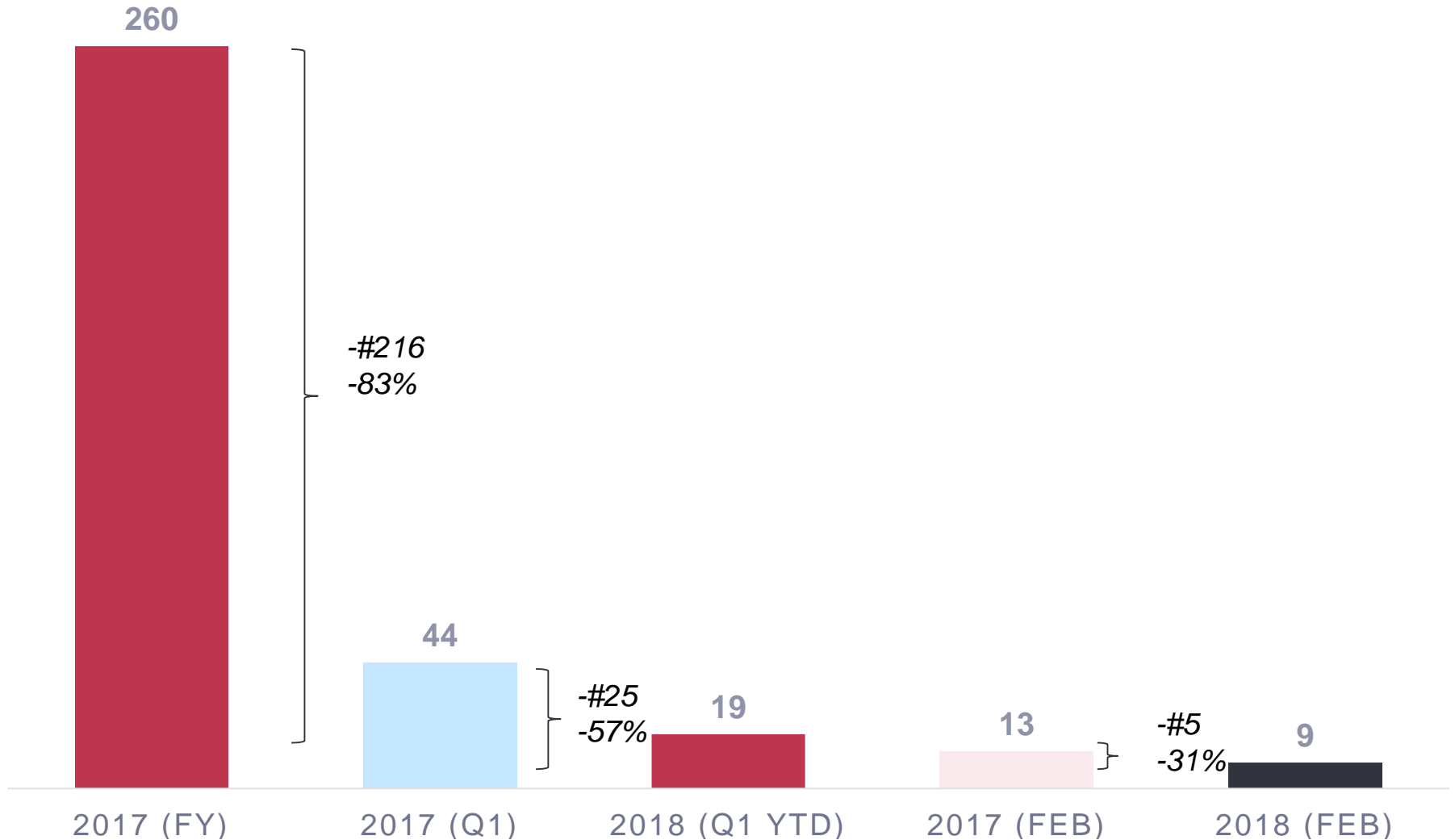
\$ Amounts comparison vs FY, Q1 & Feb 2017 (incl. Careem)



