

# STATE OF THE STARTUP MARKET



LEAPFUNDER

Startup  
Directory

Quarterly Report  
Q1 2024





# Upcoming in The Netherlands: Utrecht

The ecosystem in Utrecht is rapidly developing itself further. Initiatives and events by local players have helped create access to talent and capital.

**Fastest Growing**  
**Amsterdam** +10  
**Berlin** +5  
**Hamburg** +3



# Upcoming in Germany: Hamburg

Hamburg has an up-and-coming startup scene. Though in absolute terms it remains behind Berlin, it's contraction was less severe in 2023, and it is one of Germany's emerging alternative spots.

**70**  
Countries

**402**  
Cities



# The Fields in which Startups Operate:

Fastest Grower

**Software**  
**+12**

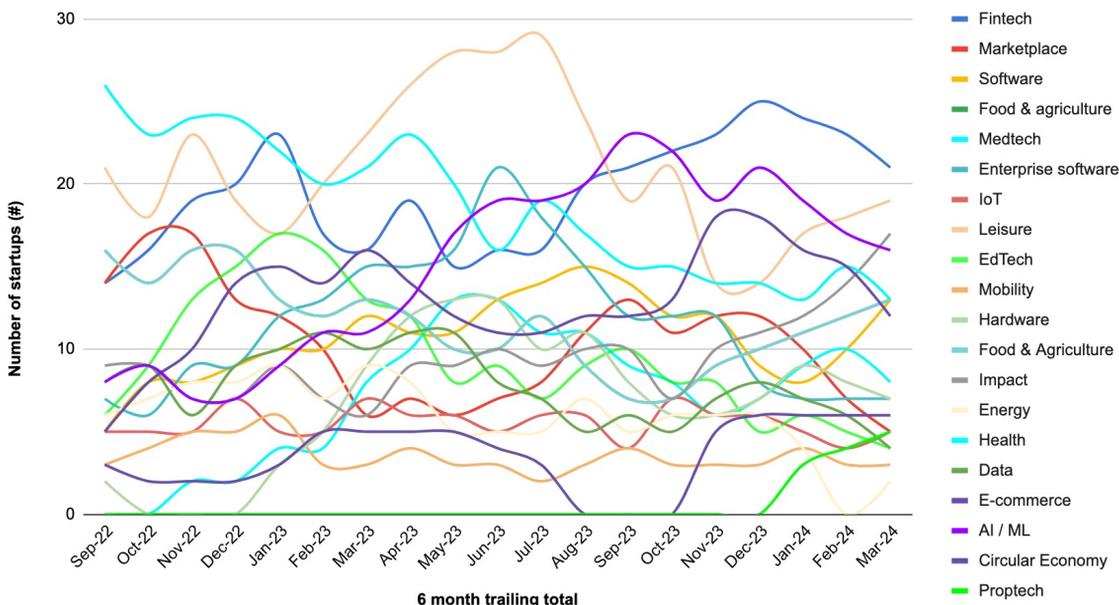
Interesting Growth

**Proptech**  
**+6**

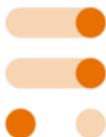
Biggest Overall

**Fintech**  
**19**

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



## Fullevent

Technologies for Shared Experiences

Most businesses have activities across multiple schedule types, but most event organizers need multiple schedules representing different roles at the event (consumer schedule, staff/volunteer schedule, catering schedule).

FullEvent is an event booking tool that allows flexibility to implement these different event formats..

- ✓ All schedules in software not in spreadsheets
- ✓ Planning, Booking and Marketing solution
- ✓ 20 years in events and tech development

Type      Convertible

- ✓ First Evidence-Backed LLM Startup In Health
- ✓ Conversions From Strong Pipeline
- ✓ Validation from Early Adaptors and Microsoft

Type      Convertible

## Delphyr

We Unburden Doctors



Delphyr is an AI co-pilot for doctors that generates clinical notes and insights from patient data. It reduces admin time by 90%, regaining hundreds of wasted hours per doctors per year.

First commercial contracts have been signed and there is an active pipeline. There is a partnership with Microsoft.

