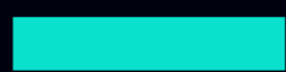




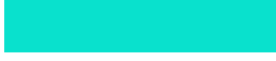
2024

Selection
Series

MEET THE ENDEAVOR
ENTREPRENEURS
SELECTED IN 2024



endeavor



The journey
to discover
and support
transformative
entrepreneurs
is far from
straightforward.

In 2024,
we engaged
with over
5,000 startups
before picking
the 89 that
made it into
Endeavor.

As living proof of the The Endeavor Multiplier Effect™, many of this year's selected founders hail from the world's most successful companies, some of which are also part of our community. And they don't just represent the future — they're actively shaping it.

Building on the shoulders of giants while adapting to the challenges and opportunities brought by a post-pandemic world, they are:

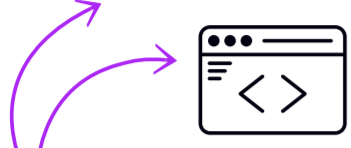
- Going where global players don't dare to go and proving these blind spots to be multi-billion-dollar markets;
- Reimagining different paths to scale, showing that capital efficiency and accelerated growth can go hand in hand;
- Leveraging the knowledge of those more experienced than them to stay ahead of emerging trends and technologies.



In the following pages, you will read more about each company selected by Endeavor in 2024 and the incredible entrepreneurs behind them. Here's to empowering them to amplify their impact and become the next wave of Multipliers.

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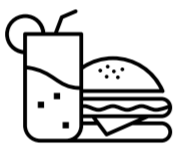
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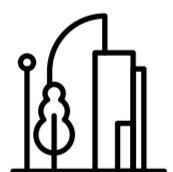
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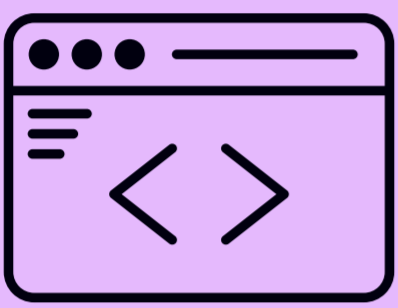


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Please note that this index has been optimized for compatibility and functionality across various mobile devices. For the best experience, we recommend accessing it from your smartphone.

B2B Software



**Click photos to visit
the entrepreneurs'
LinkedIn profile**



**Click logos to
visit the company
website**

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ADTECH & MARTECH

COLOMBIA

Adsmovil

Alberto (“Banano”) Pardo

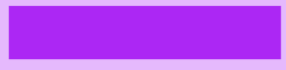


Adsmovil is a Colombian media tech company that help brands and agencies create efficient mobile campaigns.

Founded in 2011, Adsmovil helps brands and agencies reach the right audience at the right time through its proprietary location-based platform. The platform gathers data from 400M+ smartphones and purchase intent data from 30+ retailers, enabling precise audience targeting. It supports programmatic buying, segmentation, and various ad formats, including video, display, and audio. Adsmovil serves 500+ blue-chip clients and reaches over 900M individuals across the US Hispanic market, Latin America, Europe, and the Middle East.

Alberto is a serial entrepreneur and a key figure in Colombia’s media tech space. He co-founded DeRemate.com, later acquired by Mercado Libre, and BEA Digital, a leading digital marketing agency. He also founded the Colombian Chamber of Electronic Commerce and is active in multiple advertising associations.

B2B Software



VERTICAL SAAS

POLAND

Booksy

Stefan Batory



Booksy is an online scheduling software that helps beauty and wellness businesses manage appointments, back-end operations, and customer relationships.

Founded in 2014, Booksy automates manual processes for beauty providers such as hair salons and massage therapists. The platform offers integrated tools to help business owners streamline operations and maximize revenue, while its B2C marketplace connects individuals with local providers for reviews and bookings. Booksy currently serves over 125,000 businesses and 30 million users across the US, Poland, the UK, France, and Spain.

Stefan, a Polish serial entrepreneur, co-founded Booksy after leading EO Networks for 12 years and launching iTaxi, Eastern Europe's first taxi-hailing app. Inspired by manual scheduling challenges during physical therapy visits, Stefan leveraged his technical expertise to create Booksy.



Cardo AI

Altin Kadareja



Cardo AI is reshaping structured finance with faster, more accurate decision-making.

Founded in 2018, Cardo AI provides a software platform that simplifies asset-based finance by integrating data, automation, and analytics. Its features enable clients to analyze credit portfolios, detect data issues, streamline reporting, and make better financial decisions. The company has grown to a team of 120+ employees, serving global clients across Europe and North America.

Originally from Albania, Altin studied at Bocconi University in Milan before building a career in finance at Allianz Bank, Intesa Sanpaolo, and BlackRock. While at BlackRock, he saw firsthand how manual processes slowed financial decision-making, inspiring him to launch Cardo AI to bring automation and intelligence to structured finance.



HUMAN RESOURCE MANAGEMENT

PORTUGAL

Coverflex

Miguel Santo Amaro, Nuno Pinto, Rui Carvalho,
Luis Rocha, and Tiago Fernandes



Coverflex is an employee benefits management platform that enables companies and employees to manage and customize compensation end-to-end.

Founded in 2019, Coverflex integrates salary, benefits, insurance, meal allowances, and discounts into a single product, combining software and payments to simplify compensation management. Employees can track spending via a flexible allowance system and a Coverflex Visa card, while companies streamline benefits administration. Coverflex serves over 10,000 companies—including Revolut, Santander, PwC, and Zendesk—and 200,000+ employees.

The founders are established figures in Portugal's startup ecosystem. Miguel previously founded Uniplaces and StudentFinance, while Nuno co-founded ventures in e-commerce and insurance. Rui has a background in finance and operations at EY, KPMG, and Unbabel. Luis has 15+ years in sales and marketing and is a Founder LP at Shilling VC. Tiago has a 20-year tech career and co-founded a consulting firm.



ADTECH & MARTECH

ROMANIA

Creatopy

Dan Oros and Daniel Demian



Creatopy is an AI-driven creative automation platform that helps brands and agencies scale their ad production.

Founded in 2021, Creatopy enables users to streamline content editing, automate design tasks, and collaborate in real time. Its AI-powered platform allows brands to produce ads 10-20x faster, improve conversion rates by 2-3x, and cut costs by 23%. Trusted by over 8,000 customers, including Salesforce and Autodesk, Creatopy helps businesses optimize their advertising efforts at scale.

Dan is a key figure in Romania's tech ecosystem, having worked at Google, BlaBlaCar, and Accel. He is also an angel investor supporting local entrepreneurs. Daniel Demian has over 15 years of experience in ad-tech, previously serving as head of product at Bannersnack and co-founder of Quantum Advertising. Together, they are driving innovation in creative automation.



CYBERSECURITY

MIAMI

Hyperproof

Craig Unger



Hyperproof is a software platform that streamlines compliance and risk management for enterprises.

Founded in 2018, Hyperproof helps mid-market and large enterprises manage compliance across over 100 frameworks, including GDPR and ISO. Its cloud-based platform automates audits, evidence collection, and reporting, reducing regulatory burdens for clients like Zoom, Doordash, and Santander. With seamless integrations and automation, Hyperproof simplifies risk management for businesses worldwide.

Craig, a Harvard graduate in applied mathematics and computer science, spent 21 years at Microsoft leading projects like Excel Pivot Tables and Dynamics CRM. After co-founding Azuqua, which was acquired by Okta for \$50 million, he saw firsthand the challenges of compliance. Inspired by these experiences, he launched Hyperproof to help businesses manage compliance with ease.



ITALY

iGenius

Uljan Sharka



iGenius builds AI solutions for organizations in highly regulated industries.

Founded in 2016, iGenius offers AI-powered tools that help enterprises securely access and analyze their data. Its conversational chatbot, Crystal, integrates with internal databases, providing real-time insights, while its AI orchestration platform, Unicorn, enables the development of customized AI solutions. Unlike traditional AI models, iGenius ensures full data privacy by keeping all information within enterprise systems.

Uljan grew up in Albania during civil unrest and taught himself to program at 13. At 16, he moved to Italy, where he continued his education informally. By 20, he was working in Silicon Valley at Apple, where he realized enterprise clients needed a business-focused AI assistant. In 2016, he left Apple to build iGenius, returning to Italy to turn his vision into reality.



CYBERSECURITY

GLOBAL

Incode

Ricardo Amper



Incode is a digital identity company using artificial intelligence to minimize fraud and enhance security.

Founded in 2015, Incode leverages advanced machine learning and biometric solutions to redefine digital identity verification. Trusted by financial institutions, hospitality companies, and government agencies, Incode's platform automates identity proofing while safeguarding user data. With a vision of "One Identity Everywhere," the company enables seamless and secure digital access globally. Valued at \$1.25 billion in its latest funding round, Incode has cemented its status as a leader in digital identity verification.

Ricardo is a serial entrepreneur who, before Incode, founded La Burbuja Networks, a social media company, and Amco Foods, later acquired by Grupo Bimbo. As CEO and CTO of Grupo Amco, he pioneered big data and machine learning applications that transformed operations, leading to the company's acquisition. His expertise in AI and data security drives Incode's mission to revolutionize digital identity.



RETAIL MANAGEMENT

COLOMBIA

Instaleap

Antonio Nunes and Margarida Freitas



Instaleap optimizes logistics and last-mile delivery for grocery retailers entering e-commerce.

Founded in 2019, Instaleap's software platform streamlines last-mile delivery with route optimization, real-time tracking, and automated dispatching. By integrating seamlessly with existing retail systems, it helps businesses reduce costs, improve efficiency, and scale operations. The company has raised \$10 million from investors including Redwood Ventures and Pegasus.

Antonio and Margarida, both from Portugal, bring deep experience in e-commerce and logistics. Antonio, an economist, led Rocket Internet's Zalora expansion in Singapore and founded Linio in Mexico. Margarida, a Nova School graduate, joined Linio as VP of Marketing before its acquisition by Falabella. Their expertise in scaling online retail led them to launch Instaleap.



HUMAN RESOURCE MANAGEMENT

MEXICO

minu

Nima Pourshasb, Paolo Rizzi and Rafael Niell



minu is Mexico's leading employee benefits platform, improving workers' financial health.