# # of deals less than Feb 2017, despite higher amount invested



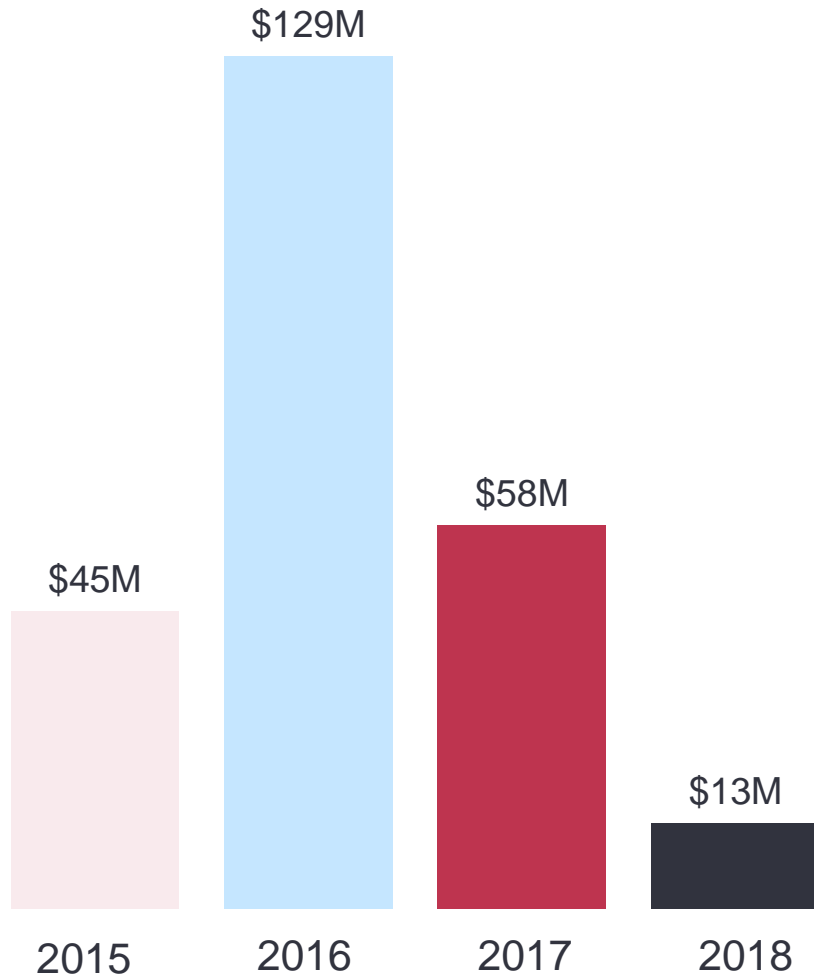
# Deals comparison vs FY, Q1 & Feb 2017 (incl. Careem)



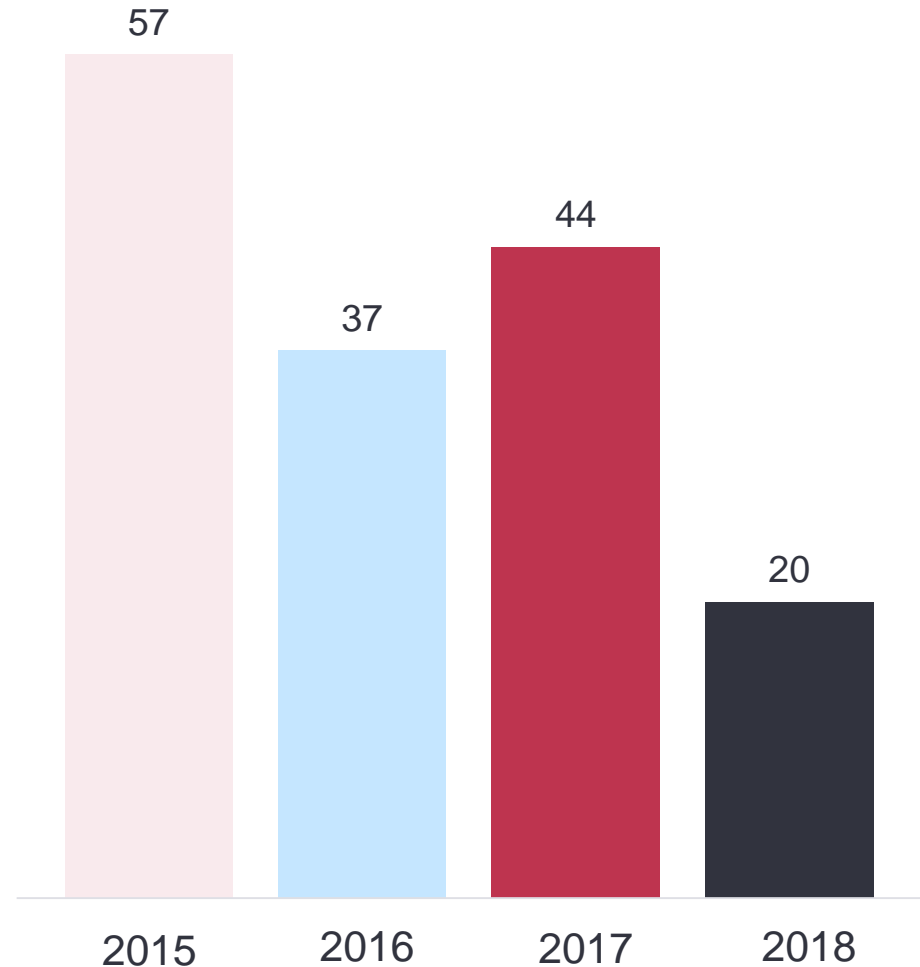
# Less than half of funding recorded in Q1 YTD so far compared to the previous year



