



STARTUP PANORAMA

EDITION 4.0

DUBAI'S FUNDING ECOSYSTEM

دبي للمشاريع الناشئة
DUBAI STARTUP HUB

AN INITIATIVE OF DUBAI CHAMBER OF COMMERCE & INDUSTRY



The Expo Live Innovation Impact Grant Programme awards funding of up to US\$100,000

Sectors covered:
Social enterprises, startups and grassroots projects



Startup loans range between US\$13,600 - US\$136,000
Bank Guarantee starts from AED500,000 up to AED5 million



Access to investor network of VCs and angels, including DIFC'S US\$100 million FinTech Fund

Sectors covered:
FinTech, InsurTech, RegTech and Islamic FinTech

مسرعات دبي المستقبل

DUBAI FUTURE ACCELERATORS

Roundtrip airfare to Dubai and paid accommodation + Potential equity sharing with government partners or private entities

Sectors covered:
Artificial Intelligence/Machine Learning/Big Data, Biometric Identification, Blockchain, Robotics, Autonomous Vehicles, Virtual Reality/Augmented Reality, Energy Technology, Water Technology, Education Technology, Wearable Technology, 3D Printing, Construction Technology



US\$16,000 grant + US\$100,000 follow-on

Sectors covered:
Not specified ("Wamda X is pre-idea, pre-business and far more interested in the individual than in the startup")



Only for businesses raising a minimum of US\$250,000

A marketplace through which you can raise the amount of funds you need to meet your requirements.



Up to US\$13,600

Sectors covered:
travel, aviation, tourism



Finance from US\$27,200

Available on repayment terms from 6-36 months



Investment (structured as a convertible security) of US\$150,000 for around 6% of the company.

Follow-on investment of an additional US\$500,000 or 20% of your next priced round of US\$1,000,000 or more, whichever is lower



Provides access to investor networks.

Womena will be investing in the top performing companies that complete the womentum acceleration



Funds: US\$20,000 Grant (Equity-Free)

Sector: Retail technology



مندوق محمد بن راشد للإبتكار
MOHAMMED BIN RASHID INNOVATION FUND

Fund of US\$544 million launched in 2015

Fund acts on behalf of the UAE government to provide a guarantee as security to a financier, as an incentive to encourage the issuance of a loan and to reduce collateral required from the applicant.

Sectors covered:
Space, Transport, Education, Technology, Water, Clean Energy

FUNDING PROGRAMMES



US\$19,500 in cash + US\$587000+ in partner services

Sectors covered:
IoT & Connectivity, Urban Automation & Mobility, Artificial Intelligence, Blockchain, Open City Data, Sustainable Cities & Living, Smart Government, and Smart Retail industry



US\$100,000 convertible note + US\$20,000 as a stipend (in return for 6% common stock)

Sectors covered:
Tech-oriented businesses in Architecture and Construction, Health, Medical, Internet of Things, Robotics, Software, transportation, wellness



Attracts investors to review profiles of its startups and facilitates introductions

Investments/funding is negotiated directly between the startups and the investors and will be subject to the investors' terms, conditions, criteria and selection.
Sectors covered:
Technology, design, media

INVESTORS



HOW TO FINANCE YOUR STARTUP FROM IDEA TO EXIT

IDENTIFY BUSINESS STAGE



IDENTIFY FUNDING STAGE



WHO CAN PROVIDE

YOU (BOOTSTRAPPING)

Building a company without external capital and using personal finances or operating revenues of the new company. Non-monetary investment people contribute to the development of a start-up in exchange for stock.

INCUBATOR

Helps entrepreneurs through common challenges associated with running a startup by providing workspace, seed funding, mentoring, and training.

ACCELERATOR

Helps startups to scale, make valuable industry connections, find mentors, guidance, resources and funding.

SERIES A INVESTOR

The first round of financing a startup receives from a venture capital firm – and the first time company stock is offered to external investors.

SERIES B INVESTOR

Funding for the company to scale up, take on competitors and establish a market share.

SERIES C INVESTOR

Funding to develop products, increase market share and/or make acquisitions.

ANGEL INVESTORS

An angel investor is an individual private investor or seed investor who provides capital for a startup, typically in exchange for a stake in the company or convertible debt.

CROWDFUNDING

Raising money from a large number of people, typically via Internet platforms, like Kickstarter for example.

GRANTS

Non-repayable funding to a startup, typically for within a specific sector.

DEBT

Loans or other debt-based financing used as an alternative to giving up equity.

IPO

When a company issues stock and make shares available to the public to raise capital.