Founded to enhance financial wellness, minu offers instant salary access, high-yield savings, financial education, and health benefits. The platform serves over 1,500 companies and supports more than one million employees across Mexico. It operates a subscription model for SMEs and an integrated solution for corporations and banking partners like Citi Banamex and BanCoppel. Clients include Grupo Modelo, H&M, Liverpool, Capgemini, and Rappi.

Nima, an Iranian-born entrepreneur raised in Spain, scaled tech ventures across Latin America. Rafael, a former partner at Oliver Wyman and COO at Banco Sabadell, co-founded minu in 2019. Paolo, an e-commerce pioneer, developed fraud prevention systems before joining minu as CTO.



BUSINESS INTELLIGENCE & PROCESS OPTIMIZATION

SAUDI ARABIA

nybl

Noor Alnahhas and Mohammed Shono



nybl is a deep-tech development company with a mission to develop and export technology and innovation from Saudi Arabia and UAE to the rest of the world.

Founded in 2019, nybl's AI platform delivers real-time failure prediction, prescription, prevention, and optimization for critical industries such as energy, sustainability, and consumer goods. Its innovative solutions cater to businesses seeking advanced predictive capabilities to improve operational efficiency and reduce downtime.

Noor, a serial entrepreneur with a background in oil & gas, co-founded nybl after exiting his previous company. Mohammed, a former Saudi Aramco employee, partnered with Noor to build software in Saudi Arabia for global export, combining their expertise in energy and technology to launch nybl.



VERTICAL SAAS

BRAZIL

Onfly

Marcelo Linhares, Elvis Soares, and Elvimar Soares



Onfly is one of Latin America's leading corporate travel platforms, consolidating travel management into a single system.

Founded in 2019, Onfly streamlines corporate travel by integrating bookings, expense management, and compliance tools into one platform. The company serves over 1,600 businesses, providing a cost-effective solution for corporate travel management.

Marcelo, Elvis, and Elvimar leveraged their expertise in digital operations, finance, and corporate travel to build Onfly. Marcelo, an engineer, previously scaled Constance from 24 to 110 stores. Elvis, an MBA graduate, managed e-commerce and corporate expansion at UOL and Constance. Elvimar, a former CFO at Sogefi Filtration, joined forces with them after experiencing corporate travel inefficiencies firsthand. Together, they created Onfly to modernize and simplify corporate travel management.



RETAIL MANAGEMENT

SAUDI ARABIA

Rewaa

Mohammed Alqasir and Abdullah Aljadhai



Rewaa is an all-in-one platform for small and medium-sized businesses to manage their omnichannel sales.

Founded in 2018, Rewaa consolidates services like inventory management, order management, POS, invoicing, automated reports, and financing into one platform. With over \$2 billion in transaction volume, Rewaa has enhanced the operational efficiency of more than 7,000 businesses in Saudi Arabia by providing an integrated solution that supports scaling.

Mohammed, a serial entrepreneur, co-founded Rewaa after launching his first business in high school. Abdullah, with experience in consulting and finance, joined him in 2018 to help small businesses in Saudi Arabia scale by combining their expertise in entrepreneurship and finance to build Rewaa's platform.



BUSINESS SERVICES & CONSULTING

VIETNAM

Rikkeisoft

Tung Ta, Dzung Phan, and Hoa Dang



Rikkeisoft provides businesses with the option to outsource their IT engineering needs globally.

Founded in 2012, Rikkeisoft offers IT engineering outsourcing services, providing businesses with highly skilled services at competitive rates. With 1,800 employees, including 1,000 engineers, Rikkeisoft has serviced over 500 clients, completing 1,000+ projects across Vietnam, Japan, Thailand, and the US. The company's expertise spans a wide range of IT services and digital solutions, helping clients such as Panasonic, SoftBank, and Fujisoft enhance their technology capabilities.

The founders, Tung Ta, Dzung Phan, and Hoa Dang, met at Hanoi University and later worked at FPT Software before founding Rikkeisoft. Their combined experience in IT outsourcing laid the foundation for the company's success, with each handling key areas such as business development, product development, and operations.



BUSINESS SERVICES & CONSULTING

INDONESIA

Staffinc

Wisnu Nugrahadi, Dimas Pramudya Putra, and Margana Mohamad



Staffinc is an Indonesian Workforce-as-a-Service platform connecting businesses with skilled professionals across 300 cities.

Founded in 2018, Staffinc provides end-to-end staffing solutions, matching companies with blue and gray-collar workers across various industries. The platform simplifies recruitment, employment, and workforce management, enabling businesses to focus on core operations. With over 100 job types available, Staffinc has raised \$20 million from investors like Golden Gate Ventures and Antler.

Wisnu, Dimas, and Margana, all Universitas Padjadjaran graduates, bring diverse experience in business operations. Wisnu worked at Go-Jek, where he became Head of Operations for Go-Life, while Dimas led Go-Pay's product growth. Margana gained expertise in staffing as Managing Director at a business outsourcing firm. Their combined knowledge helped build Staffinc into a leading workforce solution.



ADTECH & MARTECH

VIETNAM

UrBox

Bui Hoai Nam



UrBox is a digital platform that enables corporations to distribute rewards to customers and employees.

Founded in 2015, UrBox helps businesses enhance customer and employee engagement by offering digital rewards redeemable across Vietnam. The platform serves over 1,000 corporations, including Vietnam Airlines, Visa, Mastercard, and Unilever, managing reward programs for 5 million employees. Users can redeem vouchers at 350+ merchants across 20,000 locations. UrBox simplifies HR-administered rewards like bonuses and business expenses, improving efficiency and satisfaction.

Nam holds a degree in Business & Administration from Foreign Trade University in Vietnam. He started his career at VPBank, managing loyalty programs and later joined Grab, where he developed Grab For Business, GrabPay, and Rewards. His experience in fintech and customer engagement inspired him to co-found UrBox, addressing inefficiencies in traditional reward and loyalty systems.



BUSINESS INTELLIGENCE & PROCESS OPTIMIZATION

BRAZIL

Zig

Nérope Bulgareli and David Pires



Zig is a Brazilian software platform for managing nightclubs, bars, restaurants, and large events.

Founded in 2022, Zig was formed by the merger of ZigPay and NetPDV to offer end-to-end software solutions for venues and events. The platform enhances point-of-sale operations with features like booking software, cashless wristbands, and customer relationship management. In 2023, Zig processed over \$700 million in transactions, serving over 1,000 venues and 6,000 events, including high-profile clients such as Bar Brahma and Tomorrowland.

Co-founders Nérope and David both hail from Salvador, Brazil. Nérope, with a background in risk management and compliance, managed over 10 entertainment venues before starting Zig. David, a self-taught programmer, founded Cubos, a software house, before launching Zig to innovate in the entertainment industry.

Commerce



**Click photos to visit
the entrepreneurs'
LinkedIn profile**



**Click logos to
visit the company
website**

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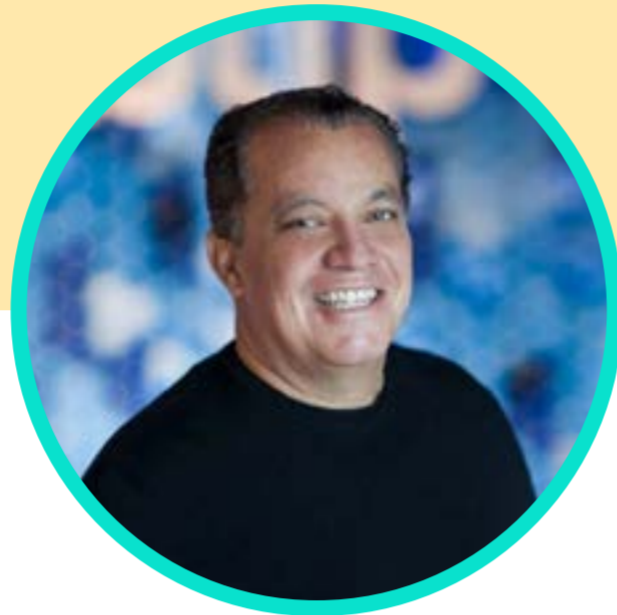


BUSINESS SERVICES & CONSULTING

BRAZIL

Blip

Daniel Rodrigues Costa and Roberto Oliveira



Blip (formerly Take) is a Brazilian conversational platform that empowers companies to interact efficiently with their customers.

Blip provides a single integrated channel to ensure businesses can interact efficiently at every stage of the customer journey. Blip currently serves more than 4,000 clients in more than 32 countries, including Mexico and Spain.

Daniel and Roberto, two of Blip's co-founders, have been working together for more than 25 years. They created Brazil's first mobile web company in 1999 and have been innovating ever since.



MEDIA & ENTERTAINMENT

SOUTH AFRICA

Carry1st

Cordel Robbin-Coker and Lucy Hoffman



Carry1st is an African mobile games developer and publisher with the capacity to develop, publish, distribute, and monetize games across the continent.

Founded in 2018, Carry1st tackles the challenge of monetizing mobile games in Africa's diverse ecosystem of languages, cultures, and payment systems. The company publishes its own games and licenses third-party games with internationally recognized IPs. Its fintech platform, Pay1st, enables developers to monetize their existing user base. To date, Carry1st has launched six games, collectively downloaded over 20 million times.

Cordel and Lucy met at Morgan Stanley before embarking on careers across Africa. Cordel, originally from Sierra Leone, raised Africa-focused funds at The Carlyle Group before co-founding Carry1st. Lucy transitioned from Morgan Stanley to fintech and education startups in Africa. Together, they founded Carry1st, believing in the continent's potential for mobile technology-driven companies.