## \$M Funding comparison Q1 '15- '18



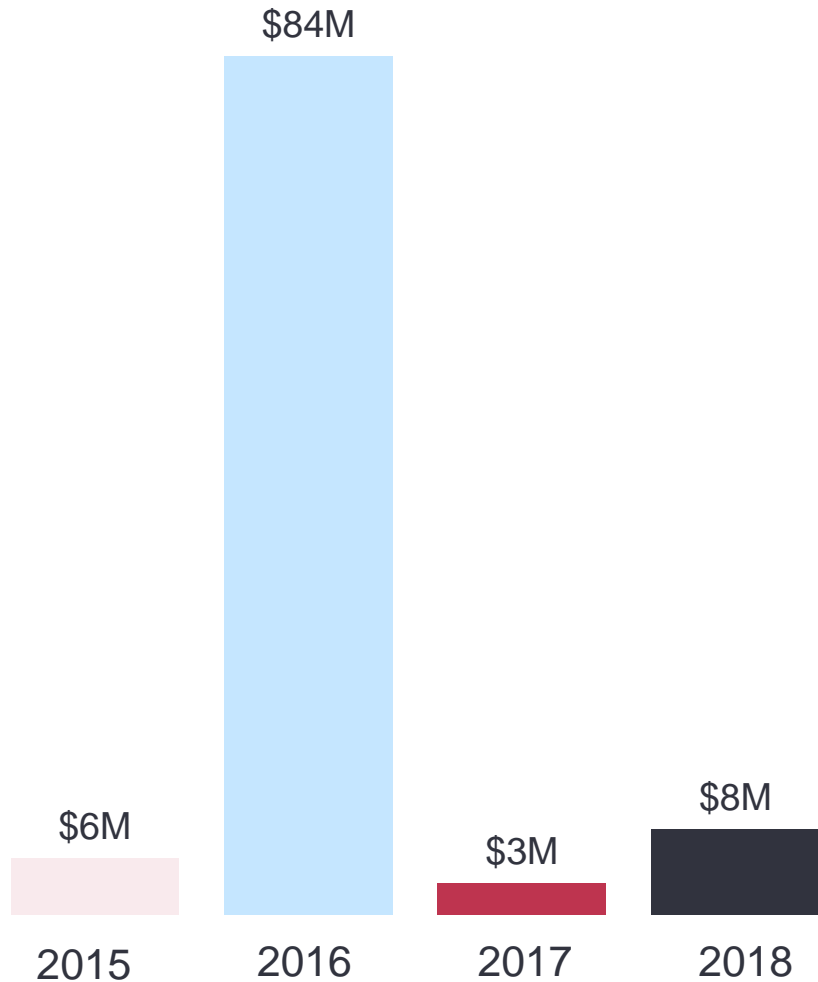
## # Deals comparison Q1 '15- '18



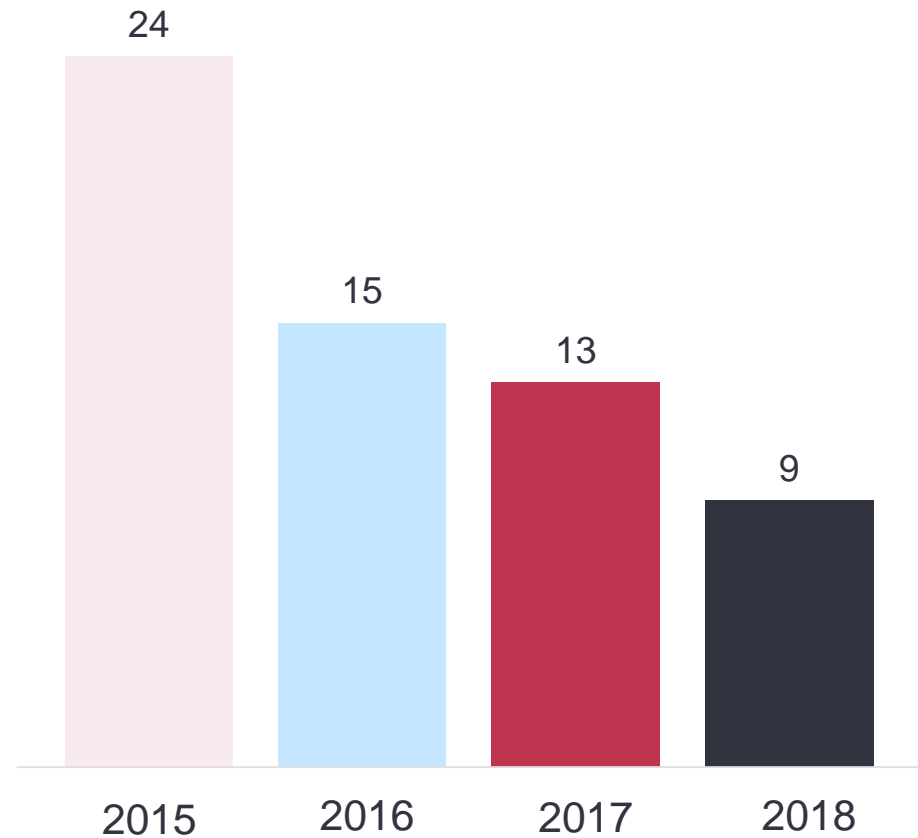
# February 2018 saw an increase in \$ Amount funded, despite a decrease in the amount of deals (excl. Souq)



