




2023

Selection Series

MEET THE ENDEAVOR ENTREPRENEURS
SELECTED IN 2023

endeavor

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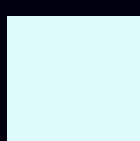
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LETTER FROM THE **Selection Team**

Finding and empowering the next generation of Multipliers across 42 markets around the world is no small task. Our 2023 class of Endeavor Entrepreneurs was selected after thousands of hours of diligence by our teams and our mentors, not to mention the significant effort from the candidates themselves. While it is easy to reflect upon the past year as a series of data points — companies selected, countries represented — an entrepreneur's journey through Endeavor's selection process ultimately tells a human story.

Over those thousands of hours, we have observed:

- Founders have epiphanies about scaling a burgeoning product line or entering a new market,
- Founders gain even more conviction about their mission, spurred on by encouraging and constructive feedback,
- Moments in which founders show vulnerability or feel seen by a fellow entrepreneur pursuing an idea as crazy as their own.

In the following pages, you will read more about each company selected by Endeavor in 2023. We look forward to helping them scale up, achieve their goals, and pay it forward to the next generation of entrepreneurs.





B2B SOFTWARE



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MIAMI, US

Blankfactor

Melody Pak & Michael Wear

IT & DEVOPS



Why put in the time to join Endeavor? Watch Melody's take on it.

Blankfactor provides services that help financial and life science companies scale and deliver their products faster through end-to-end product development and consulting services.

Founded in 2019, the company uses an outcome-based approach rather than a staff augmentation mode. Its success hinges on a robust foundation built upon its extensive expertise in capital markets/banking, fintech/ payments, and life sciences.

Co-founders Michael and Melody boast a strong entrepreneurial background. Michael is a programmer who started a successful software development company to help fund his college education and later sold it. Melody has degrees from Yale and Stanford alongside a decade of technology experience. She met Michael when she worked as Director and Program Lead at education tech company Algebra Nation, which acquired his business.





CANADA

Certn

Andrew McLeod & Owen Madrick

CYBERSECURITY

Certn provides real-time comprehensive background checks and ongoing risk monitoring for employees, contractors, and tenants around the world.

Founded in 2016, its services include domestic and international criminal background checks, credit reports, reference checks, education verification, employment verification, motor vehicle records, identity verification, and more. The company is used by leading employers, staffing firms, property management companies, and the gig economy. Certn is based in Victoria, British Columbia, and has raised funds to expand internationally.

Founders Andrew and Owen are business partners and long-time friends. Andrew is a serial entrepreneur who previously founded and sold Emei Supply Co. and CampusBay Trading Inc. Owen has a passion for technology start-ups and helping companies prosper. He has a wealth of experience providing strategic analysis to help companies develop new revenue models and navigate toward growth.





SPAIN

Cobee

Borja Aranguren

HUMAN RESOURCE MANAGEMENT

Cobee is a modular, all-in-one platform that centralizes, digitizes, and simplifies the creation and management of employee benefit plans, reducing the administrative workload by up to 80%.

Founded in 2018, the company's platform offers a flexible and transparent benefits experience, including a co-branded Visa credit card, automated payroll processes, and an app that consolidates all aspects of a benefits program. For businesses, Cobee aggregates a suite of employee management tools into a single platform. It currently serves thousands of employees across Spain, Portugal, and Mexico.

Borja is the co-founder and CEO. He spent over two years working as a strategy consultant for McKinsey. His first foray into entrepreneurship came in 2017 when he became the head of sales then head of strategy for OnTruck, an on-demand logistics platform. He founded Cobee in 2018. Since founding Cobee, Borja has also become a serial angel investor, supporting and investing in 12+ startups across Latin America and Europe since 2020.





SPAIN

CoverManager

Jose Antonio Pérez & Carlos Pérez Fernández

VERTICAL SAAS

CoverManager offers restaurants and other hospitality companies an in-house, white-labeled solution to manage their customer relationships for reservation bookings and more.

Most restaurants rely on third-party platforms (such as OpenTable and Resy) for reservation bookings, resulting in little control over customer relationships. Founded in 2015, CoverManager's end-to-end software lets clients control online and offline bookings, allocate in-venue tables, manage queues at the door, and offer delivery and takeaway services of their own. It is the market leader in Spain and serves more than 8,000 clients across Europe and Latin America.

Founders Jose and Carlos have deep experience in the hospitality industry. Since receiving his MBA, Jose co-founded two ventures in the restaurant industry before starting CoverManager. In 2012, he co-founded Restaurant50, a last-minute restaurant reservations app, where he met Carlos, who joined as the company's CTO. Before joining Restaurant50, Carlos worked as a web developer for several digital marketing companies, including Pirendo and Royal Communication.





ECUADOR

Devsu

Felipe Cornejo & César Salazar

BUSINESS SERVICES & CONSULTING

Devsu is a B2B technology service provider that helps businesses across the US and Latin America address their digital innovation needs by matching them with top tech candidates for hire.

Founded in 2010, the company helps businesses add expert software and IT talent directly to their internal teams on demand, pulling from its network of more than 10,000 vetted professionals. Projects can be staffed within 14 days and clients can increase or decrease the size of their tech team as needed. Devsu's teams have completed 500+ projects and logged more than 1 million project hours to date.

Founders Felipe and César both grew up in Ecuador. Felipe started his professional career with Trust Digital, a startup that created security software for mobile devices. In 2008, he moved back to Ecuador and became a consultant for Oshyn, a US digital agency, where he met César. César started programming at the age of 12 and later worked as a software engineer at AutoTrack, creating technology solutions for the automotive market in Ecuador. He also worked as a tech lead for Fortune 100 clients like Disney and Miramax.





MIAMI, US

Digibee

Rodrigo Bernardinelli, Vitor Sousa, & Peter Kreslins

IT & DEVOPS

Digibee is solving systems integrations, one of the most complex problems facing IT today.

Founded in 2017, the company is a cloud-native integration platform operating in the \$900 billion digital transformation integration market. To date, Digibee has helped hundreds of clients across Brazil and the United States accelerate their digital transformation efforts while reducing costs by up to 10x. Digibee's technology is cloud-native, low-code, and supports the full integration lifecycle. The company has a do-it-yourself approach that enhances the autonomy of clients, paired with great customer service that will assist at any point.

Rodrigo, Vitor, and Peter are Digibee's three co-founders. Rodrigo has 10+ years of experience in software sales at companies including CA Technologies, IBM, and HP Enterprise. Vitor has 15+ years of experience in digital systems administration and DevOps, having worked primarily at Produban in the past. Peter has 10+ years of experience in systems integrations and digital transformations. He primarily worked at CA Technologies in the presales department.





UAE

DTEK.ai

Sanad Yaghi & Shadi Joulani

ECOMMERCE ENABLERS

DTEK.ai is leading the digital transformation of traditional retail in the MENAT region and beyond.

Founded in 2021, the company has three main offerings: a platform to track transactions, sales, and manage inventory; the technology and tools to build e-commerce sites; and a digital payments solution — for both online and in-store. DTEK.ai serves 25,000+ stores across six countries.

Founders Sanad and Shadi are childhood friends who come from entrepreneurial families. Sanad graduated from American University's Kogod School of Business with a bachelor's degree in finance, then went on to work in the VC space in London at Mubadala and Aljal Capital. Shadi graduated with a bachelor's degree in commerce from Ryerson University and then worked at RBC as a procurement analyst and for the Ontario Ministry of Economic Development, Job Creation, and Trade as a research analyst.





SAUDI ARABIA

Merit Incentives

Julie Barbier-Leblan & Thrishan Padayachi

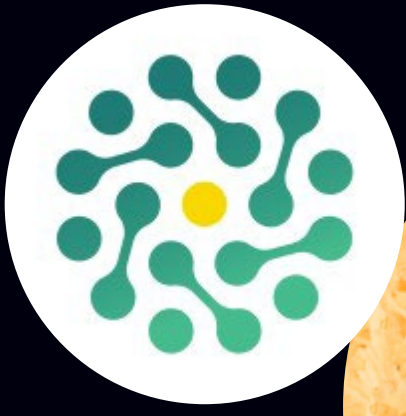
ADTECH & MARTECH

Merit Incentives aims to increase customer and employee engagement by offering enterprise and SaaS platforms to 1,000+ companies reaching more than 70 million users around the world.

Founded in 2016, Merit Incentives is a leading global engagement technology company. The company has created multiple no-code, white-label platforms that facilitate customer and employee engagement through various reward programs, including gift cards, coupons, points, and experiences. Merit has a global merchant network of 5,500+ brands in 150+ countries, giving clients an unparalleled number of reward options.

Co-founder Julie is a lawyer-turned-entrepreneur who has been recognized by EY's (Ernst & Young) Winning Women Class of 2018 for the Middle East and North Africa, as well as Forbes' Top 20 Women Behind Middle Eastern Tech Brands in 2022. Her co-founder, Thrishan, is a serial entrepreneur with past positions at Amazon Web Services, Cybonix, and Careem.





BRAZIL

Seedz

Matheus Ganem & Daniel Rosa

VERTICAL SAAS

Seedz is an agtech customer relationship and loyalty platform that connects suppliers, distributors, resellers, and farmers — centralizing and digitizing transactions and offering transparency in a traditionally opaque value chain.

Founded in 2017, the company focuses on turning data into action by integrating the entire agribusiness value chain into its digital products. By directly connecting to ERPs from agribusiness multinationals, Seedz connects companies and farmers through cashback and loyalty campaigns to motivate sales. The agribusiness sector makes up approximately 25% of Brazil's GDP.

Seedz was co-founded by two childhood friends, Matheus and Daniel. Matheus was born into a family of farmers in Minas Gerais, Brazil. Growing up, he saw first-hand the challenges farmers faced day-to-day. Daniel began his career at Deloitte before co-founding a real estate development company that Matheus invested in. Later, Daniel left his first company to join Matheus in building Seedz.





ITALY

Shop Circle

Luca Cartechini & Gian Maria Gramondi



Why put in the time to join Endeavor? Watch Luca's take on it.

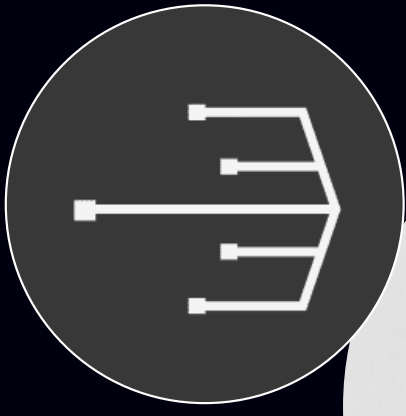
ECOMMERCE ENABLERS

Shop Circle is a software aggregator for the fragmented Shopify app ecosystem, and a one-stop shop for e-commerce solutions.

Founded in 2021, the company offers brands the necessary tools to fuel all aspects of their business. It creates value by acquiring, operating, and scaling apps to create a portfolio of cutting-edge e-commerce tools for its B2B e-commerce brand clients. Shop Circle uses a rigorous merger and acquisition process to identify and acquire companies. Once acquired, it scales up the product through customer acquisition, pricing, and discoverability.