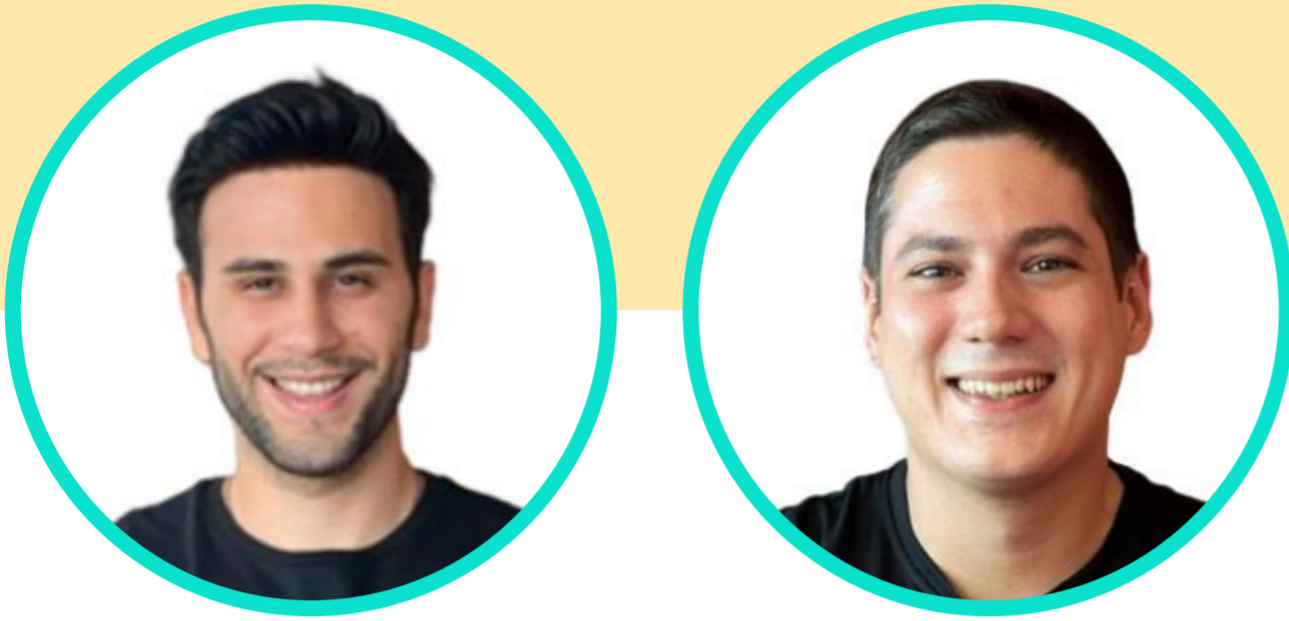


MEDIA & ENTERTAINMENT

TURKEY

Codeway

Anil Şimşek and Tolunay Tosun



Codeway develops cutting-edge mobile applications, primarily in the consumer AI space.

Founded in Istanbul in 2020, Codeway builds apps powered by the latest AI technologies, offering a seamless user experience. The company's portfolio includes nine mobile apps in industries such as photo editing, productivity, and utility. Its top-performing apps, Wonder and Chat & Ask AI, have gained over 150 million users globally. Codeway was recognized as the best workplace for millennials in Turkey in 2023.

Co-founders Anil and Tolunay bring complementary expertise. Anil founded two ventures before Codeway, including Mobilex, a mobile app business that inspired him to focus on AI. Tolunay, with experience at the Entrepreneurship Foundation Turkey and Hello Tomorrow, joined Anil to bring breakthrough technology to market.



MEDIA & ENTERTAINMENT

POLAND

ElevenLabs

Mati Staniszewski and Piotr Dabkowski



ElevenLabs is a voice AI research and deployment company that generates human-like, contextually aware AI speech in 29 languages.

As a leader in voice AI, ElevenLabs develops cutting-edge models accessible via web app or API. Its technology enables on-demand multilingual audio for education, streaming, audiobooks, gaming, movies, and real-time conversations. With hundreds of voices available, the company is transforming how content is created and consumed globally.

Co-founders Mati and Piotr, childhood friends from Poland, moved to the UK to study mathematics, engineering, and computer science at top universities. With experience at BlackRock, Palantir, Google, and Tessian, they combined their expertise to revolutionize AI audio, inspired by poor-quality dubbing in Polish media.



Read why
we selected
ElevenLabs.



FASHION & APPAREL

SPAIN

HOFF

Francisco Marchena



HOFF is a Spanish apparel company specializing in high-quality, silk-printed sneakers designed in collaboration with local and international artists.

HOFF's mission is to ignite creativity through its distinctive footwear, known for vibrant color palettes, innovative textures, and silk-screen printed soles. The company has sold over 1.2 million sneakers across Spain, France, Portugal, and the UK, with wholesale clients and franchises in 55 countries.

Francisco was born in Elche, Spain, a region with a deep shoemaking tradition. His father ran a shoe factory, while his mother owned an arts and crafts store, inspiring his passion for design and business. After a decade at Santander and earning multiple finance degrees, Francisco launched HOFF in 2017, merging his family's legacy of craftsmanship with bold artistic expression.



FASHION & APPAREL

INDONESIA

IDN

Winston Utomo



IDN is Indonesia’s leading consumer technology company for Millennials and Gen Z.

Founded in 2014, IDN operates across live streaming, the creator economy, entertainment, and digital media. With 70 million monthly active users, IDN is shaping Indonesia’s digital landscape by providing content and platforms tailored to younger audiences.

Brothers Winston and William Utomo grew up in Surabaya and studied business at USC, with Winston earning a master’s from Columbia. After working at Google, Winston returned to Indonesia with William to launch IDN, addressing the lack of digital content for Millennials and Gen Z. Their leadership and strategic acquisitions have positioned IDN as a dominant force in Indonesia’s media industry.



MEDIA & ENTERTAINMENT

BRAZIL

Insider Store

Yuri Gricheno and Carolina Matsuse



Insider is the biggest 100% online direct-to-consumer brand in Brazil.

Founded in 2016, Insider creates high-performance clothing using advanced textile technologies, such as anti-odor, anti-sweat, and breathability features for casual wear, underwear, and athleisure. With a focus on quality, sustainability, and customer satisfaction, Insider has established itself as a leader in Brazil's essential wear e-commerce market, transforming the fashion landscape through its fully digital, direct-to-consumer model.

Yuri, a former professional tennis player, studied international relations at Fairleigh Dickinson University in the US. Carolina graduated from ITA, Brazil's top-ranked engineering school, and worked at Boston Consulting Group and unicorn startups QuintoAndar and Uber. Their combined expertise has driven Insider's growth and innovation in sustainable fashion.



HOUSEHOLD & OFFICE

SPAIN

Kave Home

Francesc Julià Jr. and Francesc Julià Sr.



Kave Home delivers affordable luxury furniture and decor with a focus on original design, quality, and sustainability.

Kave Home stands out for its commitment to quality craftsmanship, sustainable materials, and innovative design. Based in a small town in northern Spain, the company has expanded globally, selling through an omnichannel strategy in over 80 markets and serving more than half a million customers. Over the past decade, Kave Home has grown its revenue by more than 15x and aims to become the leading affordable luxury furniture brand in Europe.

Kave Home is led by father-and-son duo Francesc Julià Sr. and Francesc Julià Jr. With over 40 years in the furniture industry, Francesc Sr. started as a salesman before founding Julià Group, which later became Kave Home. Francesc Jr. initially worked at high-growth startups like Kantox (Endeavor Entrepreneur) before joining his father to transform their family business into a globally recognized brand.



MEDIA & ENTERTAINMENT

BRAZIL

LiveMode

Sergio Lopez and Edgar Diniz



LiveMode partners with sports rights holders to navigate digital distribution, broadcasting, and content.

Founded in 2017, LiveMode provides a full-stack solution for sports teams, leagues, and federations, covering media rights negotiations, digital distribution, live game production, content creation, and ad sales. The company works with top global sporting organizations like FIFA, the IOC, and UEFA and collaborates with streaming platforms such as YouTube, TikTok, and Prime Video.

Co-founders Sergio and Edgar, longtime friends from Rio de Janeiro, previously built and exited Esporte Interativo, a leading sports media group acquired by Turner Broadcasting in 2015. Edgar, a former VP of M&A at JP Morgan, and Sergio, a former marketing executive, saw the shift from TV to digital sports broadcasting and launched LiveMode to capitalize on this transformation.



WELLNESS & BEAUTY

BRAZIL

OneSkin

Carolina Reis Oliveira and Alessandra Zonari



OneSkin is a science-led skincare company targeting skin aging with its proprietary peptide.

Founded in 2016, OneSkin developed OS-01, the only peptide scientifically proven to reverse skin's biological age. The company spent over four years testing 900+ peptides before commercialization, filing 18+ patents and scientific publications. Now, OneSkin is scaling its premium skincare line, including face, body, and eye creams, sold globally.

Carolina (CEO) holds a PhD in stem cell biology from UFMG and previously co-founded CellSeq in Brazil. Alessandra (CSO), a PhD in skin regeneration, relocated to San Francisco in 2017 to co-found OneSkin. Their research-driven approach is redefining longevity-focused skincare in competitive markets.



MEDIA & ENTERTAINMENT

TURKEY

Spyke Games

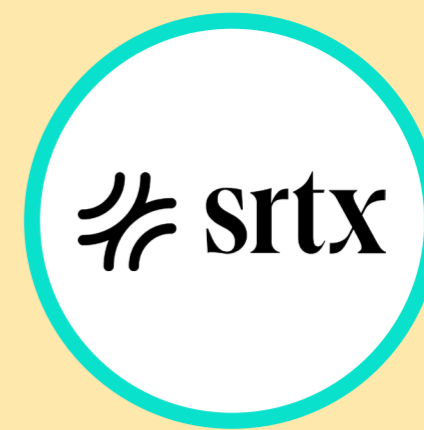
Rina Onur Şirinoğlu, Remi Onur, Barkın Başaran, Mithat Madra, and Fuat Coşkun



Spyke Games is a Turkish mobile gaming company focused on social casual games.

Founded in 2020, Spyke Games has built a lifetime user base of 10 million players. The company raised \$105 million, including a record-breaking \$55 million seed round from Griffin Gaming Partners—the largest for a mobile gaming startup led by a female CEO. Spyke’s co-founders previously developed some of the world’s top-grossing mobile titles at Peak Games and Zynga, collectively amassing 9.5 million daily users and over \$1 billion in revenue.

Rina, a Harvard graduate, co-founded Peak Games, later acquired by Zynga for \$1.8 billion. She also launched 500 Istanbul, a venture capital fund. Her co-founders—Remi, Barkın, Mithat, and Fuat—bring deep experience from Peak Games, Zynga, and Riot Games. Together, they are shaping Turkey into a global mobile gaming hub.



FASHION & APPAREL

CANADA

SRTX

Katherine Homuth



SRTX is a materials science company disrupting the hosiery industry with its impossibly-strong pantyhose.