## \$M Funding comparison February '15- '18



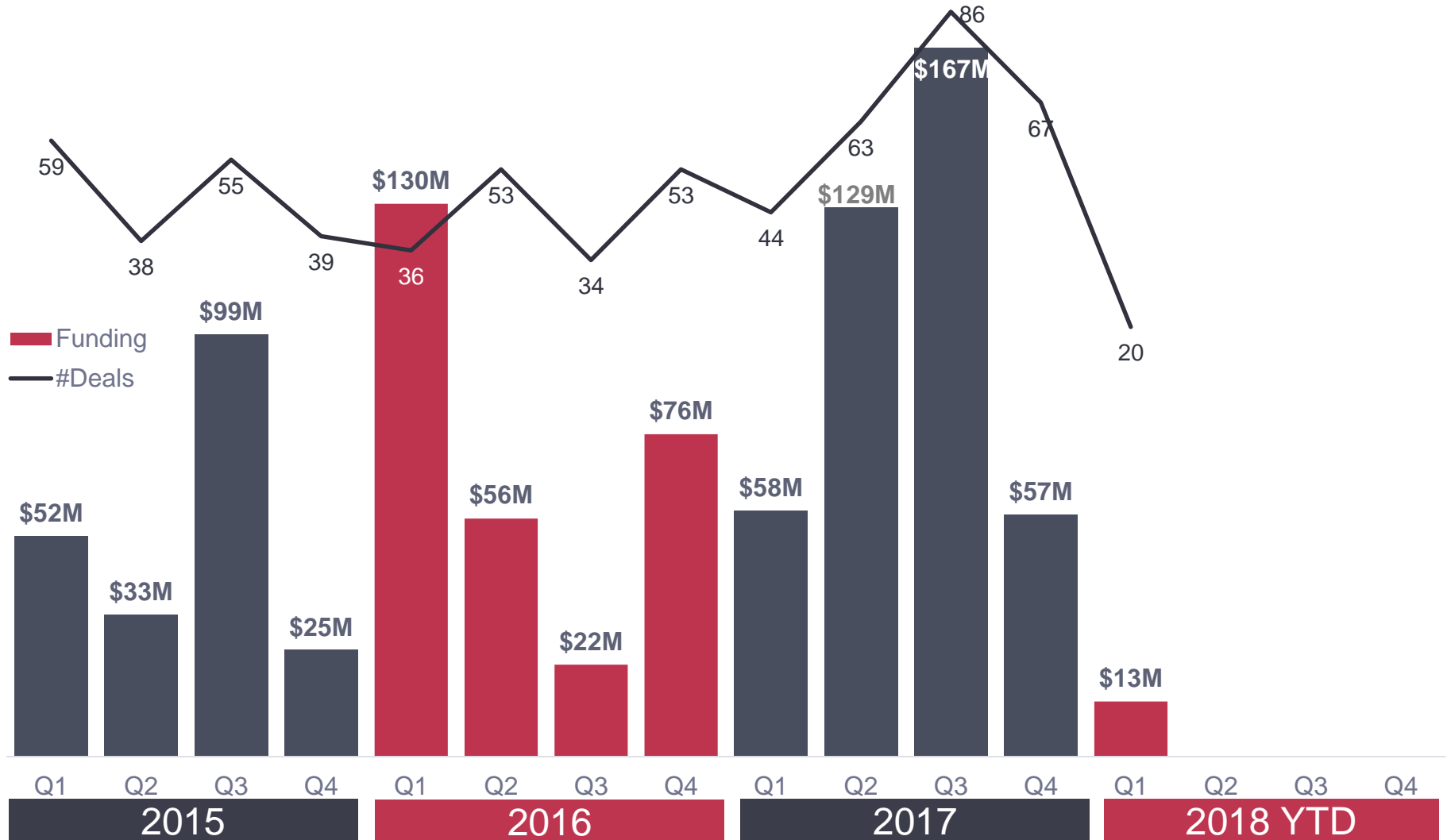
## # Deals comparison February '15- '18



# Q1 still long way to meet previous years investment amounts



Q-o-Q Comparison of \$M & # deals (Excl. Souq & Careem)