Founders Luca and Gian both have backgrounds in the e-commerce and B2B spaces. Luca worked for two years as a VC Investor at Pretiosum Ventures and spent three years at Jeffries as an equity associate doing equity research in e-commerce. Gian spent a year as a strategy consultant for Deloitte before working at Amazon as a Category Manager. Eight years after they met at the ESCP business school, they came together and founded Shop Circle.





COLOMBIA

Simetrik

Alejandro Casas & Santiago Gomez

BUSINESS INTELLIGENCE & PROCESS OPTIMIZATION

Simetrik aims to revolutionize financial operations and accounting workflows with its innovative no-code software, leveraging big data to automate and streamline processes.

Founded in 2019, the Colombian platform significantly enhances visibility and control, giving financial teams greater adaptability, flexibility, and scalability. The company processes 200 million daily transactions in more than 30 countries, serving blue chip clients such as Mercado Libre, PayU, Nubank, Ualá, and Rappi, among others.

Founders Alejandro and Santiago met through Endeavor. Alejandro was the CTO of Mesfix, an Endeavor company, and Santiago was part of the team at Endeavor Colombia. When Alejandro founded another company, Ropeo, Santiago advised and invested, then joined the team. Eventually, they pivoted to Simetrik.





INDONESIA

Tookitaki

Abhishek Chatterjee & Jeeta Bandopadhyay

CYBERSECURITY

Tookitaki aims to help banks and fintech companies stay ahead of the curve in financial crime detection and prevention by providing them with adaptive technology.

Founded in 2014, the Singapore company's technology provides clients with holistic risk coverage, sharper detection, and fewer false alerts. Tookitaki has monitored more than 4 billion transactions across 375 million accounts, and processed 1.5 million alerts. It has also formed a strategic partnership with Endeavor Entrepreneur company Thunes, which led its recent Series B fundraising round.

Co-founder and CEO Abhishek began his career at Google and worked at JPMorgan during the 2008 financial crisis, which got him interested in regulatory issues and fraud. Co-founder and COO Jeeta took a different career pathway. She is a self-taught technology expert who began her career in media and developed an interest in entrepreneurship after writing a story on startups. She met Abhishek and the two founded an advertising technology company in India before pivoting industries to found Tookitaki.





KENYA

Wowzi

Brian Mogeni & Mike Otieno

ADTECH & MARTECH

Wowzi is an app that empowers Africa's burgeoning creator economy with a marketplace that connects brands like Netflix and Coca-Cola to influencers and creators.

Founded in 2020, the company has a community of more than 150,000 registered creators and 150+ brand clients in the 24 countries it operates in. Wowzi's centralized platform matches brands with creators, helping creators grow and monetize their platforms while enabling brands to identify and collaborate with influencers who match their desired profile.

Co-founders Brian and Mike have years of experience in Africa's startup ecosystem. Brian has helped launch high-profile tech businesses in Africa, from Flutterwave to Opera Software. He led digital marketing for both Easy Taxi in Kenya and Mondo Ride across Africa, and worked as the director of business development at Opera Software. Mike has held notable roles such as senior associate for partnerships at Evidence Action, program coordinator for McKinsey's Generation Program in Kenya, brand ambassador for Uber, and strategy partner at Anza Strategy.





MOROCCO

ZEDEDA

Said Ouissal

IT & DEVOPS

ZEDEDA delivers an open, distributed, cloud-native edge management and orchestration solution, simplifying the remote management of edge infrastructure and applications at scale.

Founded in 2016, the SaaS company reduces operational cost while increasing visibility, security, and control. ZEDEDA ensures flexibility by utilizing an open partner ecosystem with a robust app marketplace and leveraging an open architecture from the Linux Foundation. The global company has attracted Fortune 100 customers such as Baker Hughes, Agora, BOBST, PV Hardware, and Switch Automation. It has also established OEMs with companies such as VMware, Rockwell, and Emerson.

Said (founder and CEO) is an entrepreneur who has dedicated two decades of his career to building out internet infrastructure. He helped build one of the first transatlantic internet backbone networks, worked with telcos to deploy broadband internet via DSL, was a part of bringing 4G/LTE to phones, and helped cloud companies build out their data centers.





COMMERCE



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VIETNAM

30Shine

Hoang Nguyen & Quan Ngo

WELLNESS & BEAUTY

30Shine is Vietnam's largest hair salon chain for men, with 82+ locations nationwide.

Founded in 2015, the company focuses on delivering exceptional customer experiences, providing a full range of hair and skin care services and products. It also embraces tech-enablement to modernize the typical barbershop experience, ensuring a smooth customer journey and an aspirational and quality-controlled environment for employees. Through its service excellence, 30Shine has fostered a strong brand, gaining a reputation for high-level service at affordable prices, and a dedication to staying at the forefront of men's grooming trends.

30Shine's CEO Hoang comes with entrepreneurial tech experience. Previously, he started a mobile phone import business, where he met his partner and COO Quan, who has a degree in international business economics. Together they've guided 30Shine through the many challenges of the COVID-19 pandemic and have excelled at using data-driven insights to optimize their operations at their growing number of locations.





VIETNAM

Amanotes

Bill Vo & Silver Nguyen

MEDIA & ENTERTAINMENT

Amanotes is a mobile game developer based in Vietnam, specializing in music games. Its founders hope to make interactive music experiences accessible to all.

Amanotes is ranked as the #1 music game publisher globally and the #1 mobile game publisher in Australia, New Zealand, and Southeast Asia by downloads. Its titles have more than 2.7 billion cumulative downloads and 120 million average monthly users. The hyper casual mobile games market accounts for 50% of revenue within the \$92 billion mobile gaming market, and Vietnam has emerged as the #1 hub for mobile game development in the region.

Amanote's CEO Bill is a musician with a deep-rooted appreciation for music and a technical background in computer science. He worked as a senior software engineer at IBM before becoming a serial entrepreneur, founding Musicking in 2009 and Fugaga in 2012 — all before he co-founded Amanotes. Silver is Amanotes's co-founder and an entrepreneurial pioneer in the Vietnamese ecosystem. He served as the chairman of the Viet Yout Entrepreneurship Bootcamp and worked as a product specialist for Chợ Tốt, one of Vietnam's first e-commerce platforms.





INDONESIA

ASTRO

Vincent Tjendra

GROCERY & DELIVERY



Why put in the time to join Endeavor? Watch Vincent's take on it.

ASTRO provides on-demand groceries at affordable prices, including food & beverage and over-the-counter medicines, which are available 24/7 and delivered to a customer's home within minutes.

Founded in 2021, the company offers convenience to customers in the Jakarta Greater Area, helping them purchase daily necessities without the daily traffic and unnecessary car trips. Studies by the Boston Consulting Group and Uber have shown that people in Jakarta spend an average of 22 days per year stuck in traffic. ASTRO is supported by a top-tier founding team who come from regional success stories such as Tokopedia.

Astro's founder Vincent has demonstrated expertise in scaling a tech company, previously working as Associate Vice President at Tokopedia, one of the largest technology unicorns in Southeast Asia. He has also worked in management consulting at McKinsey and has rapidly built ASTRO into the leading 15-minute e-groceries delivery platform in Indonesia.





PORTUGAL

BIZAY

Sérgio Vieira & José Salgado

HOUSEHOLD & OFFICE



BIZAY offers product customization software, enabling the world's largest catalog of custom products.

The customization industry is massive, but very fragmented. BIZAY aims to digitize this legacy industry with new batching technology that delivers more than 50% cost savings across more than 50,000 products. With its asset-light, technology-driven model, BIZAY has already enabled over 5 million customized orders across Europe and the Americas.

BIZAY's co-founder Sérgio has a strong background in marketing and advertising. Before founding BIZAY, Sérgio worked as a strategy consultant at Roland Berger, as an advisor to the Bank of Portugal, and spent six years as an Assistant Professor in management accounting at ISCTE. Sérgio has been named one of the Top 40 Portuguese Business Leaders Under 40 years old for two consecutive years in 2017 and 2018. Sérgio co-founded BIZAY alongside José, who was a recipient of the Primus Inter Pares award, which recognizes the best business and engineering students in Portugal. He began his career in public debt, working for the Portuguese Treasury and Government Debt Agency.





EGYPT

Breadfast

Mostafa Amin, Muhammad Habib,
& Abdallah Nofal

GROCERY & DELIVERY



Watch Mostafa's take on how the Egyptian mentors have been supporting Breadfast.

Breadfast is an on-demand grocery and household essentials company built to deliver a variety of products to everyone in Egypt within 35 minutes.

Founded in 2017, the company brought the most basic food item to everyone in Egypt, fast: a loaf of bread — coining the name Breadfast. It now delivers a variety of products, including fresh produce, meats, dairy, cleaning supplies, coffee, pastries, and personal care items. Breadfast has differentiated itself in the Egyptian market, where ~70% of grocery shopping is based on unorganized trade at local kiosks and convenience stores — a vast opportunity to tap in Egypt and across the broader MENA region.

Entrepreneurs Mostafa, Habib, and Abdallah, connected through the Egyptian startup scene. Mostafa has a biomedicine degree and co-founded Egyptian Streets after a journalism career. Habib, holding a computer science bachelor's and an MBA, co-founded the award-winning educational platform Nafham. Abdallah, a self-taught software engineer, joined Nafham as a Web Designer where he met Muhammad. They later left to co-found MarginUX, and then joined forces with Mostafa to found Breadfast.





GREAT LAKES, US

CurlMix

Kimberly Lewis & Tim Lewis

WELLNESS & BEAUTY



Why put in the time to join Endeavor? Watch Kim's take on it.

CurlMix is a premium haircare brand designed by and for Black women, offering a four-step hair care solution to help them easily care for their curls in 21 days.

Founded in 2018, the company has established a strong customer base and was featured on Shark Tank, Forbes 30 Under 30, Oprah's Favorite Things list, and ranked 93rd on the Inc. Top 5,000 fastest-growing privately owned companies in the US. After gaining traction selling CurlMix, the company launched "4C Only," an additional brand focused on younger customers with the curliest hair texture classification, 4C curls.

CurlMix's CEO Kimberly has dual degrees in business administration and science in marketing, logistics, materials, and supply chains from the University of Illinois Urbana-Champaign. She struggled with alopecia and found few resources for Black women seeking natural hair care, so she created her own, landing a winning formula in 2018. Her partner and CTO Tim also studied at the University of Illinois Urbana-Champaign, graduating with a degree in economics.





PHILIPPINES

Edamama

Bela Gupta D'Souza & Nishant D'Souza

FASHION & APPAREL

Edamama is a community and e-commerce platform for parents, offering support and making shopping for children simple and trustworthy.

Founded in 2020, the platform offers parents a personalized shopping experience for affordable and reliable family products and provides access to educational articles and parenting communities. Edamama also launched an omnichannel strategy through partnerships with the three top retailers in its country and two pop-up shops.

Before starting their company, co-founders (and life partners) Bela and Nishant were parents struggling to find safe, reliable products for their kids. Bela's experience as a serial entrepreneur kicked in and the two decided to create their retailer to ensure that parents could find reliable, high-quality kids products and family essentials.