Launched in 2017, SRTX introduced Sheertex, a knit made from one of the world's strongest polymers, which until then was mainly used in bulletproof vests. This innovation allows tights to last significantly longer without rips or ladders. Since its founding, SRTX has sold millions of pairs of tights across the US, revolutionizing the hosiery industry. SRTX aims to bring textile innovations to other fashion items and transform the textile industry through technology.

Katherine, SRTX's founder and CEO, has a strong entrepreneurial background, having previously founded ShopLocket, a pre-order e-commerce platform for hardware entrepreneurs. After selling ShopLocket to PCH International, Katherine went on to create Female Funders, an online community for female angel investors, before developing the idea for SRTX.

Education



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PRIMARY & SECONDARY SCHOOLS

VIETNAM

VUIHOC

Lam Do



VUIHOC is an online education platform providing interactive classes for kindergarten to 12th-grade students.

Founded in 2019, VUIHOC addresses the lack of accessible after-school education programs in tier-2 and tier-3 cities in Vietnam. The platform offers over 500,000 learning resources, including video, livestream, and one-on-one tutoring aligned with the national curriculum. VUIHOC employs 100 teachers and 800+ tutors, serving over 1.1 million users, enabling students to access quality education remotely.

Lam Do, VUIHOC's co-founder, studied automation engineering technology at the National Technical University of Ukraine. His experience in business development and education led to the creation of VUIHOC, born from his work at KIMSEN Industrial Corporation, where he identified the challenges students in rural areas faced accessing education.

Fintech



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INSURTECH

BRAZIL

180 Seguros

Mauro Levi D'Ancona and Franco Lamping



180 Seguros is an embedded insurance provider leveraging technology to democratize access to insurance.

Founded in 2020 in São Paulo, 180 Seguros is a B2B2C embedded insurance provider that integrates insurance into the customer journey through partner distribution companies. Its technology-driven model allows partners to embed home, life, and other insurance products via a single API. Backed by investors like 8VC, Dragoneer, and Monashees, the company is redefining insurance distribution in Brazil.

Mauro (CEO) and Franco (CTO) co-founded 180 Seguros after years at Nubank. Mauro, a Brandeis and Harvard graduate, led Nubank's capital-raising efforts. Franco, a São Paulo University graduate, built Nubank's rewards program and credit card architecture. Their fintech expertise is shaping the future of insurance in Brazil.



BUSINESS LENDING

ECUADOR

AltScore

Andres Perez and Mateo Semerene



AltScore provides businesses and financial institutions with the infrastructure to streamline B2B lending.

Founded in 2021, AltScore offers APIs that power every stage of the lending process, from customer verification and underwriting to loan management and collections. Its technology has increased loan approval rates by 30%, reduced missed payments by 20%, and doubled the average loan size for clients. In September 2024, the company raised an \$8.5 million Series A round led by Haymaker Ventures.

Andres, a mathematician and statistician with a PhD from Temple University, has spent over a decade developing credit models for underbanked populations. Mateo, with a background in B2B sales and operations, previously worked at Credijusto and Kin Analytics. During the pandemic, they collaborated on Ecuador's COVID response, leading them to co-found AltScore to expand access to business financing.



DIGITAL BANKING

BRAZIL

Asaas

Piero Contezini and Diego B. Contezini



Asaas is a digital account solution that automates financial management for businesses in Brazil.

Founded in Joinville 13 years ago, Asaas provides businesses of all sizes with financial automation tools that increase efficiency and reduce bureaucracy. With over 1 million digital accounts and 155,000 clients, Asaas is authorized by the Central Bank of Brazil as a payment institution and a Direct Credit Society (SCD).

Brothers Piero and Diego learned to code at ages eight and six, launching their first company in information security when Piero was just 16. They have spent over 20 years building companies together, leveraging their deep technical expertise to develop solutions that streamline financial operations for businesses across Brazil.



CONSUMER LENDING

PHILIPPINES

BillEase

Georg Steiger, Ritche Weekun, and Huyen Nguyen



BillEase is a leading consumer finance app in the Philippines, expanding financial inclusion through low-interest loans and buy-now-pay-later services.

BillEase provides customers with instant cash loans, buy-now-pay-later services, and a growing range of financial products via its app. Its proprietary credit scoring algorithm offers unbanked customers a credit history and score, enabling them to access traditional financial products. BillEase partners with 1,000+ merchants, including Lazada, Shopify, and Xendit.

Co-founders Georg, Ritche, and Huyen met at McKinsey, where they identified the Philippines' lack of retail lending infrastructure. With backgrounds in law, business, and fintech, they combined their expertise to create BillEase, aiming to address financial inclusion gaps in the Philippines' rapidly growing fintech market.

CONSUMER LENDING

EGYPT

blnk

Amr Sultan and Tarek ElSheikh

**blnk is a digital consumer finance platform for Egyptians.**

With just 5% of Egyptian adults owning a credit card, blnk is addressing the country's consumer finance gap. Launched in 2021, it enables instant credit underwriting at checkout, allowing customers to apply, get approved, and use credit in under three minutes using only their National ID. The platform serves ~600 merchants with 2,500+ branches across sectors like electronics, appliances, fashion, and automotive services, streamlining access to credit.

Amr (CEO) and Tarek (CRO) co-founded blnk, bringing decades of financial industry expertise. Amr, an investment banking veteran, co-founded an investment bank later acquired by Arqaam Capital. Tarek, with nearly 20 years in finance, held leadership roles at Barclays, Piraeus Bank, and Camino Financial, a US fintech startup.



MERCHANT SERVICES & PAYMENTS PROCESSING

COLOMBIA

Cobre

Jose Gedeón and Felipe Gedeón



Cobre offers businesses a consolidated platform for treasury management built upon its proprietary payments infrastructure.

Founded in 2020, Cobre simplifies treasury management for Colombian businesses by consolidating accounts into one platform. Its infrastructure connects the top six banks in the country, facilitating instant payments that cover 95% of all transactions in Colombia. Today, one out of every 20 employees in Colombia is paid through Cobre, which serves 150 B2B clients, including Betsson and dLocal.

Jose and Felipe, cousins raised like brothers, graduated from The Wharton School. Jose worked at McKinsey and co-founded a ride-hailing data app before joining OYO Mexico. Felipe led Selina's expansion to 150 projects in two years. In 2020, they founded Cobre to modernize treasury management in Colombia.



CONSUMER PAYMENTS

MIAMI

Félix

Manuel Godoy and Bernardo Garcia



Félix enables Latino immigrants in the US to send remittances to their families via WhatsApp.

Founded in 2021, Félix simplifies cross-border payments through a chatbot-based platform, allowing users to send money instantly. By leveraging stablecoins for backend transactions, Félix provides fast and cost-effective remittances, starting at \$2.99 per transfer. The company targets the \$155 billion Latin American remittance market.

Manuel and Bernardo met at Wharton while pursuing their MBAs. Manuel, an electrical engineer, previously launched Bitely, a digital food industry platform.

Bernardo, after working at McKinsey, held roles at Uber and Waymo. Their shared experience as immigrants inspired them to build Félix to ease financial challenges for Latino communities.



MERCHANT SERVICES & PAYMENTS PROCESSING

SAUDI ARABIA

Hala

Esam Alnahdi and Maher Loubieh



Hala is a fintech platform enabling small and medium-sized enterprises (SMEs) in Saudi Arabia to accept cashless payments securely and efficiently.

Founded in 2018, Hala provides a comprehensive suite of services, including virtual IBANs, physical POS devices, and data analytics dashboards. Registration and setup take less than 15 minutes, empowering over 23,000 merchants and capturing 15% of Saudi Arabia’s new POS onboarding market share.

Co-founders Esam and Maher bring extensive industry experience. Esam, an Economics and Finance graduate, worked in banking before launching Hala. Maher, an MBA graduate, held leadership roles in investment banking and fintech education. Together, they identified industry pain points and created Hala to simplify payment processing for SMEs.



DIGITAL BANKING

CANADA

KOHO

Daniel Eberhard



KOHO is Canada's fastest-growing neobank, offering accessible, affordable financial products to improve the lives of millions.

KOHO provides a modern, mobile-first approach to personal finance, ensuring all Canadians have access to high-quality banking services. It offers a high-interest savings account, a card, a credit-building product, and overdraft protection—all with no hidden fees or fine print. As a result, KOHO has become the highest-rated finance app in Canada.

Daniel (CEO) was raised by a single mother who faced financial hurdles despite working hard. After experiencing firsthand how access to quality financial services transforms financial outcomes, he built KOHO to ensure all Canadians can benefit from fair and transparent banking. His mission-driven approach is reshaping financial accessibility while fostering a more inclusive financial system.



CONSUMER LENDING

PERU

LEASY

Gregorio Gilardini and Alejandro Garay



LEASY is a Peruvian vehicle financing company aiming to democratize access to vehicle ownership across Latin America.

Operating in Peru and Mexico, LEASY provides affordable financing for gig economy drivers, addressing a market where over 70% rent their vehicles due to a lack of financing options. With a \$150 billion+ opportunity in Latin America, the company has enabled over 1,500 ride-hailing drivers to own their vehicles, offering user-friendly payment tracking, insurance, GPS, and 24/7 customer support.

Gregorio (CEO) and Alejandro (CFO), European serial entrepreneurs, moved to Peru in the mid-2010s. Gregorio, originally from Italy, co-founded ventures including Wynwood House (Endeavor Entrepreneur). Alejandro started in investment banking at Credicorp Capital before transitioning into consulting at McKinsey & Co., later co-founding LEASY and Wynwood House (Endeavor Entrepreneur).



CONSUMER PAYMENTS

NIGERIA

LemFi

Ridwan Olalere



LemFi provides reliable, low-cost remittances tailored to underserved migrant communities.

Each year, over \$800 billion in remittances are sent globally, yet many transfers remain costly, slow, and complex. LemFi solves this by offering instant, low-fee international payments, delivering funds directly to recipients' bank accounts or preferred payment methods. Since launching in 2021, LemFi has facilitated billions of dollars in transactions for over a million immigrants across 15+ countries.

Ridwan and his co-founder Rian previously worked together at Opera Software, where they built Opay, one of Africa's largest fintechs. Before that, Ridwan worked at Flutterwave, developing payment infrastructure for global businesses operating in Africa. LemFi emerged from his experience in both companies and his desire to create a financial solution that directly impacts immigrant communities worldwide.