# 12 Disclosed deals with \$13M total investment so far in Q1



## Investment evolution by stage of startups (\$M excluding Souq & Careem)

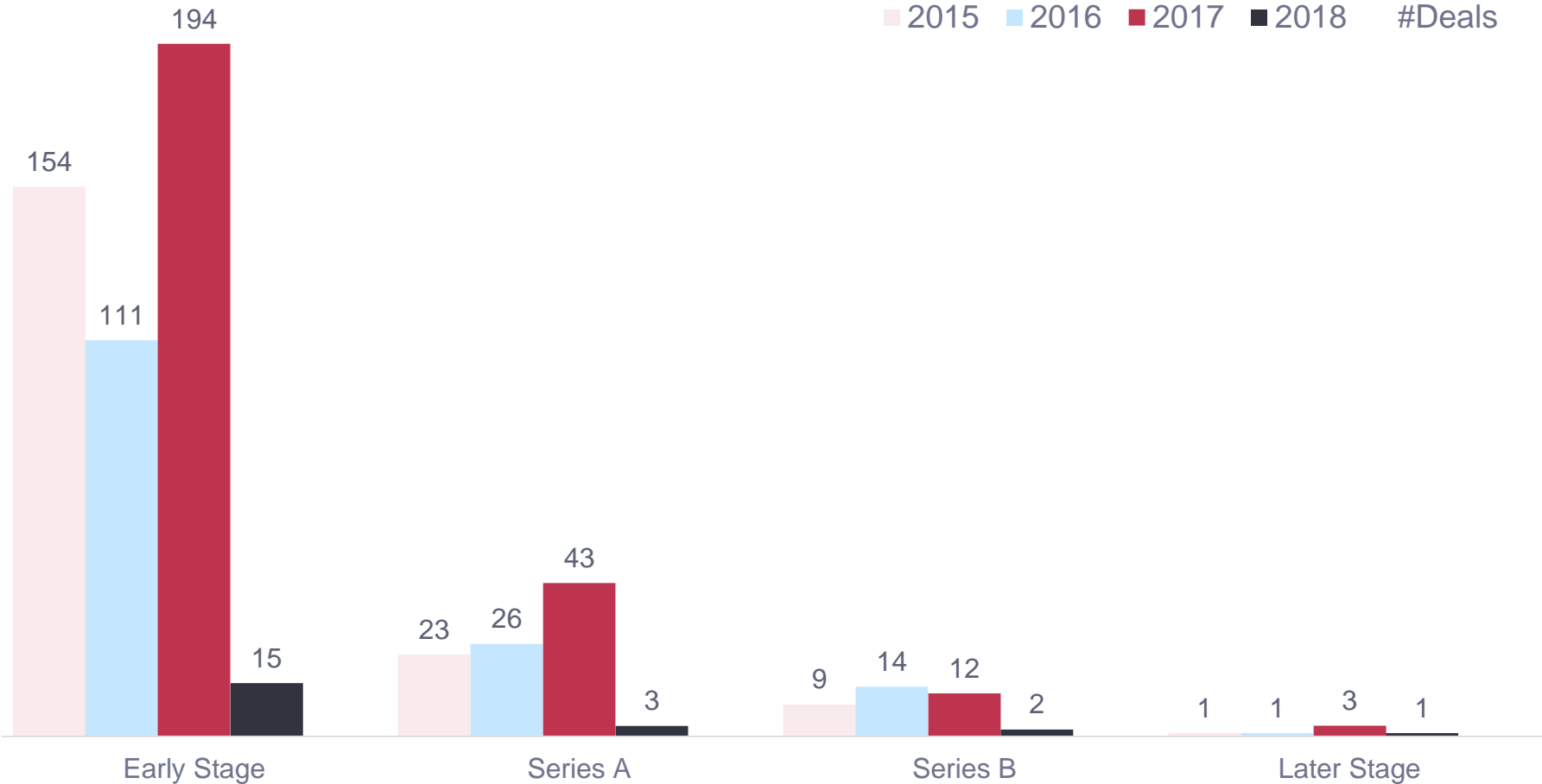
- Later Stage
- Series B
- Series A
- Early Stage



# 5 of 9 deals occurred at Seed, 3 at Series A and 1 at Series B



Transaction evolution by stage of startups (# deals– excl. undisclosed stage)