PAKISTAN

LAAM

Arif Iqbal

FASHION & APPAREL



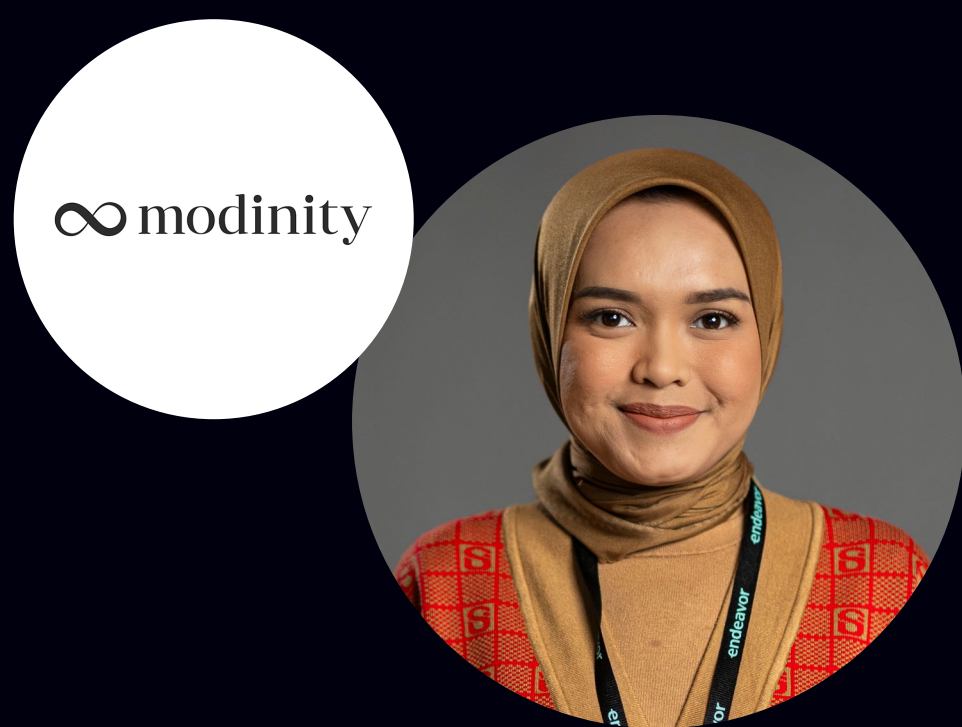
Arif shares how he learned something new from each one of the interviews during his selection process.

LAAM is a technology-driven fashion platform that brings South Asian fashion to the world, using AI to provide seamless shopping, personalized recommendations, and insights in 100+ countries.

Founded in 2021, the company offers apparel for daily life, party wear, and luxury & wedding attire. It also provides South Asian fashion businesses with a suite of offerings. It can manage their entire supply chain end-to-end, and provide advanced data and analytics capabilities.

Founder and CEO Arif is a computer science professional who spent 15 years at some of the world's leading technology companies. Arif played a pivotal role in the inception of Bing at Microsoft, led the data science and machine learning teams at eBay, and spent a year at Pinterest. Before leaving to found LAAM, he spent over four years at Facebook leading critical initiatives in search relevance, recommendation systems, and Instagram shopping.





INDONESIA

Modinity Group

Linda Anggrea

FASHION & APPAREL

Modinity Group has eight lifestyle brands, boasting a total of 100 physical stores across Indonesia and Malaysia.

Linda Anggrea established the Modinity Group in 2020, following the success of Buttonscarves. It's known for using high-quality materials and design to elevate modest fashion with premium products such as scarves, hijabs, bags, accessories, and more. Modinity's brands have received multiple Muslim Wear awards over the years and have partnered with global names like Disney and Hasbro. The group showcased its latest Buttonscarves collection at the 2023 New York Fashion Week.

Linda graduated with a Bachelor of Business Administration in finance and financial management services from the University of Indonesia and following that, worked as an assistant manager at the Central Bank of Indonesia's PCPM program for about a year. During her tenure at the Central Bank, Linda identified a gap in the market leading to the founding of Buttonscarves in 2016 and in 2020, Modinity Group.





IRELAND

Sculpted by Aimee

Aimee Connolly

WELLNESS & BEAUTY

Sculpted by Aimee is an award-winning makeup and skincare brand designed for everyone. The company's products are good for your skin, kind to the planet, and cruelty-free.

Founded by leading makeup artist Aimee Connolly in 2016, the company blurs the line between makeup and skincare, empowering everyone to love the way they look with minimal, easy to use products. Bootstrapped since its launch, Sculpted has grown to offer more than 100+ products across four countries.

Aimee is not only the CEO and founder of Sculpted — she is the face of the brand. When she was 15, she had her first taste of working in the industry, taking on a sales job at the Benefit Cosmetics counter in an Irish department store. Aimee worked her way through college as a makeup artist at the MAC Cosmetics store and soon began to take on private clients on the side. Throughout her time at college, Aimee built an online following sharing makeup tips and tricks on Facebook, using her now well-known and reliable name in the industry to launch Sculpted by Aimee.





IRELAND

Thérapie Group

Phillip McGlade & Katie McGlade

WELLNESS & BEAUTY

Thérapie Clinic is a well-known Irish brand offering an array of aesthetic and medical treatments at accessible price points, including laser hair removal, anti-wrinkle injectables, fillers, and skin treatments.

It aims to “empower everyone to become the best possible version of themselves and feel comfortable in their own skin” through affordable, high-quality care. Thérapie Clinic is the top laser hair removal and aesthetic treatments provider in Ireland and the UK, operating 70+ clinics — and now it’s entering the US. It also runs Thérapie Fertility, which makes fertility treatments accessible to all, and Optilase, which democratizes access to laser eye surgery.

Phillip and Katie are siblings who took the reins of Thérapie Group from their father Paul in 2010. Philip initially joined in a marketing role but quickly transitioned and has served as the company’s CEO since 2010. Katie started in front-of-house roles and learned about every detail of the business. In 2022, she established herself as the company’s international president leading its US expansion strategy.





PERU

Wynwood House

Ignacio Masias & Juan Garay

TOURISM & HOSPITALITY

Wynwood House is a next-generation short-term rental provider that cultivates more local appeal than traditional hotels.

Founded in 2019, the company operates in four countries: Peru, Colombia, Mexico, and Panama. It aims to provide a tech-enabled approach to short-term rentals, catering to the segment of customers who work remotely and have the flexibility to travel. Wynwood apartments are tech-enabled and include all the necessary amenities, including contactless check-in, fully equipped kitchens, laundry service, fast Wi-Fi, and more.

Ignacio (CEO) is a native Peruvian, born into a family of third-generation hoteliers. He began his career at McKinsey, where he worked as a business analyst consultant for two years. Juan (COO) was born and raised in Madrid, Spain with Peruvian roots. He started his career in the venture capital industry between Ataria Ventures and Global Founders Capital before co-founding Leasy, a LatAm fintech. After a year at Leasy, Juan and Ignacio joined forces to launch Wynwood House.





EDUCATION

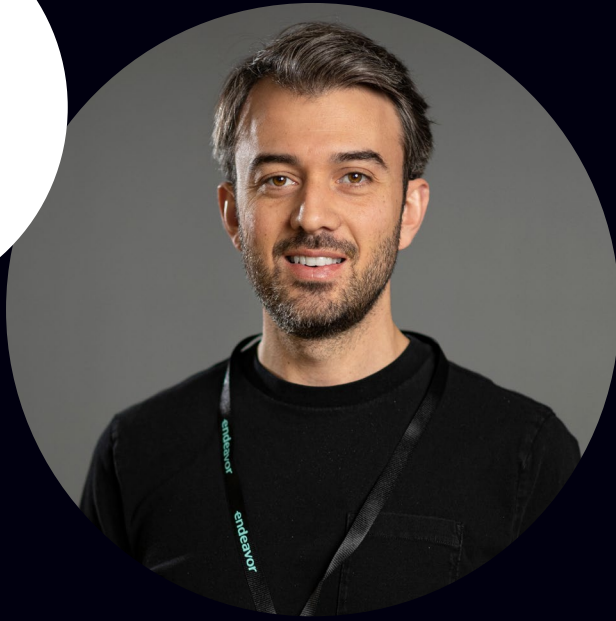


Click logos to visit the company website

Click photos to visit the entrepreneurs' LinkedIn profile

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JORDAN

Abwaab

Hamdi Tabbaa

PRIMARY & SECONDARY SCHOOLS

Abwaab is a guided learning platform that makes high-quality after-school education accessible across the MENA region for grades 4-12.

Founded in 2019, the company offers an ecosystem of localized educational tools aligned with national curricula. It serves millions of users across Jordan, Iraq, Egypt, and Saudi Arabia. Students learning on Abwaab see a 19% improvement in academic performance, 2x increase in their speed of learning, and up to 90% savings in educational expenses relative to after-school tutoring programs.

CEO and co-founder Hamdi obtained his Bachelor of Science degree in business management from King's College London and his MSc in Real Estate Economics and Finance from the London School of Economics and Political Sciences. After graduating, Hamdi founded Dukkan, a pioneer in Jordan's organized retail space. Following this he went on to work at Uber where he led the company's launch in Qatar, Lebanon, and Jordan. He sits on the boards of The Youth Support Fund, BeMotion Inc, and Al Fayhaa Charity Organization, and was a founding board member for TraxJo and the Jordan Entrepreneurship & Innovation Association.





BRAZIL

Alura

Paulo Silveira, Guilherme Silveira, & Adriano Almeida

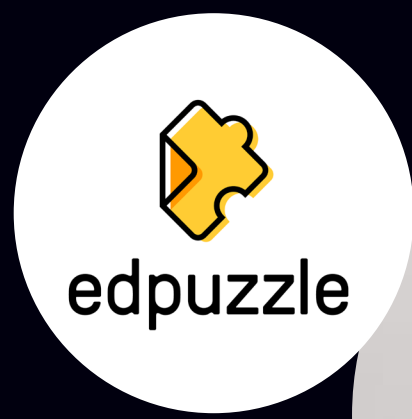
LIFELONG LEARNING

Alura is the leading technology learning ecosystem in Brazil, offering ~1,400 technology and computer science courses to students in all stages of their learning journey.

Founded in 2013, Alura is working to democratize access to technical learning across Latin America. The company built the largest community of technology learners in Brazil, delivering high-quality, up-to-date educational content to 800,000+ active paying students. Alura also recently acquired FIAP, the leading private university focused on technology learning, making it the largest provider of technology education in Brazil.

Brothers Paulo and Guilherme have extensive entrepreneurial experience in making technical education more accessible. In the early 2000s, they founded Java Users Group and after graduating, Paulo went to work at Sun Microsystems and Guilherme moved to Germany to work as a Java architect. In 2004, they left their jobs and founded Caelum, which focused on teaching technology courses to Brazilians in Portuguese. There they got to know Adriano, a tech professional and investor, who became an integral part of Caelum's operations. In 2013, the trio decided to launch Alura.





SPAIN

Edpuzzle

Quim Sabrià, Santi Herrero, & Xavier Vergés

PRIMARY & SECONDARY SCHOOLS

Edpuzzle is a platform that allows teachers to create and access engaging video learning experiences.