Read why we selected LemFi.



PAYMENTS & FINANCIAL SOFTWARE

SAUDI ARABIA

Lendo

Mohamed Jawabri and Osama AlRae



Lendo is a shari’ah-compliant peer-to-peer lending marketplace that helps to digitally finance SMEs in Saudi Arabia.

Lendo’s products and solutions, such as invoice factoring, make everyday business activities easier, more secure, and more efficient for both investors and borrowers alike.

Osama (CEO) worked at Strategy&, McKinsey, and Amazon and obtained his MBA from Duke’s Fuqua School of Business. Mohamed (CTO) has spent his career as a developer and digital project manager.



CONSUMER LENDING

CANADA

nesto

Malik Yacoubi, Damien Charbonneau and Karim Benabdalla



nesto is a digital mortgage company that streamlines the residential and commercial mortgage process in Canada.

Founded in 2018, nesto has processed billions in mortgage volume annually, helping over 400,000 customers secure home financing. By digitizing the mortgage journey, nesto simplifies applications, reduces costs, and enhances efficiency. Following its acquisition of commercial mortgage lender CMLS in 2024, it became the largest digital mortgage lender in Canada in terms of AUM (\$60B).

Malik and Karim have co-founded businesses together for over 24 years, starting with a retirement home portal at Université Laval. Their ventures include Mobilito, a mobile marketing firm, and Paymentpin, a leader in mobile carrier billing. Damien, an industrial engineering graduate from École Polytechnique de Montréal, built expertise at Aéroports de Montréal and McKinsey before joining Diagram Ventures. There, he pitched the idea for nesto, teaming up with Malik and Karim to launch it.



MERCHANT SERVICES & PAYMENTS PROCESSING

SINGAPORE

Nium

Prajit Nanu



Nium is a payments infrastructure company specializing in real-time, cross-border transactions.

Founded in 2014, Nium enables banks, fintechs, and businesses to collect, convert, and disburse funds efficiently across 220+ countries in 100+ currencies. The company also offers a growing card issuance business in 30+ countries. With over \$330 million in total funding—including a \$200 million Series D in 2021 and a \$50 million Series E in 2024—Nium has established itself as a leader in global payments infrastructure.

Prajit, an Indian entrepreneur with experience across three continents, previously worked in sales, solution development, and consulting at WNS Global Services and TMF Group. In 2013, while struggling to pay for accommodations while planning an international trip, he saw an opportunity to improve cross-border payments. This led to the launch of Instarem, which later became Nium, revolutionizing global financial transactions.



MERCHANT SERVICES & PAYMENTS PROCESSING

INDONESIA

Paper.id

Yosia Sugialam



Paper.id is Indonesia's largest business-to-business digital payments platform.

Founded in 2016, Paper.id streamlines B2B payments by digitizing invoicing, unlocking additional payment channels, automating reconciliation, and offering a buy-now-pay-later option for inventory purchases. The platform has partnered with ecosystem players like Gojek, Visa, and JCB, and serves over 48,000 businesses such as J&T Cargo, Shipper, and Kopi Kenangan.

Yosia, Paper.id's co-founder and CEO, entered the B2B space through his family's sugar business. After studying computer science at UCLA and obtaining an MBA, Yosia returned to Indonesia to develop tech solutions and launched Paper.id to address inefficiencies in the manual payment processes he encountered.



INSURTECH

INDONESIA

Qoala

Harshet Lunani



Qoala is one of the leading insurtech players in Southeast Asia, digitizing the \$90 billion insurance market.

Founded in 2018, Qoala is transforming the insurance industry by optimizing distribution and empowering 75,000+ agents with digital tools. The company embeds insurance into e-commerce platforms, expanding accessibility across Indonesia, Thailand, Vietnam, Malaysia, and the Philippines. Qoala also owns an insurance carrier in Indonesia, allowing greater synergy in operations. With over \$130 million in funding, including a \$47 million Series C in 2024 co-led by PayPal Ventures and MassMutual, Qoala continues to drive insurtech innovation in the region.

Harshet began his career in investment banking and consulting before moving into entrepreneurship. He founded BIMA Indonesia, one of the country's first major insurtech companies, backed by Leapfrog and Allianz X. Recognizing inefficiencies in insurance distribution, he launched Qoala to digitize the industry and expand access to insurance products across Southeast Asia.



BUSINESS LENDING

MEXICO

R2

Roger Larach and Roger Teran



R2 partners with technology platforms used by SMEs to provide seamless financing to their merchants.

Founded in 2020, R2 manages the end-to-end lending process, from assessing creditworthiness to capital collection. The company operates in Mexico, Colombia, and Chile, partnering with 11 major platforms, including Endeavor Entrepreneurs Clip and Rappi. R2 addresses the \$1.8 trillion SME financing gap across Latin America.

Roger Larach, from Honduras, worked in investment banking and strategic roles before founding R2. His co-founder, Roger Teran, originally from El Salvador, transitioned from consulting and data science to leading analytics at Reef before co-launching R2. Together, they envisioned a platform to bridge the SME financing gap in the region.



INVESTING & TRADING

EGYPT

Thndr

Ahmad Hammouda and Seif Amr



Thndr is a one-stop-shop investment platform democratizing access to financial markets in Egypt.

Founded in Cairo, Thndr makes investing in stocks, bonds, and mutual funds easy and accessible through its mobile app. By lowering barriers to entry, offering educational resources, and ensuring secure transactions, Thndr promotes financial inclusion and fosters a culture of investment. The platform leverages technology to simplify the investment process for a broader demographic.

Ahmad and Seif, long-time colleagues, met when Ahmad hired Seif at CI Capital despite his engineering background. Both later worked at Uber Egypt before founding Thndr to address frustrations with the region's complex investment landscape. Their shared experience in finance and tech led them to build a platform tailored for Egyptian investors.



MERCHANT SERVICES & PAYMENTS PROCESSING

SOUTH AFRICA

Yoco

Katlego Maphai



Yoco helps South African businesses accept digital payments and access essential business tools.

In 2015, only 10% of South African businesses could accept card payments, despite widespread card ownership. Yoco was founded to bridge this gap, offering small businesses affordable payment solutions. The company provides card machines, online payment tools, business management software, and access to credit, enabling businesses to operate more efficiently and grow.

Yoco was co-founded by four friends: Katlego (CEO), Lungisa (CTO), Carl (CBO), and Bradley (CFO). Katlego, who studied at the University of Cape Town, started his career in management consulting before joining Rocket Internet to help scale Jumia in Nigeria. Inspired by the financial challenges small businesses faced, he returned to South Africa and partnered with his co-founders to build Yoco, empowering entrepreneurs through accessible digital financial services.



MERCHANT SERVICES & PAYMENTS PROCESSING

COLOMBIA

Yuno

Juan Pablo Ortega and Julián Núñez

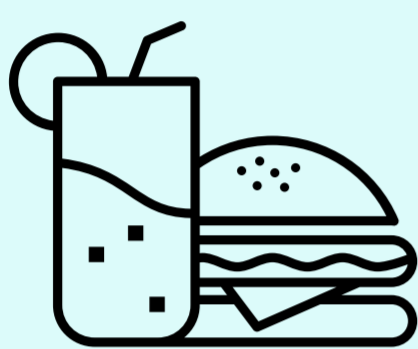


Yuno is a payments orchestration platform that helps businesses optimize payment and fraud management systems across Latin America.

Founded in 2022, Yuno integrates with local networks, banks, payment processors, and anti-fraud providers to enhance payment success rates, reduce processing fees, and minimize fraud. The company serves major clients such as InDrive, Rappi, and Avianca and has processed over \$1.5 billion in transactions.

Juan, a former aviation professional and Rappi founding team member, and Julián, a banker turned payments strategist, met while working in Rappi's payments division. They identified the need for a streamlined global payment infrastructure in emerging markets and launched Yuno to solve this challenge.

Food & Beverage



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CONSUMER PACKAGED GOODS

GREAT LAKES, USA

Bartesian

Ryan Close



Bartesian is a machine that creates premium cocktails at the push of a button.

Founded in 2019, Bartesian allows users to make bar-quality cocktails without bartending skills or extensive ingredients. Customers simply add their preferred spirits, and the machine blends them with one of 60+ single-serve flavor capsules. With over 460,000 machines sold and 40 million cocktails served, Bartesian is used in thousands of hotels, stadiums, and restaurants.

Ryan, a Canadian entrepreneur based in Chicago, bartended while studying business at Western University in Ontario. He later worked in sales and account management before founding Bartesian in 2014. After five years of research and development, he launched the product through Velocity, the University of Waterloo's accelerator, raising \$115,000 on Kickstarter and securing a partnership with Hamilton Beach, the leading US kitchen appliance brand.



CONSUMER PACKAGED GOODS

MEXICO

Birdman

David Elías Rabling



Birdman is Mexico's leading plant-based nutritional supplements company.

Founded in 2015, Birdman manufactures a variety of products, including protein powders, performance-oriented supplements, and wellness products. The company is on a mission to reduce the consumption of animal products and promote human health through organically and sustainably produced supplements. Today, Birdman's products, including plant-based milk and meal replacements, are category leaders within Mexico.

David became CEO of Birdman in 2019. Previously, he worked as a General Manager at Grupo Flexipak before pursuing a master's degree at the University of Cambridge. David returned to Mexico to work at Laboratoria Pisa, the largest pharmaceutical company in Latin America, where he became the youngest Business Unit Manager before joining Birdman.



Chickin

Tubagus Wangsadisastra and Ashab Alkahfi



Chickin is a full-stack chicken farm management system.

Founded in 2020, Chickin helps farmers optimize farm management and connect with poultry buyers. It combines smart farm equipment with cloud-based tools to track climate, equipment, and livestock conditions. By collecting extensive farm data, Chickin facilitates direct farmer contracts and distributes poultry to businesses and restaurants. The company serves thousands of farmers and is backed by top investors like East Ventures, GGV Capital, and ABD Ventures.

Tubagus (CEO) and Ashab (President) co-founded Chickin while studying at Brawijaya University. Tubagus, a former startup incubator president, previously launched a waste management startup. Ashab studied agrotechnology and gained hands-on experience by running a chicken farm in Central Java. Their deep understanding of farming challenges led them to launch Chickin in 2020.