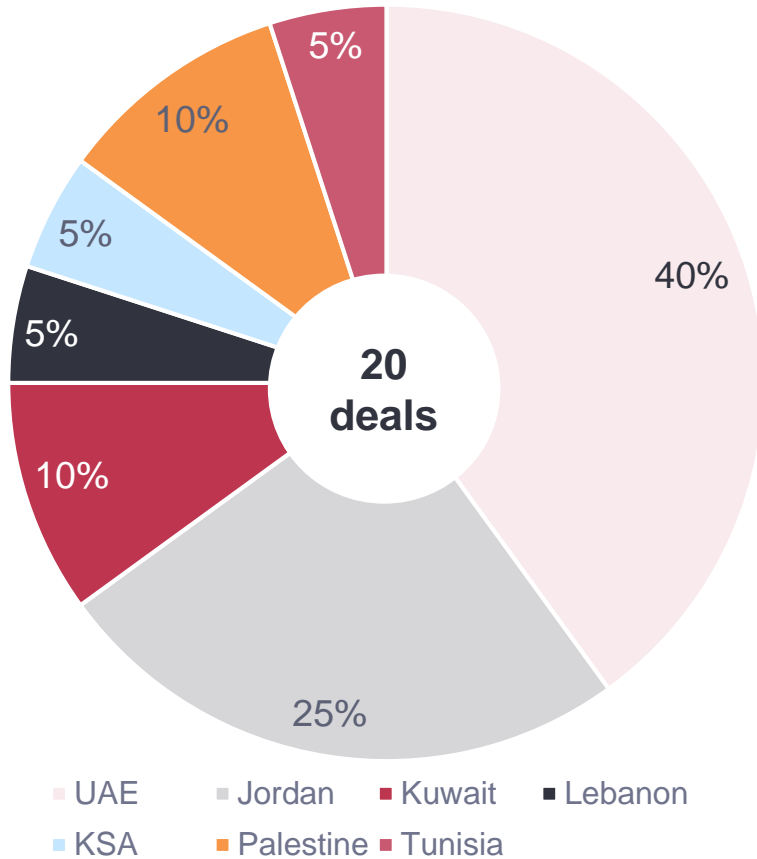


# Most deals occurred in UAE , E-commerce still popular

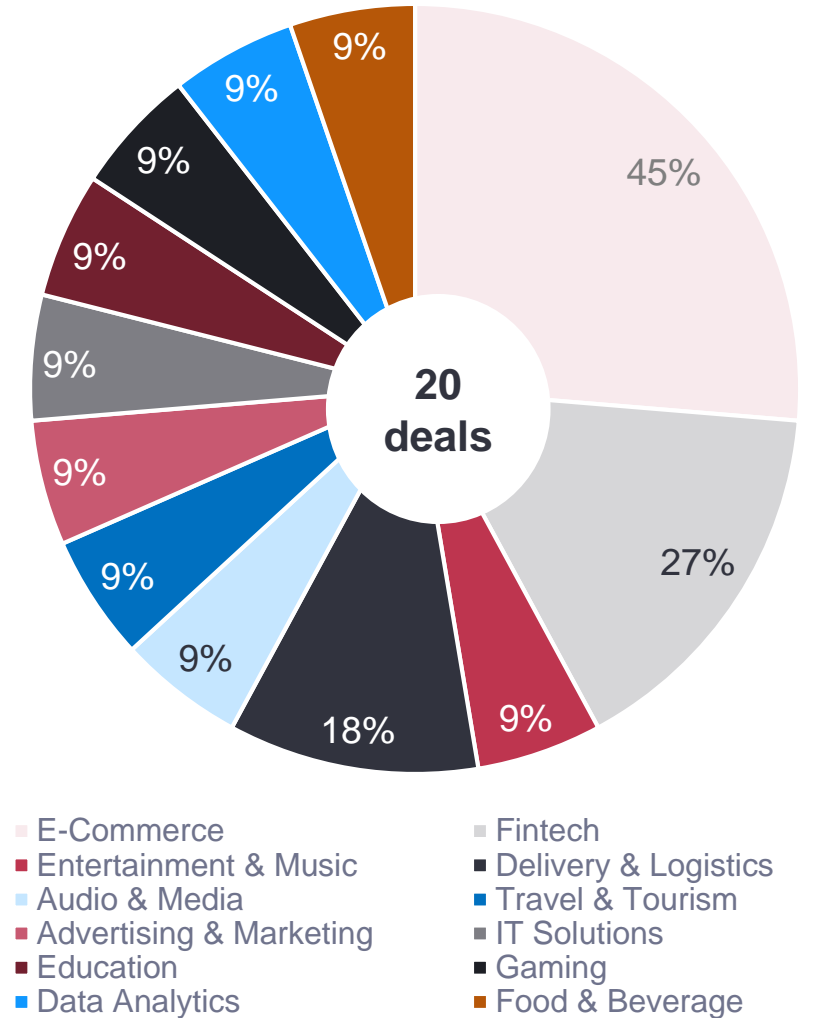


Q1 2018 YTD

# Deals per Country



#Deals by industry



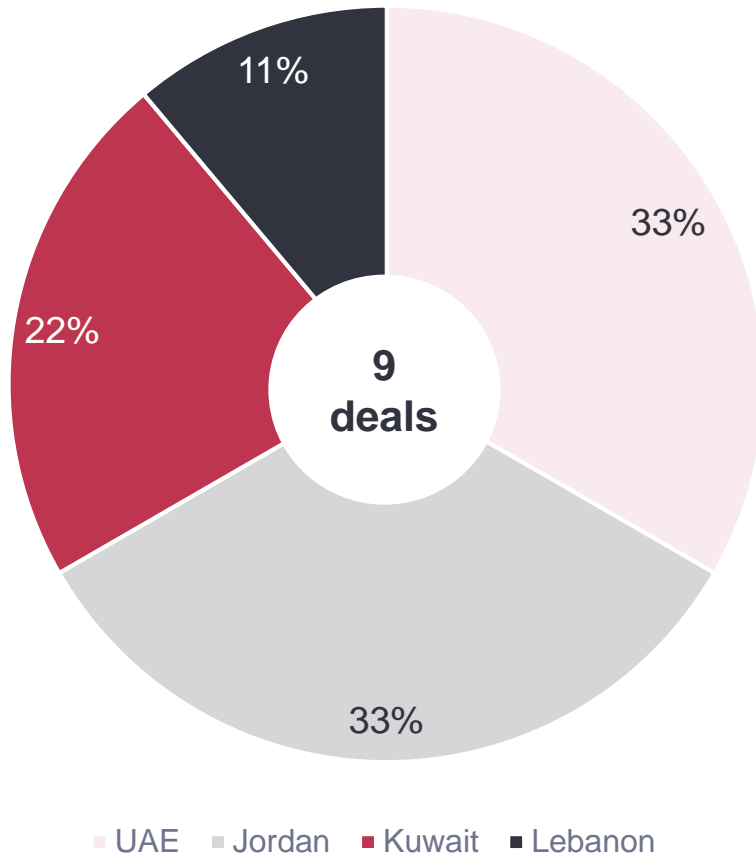


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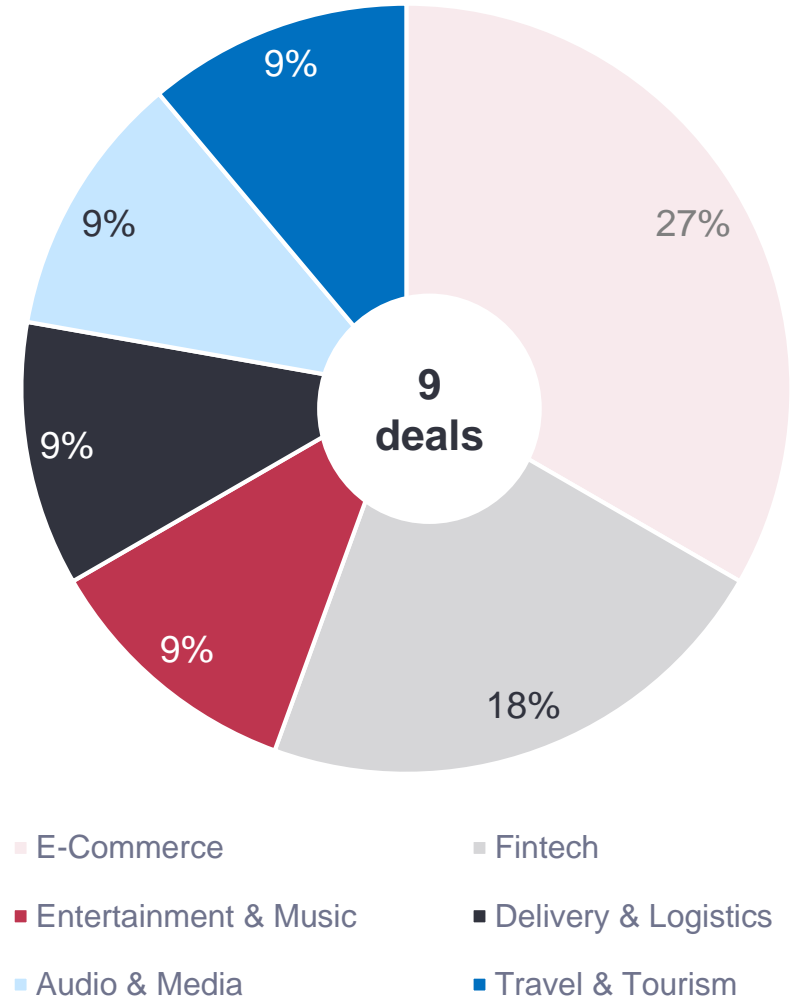


February 2018








# Deals per Country













#Deals by industry











# Top news from the month of January 2018 (1/2)

Publication	Link	Title	Description
<b>GULF BUSINESS</b>		<b>Founder of Dubai private equity firm Abraaj hands over control of fund</b>	Arif Naqvi, the founder of Dubai-based emerging markets private equity fund, Abraaj Group, has handed the running of the fund to two co-chief executives and halted investments during a review of the structure of the business.
<b>Entrepreneur</b> MIDDLE EAST		<b>Identifying Potential: Kushal Shah, Co-Founder, Dubai Angel Investors</b>	In the UAE, one of the more recently established angel groups -Dubai Angel Investors- is a member-led investment company made up of around 70 members, ranging from experienced angel investors and partners in venture capital funds to executives of successful companies.
 MIDDLE EAST VENTURE PARTNERS		<b>MEVP Capital is granted an Asset Management License by the DFSA</b>	MEVP Capital, a member of the Middle East Venture Partners (MEVP) Group, announced that it has received its Category 3C license from the Dubai Financial Services Authority (DFSA) to operate as a DFSA Authorized Firm.
 wamda		<b>\$48M MIC Ventures telco fund launched to boost ICT startups in Lebanon</b>	MIC Ventures, a \$48 million telco fund initiated by MIC 1 and MIC 2, the two mobile operators in Lebanon managed by Touch and Alfa, was launched at the Grand Serail, under the auspices of the Council of Ministers.
<b>Khaleej Times</b>		<b>UAE embraces fintech, plans more investments</b>	The UAE has amazing ability to constantly challenge to bring out the best in entrepreneurial sphere and the activity in the startup industry is all set to record another booming phase in 2018.