Founded in 2013, the company gives teachers access to a library of videos created by Edpuzzle or other creators, and the ability to create and upload their own. Teachers can then assign lessons through integrations with learning management systems or Edpuzzle's website. The platform also provides them tools to embed questions into each video lesson, and real-time analytics on each student's understanding and progress. Edpuzzle has accumulated more than 2.6 million teachers over the last decade who have created 30+ million video lessons.

Edpuzzle was founded by long-time friends, Quim, Santi, and Xavier. Quim worked as an assistant professor while getting his master's and later founded his learning academy, Quim Academy. After graduating, he became a teaching fellow at 'Empieza por Educar.' Both Santi and Xavier have educational backgrounds in telecommunications engineering. After each co-founder graduated from their master's program in 2012, they came together and founded kingdemates.org, which was the precursor to Edpuzzle.





FINTECH



Click logos to visit the company website

Click photos to visit the entrepreneurs' LinkedIn profile

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**PAKISTAN**

Abhi

Omair Ansari & Ali Ladhubhai

BUSINESS LENDING

Abhi is an embedded platform that aims to financially empower businesses and their employees in Pakistan, Bangladesh, and the broader MENAP region.

In many emerging markets small and medium businesses have limited access to working capital financing and most individuals do not have access to credit. Founded in 2021, Abhi looks to fill these gaps by offering invoice factoring, payroll processing & financing, and earned wage access services to businesses and their employees. The company serves 400+ companies and recently issued Sukuk (Sharia-compliant Islamic bonds) worth \$6.8 million, becoming the region's first fintech company to do so.

Co-founder and CEO Omair was born in Pakistan but grew up in nine different countries, which sparked his interest in emerging markets. He worked for a decade in investment banking before co-founding Abhi. Ali (COO) hails from an entrepreneurial family background. After co-founding his first venture KarloCompare, he joined forces with Omair to establish Abhi.





INDONESIA

Aspire

Andrea Baronchelli

DIGITAL BANKING

Aspire is an all-in-one finance operating system for companies to manage their business operations and company spend.

Founded in 2018, the Singapore company was born out of the pain point that many small and medium businesses were facing: having to use 5+ financial service providers just to run their business. Aspire offers tools, including cross border business accounts, corporate cards, expense management tools, an online payment gateway, and more — combining the offerings of multiple other financial service companies into one.

Aspire's founder Andrea, an Italian living in Southeast Asia, recognized that in this region, the new generations of entrepreneurs were underserved by traditional institutions and wanted to build a solution. Before co-founding Aspire, Andrea worked in global venture development at Rocket Internet in Hong Kong and then became part of the regional founding team of Lazada Group in Southeast Asia. He spent five years working up the ladder at Lazada from regional management to the CEO of Lazada Vietnam and CMO of Lazada Singapore.



**MALAYSIA**

CapBay

Xing Xian Ang, Darrel Ang, & Edwin Tan

BUSINESS LENDING

CapBay is a platform that connects investors and banks to small and medium businesses in need of financing.

Through its proprietary credit-scoring algorithm, CapBay provides businesses with the financing they need to grow and offers banks and investors the opportunity to participate in high-quality financing opportunities. The company has funded more than \$550 million since its founding in 2016.

Founders Xing Xian, Darrel, and Edwin met while attending Oxford University and have all held notable financial positions. Xing Xian began his career in investment banking and FX trading at various banks including HSBC and Credit Suisse and then went on to join MarketInvoice, a P2P financing startup in the UK. He served as a consultant at Accenture before co-founding CapBay. Darrel began his career at Bank Negara Malaysia as a banking supervision associate and then as a financial surveillance associate before leaving to join Credit Suisse's investment banking team. He spent one year at EasyPay Transfer, a Malaysian fintech startup, before co-founding CapBay. Edwin began his career at Deloitte and grew to serve as a corporate finance senior analyst before leaving to co-found CapBay.



**POLAND/SPAIN**

Capchase

Miguel Fernández Larrea, Luis Basagoiti Marqués, Ignacio Moreno Pabul, & Przemek Gotfryd

BUSINESS LENDING

Capchase offers a platform that delivers a flexible, fast, and non-dilutive alternative source of capital for companies with recurring revenue models.

Founded in 2020, the B2B company's mission is to help founders obtain capital, grow, and automate all their financial operations. It uses a data-driven approach to be more flexible than banks, with a promise to underwrite and extend offers to clients within 24 hours. Capchase has helped finance more than 200 companies.

Co-founder and CEO Miguel began his career with an MBA from Harvard and a strategy consultant position at Deloitte before co-founding two ventures in fintech and tech-retail and working as Geoblink's UK country manager where he met Luis, Ignacio, and Przemek. Each member of the group has a varied skillset but all experienced the difficulties that SaaS companies face when they raise capital, inspiring the idea for Capchase.





TUNISIA

Dasseti

Wissem Souissi

INVESTING & TRADING

Dasseti provides a simple and holistic platform for institutional investors to streamline their operational and investment due diligence processes.

Traditional due diligence tasks take unnecessary time and effort, often leveraging legacy tools including Word, Excel, PDFs, and email. Founded in 2019, Dasseti provides institutional investors, investment consultants, and investment managers with a simple subscription platform to scale operational and investment due diligence and to identify and manage risks in the investment process. It helps with data collection, analysis, exchange, reporting, and compliance at every stage of the investment lifecycle.

Founder and CEO Wissem was born and raised in Tunisia and has more than 20 years of professional experience, including a dozen in the financial software industry. During his time at companies owned by Nasdaq and Blackrock, Wissem began to notice how frustrated clients were with collecting operational and investment due diligence from fund managers. He pitched an idea to streamline it, but it was not approved due to resource constraints, so he took matters into his own hands and built Dasseti.





SOUTH AFRICA

Fin

Timothy Nuy & Tonderai Mutesva

CONSUMER LENDING

Fin is an African credit-led digital neobank using AI to address the increasing credit gap in Sub-Saharan Africa.

Founded in 2019, Fin provides convenient credit, wallets, savings, insurance, and other services. With traditional financial institutions unable to address the increasing credit gap in Sub-Saharan Africa, Fin aims to drive financial inclusion in the region through its digital solutions and proprietary credit risk technology. The company uses AI algorithms to provide an array of credit-centric products including traditional credit, embedded credit, and buy now, pay later. It currently operates in South Africa, Kenya, and Tanzania.

Co-founders Timothy and Tonderai have extensive experience in the financial sector in Africa. Timothy held the title of investment director at the African Development Corporation (ADC) and later moved on to join MyBucks, a digital lending platform that expanded to five major banks in Africa under his leadership. Tonderai has 14 years of financial experience in multiple African countries, including roles at the Reserve Bank of Zimbabwe and ABC Holdings.





KENYA

Flocash

Sirak Mussie

MERCHANT SERVICES & PAYMENTS PROCESSING

Flocash offers an API that lets global and cross-border businesses in Africa accept more than 200 payment methods across 50 countries.

Africa's digital payments ecosystem is flourishing, but heavily fragmented. As a result, online merchants suffer from difficult reconciliation processes and long cash collection cycles. Flocash has established itself as the leading player in the travel sector, with clients including Ethiopian Airlines, Amadeus, Qatar Airways, and Emirates. It also has key partnerships with the likes of Visa, M-Pesa, and MTN — among other banks and telecoms.

Ethiopian by birth, CEO Sirak has a strong international background in the technology sector. He grew up in Sweden and pursued two undergraduate degrees in the UK. He worked at several multinational technology companies in Europe and Africa including Motorola, Unisys, and Cisco. He began piloting the idea for Flocash in 2012 with the mission of empowering African businesses through electronic payment solutions.





EGYPT

Money Fellows

Ahmed Wadi

CONSUMER LENDING

Money Fellows is a collaborative and trusted group lending and savings platform.

Launched in 2016, the company is based on the traditional and informal method of micro-financing known as a ROSCA (rotating savings and credit associations), a concept used around the world in which a group of individuals act together as an informal financial institution and make pre-determined financial contributions to a common fund. The fund is then received by one participant at the end of every period, on a rotating basis. It also looks to provide credit and savings services for banked and unbanked populations across Egypt.

Money Fellows' founder Ahmed is a serial entrepreneur with a deep background in technology. He has a bachelor's degree in Computer Science from the University of Stuttgart and a master's in Information Technology from the Technical University of Munich. Ahmed built his first company, Objectly, in 2005, followed by Blipit in 2008. He then spent 3 years as a software developer at Alpine Technologies in Germany, where the idea for Money Fellows was born.



**BRAZIL**

Nomad

Lucas Vargas

DIGITAL BANKING

Nomad's mission is to empower Brazilians by offering them products to save, grow, and invest their wealth in a strong, stable currency (US Dollars).

Over the past decade, the Brazilian Real (BRL) has depreciated by 56% in value relative to the US Dollar due to political and economic instability. Currency depreciation has led individuals to suffer from wealth erosion. Nomad has been combating this problem since 2020 and now provides more than 1 million Brazilian customers with an American bank account in dollars, insured by the FDIC (Federal Deposit Insurance Corporation).

Founder Lucas is a seasoned entrepreneur with a diverse professional background in the technology and start-up spaces. While pursuing two bachelor's degrees simultaneously, Lucas balanced his studies with internships at Accenture and auditing roles at PwC. In 2006, Lucas joined Bain & Company as a consultant. In 2009, he pursued an MBA at Harvard and founded Deu Samba, a Groupon-like company. Following his MBA, Lucas briefly served as Co-CEO at Groupon Brazil before being invited to join VivaReal (former EE) as VP of sales, then COO, and later CEO.



**URUGUAY****Prex**

Alfredo Bruce

DIGITAL BANKING

Prex is a Uruguay-based neobank that operates across Uruguay, Argentina, and Peru. It is on a mission to democratize access to digital financial services across Latin America's frontier markets.

Founded in 2015, Prex has amassed more than 2.4 million customers, granted over half a million loans, and currently serves hundreds of thousands of monthly active users. The company offers its customers a multi-currency account, an international debit card, personal loans, investment products, and cross-border payments and remittances. Prex was the first licensed e-money issuer in Uruguay and one of the first of its kind in Latin America.

Co-founder and CEO Alfredo has more than 15 years of experience in the financial services industry and a history of entrepreneurship. His first company, Fortex Financial Services, was a more traditional brick-and-mortar financial services company specializing in foreign exchange, bill payments, and international payments. After running it for more than 10 years, he began to see the potential in digital banking, eventually deciding to start Prex to help increase access to financial services in frontier LatAm markets.



**BRAZIL**

QI Tech

Pedro Mac Dowell, Marcelo Bentivoglio, & Marcelo Buosi

BANKING INFRASTRUCTURE

QI Tech is the leading fintech infrastructure provider of banking and lending APIs in Brazil, allowing any company to offer financial services to its own customers.

Founded in 2018, the company offers lending-as-a-service, banking-as-a-service, and “know your customer” as a service. The team enables new players to enter the banking ecosystem by providing automated back-end tools, allowing them to focus on creating great products and client experiences. QI Tech obtained the first Direct Credit Society license from the Brazilian Central Bank, and now serves enterprise clients such as Vivo, iFood, and Rappi.