FOOD SERVICE

PHILIPPINES

Pickup Coffee

Diego Lorenzo and Jaime Gonzalez



Pickup Coffee provides high-quality and affordable coffee across the Philippines.

Founded in 2022, Pickup Coffee bridges the gap between affordability and quality in the Philippine coffee market. With hundreds of coffee cart locations nationwide, Pickup offers customers three easy ways to order—walk-in, app pre-orders, or delivery. Its menu includes bestsellers like Iced Spanish Latte and Iced White Mocha, all priced under \$2, making premium coffee more accessible.

Diego, CEO and co-founder, envisioned Pickup as a way to build a successful, impactful business for Filipinos. Jaime Gonzalez, a Spanish engineer, joined him after seeing the coffee market opportunity. Together, they launched Pickup alongside two additional co-founders, creating a scalable, high-quality, and affordable coffee brand.



xFarm Technologies

Matteo Vanotti and Matteo Cunial



xFarm Technologies is an agtech company driving the digital transformation of the agriculture sector through farm management software.

xFarm Technologies provides farmers with a freemium platform to monitor their farms, optimize resource allocation, and improve production. It also partners with corporate clients, including machinery manufacturers and agri-food companies, to digitize supply chains and enable data-driven decision-making.

Co-founder Matteo Vanotti developed the first version of xFarm in 2017 to manage his family's farm. As adoption grew, he left his job at Orbium in 2019 to scale the company. Matteo Cantu, who also comes from a farming background, co-founded Farm Technologies before merging it with xFarm in 2021. Together, they are shaping the future of smart agriculture in Europe.

Healthcare



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DIGITAL HEALTH

VIETNAM

Buymed

Hoang Nguyen



Buymed is transforming Southeast Asia's fragmented pharmaceutical value chain.

Founded in 2018, Buymed addresses inefficiencies in Southeast Asia's pharmaceutical industry, starting with Vietnam. Its B2B marketplace, Thuocsi, connects suppliers with pharmacies and healthcare providers while integrating last-mile logistics and warehousing. Building on its success, Buymed launched Circa, a B2B2C e-pharmacy with a franchising model. Today, Thuocsi serves over 40,000 businesses, and Circa has more than 300 franchisee pharmacies across Vietnam.

Hoang began his career in healthcare consulting across Asia before co-founding Dentalaborate in Los Angeles. Seeking a scalable model, he returned to Vietnam in 2018 to launch Buymed, leveraging his industry expertise to solve challenges in pharmaceutical distribution.



MEDICAL SOFTWARE

BRAZIL

Capim

Marcelo Lutz and Roberto Biselli



Capim is a Brazilian vertical software and fintech company focused on streamlining and strengthening operations for dental clinics.

Founded in 2021, Capim addresses inefficiencies in Brazil's \$12 billion dental market by digitizing clinics and providing financial services to healthcare professionals. The platform helps dentists build sustainable businesses while increasing healthcare access for patients. Since its launch, Capim has grown rapidly, serving thousands of clinics across the country.

Marcelo (Co-CEO) and Roberto (Co-CEO) met during their MBA at INSEAD, where they competed in the INSEAD Venture Competition (IVC). Marcelo, with a background in private equity and healthcare, and Roberto, with experience in entrepreneurship and consulting at McKinsey, realized their complementary skills when they met at INSEAD. Their initial business plan for Capim won the IVC—only the second time in 20 years a team achieved this on their first attempt.



DIGITAL HEALTH

BRAZIL

Conexa

Guilherme Weigert



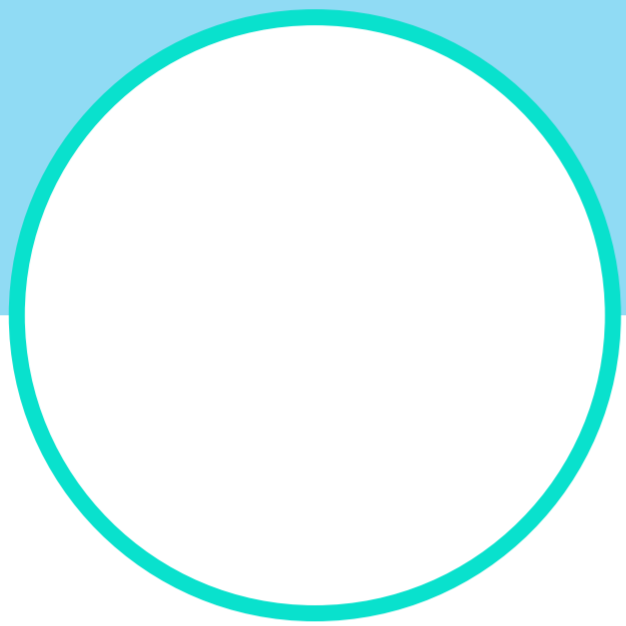
Conexa is the largest digital healthcare platform in Latin America, working to democratize access to quality healthcare through technology.

Founded in 2017, Conexa offers services ranging from mental health support to chronic illness management on a single platform. It connects companies, healthcare providers, and patients, serving over one million users. Conexa enables affordable and flexible care for multiple health concerns in one place.

Guilherme, a doctor by training, previously founded Jaleko, a medical education platform reaching over 200,000 students. Inspired to expand access to healthcare, he launched Conexa in 2017 to address systemic gaps in Latin America's healthcare ecosystem.



Fit Hub



Fit Hub is an Indonesia-based chain of tech-enabled gyms offering high-quality facilities and unlimited fitness classes at an affordable price.

Founded in 2020, Fit Hub aims to democratize health and wellness offerings for Indonesians by providing access to high-quality facilities with memberships starting at \$16 per month. Within Fit Hub's mobile app, customers can sign up for a gym membership, book classes and personal training appointments, and access free online workout content. The company operates 70 fitness clubs across 16 cities in Indonesia, serving over 70 thousand active users.



MEDICAL SOFTWARE

CHILE

Healthatom

Roberto León Velasco, Daniel Guajardo Kushner, Guillermo Medel Lucas, and José María Iruretagoyena



Healthatom is a leading healthcare software provider in Latin America.

Founded in 2010, Healthatom’s flagship products, Dentalink and Medilink, simplify operations for dental clinics and healthcare centers. The company’s fintech arm, Gerty, offers payment, loan, and insurance solutions in partnership with nine insurance providers. Healthatom serves 11,000 customers across 20 countries, with offices in Chile, Mexico, and Colombia.

Roberto and Daniel met while studying industrial civil engineering in Chile. Inspired by their entrepreneurial backgrounds, they teamed up with Guillermo, a software engineer, to launch Healthatom after identifying a need for digitization in healthcare. In 2022, José María joined after Healthatom acquired his company, DentalMédica, Chile’s largest dental insurance claim processor.



HEALTH INSURTECH

BRAZIL

Pipo Saúde

Manoela Mitchell and Thiago Torres



Pipo Saúde is a tech-enabled health insurance brokerage helping enterprises manage healthcare costs.

Founded in 2019, Pipo Saúde provides software-driven solutions that optimize corporate health plans, reducing costs while improving employee benefits. On average, clients save 21% on premiums while streamlining HR processes. The company has raised \$30.6 million from investors including Thrive Capital, Monashees, and Kaszek.

Manoela and Thiago transitioned from finance to entrepreneurship to address inefficiencies in Brazil's healthcare system. Manoela worked in private equity at Barclays, Temasek, and Actis, while Thiago held roles at Warburg Pincus and Gávea Investimentos. Their shared vision of making healthcare more accessible and cost-effective led them to launch Pipo Saúde.



HEALTHCARE PROVIDERS

SPAIN

Qida

Oriol Fuertes Cabassa



Qida provides home care services and specialized insurance solutions for elderly and dependent individuals across Spain.

Founded in 2018, Qida has served over 12,000 patients, addressing Spain’s growing need for home-based healthcare solutions. The company partners with public and private health systems to improve quality of life for aging populations.

Oriol built his expertise in healthcare through eight years as a McKinsey consultant, specializing in public healthcare and MedTech in Spain and the UK. He also worked closely with the Catalan Government as an advisor on integrated care. Seeing gaps in elderly care, workforce shortages, and inefficiencies in the healthcare system, he founded Qida to bring technology-driven solutions to home-based care.



MEDICAL SOFTWARE

LEBANON

Toothpick

Wael Bizri and Sary Azakir



Toothpick is a dental marketplace that simplifies procurement and financing for clinics across the GCC.

Founded in 2020, Toothpick aggregates lenders and medical suppliers on one platform, streamlining procurement for dental clinics. It also offers buy now, pay later (BNPL) services for patients in partnership with providers like Tamara and Tabby. The company recently partnered with Dr. Sulaiman Al Habib Group, one of Saudi Arabia's largest healthcare providers.

Wael, a dentist with business expertise, combined his two passions to co-found Toothpick after launching Markit, a marketplace for groceries. Sary, with a background in engineering and consulting, leads Toothpick's UAE and KSA expansion. Their combined experience in healthcare, business, and scaling operations has fueled the company's rapid growth.

Marketplaces



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MOBILITY

CANADA

Busbud

LP Maurice



Busbud is a leading global mobility group offering an online platform for booking intercity bus tickets.

Founded in 2011 and headquartered in Montréal, Busbud operates in over 80 countries and more than 20,000 cities. The platform allows travelers to compare and purchase bus tickets from various operators, simplifying bus travel in the same way platforms like Booking.com and Kayak do for flights and hotels. By aggregating schedules and prices from thousands of bus companies, Busbud helps travelers find the best options to fit their schedules and budgets.

LP Maurice started his first software development company at 16. He holds degrees from HEC Montréal, the University of Montréal, and an MBA from Harvard Business School. After backpacking across South America, frustrated by the difficulty of booking bus travel, he was inspired to launch Busbud while on a 10-hour bus ride in Argentina.



CONSUMER MARKETPLACES

SINGAPORE

Carousell

Siu Rui Quek



Carousell is Southeast Asia’s largest classifieds and recommerce marketplace, making secondhand the first choice.

Founded in 2012, Carousell is a mobile-first platform that simplifies buying and selling secondhand goods. With tens of millions of users across seven Southeast Asian markets, Carousell has raised over \$300 million and reached a valuation exceeding \$1 billion in 2021. The platform enhances trust and ease in secondhand transactions, positioning itself as a leader in the growing circular economy.

