FLAT6LABS

INVESTING IN TECH & INNOVATION SINCE 2011

MENA'S MOST ACTIVE SEED INVESTOR AND LARGEST STARTUP ACCELERATOR MANAGER

6 LOCATIONS

270+ STARTUP INVESTMENTS

$30M+ INVESTMENT VALUE BY FLAT6LABS IN STARTUPS

$55M+ FUNDING SECURED BY STARTUPS

1K+ MENTORS & COACHES

8K+ JOBS CREATED

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**MENA STARTUP SCENE**

PROMISING SECTOR. CHALLENGING TIMES.

Launched in 2012, GoEjaza focuses on offering an integrated travel experience for Arab travelers planning a trip from A to Z in one place within a few minutes. GoEjaza suspended its operations in March 2020.

**BIGGEST CHALLENGES**

- Cancellations of all booked trips starting March 2020
- Failed to achieve profitability over the years due to high competition and lack of growth funding
- High commissions and costly license requirements
- Shift in consumer behavior in recent years

**Yearly MENA Startup Funding**

<table>
<thead>
<tr>
<th>Year</th>
<th>Deals</th>
<th>Funding</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>$172M</td>
<td>204</td>
</tr>
<tr>
<td>2016</td>
<td>$333M</td>
<td>210</td>
</tr>
<tr>
<td>2017</td>
<td>$486M</td>
<td>352</td>
</tr>
<tr>
<td>2018</td>
<td>$626M</td>
<td>431</td>
</tr>
<tr>
<td>2019</td>
<td>$704M</td>
<td>564</td>
</tr>
</tbody>
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- Of startups facing challenges with fundraising: **49.6%**
- Travel tech startups have shut down: **25%**
- Travel tech startups have suspended operations: **50%**

1 Source: 2019 MENA Venture Report by Magnitt

Clearmove is a B2B software solution transforming the landscape of business travel and global mobility; as well as offering world-class cross-border compliance, tax, and immigration tech infrastructure solutions.

**80K+**
Flights booked per year

**18K+**
International relocations per year

**70%**
Business decline during pandemic

**RECENT FOCUS**
- Duty of care solutions for big companies
- Focus on product development
- Building new network of partners and suppliers

**BIGGEST CHALLENGES**
- Access to duty of care data and requirements
- Availability of global standards by travel regulators for health requirements
- Fundraising delayed
CASE STUDIES
TRAVEL TECH STARTUPS DURING THE PANDEMIC

CUROTRIP
www.curotrip.com

A one stop shop and medical tourism platform allowing patients from all over the world to get connected to Egyptian medical professionals, book and plan the entire medical journey in a few simple steps

130+
Trips organized and patients cured

$200K
Revenues from Oct 2019 to Feb 2020

400K
Value of canceled trips in March 2020

RECENT FOCUS

• Remote consultation for COVID-19 treatment
• Bespoke treatment for foreign missions and delegations in Egypt
• Expansion to other countries (GCC and Turkey)

BIGGEST CHALLENGES

• Weak infrastructure and lack of clear regulations for medical tourism
• No standard pricing for medical tourism
• Payment processing and commission fees
CASE STUDIES
TRAVEL TECH STARTUPS DURING THE PANDEMIC

Wantotrip creates a new way of traveling by allowing everyone to travel with a group of like minded people and share memorable experience with travel experts and influencers

Wantotrip
www.wantotrip.net

 Revenue generated to date $280K
 Reach on social media by 20 community leaders 6M
 Cancellations of international trips 100%

RECENT FOCUS
• Building and engaging the community “the real value”
• Local travel and trips in Tunisia
• Content creation & new products for the community
• Renegotiate packages with suppliers

BIGGEST CHALLENGES
• The demand is bigger than the supply to scale trips (before pandemic)
• Travel restrictions and safety precautions
• 70% of travelers won’t take international trips before 2021
ShipHaly enables its users to shop from countries across the world in a secure and affordable way by connecting them with international travelers.

**Recent focus**
- Focus on high value products to overcome decrease in number of trips
- Partnerships with travel agents and trip organizers
- Closing a new round of funding

**Biggest challenges**
- Lack/delay of travel corridors after flights resumption
- High demand by shoppers and low supply of travelers

**Statistics**
- 2,500+ Orders placed by shoppers
- $120K+ Revenues from Oct 2019 to Mar 2020
- 100% Drop in income starting April despite continuous demand
CONCLUSION

Biggest Challenges

• Availability of funding and weak investor confidence in travel tech startups during pandemic
• Survival through the pandemic and economic slow down for startups
• Existing regulations in the region don’t necessarily cope with innovation needs
• Access to data for startups is limited
• Payment processing and licenses are costly for startups

Sector Opportunities

• Work with governments and policy makers to create new regulations and improve access to data for tech startups
• Create an investment fund for regional travel tech startups
• Launch new startup programs and accelerators to promote innovation in the travel tech sector
• Create close tie-ups and partnerships between tourism/travel major corporate players and startups
• Promoting tech and innovative solutions by local tourism promotion agencies
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