Two of QI Tech’s co-founders, Pedro and Marcelo Buosi worked together at Quatá Investments, which was founded by Pedro. Marcelo Buosi spent the first year of his career at Barclays before joining the team at Quatá. Marcelo Bentivoglio spent his first five years out of school at Goldman Sachs and then went on to found Banfox, a fintech company. The three put their heads together to bring QI Tech to life.





UAE

Qlub

Eyad Alkassar, Mahmoud Fouz, & John Mady

MERCHANT SERVICES & PAYMENTS PROCESSING

Qlub is a web-based QR code solution for paying the bill at restaurants.

Founded in 2021, Qlub requires no app, enabling customers to pay within 10 seconds and delivering higher profits for restaurants. It cuts down customer wait times drastically, simplifying the payment transaction for both the restaurant and the diner, allowing customers to split with friends easily, add tips, and check out with no hassle.

Qlub was founded by two computer science PhDs and serial entrepreneurs along with an experienced operator. Eyad and Mahmoud grew up together in Germany and are both of Syrian descent. After completing their studies, they joined Rocket Internet where they each became part of the co-founding teams of multiple ventures. Eyad was the co-founder of Namshi and Mahmoud was a co-founder of EasyTaxi. After 10+ years as entrepreneurs, the two came together and founded Snapp Group, an Irani super app. Later, they brought on John, an Egyptian mechanical engineer who holds an MBA from IE Business School. John spent five years at McKinsey followed by three years as head of operations for the Middle East at Deliveroo UAE.



**NIGERIA****Qore****Emeka Emetarom****BANKING INFRASTRUCTURE**

Qore is a banking-as-a-service platform delivering innovative banking solutions that achieve end-to-end automation of African Financial Institution operations.

Qore is Africa's foremost banking-as-a-service platform solution provider. It is a one-stop-shop for banking technology, offering world-class financial services and serving 600+ financial institutions across seven African countries. Qore enables the delivery of services to end customers via digital and alternative channels. Today, Qore has over 50% of the market share in its home market of Nigeria.

Qore is led by Emeka, a serial entrepreneur, who founded Ceerom Ventures in 2005 (a table water manufacturer) and Recharge Plus in 2006 (a pre-paid mobile payment service). After co-founding Appzone Group in 2008 he became its executive director, and he became Qore's CEO and co-founder following the restructuring.





PAKISTAN

SadaPay

Brandon Timinsky

DIGITAL BANKING



Why put in the time to join Endeavor? Watch Brandon's take on it.

SadaPay is Pakistan's fastest-growing neobank, revolutionizing banking in the country by offering a wide range of financial services.

In Pakistan, only 9% of smartphone users have a digital bank account and the banking sector is perceived negatively. Founded in 2019, the company operates under an Electronic Money Institution license issued by the State Bank of Pakistan and offers personal and business accounts, home remittances, virtual and physical debit cards, international bank account numbers, mobile top-ups, and bill payments. Since acquiring its license, SadaPay has witnessed 3 million sign-ups and has onboarded 840,000 accounts.

Brandon (Founder and CEO) is a serial entrepreneur who has built 10+ online companies, starting when he was just 15 years old. He grew up in Miami but visited Pakistan in 2018 and was struck by the challenges that banks faced in the country. He began visiting monthly and in 2019 moved there permanently and started SadaPay.



**BRAZIL**

Stark Bank

Rafael Stark

DIGITAL BANKING

Stark Bank is a Brazilian B2B bank serving companies by addressing all their financial needs in one place in a smarter, digital-first, and seamless way.

Founded in 2018, the company's mission is to empower companies across Latin America by offering them financial technology products that simplify their operations so they can focus on scaling their businesses. Stark Bank currently offers products including currency exchange, cash management, corporate card, payments, payroll, and instant PIX payments.

CEO Rafael is a Brazilian serial entrepreneur who has founded numerous ventures in the technology space throughout his career. Rafael was awarded a full-semester scholarship to attend Stanford University where he launched an app that fostered community by helping students organize group gatherings. Rafael returned to Brazil in 2014 and founded Hummingbird Product Studio, a software house. In 2018, through Hummingbird Product Studio, Rafael was tasked with building a refund system for Colgate before founding Stark Bank.



**BRAZIL**

Swap

Douglas Storf, Ury Rappaport, & Mateus Furini

BANKING INFRASTRUCTURE

Swap is a banking-as-a-service platform, creating the financial infrastructure to enable other B2B fintech companies to thrive within the Brazilian market.

Founded in 2018, Swap is the leader in offering specialized flexible benefits, corporate expenses, and other adjacent financial services. Brazil's benefits market is governed by regulatory requirements that make it uniquely expansive, requiring companies to provide benefits that are seen as perks in other Western markets. Swap offers prepaid cards, digital accounts, bank transfers, payment slips, and management platforms, distributed through its white-label model.

All three of Swap's founders are a part of the Multiplier Effect of 99, a vehicle-for-hire company known as the "Uber for Brazil," and the country's first unicorn. Douglas and Ury helped construct 99's digital wallet during their tenures at the company, where they encountered many challenges working with existing banking-as-a-service providers. Mateus was 99's CFO when Swap was founded and then became CFO of Wildlife, another unicorn and Endeavor company, before joining Swap.





UAE

TransferGo

Daumantas Dvilinskas & Justinas Lasevicius

CONSUMER PAYMENTS

TransferGo provides hard-working migrants with simpler, better financial services — making their money go further and the world a fairer place.

With more than 4 million customers sending money to over 160 countries, TransferGo is proud to offer prices up to 90% cheaper than banks, and deliver money digitally and securely in minutes. This is thanks to its unique local-in, local-out transaction model. The company is on its way to expanding its reach across Africa, Asia, and the Americas, and ultimately aims to build out a global financial services platform for migrants.

Daumantas and Justinas are the co-founders of TransferGo. Both founders left their home country of Lithuania to attend Lancaster University in the UK. In 2009, the pair founded Green Trends, a traditional import/export business supplying sustainable trade fair materials to universities across the UK. A year later Daumantas founded Pinevoio, a Pinterest comparable, which despite never taking off, provided him with a valuable learning experience. While running Green Trends the duo wanted to create a better solution for international money transfers. Thus TransferGo was born in 2012.



**NIGERIA**

Zone

Obi Emetarom & Wale Onawunmi

MERCHANT SERVICES & PAYMENTS PROCESSING

Zone is a private payments network that eliminates many of the pain points present within Africa's existing transaction network — lower transaction fees, higher reliability, more scalability, and less fraud.

Zone is Africa's first regulated blockchain-powered payment network after securing a switching and processing license from the Central Bank of Nigeria. It allows participating institutions to connect directly with each other and perform payment transactions without an intermediary while automating settlement, reconciliation, and dispute management.

Zone is led by Obi and Wale. Obi is a serial entrepreneur in Africa's fintech space, who founded his first venture, Parkway, fresh out of college. The company provided bespoke fintech solutions to commercial banks. In 2008 he co-founded Appzone, and later, Zone. Wale is a software developer with 15+ years of experience. He worked as Parkway's VP of R&D alongside Obi until the company's exit.





FOOD & BEVERAGE



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BRAZIL

Agrolend

Andre Glezer, Alan Glezer, & Valéria Bonadio

AGRICULTURE & AGTECH

Agrolend is a credit business providing loans to financially underserved farmers in Brazil.

As the third-largest agricultural producer worldwide, Brazil is home to more than 5 million farmers — an essential part of the nation’s economy and the global food supply chain. These farmers are deeply financially underserved and have an estimated \$40 billion credit gap within this customer base. Founded in 2020, Agrolend is “revolutionizing loans for small and medium farmers by eliminating bureaucracy and increasing accessibility with fast and digital processes.” To date, Agrolend has served more than 1,000 customers.

Founders Andre, Alan, and Valéria have substantial track records in the agricultural lending sector and a complementary skillset. Andre spent the better part of a decade working at an agro-focused private equity firm Arlon; his brother Alan served as the head of equity at Reach Capital and a manager in credit funds; and Valéria is a seasoned lawyer with regulatory experience, having served as the legal director at FINAXIS Brazil.





SPAIN

Grosso Napoletano

Hugo Rodríguez De Prada, Bruno González Calvo, & Jorge Blas Boville

FOOD SERVICE

Grosso Napoletano is a pizza restaurant chain, offering authentic Neapolitan pizzas with hand-picked Italian ingredients.

The company was founded in 2017 to bring authentic Neapolitan pizza to the Iberian peninsula. Today, it operates 35 full-service restaurants, including several gluten-free locations, across 21 cities in Spain. In 2022, Gross Napoletano was recognized as the best artisan pizza chain in Spain and the third best in the world by 50 Top Pizza.

Co-founder Hugo was born and raised in Madrid and started his career working for a New York-based creative agency, before returning to Madrid to get his master's. In 2011, Hugo started his marketing agency, Crepes & Texas. Jorge previously founded two businesses: Casa Club and Restaurante Ornella. While Hugo and Jorge opened Grosso's first location in Madrid in 2017, the company truly entered its growth phase in 2019 after they brought on Bruno to professionalize the company's operations. Before joining Grosso, Bruno spent his entire 9+ year career working at L'Oreal.





MALAYSIA

Loob Holding

Bryan Loo

FOOD SERVICE



Why put in the time to join Endeavor? Watch Bryan's take on it.

Loob Holding is the largest food and beverage company in Malaysia and Southeast Asia by outlet count.

Founded in 2010, the company manages a diverse portfolio of food and beverage brands. It owns Southeast Asia's largest bubble tea chain, Tealive, which has over 900 outlets across 10 countries. Its portfolio also includes Bask Bear Coffee, the fastest-growing coffee brand in Malaysia with 100 outlets; Wonderbrew, the leading kombucha brand in Malaysia; and SodaXpress, Malaysia's leading sparkling water machine retailer.

Loob Holding's founder Bryan was born in Perlis, a state outside of central Malaysia, and grew up in an entrepreneurial household. He started his first business at the age of 7, drawing and renting out comic books. As an adult, Bryan went on to study biotechnology at Monash University where he honed his innovation talents through performing intensive research to constantly create new products. He learned to always be at the forefront of innovation.





MALAYSIA

Pop Meals

Jonathan Weins & Jessica Li

FOOD SERVICE

Pop Meals offers ready-to-eat meals for delivery. It strives to serve affordable food in the fastest and most convenient ways through an omnichannel approach with a network of smart outlets.

Pop Meals was founded in 2020 to pioneer data-driven food development in Southeast Asia. The company creates food that customers love by collecting and implementing customer feedback into product development processes. Since its launch, Pop Meals has become a well-known brand across Malaysia. The Southeast Asian food-service market is estimated to reach \$275 billion by 2025.

Co-founders Jonathan and Jessica have a passion for food. Jonathan was born and raised in Germany, and did a university exchange program in Hong Kong. He fell in love with the region and went on to work as a founding team member of FoodPanda where he was introduced to Jessica. Before FoodPanda, Jessica worked as a strategy consultant for PWC Australia. Throughout their time building FoodPanda, the team was inspired to create Pop Meals.