For more info & other deals:  
[leapfunder.com/rounds](https://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 ▾
 <b>Lingfast</b> Mobile app for language learning. Natural si...	Education	10-01-2024	MVP	€200,000	
 <b>TIGER TIME EXPORTS LTD</b> Our project/company is centred on advancing ...	agriculture	22-01-2024	Idea	€500,000	
 <b>Exact Technologies Limited</b> Enterprise-grade web hosting services for a ...	Web hosting	16-01-2024	First Revenue	€100,000	
 <b>W+F Engineering GmbH</b> We are the producer of the CAMPING BUTLER. A...	Engineering	06-02-2024	Scaling	€1,200,000	
 <b>UBUNTU NATION AG</b> UBUNATION is a web-3 company designed to mob...	web3	23-01-2024	First Revenue	€500	
 <b>FIRST BOX COMPANY</b> FIRST BOXEES Care Products for Special Life ...	medicine	23-01-2024	Scaling	€500,000	
 <b>SB Property Group BV</b> SB Property Group specializes in the sustain...	real estate	23-01-2024	Scaling	€500,000	
 <b>CLAW Events</b> We have specialised in the sector of 'g...	Gaming	23-01-2024	First Revenue	€60,000	
 <b>Fixdeal</b> Fixdeal is Platform are going to secure inte...	e-commerce	27-02-2024	Idea	€1,500,000	
 <b>Agrotech Nexus Holding</b> Welcome to AgroTech Nexus Holding, where the...	CleanAgroTech.	06-02-2024	MVP		



# Fresh Arrivals

Industry ▾

Last update ▾

Stage ▾

Looking for ▾

Country ▾



## Agrotech Nexus Holding

Welcome to AgroTech Nexus Holding, where the...

CleanAgroTech.

06-02-2024

MVP



## FrutaVerdura

An ecological fruit and vegetable farm, from...

Eco Farm

06-02-2024

MVP

€100,000



## Photosynthetic B.V.

Photosynthetic pioneers the next generation ...

microneedles

06-02-2024

MVP

€3,000,000



## CE 'Belle Design

Elegant product design for the highest deman...

Design Innovation

06-02-2024

Idea

€650,000



## TSM TheSafetyMaster P Limited

Safety Consulting, Training, Technology, Res...

SaferIndiaBetterWorl

06-02-2024

Scaling

€50,000,000



## Get Mika GmbH

Mika is a digital tax advisor for small busi...

tax

13-02-2024

First Revenue

€500,000



## The Grit Company SA

The Grit Co provides recruitment services to...

AI

13-02-2024

First Revenue

€500,000



## NordicHQ

NordicHQ is an online network where entrepre...

network

13-02-2024

First Revenue



## FreeMOM GmbH

FreeMOM is the first freelancing-platform fo...

HR Tech

13-02-2024

First Revenue

€200,000



## AutoArmor Technologies UG

AutoArmor offers an automated solution to ef...

cybersecurity

13-02-2024

MVP





# Fresh Arrivals

	Industry ▾	Last update ▾	Stage ▾	Looking for ▾	Country ▾
 <b>Nostalgia</b> We are changing the game for travel photogra...	travel	13-02-2024	MVP	€40	
 <b>ShoeFitter GmbH</b> Our revolutionary 3D scanning app empowers m...	ehealth	20-02-2024	First Revenue		
 <b>Dilemaradio Hip Hop Music S.L</b> Dilemaradio is a leading online hip-hop plat...	Entertainment	09-03-2024	Idea	€50,000	
 <b>GlucoActive Sp. z o.o.</b> Non-invasive diagnostics based on photonics,...	Diagnostics	21-04-2024	First Revenue	€300,000	
 <b>Anouk Püffel Gastro &amp; Co</b> In ANOUKS BAR you can enjoy your evening wit...	Gastronomy	05-03-2024	Idea	€30,000	
 <b>AVO Communications Ltd</b> Our service allows travelers to instantly co...	travel	20-02-2024	First Revenue	€500,000	
 <b>Spatialise</b> Spatialise is raising its first dilutive rou...	ClimateTech	20-02-2024	First Revenue	€350,000	
 <b>Orderize UG</b> Orderize provides digital solutions for reta...	Digital Solutions	27-02-2024	MVP	€350,000	
 <b>WAER Ltd.</b> WAER is the world's first wearable data ...	digital health	27-02-2024	MVP	€500,000	
 <b>Daniel Vina Events B.V</b> Daniel Vina Events B.V is een bedrijf die me...	Festivals	27-02-2024	First Revenue	€375,000	