Siu Rui Quek was inspired to start a tech company after an internship in Silicon Valley while studying at the National University of Singapore. He and two schoolmates created Carousell to solve their own frustration with selling used gadgets. After winning Startup Weekend, they launched Carousell and over the next few years, they expanded across Southeast Asia. Over 12 years, Siu Rui has led Carousell’s evolution from a local startup to a regional powerhouse in recommerce.



B2B MARKETPLACES

BRAZIL

Cayena

Pedro Carvalho, Gabriel Sendacz, and Raymond Shayo



Cayena is a B2B marketplace that digitizes recurring ingredient purchases for food businesses.

Founded in 2019, Cayena connects restaurants, bars, bakeries, dark kitchens, and catering companies to a network of pre-qualified suppliers. The platform offers a catalog of ~60,000 products from 100+ suppliers, recommending the most efficient combinations for each order. Cayena also provides improved payment terms to buyers and sellers in its marketplace, streamlining the food procurement process in Brazil.

Pedro, Gabriel, and Raymond, friends and graduates of Insper University, co-founded Cayena to solve the decentralized nature of food procurement in Brazil. Pedro worked in investment banking at Merrill Lynch and growth at Looqbox. Raymond started his career at JP Morgan and later transitioned to private equity. Gabriel worked in private equity at NEO Investimentos before joining the venture.



B2B MARKETPLACES

KENYA

East Africa Foods

Elia Timotheo and Diana Michael



East Africa Foods is a farm-to-retailer food distributor in Tanzania.

Founded in 2013, East Africa Foods sources fresh produce from small-scale farmers and delivers it directly to urban businesses, including supermarkets and informal retailers. Africa's food supply chain is inefficient due to multiple middlemen, leading to high prices and food waste. By streamlining the supply chain, the company improves market access for farmers while providing fresh, affordable produce to consumers. Today, it partners with over 10,000 farmers to supply more than 7,000 retailers across Tanzania.

Elia (CEO) grew up in an entrepreneurial family, with his mother running a food business. Diana (CFO) initially managed the company's finances while working as a Senior Auditor at KPMG Tanzania before joining full-time in 2017.



AUTO MARKETPLACES

MALAYSIA

iMotorbike

Gil Carmo



iMotorbike is Southeast Asia's leading e-commerce platform for pre-owned motorbikes.

Founded in 2016, iMotorbike operates a retail and wholesale model, purchasing, refurbishing, and reselling motorbikes. The platform ensures hassle-free transactions for sellers and a fully managed process for buyers, offering 170-point inspections, financing, insurance, delivery, a six-day money-back guarantee, and a six-month warranty.

Gil earned a business degree from Lusófona University in Lisbon before working as a consultant and later leading trade relations at PortViet. He scaled operations at Saigon Interiors before taking leadership roles at Lazada and Shopback, where he expanded into Malaysia. Seeing untapped potential in the pre-owned motorbike market, he left Shopback in 2016 to launch iMotorbike.



B2B MARKETPLACES

NIGERIA

Matta

Mudiaga Mowoe



Matta is a B2B marketplace for manufacturers to source chemicals, ingredients, raw materials, and commodities.

Africa's \$360B manufacturing sector relies on a fragmented network of agents and open-air markets, making procurement inefficient and opaque. Matta connects manufacturers with distributors, importers, and suppliers, streamlining sourcing while offering financing and logistics solutions. Since launching in Nigeria in 2022, Matta has expanded to South Africa, Ivory Coast, and Senegal, helping manufacturers secure essential inputs more efficiently.

Mudia, Matta's founder and CEO, developed his vision while managing the African operations of a global chemicals manufacturer. Seeing the market's inefficiencies firsthand, he started a distribution business before launching Matta to aggregate suppliers and buyers. His long-term ambition is to build Africa's largest commodities exchange, transforming trade under the African Continental Free Trade Act (AfCFTA).



CONSUMER MARKETPLACES

PAKISTAN

PriceOye

Adnan Shaffi and Adeel Shaffi



PriceOye is a Pakistani e-commerce marketplace for consumer electronics, offering the lowest prices by eliminating middlemen.

PriceOye connects electronics brands with customers, ensuring authenticity by listing only products from authorized sellers. In a market where counterfeit goods are a major concern, the company has prioritized building consumer trust. Since launching in 2020, it has grown into Pakistan's second-largest shopping website, delivering nationwide.

Brothers Adnan and Adeel are serial entrepreneurs with two successful exits. They previously founded and sold Chip Hazard and CupertinoTimes.com before recognizing Pakistan's untapped e-commerce potential. With PriceOye, they aim to drive e-commerce adoption and establish a leading tech company in Pakistan's rapidly growing market.



CONSUMER MARKETPLACES

IRELAND

Raylo

Karl Gilbert



Raylo is a subscription-based platform offering refurbished smartphones and electronics.

Founded in 2018, Raylo reduces e-waste by providing consumers with affordable, sustainable access to refurbished electronics through a leasing model. By offering high-quality devices at lower costs, the company promotes circular consumption and minimizes environmental impact. Today, Raylo has over 100,000 active subscriptions and has raised more than \$90 million in equity and debt financing.

Karl (CEO), a Belfast-based entrepreneur, spent a decade in finance across roles at Barclays, Citi, Deutsche Bank, and Funding Circle before launching Raylo. Recognizing the need for more sustainable electronics consumption, he founded the company to accelerate the shift toward a circular economy.



B2B MARKETPLACES

BRAZIL

Woba

Roberta Vasconcellos and Pedro Vasconcellos

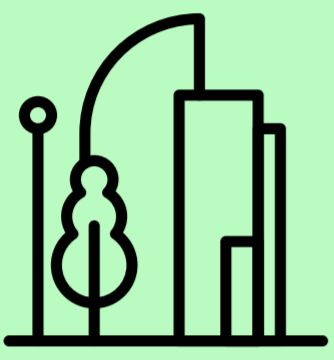


Woba offers tech-driven, flexible workspaces across over 2,000 locations in Brazil and Latin America.

Founded in 2018 as BeerOrCoffee, Woba makes co-working and hybrid work more accessible while reducing costs for businesses. The platform connects companies with a vast network of shared workspaces, meeting rooms, private offices, and event spaces. In response to the rise of hybrid work, Woba provides businesses with “workspaces-as-a-service,” helping enterprises optimize office expenses while giving employees flexibility.

Siblings Roberta and Pedro come from a family of entrepreneurs. Roberta, a Forbes 30 Under 30 winner, started her entrepreneurial journey in high school selling hot dogs to buy her first computer. Pedro launched his first business at 21, building low-income housing. Together, they co-founded Things You Should Do (TYSDO), a goal-setting platform, before launching Woba to reshape the future of workspaces in Latin America.

Smart City & Climate



**Click photos to visit
the entrepreneurs'
LinkedIn profile**



**Click logos to
visit the company
website**

**This button will
bring you back
to the table
of contents**





MOBILITY

UAE

Baly

Martin Rohland



Baly is Iraq's largest super-app, offering ride-hailing, food and grocery delivery, and last-mile logistics.

Founded in 2021, Baly has quickly become the country's leading tech company, capturing 70% of Iraq's ride-hailing market and processing over 100,000 orders daily. With its expanding service offerings, Baly is redefining digital convenience in Iraq.

Martin, a German entrepreneur, studied at the University of Birmingham and earned a Master's in Economics from Cambridge. He built his expertise at Rocket Internet, working on high-growth ventures like Delivery Hero and Snapp!, Iran's largest tech company. Encouraged by Rocket's leadership to find the next high-potential market, he launched Baly in 2021 to bring a super-app model to Iraq, leveraging his experience scaling tech companies across the Middle East.



ENERGY & CLEANTECH

COLOMBIA

Bia Energy

Sebastian Ruales, Leonardo Velazquez, and Guillermo Plaza



Bia is an energy marketer that provides businesses with a bundled hardware and software solution to optimize energy consumption.

Bia Energy equips businesses with the data they need to make informed energy decisions. The company replaces traditional energy meters with proprietary smart meters, enabling customers to monitor usage through its software platform. With real-time alerts and savings recommendations, businesses can reduce their energy bills by up to 18%.

Co-founders Sebastian, Leonardo, and Guillermo bring expertise in technology, data, and energy. Sebastian and Guillermo, part of Rappi's founding team, bring experience scaling high-growth tech companies, while Leonardo adds deep sector knowledge from leading innovation at INELCO and co-founding three energy companies.



AEROSPACE, IMAGING & COMMUNICATIONS

BULGARIA

Dronamics

Svilen Rangelov and Konstantin Rangelov



Dronamics is the world's first cargo drone airline.

Founded in 2014, Dronamics develops and operates large, long-range cargo drones. Its flagship Black Swan drone carries 350 kg (770 lb) over 2,500 km (1,550 mi), reducing shipping costs by 50%, increasing speed by 80%, and cutting emissions by 60% compared to traditional air freight. This enables same-day long-distance shipping for industries including pharma, food, e-commerce, and manufacturing. Dronamics is Europe's first licensed cargo drone airline and partners with Aramex, DHL, Hellmann, and Qatar Airways.

Brothers Svilen and Konstantin co-founded Dronamics after identifying inefficiencies in global freight transport. While studying aerospace engineering in the Netherlands, Konstantin envisioned an efficient way to transport goods across continents. Together, they built Dronamics to revolutionize cargo logistics.



ENERGY & CLEANTECH

MIDWEST

EightTwenty Solar

Tony Capucille and Kent Cissell



EightTwenty Solar is a solar provider serving businesses, nonprofits, and communities across the US with limited access to solar energy.

With rising energy costs and growing demand, the US solar industry is expanding rapidly. Named after the time sunlight takes to reach Earth, EightTwenty Solar is a vertically integrated provider serving commercial SMBs, nonprofits, and underserved communities.

Based in Louisville and Oklahoma City, the company designs, sells, and installs solar projects end-to-end. Its proprietary platform streamlines installations, while its financing arm, Brightwell Capital, connects impact investors with nonprofits to unlock funding.