HEALTHCARE

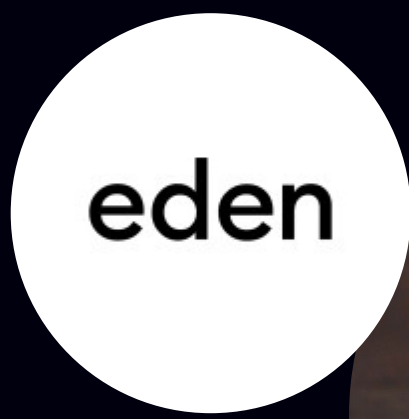


Click logos to visit the company website

Click photos to visit the entrepreneurs' LinkedIn profile

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MEXICO

Eden

Julian Rios

MEDICAL SOFTWARE

Eden (formerly Eva) is a software provider for radiology and medical imaging departments in healthcare institutions around the world.

Founded in 2015, Eden's product, the Eden PACS (picture archiving and communication system), provides radiologists with a virtual workspace, processing more than 400 million medical images a year for them. Roughly 50% of radiologists in Eden's home market of Mexico use it daily.

Founder Julian dropped out of college at the age of 16 to pursue Eden full-time and has been awarded multiple accolades such as a Thiel Fellowship and two Cannes Lions Awards for Healthcare and Innovation. He's also a published scientific researcher in multiple peer-reviewed publications.





BRAZIL

ISA

Fernando Pares & David Pares

HEALTHCARE PROVIDERS



Why put in the time to join Endeavor? Watch David's take on it.

ISA is a digital platform that provides healthcare services at patients' homes, including lab exams, immunizations, and at-home care through a distributed network of independent nurses.

In Brazil, much of the population has a difficult time accessing high-quality healthcare, and a recent survey indicates that Brazilians view healthcare as the country's top issue. Founded in 2018, ISA addresses these challenges through the decentralization of care by utilizing technology and its network of nurses. It increases access to high-quality, affordable healthcare services, including for those living outside Brazil's largest cities.

The company's founders are brothers with backgrounds in healthcare and a history of working together. David is a medical doctor and Fernando has an MBA in healthcare management. Back in 2012, they founded a medical records company — their first venture together — which they sold a few years later.





GREECE

Numan

Sokratis Papafloratos

DIGITAL HEALTH

Numan is an online clinic that provides personalized medical and behavioral solutions for men's health, including sexual health, hair growth, weight loss, and sleep issues.

Established in 2018, the company has a fully integrated operational model, featuring in-house tech and data teams, clinicians, pharmacy operations, and supply chains. Numan currently assists more than 400,000 customers across the United Kingdom by offering a combination of prescription and over-the-counter drugs, along with behavioral recommendations.

Numan's CEO and founder Sokratis is a serial entrepreneur and angel investor. Sokratis grew up in Thessaloniki before completing his studies in the UK. He spent three years working as a business analyst for Vodafone Group, before becoming the head of UK operations at Qwikker, a Sequoia-funded bluetooth distribution startup. Before Numan, he co-founded TrustedPlaces in 2005, a platform providing user-generated reviews for a variety of establishments, and in 2013 Togethera and Upshot, two photo-sharing apps for family and friends.





CHILE

PhageLab

Hans Pieringer, Pablo Cifuentes, & Nicolás Ferreira

PHARMA, DIAGNOSTICS, & LIFE SCIENCES

PhageLab is pioneering the use of phages, or viruses that infect and eliminate bacteria, to replace antibiotic use in livestock farming.

The overuse of antibiotics in the livestock industry has led to a growing number of antibiotic-resistant bacteria, which pose a significant threat to both animal and human health. Founded in 2010, the company has developed a proprietary software platform that can map a bacteria sample and create a tailor-made phage solution in a matter of weeks, rather than years. In side-by-side trials, the company's solution has proven to be more effective than off-the-shelf antibiotics in reducing bacterial infections in poultry.

Hans, Pablo, and Nicolás are PhageLab's three co-founders. The trio met while in college at Universidad Andres Bello in Santiago, Chile. All three are scientists by training and hold bachelor's and master's degrees in biotechnology. They realized the tremendous need for innovative antimicrobial solutions given the growing issue of antibiotic-resistant bacteria and created PhageLab.





BRAZIL

Sami

Vitor Asseituno & Guilherme Berardo

HEALTH INSURTECH

Sami is a Brazilian insurtech company that provides health insurance and telemedicine services for businesses and individual entrepreneurs.

Founded in 2018, it's on a mission to radically lower cost, increase access, and achieve health equity in Brazil. By restructuring the inefficiencies of the healthcare value chain, Sami is able to offer its products at a lower price, and through its focus on preventative measures, decrease user hospitalization rates in time. Sami has insured more than 15,000 lives, 75% of whom were purchasing private health insurance for the first time.

Founders Vitor and Guilherme are serial entrepreneurs in the healthcare industry. They truly believe in the transformation of society through healthcare. While at university, Vitor founded Empreender Saúde — a media platform designed to connect healthcare stakeholders with entrepreneurs. Guilherme spent seven years as CEO at his first venture, Clínica Premium Care, and in 2015, he started a second venture called Dr. Agora, which was one of Brazil's first urgent care companies.





ARGENTINA

Stämm

Yuyo Llamazares Vegh & Federico D'Alvia Vegh

PHARMA, DIAGNOSTICS, & LIFE SCIENCES

Stämm is a biotechnology company that aims to make biomanufacturing easy, scalable, and repeatable.

Biomanufacturing, or the process of using living cells to produce materials such as pharmaceutical drugs, is experiencing rapid growth. However, it requires the use of bioreactors — large steel tanks that cultivate cells under controlled conditions — which creates a bottleneck for scaling up production. Founded in 2016, Stämm uses proprietary 3D printing technology and microfluidics to develop a desktop-sized bioreactor that optimizes biomanufacturing productivity while reducing costs, democratizing access to biotechnology products.

Co-founder and CEO Yuyo is a scientist with expertise in microbiology, synthetic biology, microfluidics, and more. His co-founder and COO Federico has a background in sales. The duo originally wanted to use biomanufacturing to produce yeast for craft beer brewers, but realized that the process to produce yeast was extremely expensive. This inspired them to invent an innovative desktop bioreactor and start Stämm.



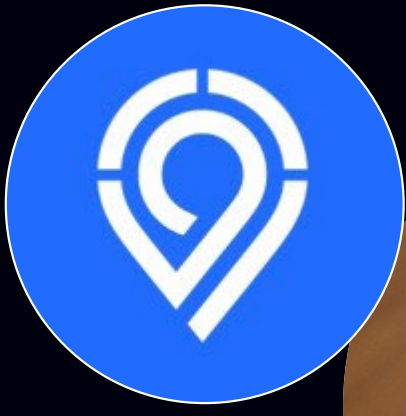


MARKETPLACES



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INDONESIA

99 Group

Darius Cheung

PROPTech MARKETPLACES

99 Group is Southeast Asia's fastest-growing online property platform, aiming to transform the analog property market into a user-friendly digital model to better match users with the right properties.

Founded in 2008, 99 Group is the holding company of four property marketplaces: 99.co, SRX, iProperty, and Rumah123. It's the leading property marketplace group in Indonesia and the second-leading platform in Singapore. 99 differentiates itself through data insights to provide accurate property valuations, a user-friendly platform experience, and trusted, authenticated listings.

99 Group's founder Darius is a serial entrepreneur and engineer by trade. After becoming fascinated with Silicon Valley and the innovations born there, he went on to found mobile security company TenCube, and later BillPin, a mobile wallet application. Darius founded 99 Group with Yan Phun and Ming Chong who both attended the University of Singapore alongside Darius.





COLOMBIA

Frubana

Fabián ("Fancho") Gómez Gutiérrez

B2B MARKETPLACES

Frubana is a one-stop shop B2B marketplace to buy directly from food producers and product manufacturers. It looks to organize the food supply chain in Latin America.

In Latin America, food moves around in chaos — Frubana's mission is to make its supply chain follow tech and data. The company lets restaurants buy directly from producers of food (e.g. cattle farmers, tomato growers) and manufacturers of restaurant products (kitchenware, plastic packaging). Latin America represents a huge, untapped opportunity. Its restaurant market is highly fragmented — independent businesses make up 86% of the market, compared to 47% in the US.

Founder Fancho was born and raised in Barranquilla, Colombia, where he acquainted himself with life as a food supplier while working on his father's fruit ranch. He moved to Bogotá to study industrial engineering at Universidad de los Andes, and upon graduation, spent three years as a consultant at McKinsey. In 2016, Fancho joined Rappi as one of the company's earliest employees. Two and a half years later, he left to found Frubana — a culmination of his experience in food, logistics, and entrepreneurship.





ITALY

Habyt

Luca Bovone

PROPTech MARKETPLACES

Habyt aims to provide a reliable and tech-enabled housing solution for young professionals looking to avoid the hassle and set-up costs of traditional rentals.

Founded in 2017, the Berlin-based company's move-in ready private and shared apartments come fully furnished, fully serviced, and with a built-in community. Habyt has expanded to new geographies via a mergers and acquisitions strategy, including a recent merger with Common, the largest co-living operator in North America. Habyt now manages over 11,000 live rooms across 16 countries in Europe, Asia, and North America.

Founder and CEO Luca is an Italian-born entrepreneur with an international mindset. After graduation, he moved to Hong Kong to work as a venture developer at Nova Founders Capital, then relocated to Dublin to join Dropbox as European expansion manager. When Dropbox began to prepare for its IPO, Luca decided he wanted to start a company of his own that could have a tangible impact on people's lives.





BRAZIL

Inventa

Marcos Salama & Fernando Carrasco

B2B MARKETPLACES

Inventa is a B2B digital marketplace that connects small and medium-sized retailers with suppliers, and lets them discover and purchase new inventory.

Founded in 2021, the company streamlines Brazil's supply chains by connecting small and medium businesses with suppliers, benefiting both parties through credit, logistics, and data. Inventa's technology provides an easier purchasing process for small businesses by recommending products based on actual transaction data, and providing credit. On the supplier side, stakeholders can upload products, manage pricing, and see what is selling and what isn't.

Co-founder Marcos has scaled up a company before. He worked as Rappi's general manager for groceries in Latin America during its huge growth phase from 2017 - 2021. His partner Fernando has extensive knowledge and experience in data science, machine learning, and AI.





PHILIPPINES

Lhoopa

Marc-Olivier (Marco) Caillot & Sabrina Tan

PROPTech MARKETPLACES

Lhoopa leverages technology to address the lack of affordable housing in Southeast Asia.

Affordable housing in emerging markets is broken. In the Philippines alone, millions of units are needed and most fall under affordable housing. Most real-estate developers are deterred by the tedious process involved in developing low-cost housing, including property acquisition, sales, construction, and securing loans for each buyer. Founded in 2018, Lhoopa uses proprietary technology to empower local homebuilders and brokers, to make affordable housing streamlined, decentralized, and profitable.

Lhoopa is the latest venture of Marco and Sabrina. Marco was the first in his family to graduate high school and went on to earn two master's degrees. He built his career in the corporate world, most notably working at Rosenblatt Securities in New York and Accenture in Paris. Sabrina holds a PhD in School Psychology and started a private practice when she and Marco moved to the Philippines. Together they co-founded Forward Solutions and later Lhoopa.