# Fresh Arrivals

	Industry ▾	Last update ▾	Stage ▾	Looking for ▾	Country ▾
 <b>Fast Car Track</b> Fast Car Track: Streamlining car rental chec...	Car Rental Software	12-03-2024	Idea	€50,000	
 <b>Flipchat</b> With Flipchat you can learn a language while...	Mobile applications	27-02-2024	MVP	€300,000	
 <b>Ameetee</b> Ameetee is a B2B fintech platform that provi...	Fintech	05-03-2024	First Revenue		
 <b>Tedees</b> Our business aims to revolutionize credit ac...	Fintech	05-03-2024	Idea	€20,000	
 <b>set</b> The timer thats easy and fast to use. Timers...	mobile app	05-03-2024	Idea	€200,000	
 <b>Videowindow BV</b> Videowindow combines sustainability with pro...	#deeptech	05-03-2024	First Revenue	€250,000	
 <b>ForSURE Europe B.V.</b> ForSURE: Streamlining EPR compliance for SME...	Reporting Software	05-03-2024	MVP	€75,000	
 <b>ConnectIn</b> Tinder for startups - ConnectIn is a network...	IoT	12-03-2024	Idea		
 <b>Royadona SL</b> I own "Royal Donuts" master franchise for Sp...	Franchising	12-03-2024	First Revenue	€500,000	
 <b>Memidori</b> We are dedicated to unlocking the creative p...	AI	19-03-2024	MVP	€500,000	



# Fresh Arrivals

	Industry ▾	Last update ▾	Stage ▾	Looking for ▾	Country ▾
 <b>KIVUHUB</b> KivuHub est un centre communautaire dynamiqu...	IT	19-03-2024	First Revenue	€1,000	
 <b>Azure Energy GmbH</b> NextHeat provides H2-based solutions for hig...	Industrial tech	26-03-2024	MVP	€500,000	
 <b>Lean AI</b> Lean AI is a B2B SaaS company that offers a ...	SaaS	26-03-2024	MVP		
 <b>Rebolet</b> Billions of e-commerce returns end up as was...	Logistics	26-03-2024	Scaling	€3,000,000	
 <b>Myfundus</b> Myfundus is a rental marketplace which allow...	Marketplace	26-03-2024	MVP	€500,000	
 <b>Bad to the Bone</b> Inspired by a "hands on" mentality...	Gin / Liquor	26-03-2024	First Revenue	€60,000	
 <b>Codexsan</b> Codexsan is the owner of ISOMS:Smart ISO Man...	Software Product	26-03-2024	MVP	€115,000	
 <b>Studio Nebula LLC</b> The heart of StudioNebula lies in our unique...	Gaming	01-04-2024	MVP	€1,000,000	
 <b>Blockstars UG (haftungsbeschränkt) &amp; Co. KG</b> Blockstars provides an innovative global net...	Football Platform	02-04-2024	MVP	€400,000	



Sabine Schoorl has worked in tech as a serial founder, investor, and startup coach since 2013. She is a Senior Partner at LUMO Labs, an impact-driven multi-stage investment fund. They believe emerging technologies are key to solving the social challenges people face today. In our chat, learn more about LUMO Labs' mission and find out what Sabine thinks is going well in the Dutch startup ecosystem & which challenges it is facing.

**1. Hi Sabine. Thank you for agreeing to do the interview. Please tell us about your background and your connection to the startup world.**

I started my career in the boardrooms of a multinational company, then at a startup company, and after that, I worked in a family business in construction and real estate. I mainly worked in roles at the intersection of strategy, marketing, innovation, and technology. These experiences of working in boardrooms in different cultures were very educational and laid the foundation for my entrepreneurial journey.