Tony (CEO) and Kent (President) are entrepreneurs with deep roots in payments. Both worked at Heartland Payment Systems, helping lead its \$4B+ acquisition by Global Payments (NYSE: GPN) and scaling it from \$1B to \$20B. Now, they bring their expertise to solar energy adoption.



ENERGY & CLEANTECH

COLOMBIA

Ercó Energy

Juan Camilo López and Juan Esteban Hincapié



Ercó Energy is one of Latin America's leading digital energy companies.

Founded in 2012, Ercó Energy develops, generates, and sells clean energy across Latin America. Its offerings span the entire energy chain from solar project development to digital commercialization. Ercó owns and operates its plants, supplying energy directly to consumers through Latin America's first digital energy retailer. The company is building a digital energy ecosystem to transform energy production and consumption in the region.

Co-founders Juan Camilo (CEO) and Juan Esteban (CSO) met while studying mechanical engineering at EAFIT University, identifying opportunities in Colombia's solar sector. They later pursued master's degrees in business and energy management while co-founding multiple businesses in solar infrastructure, electricity, and investment together. Today, they dedicate themselves fully to Ercó while remaining active in Colombia's entrepreneurial ecosystem through mentoring and investing.



AEROSPACE, IMAGING & COMMUNICATIONS

POLAND

ICEYE

Rafał Modrzewski



ICEYE uses Synthetic Aperture Radar (SAR) satellites to deliver real-time, high-resolution, and on-demand images of Earth.

ICEYE is a pioneer in the “NewSpace” movement, using a fleet of SAR satellites to capture images of any location on Earth, regardless of weather or time of day. Its technology supports industries such as government, finance, insurance, maritime, and natural disaster response. ICEYE owns and operates the largest constellation of SAR satellites, making Earth observation more accessible than ever before.

Rafał studied engineering at Warsaw University of Technology before specializing in radio science at Aalto University. While working on Aalto-1, a CubeSat research project, he became fascinated with small satellite technology. During a venture program with Stanford University, he developed the idea for ICEYE, initially focused on tracking icebergs in the Northern Sea Route—hence the company’s name, a combination of “ICE” and “EYE.”



LOGISTICS TECH

MALAYSIA

Janio

Junkai Ng



Janio is one of Southeast Asia's top fourth-party logistics (4PL) providers, empowering retail brands and marketplaces with logistics expertise, analytics, and automation.

Founded in 2018, Janio simplifies post-purchase operations, offering warehousing, freight forwarding, fulfillment, and value-added services through a single platform. Clients include Amazon, Lazada, LVMH, Disney, FedEx, and Lion Air. With over 1,000 clients, Janio ships more than \$3 million worth of goods monthly, streamlining cross-border e-commerce logistics in Southeast Asia.

Junkai Ng, Janio's co-founder and CEO, began his career in venture capital and private equity, holding investment roles at Gobi Partners, Venturecraft, and Partners Group. His exposure to the startup ecosystem fueled his interest in e-commerce logistics, leading him to address Southeast Asia's fragmented supply chain by launching Janio.



LOGISTICS TECH

SAUDI ARABIA

OTO

Mohammed AlRazaz and Muhammed Furkan Uzar



OTO is a leading shipping gateway in MENA, simplifying e-commerce logistics for stores and retailers.

Founded in 2019, OTO streamlines order fulfillment by integrating order management, last-mile logistics, and customer experience into a single platform. It connects with 20+ sales channels like Shopify and WooCommerce and 250+ carriers including DHL, FedEx, and Aramex, supporting both local and international shipping.

Mohammed, an electrical engineer, built Jeeny and led large-scale projects at Takamol Holdings before co-founding OTO. Furkan, an industrial engineer, developed ERP software and met Mohammed while teaching at Alfaisal University. They launched OTO after identifying inefficiencies in centralized shipping, leaving their jobs to scale the company.



LOGISTICS TECH

IRELAND

Overhaul

Barry Conlon and David Broe



Overhaul provides real-time visibility and supply chain management solutions for freight and transportation companies.

Founded in 2016, Overhaul creates resilient global supply chains by offering risk management support, incident intervention, and recovery. The platform aggregates real-time data into actionable analytics, helping clients like Dyson, Microsoft, Sony, and Pfizer manage complex logistics. Operating in 170+ countries, Overhaul also partners with third-party logistics providers serving major brands like Apple and Google.

Barry, Overhaul's CEO, founded FreightWatch, a global leader in supply chain security. David, COO, transitioned from banking to join Barry at FreightWatch, where they achieved a successful exit. They reunited to launch Overhaul in 2016, leveraging their expertise to address modern supply chain challenges.



AEROSPACE, IMAGING & COMMUNICATIONS

SPAIN

PLD Space

Ezequiel Sánchez, Raúl Torres, and Raúl Verdú



PLD Space develops and launches rockets to transport small satellites into space.

Founded in 2011, PLD Space provides flexible, cost-effective satellite launch solutions. In October 2023, it became the first European space tech startup to complete a successful test launch with Miura 1. The company is now developing Miura 5, its commercial rocket, preparing for a launch.

Raúl Torres and Raúl Verdú co-founded PLD Space, driven by their shared passion for space exploration. As the company grew, they brought on Ezequiel as a late-stage co-founder. Ezequiel, a seasoned business leader, previously served as Managing Director at Tempe (Inditex Group) and founded a strategic advisory firm. Together, they are positioning PLD Space as a leader in Europe's growing space tech industry.



INDUSTRY 4.0

MEXICO

Prima

Juan Pablo Ramos, Daniel Autrique, and Patricio Servitje



Prima simplifies manufacturing in Mexico by integrating the end-to-end supply chain.

Founded in 2022, Prima addresses Mexico's fragmented manufacturing sector, where over 500,000 factories operate with low fulfillment rates. Prima acts as a one-stop-shop for manufacturing needs, overseeing the entire process from sourcing through final delivery, enhancing efficiency and reducing costs. Prima has 200+ clients and has quoted 5,000+ projects, contributing to Mexico's growing role in global manufacturing.

Co-founders Juan Pablo, Daniel, and Patricio met at Stanford University while pursuing their MBAs. With backgrounds in consulting at Bain & Company and BCG, as well as experience scaling tech startups like Uber, Loft (Endeavor Entrepreneur), and Klar (Endeavor Entrepreneur), they combined their expertise to launch Prima. Their vision is to drive a manufacturing renaissance in Mexico, unlocking new opportunities for the country's industrial sector.



Read why we selected Prima.



ENERGY & CLEANTECH

URUGUAY

Solfium

Andrés Friedman



Solfium is a tech-enabled solar provider that streamlines the process of solar energy adoption in Mexico.

Founded in 2020, Solfium accelerates solar adoption by serving as a single point of contact for customers, coordinating with manufacturers, installers, and financing partners to reduce friction. The company has installed over 25,000 kilowatts of solar capacity across industrial, commercial, and residential projects in Mexico. Solfium also provides corporate clients with deployment, measurement, and reporting solutions to track the impact of solar projects across their value chain.

Andrés, born and raised in Uruguay, moved to Canada to study management and economics at McGill University. Planning to return home, he stayed due to the 2002 economic crisis, launching his career at Bombardier Aerospace. Over 15 years, he held roles in strategy, supply chain, operations, and program management across Canada, Germany, China, and Mexico before founding Solfium.



ENERGY & CLEANTECH

SPAIN

Submer

Daniel Pope and Pol Valls Soler



Submer is revolutionizing data center cooling with its patented immersion cooling system.

Founded in 2015, Submer enables more efficient and sustainable data centers. Its patented technology submerges IT hardware into a biodegradable, non-conductive coolant fluid that is 1,400x more thermally efficient than air. This results in 50% lower energy and real estate costs, 95% savings on cooling expenses, 99% less water usage, and 10x higher computing density. Clients include hyperscale and government organizations.

Daniel, a serial entrepreneur, built his first data center business at 16, later selling it to Telefónica. After a decade managing technical teams, he saw an opportunity to transform data center cooling. He recruited his brother-in-law, Pol, a founder and former incubator operator, to co-develop Submer, combining their expertise in engineering and operations.



MOBILITY

MOROCCO

VelyVelo

Asmaa Chakir Alaoui, Jamil El Garti, and Othman Razine



VelyVelo provides electric bikes to last-mile delivery professionals in France, Spain, and Morocco.

Founded in 2017, VelyVelo offers a subscription-based model that includes an e-bike, insurance, maintenance, and fleet management software. The company provides an eco-friendly, cost-effective mobility solution tailored to restaurants, delivery companies, and independent couriers. To date, VelyVelo has rented over 4,000 e-bikes to businesses and individuals.

Jamil and Othman, former Domino's Pizza franchisees, managed their own delivery fleets and saw the potential of e-bikes firsthand. They partnered with Asmaa, an experienced financial auditor from EY, to launch VelyVelo, combining their expertise in logistics, product development, and financial management to build a scalable mobility solution.



ENERGY & CLEANTECH

WESTERN NY

Viridi Parente

Jon Williams



Viridi Parente manufactures a fail-safe battery energy storage system, supporting the transition to a zero-carbon future.

Viridi Parente, meaning “green parent” in Latin, was founded to make lithium-ion energy storage safer and more accessible. After a decade of R&D, Viridi developed a fail-safe battery system for large-scale applications across industrial, medical, commercial, and residential buildings. Its technology provides reliable, rechargeable energy with a high safety threshold, making it a critical component in reducing carbon emissions.

Jon, founder and CEO, has spent over 30 years in environmental industries. Before Viridi, he led OSC Holdings, specializing in environmental remediation and industrial redevelopment. His career has transitioned from reversing past industrial damage to building sustainable, long-term energy solutions designed to outlast his generation.



ENERGY & CLEANTECH

SOUTH AFRICA

Yellow

Michael Heyink



Yellow provides asset financing across Africa for solar home systems and smartphones, enabling affordable monthly installments.

Founded in 2018, Yellow addresses the lack of consumer finance in Africa, which impacts over 1 billion people. Operating in six countries, including Malawi, Rwanda, and Uganda, Yellow has financed solar energy systems and provided mobile internet connectivity for hundreds of thousands of households and individuals.

Michael (CEO) studied Politics, Philosophy, Economics, and Mathematics at the University of Cape Town. After gaining experience in private equity and renewable energy at Metier Sustainable Capital, Michael saw the transformative potential of solar solutions and launched Yellow to empower millions living off the grid.