EGYPT

Nawy

Mostafa El Beltagy, Abdel-Azim Osman,
Ahmed Rafea, & Mohamed Abou Ghanima

PROPTech MARKETPLACES

Nawy created Egypt's first Multiple Listings Service (MLS) for property buyers and sellers, providing transparency on inventory and pricing, and access to financing.

The real estate market in Egypt constitutes 20% of the country's entire GDP. However, the sector is dominated by informal brokers and characterized by a lack of data, limited access to finance, and poor transparency. Nawy's system attempts to fix that. It's now the second largest real estate platform in Egypt by volume, and has helped thousands of families in finding their new home.

Co-founders Mostafa, Mohamed, Abdel-Azim, and Ahmed have known each other since childhood.

Mostafa is a serial entrepreneur. He sits on the board of numerous prominent Egyptian startups and has 12 years of experience with Vodafone. Mohamed and Ahmed previously started a business together, Matloob, a boutique real estate broker. Abdel-Azim started his career at Booz Allen Hamilton before joining Insumat as executive vice president. He then went on to co-found Lynkrs, a provider of digital marketing solutions.





NIGERIA

OmniRetail

Deepankar Rustagi

B2B MARKETPLACES

OmniRetail is a B2B e-commerce and retail platform that connects fast-moving consumer goods manufacturers to retailers by digitizing the supply chain stakeholders.

Africa's informal retailers supply most of the population with a broad range of consumer goods and generate over \$1 trillion in annual sales, but these retailers are deeply affected by the uncoordinated and fragmented nature of these supply chains. Founded in 2019, the company operates an asset-light retail distribution model that lets retailers order inventory and get access to working capital financing in a seamless, digital way.

Founder and CEO Deepankar lived and worked in both India and Nigeria and saw the importance of informal retailers in emerging markets. His entrepreneurial journey began with the co-founding of VConnect, an online directory connecting Nigerian small and medium businesses with customers, and later Mplify, an ERP system streamlining inventory and distribution management. Inspired by the supply chain inefficiencies exacerbated by the Covid-19 pandemic, Deepankar launched OmniRetail.





ATLANTA, US

Saltbox

Tyler Scriven

B2B MARKETPLACES

Saltbox is a human-centric logistics solution designed for today's e-commerce businesses, providing warehousing, fulfillment, on-demand labor, and more.

Many small and medium e-commerce companies lack access to logistics resources and expertise. Founded in 2019, Saltbox solves the hardest parts of running an e-commerce business. The company provides a network of flexible warehouses in major metropolitan areas across the United States (including Atlanta, Dallas, Seattle, Los Angeles, Denver) and accessible logistics solutions designed for today's e-commerce businesses, such as co-warehousing, fulfillment, and on-demand labor.

Tyler, the founder of Saltbox, was raised in Jacksonville, Florida and was always an entrepreneur at heart. He was 14 years old when he started his first company and has worked in various roles at JP Morgan, Carthage Capital Group, and Palantir since. In 2016, he moved to Atlanta and served as the founding managing director of the Techstars Atlanta program and acquired African American beauty and hair care conglomerate, True Glory Brands, his first steps into the world of e-commerce.





EGYPT

Taager

Mohamed Elhorishy, Ismail Omar, & Abdelrahman Sherief

CONSUMER MARKETPLACES

Taager was founded in 2019 to empower social media merchants to grow their businesses with an end-to-end buying and selling solution that requires zero capital or inventory.

Taager is one of the leading social commerce platforms in the Middle East and North Africa. Taager's internal research shows that ~30% of e-commerce sales in its operating markets — Egypt, Saudi Arabia, and the UAE — are made through social media platforms, including Facebook, Instagram, and TikTok. This form of e-commerce is growing at a rate of 27% compared to the 11% growth of traditional e-commerce.

The company was founded by three childhood friends who came together after CEO Mohamed's brother began selling products on social media and encountered many problems merchants commonly face, including a home overrun with inventory. Mohamed had spent a couple of years as an investment and economics analyst and then joined the private equity firm FEP Capital. Ismail (CTO) held various engineering positions at large tech companies, including Endeavor company Careem. Abdelrahman (VP of Growth) spent a decade in content, SEO, and digital marketing roles.





NIGERIA

Vendease

Tunde Kara, Olumide Fayankin,
Gatumi Aliyu, & Oyewale Oyepeju

B2B MARKETPLACES



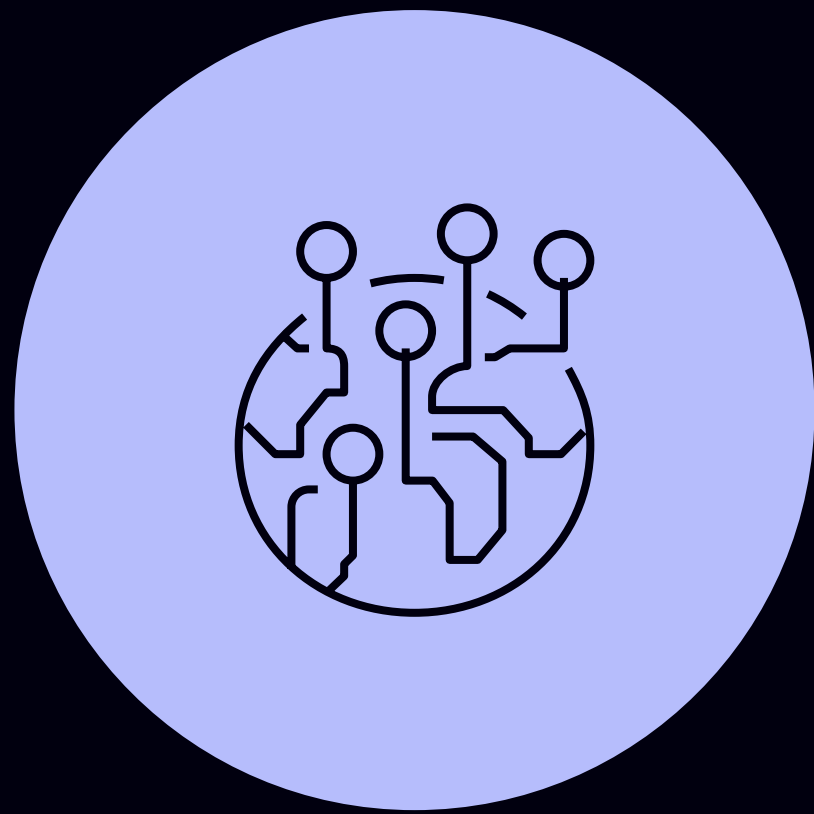
Why put in the time to join Endeavor? Watch Tunde's take on it.

Vendease is a food tech company that provides a digital platform for African restaurants to buy food, supplies, access financial services, and power their business operations.

In Nigeria and other African markets, restaurants and other food businesses struggle to turn a profit due to unreliable suppliers, limited access to data, and a lack of capital for food procurement. Founded in 2020, Vendease provides a digital food procurement platform, along with embedded financing and business tools. Through the platform, food businesses can order from the company's catalog of 3,000 affordable food products and have them delivered within hours.

Founders Tunde, Olumide, Gatumi, and Oyewale are all friends who grew up in Nigeria. Tunde co-founded and served as CEO of RED | For Africa. Olumide co-founded three ventures, Thizplay, Auto Hero, and The Myde App. Gatumi, after leaving medical school, co-founded 54Gene. Oyewale started his career in software development and has since founded/co-founded two start-ups before Vendease: Koye-Kairos Multimedia Limited and Payloop.





SMART CITY & CLIMATE



Click logos to visit the company website

Click photos to visit the entrepreneurs' LinkedIn profile

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PHILIPPINES

Angkas

George Royeca & Angeline Tham

MOBILITY

Angkas is the leading motorcycle ride-hailing app in the Philippines.

Cities in the Philippines have some of the world's worst traffic congestion. Founded in 2016, Angkas provides a cost-effective transportation option, allowing more than 8 million customers to hail its 50,000+ motorcycle riders with an app. In the past, motorcycle taxis, locally known as habal-habal, have operated informally and were viewed as unsafe. Angkas formalizes this sector and invests in its partner bikers, prioritizing safety and expanding economic opportunities for the country's 18+ million motorcycle owners, many of whom live in poverty.

Angkas was co-founded by husband-and-wife duo George and Angeline. George is a successful entrepreneur from the Philippines, having previously founded Group of Five Creative Concepts. Angeline spent five years working in banking before founding Sold, one of Singapore's leading online auction companies. In 2015, she left her home country of Singapore for the Philippines, where she oversaw the launch of GrabBike and GrabExpress.





ITALY

Caracol

Francesco De Stefano, Jacopo Gervasini, Paolo Cassis,
& Giovanni Avallone

INDUSTRY 4.0

Caracol is a large-form additive manufacturing (LFAM) solutions provider, offering large-scale 3D printing services that streamline industrial manufacturing processes.

Founded in 2018, the company blends proprietary software and hardware to create end-to-end solutions for its industrial clients, from design and concept development, to prototyping and line production, to employee training and systems integration. Caracol's product suite shortens production time from months to weeks, reduces production costs by up to 70%, and lowers production waste to zero.

Founders Francesco, Jacopo, Paolo, and Giovanni combined their diverse skill sets to develop Caracol. Francesco developed industry and management skills having previously worked for BCG. Jacopo brings financial expertise from his rich background in finance and sales. Paolo hold a degree in Interior Design, specializing in CAD design and robotic CAM programming. Giovanni brings technical prowess from his design degree specializing in digital fabrication and AM processes.





ITALY

Electra Vehicles

Fabrizio Martini

ENERGY & CLEANTECH

Electra is a B2B software company aiming to optimize the performance of any battery system, beginning first in the e-mobility industry.

Based in Boston and Torino, Italy, the 8-year-old company has built AI/ML-based software that's proprietary, hybrid, and cloud embedded. The patented software addresses the complete lifecycle of the battery system from the design phase to first use and eventual decommissioning.

Electra Vehicles' founder Fabrizio is an Italian-born innovator and scientist with 70 patents filed and 14 granted on energy storage technologies. He also holds four world records for energy storage system performance. He worked as director of R&D for Nanoramic Laboratories, and then as a principal investigator at NASA, where he developed a cutting-edge battery system for the Venus Rover project. While working on this project, Fabrizio recognized that the electric vehicle industry was experiencing the same pain points and decided to apply the same technology used to improve the performance of electric batteries for space rovers to automotives.





ATLANTA, US

Flock Safety

Garrett Langley

AEROSPACE, IMAGING & COMMUNICATIONS

Flock Safety builds camera hardware and writes software that helps law enforcement, neighborhoods, cities, schools, and businesses work together to capture the objective evidence needed to stop crime.

In the US, more than half of all crime goes unsolved due to insufficient evidence. Founded in 2017, Flock Safety is a public safety operating system that helps thousands of communities stop crime, protect privacy, and mitigate bias. Across the US, Flock Safety's technology is used to solve more than 5 percent of all reported crime.

Garrett, Flock Safety's founder, started his first business in middle school — an internet installation service for homes in his neighborhood in the late 1990s. While at college, Garrett worked full-time at Firethorn, a mobile financial services company. After leaving in 2011, Garrett co-founded an event experience application. After iterating on several ideas with his former teammates Matt Feury and Paige Todd, they landed on the idea for Flock Safety.