# Top news from the month of January 2018 (2/2)

Publication	Link	Title	Description
		<b>Evarei appoints DIFC based Safa Capital as lead advisor and arranger of the Evareium international real estate fund</b>	<b>Evarei Management LLC</b> announced that it has appointed <b>Safa Capital</b> , a DFSA regulated financial advisory firm in DIFC, to be its lead advisor and arranger for the Evareium international real estate fund and initial token offering (ITO).
		<b>The Investor's Viewpoint: Careem's Acquisition Of RoundMenu</b>	Careem announced in February the acquisition of the Dubai-headquartered RoundMenu, a restaurant discovery startup launched in 2012 with presence across nine Arab countries.
		<b>Middle East Venture Capital Association announces its formation backed by the MENA region's foremost leaders in VC</b>	MEVCA will provide a platform enabling the ecosystem to share best practices and enhance collaboration and development of venture capital in the region, acting as a catalyst for further growth and encourage more venture-backed companies in the region.
		<b>Developing the UAE's legal framework for innovation</b>	As the UAE economy diversifies away from oil and gas, innovation and entrepreneurship are high up on the government agenda. The UAE has had a national innovation strategy in place since 2014 to ensure the country is among the most innovative nations in the world.
		<b>Meet the 9 MENA Startups Competing at the Seedstars Summit in Switzerland</b>	Hailing from the Middle East, nine startups will take the stage at Seedstars Summit in Switzerland, where they will pitch their business ideas for a chance to win up to one million dollars in investment.

# Upcoming events in the month of February (1/2)

Event	Link	Description	Date	Location
 <p><b>STARTAD</b> STARTUP CAREER NIGHT MARCH 1, 2018, 5:30-8:30 p.m. STARTAD CENTRAL NYU ABU DHABI <a href="#">REGISTER NOW</a></p>		<p>Meet young talent at the <b>Startup Career Night 2018, organized by startAD</b> and the NYU Abu Dhabi Career Development Center. The event will connect local startups with students &amp; recent grads from UAE universities and provide them opportunities including internships &amp; full-time roles</p>	<p>March 1<sup>st</sup></p>	<p>Abu Dhabi, UAE</p>
 <p><b>unbound Bahrain</b> 7 &amp; 8 March 2018 Bahrain International Circuit unbound</p>		<p>On March 7-8, <b>unbound</b> brings its innovation festival to Bahrain, celebrating The Kingdom's commitment to fuelling a digital future for the MENA region. The event will be held at the Bahrain International Circuit.</p>	<p>March 7-8<sup>th</sup></p>	<p>Sakhir, Bahrain</p>
 <p>VITAL VOICES <b>GLOBAL MENTORING WALK</b></p>		<p>130 Mentoring Walks to take place in commemoration of International Women's Day in 62 countries worldwide. <b>Mompeneur</b> is organising the 3<sup>rd</sup> Mentoring Walk in Dubai.</p>	<p>March 10<sup>th</sup></p>	<p>Dubai, UAE</p>
 <p>INTERNATIONAL FESTIVAL OF CREATIVITY 11-14 MARCH 2018 Dubai Lynx</p>		<p>Dubai Lynx is all about showing off the MENA region's incredible creative output. It's a four-day event that brings together top creatives, the world's best brands, fledgling start-ups and everyone in between to learn, network and celebrate creative excellence in communications.</p>	<p>March 11-14<sup>th</sup></p>	<p>Dubai, UAE</p>

# Upcoming events in the month of February (2/2)

Event	Link	Description	Date	Location
		<p><b>Dubai Future Accelerators</b> is an intensive 9-week program pairing the world's most exciting technology companies with leading government organizations to create transformational solutions, with next cohort starting March 18th 2018</p>	March 18- May 17 <sup>th</sup>	Dubai, UAE
		<p>If you're a startup using blockchain technology to transform an industry, now is your chance to compete in the <b>Smart Dubai Office Blockchain Challenge!</b> Take your company to Dubai to meet world-leading investors, network with VIPs, connect with customers and ultimately win a prize at the Future Blockchain Summit at DWTC.</p>	March 25 <sup>th</sup>	Dubai, UAE
		<p>Attracting the best the region has to offer in influencers, investors and entrepreneurs, <b>STEP Conference</b> is the largest and most influential Tech conference in the region, taking place between 28-29 March 2018</p>	March 28-29 <sup>th</sup>	Dubai, UAE