I've been an entrepreneur since 2010. In 2013, I co-founded a software startup with my wife, Ingrid Tappin. In 2014, we were the only female founders to launch our product at The Next Web. It was a roller coaster ride, full of lessons and experiences that further shaped our future. A few years later, I co-founded Europe's fastest-growing ecosystem of ConTech and PropTech startups. I sold my shares in the company by the end of 2017.

Matchmaking founders with innovating leaders in the construction and real estate industry is what I really love doing, as well as coaching startup founders on their journey. For the last three years, I helped founders in their fundraising process.

While growing my network of investors, I met Andy Lüring, one of the 2 founding partners at [LUMO Labs](#). He told me about their impact investment focus, their gender-diverse portfolio, and their ambition for the successor fund. With my entrepreneurial background, knowledge of sustainable cities & communities, and climate tech in the built environment, this meeting was a beautiful example of serendipity. I'm delighted to be part of the passionate and experienced LUMO Labs team and to work with fantastic startup founders and investors.

**2. You're a Senior Partner at [LUMO Labs](#), an impact-driven multi-stage (pre-seed through series A) capital fund with a two-year venture builder program. Tell us about your mission.**

[LUMO](#) originates from the awareness that continued urbanization, climate change, changing demographics, and the sequence of technological breakthroughs call for a profound redesign of the governance, operations, and underlying infrastructure of our cities, healthcare, and education.



Our impact focus is best identified as the SDG crossroads between Health & Wellbeing, Quality Education, Sustainable Cities & Communities, and Climate Action.

We focus on software propositions without the need for proprietary hardware. We only invest in operating systems, infrastructures, and platforms based on and/or related to Artificial Intelligence & Data, Blockchain, the Internet of Things, Security, and Extended Realities (AR/VR).

Founded by entrepreneurs turned investors, we acknowledge that such a profound redesign requires more than awareness and top-down regulation. We believe that sustainable – or rather regenerative – progress can only occur through positive and deliberate action and focus.

Our network and how well we use it is a strategic and distinctive differentiator for LUMO Rise Fund. With two female partners in the team and 47% female founders in our portfolio companies, we aim to attract diverse, talented founders and investors.

We beat the odds because we understand the specific kind of value creation and risk mitigation that fits this exceptional stage, methodical and timely selection, active monitoring, our proven [LUMO Program](#), and supporting our winners.

We provide (pre-)seed venture capital and coaching to purpose-driven founders who seek to bring technological innovations to the market through scalable and profitable propositions that help solve social and environmental challenges.

For maximal social, environmental, and financial return, we provide follow-on series A funding to our winners. We invest in the EU. Our primary region is Benelux and Germany, and secondary Nordics, Baltics, and Iberia.

To get access to the best investment opportunities and to maximize value for our portfolio, we are active players and acknowledged contributors to relevant ecosystems. We build meaningful relationships, and we make sure to be up-to-date and top of mind in our investment areas.

### **3. Since 2013, you have worked in tech as a serial founder, investor, and startup coach. What is it about entrepreneurship that mainly attracts you?**

In 2013, we wanted to solve a problem that we heard repeatedly with a scalable software solution. For me, entrepreneurship means adding value by solving real-world problems. The biggest issues in the world are the most significant business opportunities. We face climate disasters, a rapid urbanization pace, demographic shifts, a shortage of housing, and a shortage of labor. There is a high sense of urgency and a high demand for solutions.

As entrepreneurs turned investors, we believe good things come from positive and deliberate action and focus. Emerging technologies, e.g., Deep Tech AI, master complexity at unprecedented speed and scale. They hold the key to structurally disrupting widespread degenerative habits and systems by reaching many people through sustainable – or rather regenerative – propositions that facilitate and stimulate professionals and individuals to take better care of themselves and their surroundings.

We foresee that when people take better care of themselves and their surroundings, their quality of life and well-being will increase, while the strain on (public) healthcare, social welfare, and the planet will decrease.