GREECE

Harbor Lab

Antonis Malaxianakis

LOGISTICS TECH

Harbor Lab is a platform that improves operational efficiencies, digitizes administrative processes, and provides full transparency to all participants across port cost management in the maritime industry.

Founded in 2020, the company aims to reshape the port industry, bringing value to shipowners, management companies, charterers, and third-party outsourcing resources. Harbor Lab also calculates and evaluates port expenses against real-time port tariffs, reducing costs, time, and human error.

Harbor Lab's founder Antonis was not born into a family with ties to the shipping industry. After graduating from high school, he led his family's outdoor furniture and design company while in college and successfully turned the business around during the Greek economic crisis. From there, his sisters took over the business, allowing him to explore his passion for the maritime industry. He joined Thenamaris, a global ship management company as a trainee and later as a disbursements operator. He then moved to Star Bulk where he was the disbursement supervisor. He recognized the need for a solution that would optimize shipping disbursements and began designing Harbor Lab.





UAE

Immensa

Fahmi Al-Shawwa

INDUSTRY 4.0

Immensa aims to simplify the complex supply chain required to produce and distribute spare parts in the energy sector by leveraging additive manufacturing (3D printing) and digital warehousing services.

Founded in Dubai in 2016, the company provides large energy companies with more efficient, cost-effective digital manufacturing and inventory management. It's bringing additive manufacturing to the energy sector, creating value by reducing lead times, reducing risk tied up in physical inventory, and decreasing environmental waste in manufacturing. It hopes to redefine the future of the energy spare parts industry.

Founder and CEO Fahmi began his career in 1998 as a financial consultant with Arthur Andersen. During his career, he worked as the VP of Dubai International Capital and served as the CEO of Circle K UAE. In 2014 Fahmi became deeply interested in technology. After learning the ins and outs of additive manufacturing, he recognized the untapped value in the market and began to explore the early idea for Immensa.





BRAZIL

LogComex

Helmuth Hofstatter & Carlos Souza

LOGISTICS TECH

LogComex is a B2B SaaS platform that helps companies plan, monitor, and automate their global supply chains.

When it comes to global trade, companies often lack accurate and up-to-date information, making strategic decision-making difficult. Founded in 2016, LogComex's analytics solution collects trade data from various public and private sources, enriches that data using proprietary algorithms, and presents clients with organized and up-to-date data so that clients have all the information they need to make informed decisions. LogComex serves 1,600+ customers.

LogComex's co-founder Carlos has been involved with the global trade industry his entire life. He started his career in quality assurance at Nissan in Brazil, then joined his family's company. During this time, Carlos discovered Helmuth's nascent project while looking for global trade software and became an early customer before they eventually joined forces. Helmuth started programming when he was 12 and spent his entire professional career in the foreign trade sector. He worked on IT projects for the company that operated the port of Paranaguá before he ventured out to start LogComex.





BRAZIL

Mottu

Rubens Zanelatto

MOBILITY

Mottu was founded in 2020 to democratize access to motorcycles in Latin America, enabling low-income individuals to obtain a motorcycle to participate in the gig economy as delivery drivers.

The company hopes to increase motorcycle penetration in Latin America, which is low compared to Asia. It provides cost-effective motorcycle rentals without required credit assessments, simplifying the process of obtaining one for personal use. Mottu operates a fleet of more than 40,000 motorcycles across 30+ locations in Brazil and Mexico City. It complements its rental model with a driving school and its own B2B last-mile delivery service, Mottu Entregas.

Mottu's founder Rubens began his career in the railroad industry before moving into private equity. His first entrepreneurial venture was a digital tool for pharmacies to improve their sales and operations. It struggled, and eventually, Rubens realized he was trying to solve a problem that may not exist, so he closed the company. Mottu, in turn, was built to solve a real problem he saw across Latin America.



PostEx.



PAKISTAN

PostEx

Muhammad "Omer" Khan

LOGISTICS TECH

PostEx enables e-commerce businesses to reach out to more customers, takes care of all end-to-end delivery needs, and provides them with needed growth and working capital.

In Pakistan, the fifth most populous country in the world, the e-commerce industry is growing in popularity. However, the banking industry in the region has typically avoided providing growth capital to these small and medium enterprises — hindering expansion and operations due to their traditional cash-on-delivery business models. Founded in 2021, PostEx is helping build the infrastructure needed for e-commerce in Pakistan. It combines first, mid, and last-mile logistic services with the ability to access growth capital for e-commerce stores.

Co-founder and CEO Muhammad was born in a rural region of Pakistan. He moved to London for his education, getting consulting positions at Ernst & Young and then Bayut. While living abroad he had a lot of trouble sending packages back home. Joining with two other co-founders, he decided to pursue PostEx to help solve some of Pakistan's delivery problems.





COLORADO, US

Radia

Mark Lundstrom & Rachel Kelley

ENERGY & CLEANTECH

Radia is an energy company enabling the deployment of onshore wind turbines of unprecedented size, called GigaWind.

GigaWind combines the scale advantages of offshore-size turbines with the simplicity of onshore ones, producing up to 30% more energy at up to 30% lower cost than traditional turbines. The largest issue hampering deployment of this next generation of onshore wind energy is their sheer size. Radia has an enabling technology to address this.

Radia's founder Mark is a serial entrepreneur in the biotech and aerospace sectors. Mark worked at NASA and Boeing; was on the founding team of Teledesic, a Starlink predecessor from the 1990s and the first company to use satellites for internet connectivity; and led three other ventures with aerospace applications. Rachel is a fellow Sloan MBA graduate and 13-year Boeing veteran, where she led a department of 400+ engineers and managed new aircraft projects from certification to live flights.





CHILE

SimpliRoute

Álvaro Echeverría & Eyal Shats

LOGISTICS TECH

SimpliRoute is a B2B Chilean software company providing logistics intelligence and solutions for last-mile companies across 26 different countries.

Founded in 2015 and born from a university thesis project, SimpliRoute runs a logistics intelligence platform optimizing end-to-end last mile operations through its proprietary algorithmic framework. On average, SimpliRoute's app and platform has helped logistics companies reduce logistics costs by 34% and improve delivery success rates by 25%. The company services 1,000+ clients from its six offices in Latin America, and is looking to expand into Brazil and the US.

Álvaro, SimpliRoute's co-founder and CEO, obtained his MS in operations research from his alma mater, Universidad de Chile. While in school, he collaborated with the Santiago Fire Department to create a dispatch algorithm that would become the basis for SimpliRoute's routing algorithm. Eyal, co-founder and CSO, spent much of his career at SCOPIX, first as the director of R&D and then as the VP of Technology and Innovation. He also worked as an innovation and technology consultant for Shellcatch and was a professor in the faculty of Physical and Mathematical Sciences at the Universidad de Chile.





BRAZIL

TRACTIAN

Igor Marinelli & Gabriel (“Pat”) Lameirinhas

INDUSTRY 4.0

TRACTIAN simplifies industrial asset maintenance using predictive monitoring.

Founded in 2019, the company has developed IoT sensors and an AI-powered software platform that continuously collects data and delivers actionable insights on machine health, such as predicting mechanical failures, monitoring energy consumption, and more. This allows clients to reduce their maintenance costs and minimize production downtime. TRACTIAN currently serves more than 500 manufacturers across a variety of industries, including name brand clients such as P&G, Caterpillar, and Hyundai.

TRACTIAN’s co-founders Igor and Pat grew up around the industrial maintenance industry, as both of their fathers worked in the field. Igor started programming at an early age and decided to study computer engineering at Universidade de São Paulo (USP). On his first day of class, he met Pat, a fellow computer engineering student. During their time together, Igor and Pat co-founded their first venture, Somos Todos Heróis. They later met back up again to start TRACTIAN in 2019.





SPAIN

Trucksters

Luis Bardají Izard, Gabor Balogh, & Ramón Castro Neira

LOGISTICS TECH

Trucksters is a long-haul digital transport operator that aims to transport goods more efficiently while improving quality of life for truck drivers.

Founded in 2018, Trucksters utilizes a tech-enabled relay system to allow cargo to be continuously on the move, resulting in long-haul routes being completed up to 2x faster than industry standards, and allowing drivers to sleep at home more often. The company hopes it will help Europe fill the 20% of truck driver positions currently vacant. Trucksters currently delivers about 1,000 full truck loads per month across three trucking corridors in Europe.

Luis, Gabor, and Ramón are Trucksters' three co-founders. Luis studied at the University Carlos III of Madrid, where he met Gabor. In college Luis and Gabor co-founded their first venture together, an events company targeting college students. After graduating, both Luis and Gabor went into consulting, with Luis joining Strategy& and Gabor joining BTS. While working at Strategy&, Luis met Ramón. Ramón graduated with a bachelor's degree in aeronautical engineering from the Polytechnic University of Madrid before starting his career in consulting.





SOUTH AFRICA

Yellow

Michael Heyink

ENERGY & CLEANTECH

Yellow is an asset financing company operating across Africa offering solar home systems and smartphones payable in affordable monthly installments.

Over 1 billion people in Africa do not have access to affordable consumer finance and can't fund the assets they need to access foundational services such as electricity or the Internet. Founded in 2018, Yellow operates across Malawi, Rwanda, Uganda, Zambia, and Madagascar and has financed solar energy systems for over 480 thousand households and provided mobile internet connectivity to more than 60 thousand individuals.

Michael, Yellow's founder and CEO, is a South African with a background in private equity. He studied Politics, Philosophy, Economics, and Mathematics at the University of Cape Town and then spent two years at Monitor Group as a strategy consultant. After, he worked at Agis Investments and then at Metier Sustainable Capital where he focused on the renewable energy space in Africa. While working at Metier, Michael realized how solar solutions could help change the lives of millions of Africans living off the grid. In 2017, he set out to build Yellow.



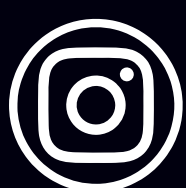
About Endeavor:

Endeavor is the leading global community of, by, and for High-Impact Entrepreneurs — those who dream bigger, scale faster, and pay it forward. Driven by our belief that High-Impact Entrepreneurs transform economies, Endeavor is on a mission to build thriving entrepreneurial ecosystems in emerging and underserved markets around the world.

Endeavor creates a Multiplier Effect by inspiring high-growth founders to dream bigger, supporting and investing in them to scale faster, and providing a platform to pay it forward — thereby compounding their individual impact.


To sustain Endeavor’s long-term operations in a mission-aligned way, Endeavor created **Endeavor Catalyst — a rules-based, co-investment fund** set up to invest in the same High-Impact Entrepreneurs that Endeavor supports. Today, Endeavor Catalyst is among the world’s top early-stage funders of startups-turned \$1B+ companies (“Unicorns”) outside of the U.S. and China.

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“Sustainable economies are dependent on high-impact entrepreneurship. What Endeavor does better than any other organization is to create entire cultures of entrepreneurship that spread within and between countries.”

Reid Hoffman

Co-founder, LinkedIn and Partner, Greylock
Endeavor Global Board Member
Endeavor Catalyst Chairman