#### **4. What is the most important advice you would give to startup founders looking to grow in the Netherlands?**

Founders should be obsessed with the most immense pain of their ideal clients. My definition of an ideal client is a person or group of people that you will never become tired of serving. Find your ideal client, find her or his most painful problem, and determine how much she or he is willing to pay for a solution.

Go out of the building and talk to your potential clients as early as possible. Test your ideas and assumptions, pivot, and reshape. Don't wait until it's perfect because perfect often comes too late. Unfortunately, I still meet founders who are in love with their products. The problem with this is that they don't listen to critical feedback. They miss crucial information that can create the success that they need.

Another piece of advice would be to find your tribe. Who can support you on your journey, grow your network of industry experts, investors, and peers, and learn from them. Especially when you are from "another group." LGBTQ+, people of color, neurodivergent, female, etc. Ask for help as much as you need. In my experience, everybody is willing to help when you have a critical ask, but be very specific about what you need or who you need.

#### **5. What's going well in the startup ecosystem in the Netherlands at the moment? Which challenges is the ecosystem facing? What do you predict for the ecosystem in the near future?**

At this moment, I see that the ecosystem is showing increasing interest in Diversity, Equity, and Inclusion, which is a good thing!

DEI is a true business enabler. Organizations that do diversity and inclusion well outperform their peers in profitability, increase their innovation revenue, have faster time to market, and show overall higher growth.

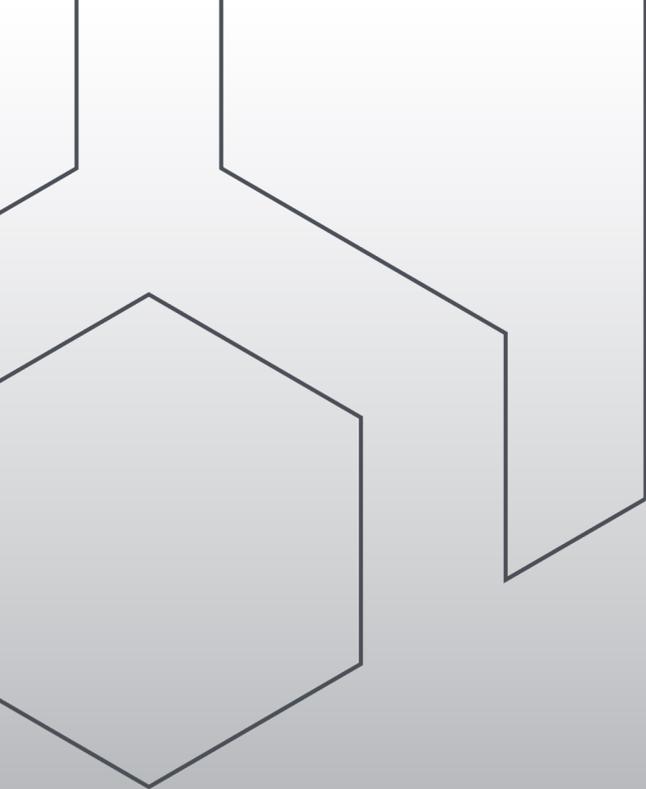
However, the strategic importance of DEI at the company and ecosystem level is too often ignored. We see companies fail due to a lack of inclusion and an inability to hire the talent they need to scale. They lose out on innovation and creativity and are often blindsided by the needs of a diverse customer base.

I'm on a mission to grow my queer tribe, and I want to meet more queer founders and queer investors to work with. Being out and proud at work is essential, but sadly enough, I still hear stories that people must leave an important part of themselves at home.

We must start gathering more DEI data within tech and benchmark ourselves against other industries and countries to be more strategic in our DEI efforts. What matters should be measured because what gets measured can be managed.

My prediction for the future is that with this growing awareness of the importance of DEI, the Dutch tech ecosystem will become the best in class. Thanks to the power of diversity and the inclusive way of working together at all levels. If we unite the different communities, we will get a powerful flywheel that will bring us happiness and prosperity.

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



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