

myqubato 

you're one step closer to infinite possibilities

**executive
summary.**

prepared by:

myqubator™

date:

26. January. 2024





worry about your idea. we tackle the rest for you.

In a world teeming with innovative solutions, myqubator is powering a distinct model to revamp the startup ecosystem, transforming the latter into a realm of boundless possibilities.

By unearthing the full potential of individual startups, myqubator promises to address the needs of each with the delicate approach of an experienced gemmologist whose mission it is to awaken a diamond's shine. Using precision, insight, bespoke mentorship, industry-centred connectedness

and entrepreneurial know-how, the invaluable assistance that myqubator provides is sure to bring out and harness the hidden gem in every startup.

While being fully comprehensive, myqubator's offer does not aim to overpower the vision of an individual startup. Our process is a stream of well-crafted support, which allows startups to focus on incubating their ingenious ideas within a thriving community of experts.



this is what we stand for.

mission.

Our mission is to unlock the true potential of startups by providing comprehensive support, innovative technology, and expert mentorship. We aim to elevate startup success rates to an unmatched 95% and beyond, cultivating a global community of entrepreneurs driven by brilliance and ingenuity.

vision.

At myqubator, our vision is to revolutionize the startup ecosystem by being more than just an incubator. We aspire to be a complete nurturing ground - a startup studio, an accelerator, and a venture capital entity rolled into one.



myqubator: business verticals.

venture building.	consultancy & advising.	ERP (enterprise resource planning).	incubation services.
<p>At the heart of myqubator's operations is our venture building vertical, a cornerstone program dedicated to nurturing early-stage startups.</p> <p>From idea inception, these startups embark on a transformative journey through the comprehensive MY18 program, equipping them for the pivotal stage of fundraising.</p> <p>Accepting applications continuously, we strategically onboard new talent every 8 weeks, tailoring the incorporation process to the specific development stage of more advanced startups within our equity model framework.</p>	<p>In our consultancy and advisory vertical, we extend our expertise to third-party entities and investors, offering detailed assessments of their startup portfolios.</p> <p>This service is designed to pinpoint and address challenges, while delivering all-encompassing solutions to drive forward momentum.</p> <p>Operating on a fee-based model, this vertical underlines our commitment to elevating startup success through strategic guidance.</p>	<p>Emphasizing transparency and accountability, our ERP vertical operates on a SaaS model, primarily serving startups and their stakeholders.</p> <p>This system is a testament to our dedication to providing clear, real-time insights and ensuring a smooth journey for all stakeholders involved.</p> <p>The monthly fee model of our ERP vertical reflects our belief in the value of continuous, reliable support.</p>	<p>Our incubation services vertical offers unparalleled support to both private and governmental entities interested in fostering startup success.</p> <p>By entrusting us with the incubation and bootcamping of their startups, these entities benefit from our expertise and facilities, ensuring a higher probability of success for the startups with minimal need for intervention from their hosts.</p>

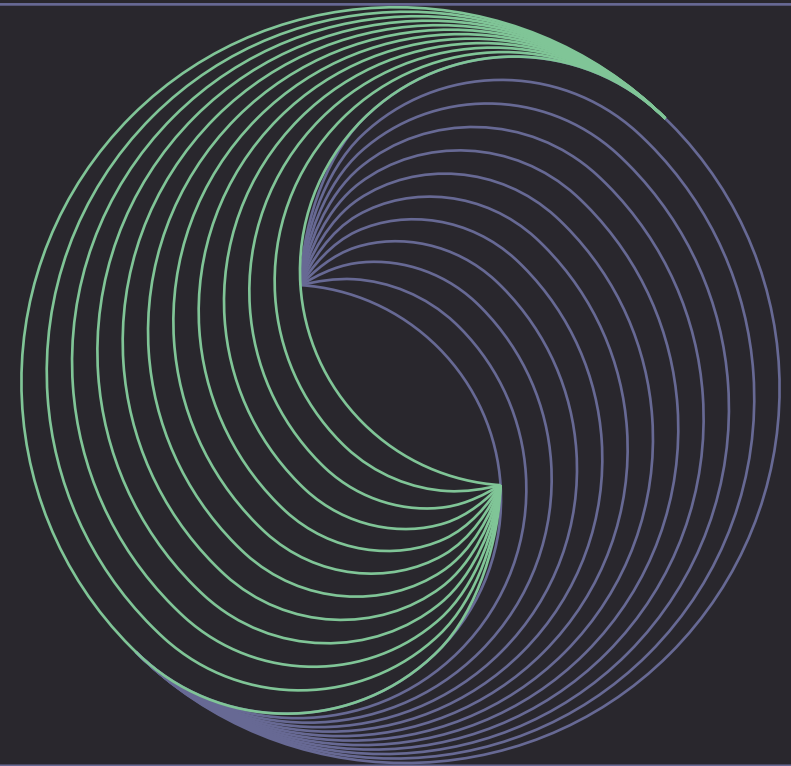


myqubator: strategy.

introduction.

In our pursuit to revolutionize the startup landscape, myqubator is dedicated to fostering high-performance startups both regionally and globally. Our strategy is a unique blend of regional focus and international outreach, targeting entrepreneurial talent at varying stages of development.

Recognizing the challenges in early-stage financing in our region, we extend our reach to developed markets, appealing to a spectrum of startups from ideation to advanced stages. Our comprehensive incubation ecosystem is designed to nurture and amplify the innovative spirit of startups, encapsulating this dynamic as 'Mastering the Untamed'.





local strategy.



Build Partnerships.

Collaborate with service providers sharing mutual interests



Investor Relations.

Forge strong ties with VCs, family offices, and investors for ecosystem integration.



Government Alignment.

Align with government and semi-government visions, focusing on startups with unicorn potential.



Ecosystem Expansion.

Work with regional incubators to enhance the startup ecosystem.



Mentor Engagement.

Attract and engage top-tier mentors.



Startup Qualification.

Emphasize a rigorous process to qualify deserving startups, in line with our core ethos.



regional & global strategy.



Selective Recruitment.

Focus on attracting the most eligible and high-potential international applicants.



VC Engagement.

Connect with VCs and International Investors for future fundraising readiness.



Diverse Mentorship.

Attract a varied mentor pool to support incubatees.



Global Readiness.

Prepare startups for international expansion through strategic networking and partnerships.

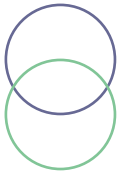


our unique selling propositions (USPs).

	<p>Integrated All-in-one Ecosystem</p> <p>myqubator distinguishes itself with a comprehensive approach to startup incubation. The ecosystem is designed to provide a seamless experience, encompassing everything from expert consulting and due diligence to comprehensive incubation services. This all-inclusive model ensures startups receive a full spectrum of support, crucial for their development and growth.</p>
	<p>Customized Mentorship and Development Program</p> <p>myqubator's mentorship program is highly personalized, recognizing the unique challenges and aspirations of each startup. The program features tailored guidance from industry experts and provides startups with the necessary tools and insights to navigate their journey effectively. This level of customization is instrumental in nurturing startups and guiding them towards extraordinary growth and success.</p>
	<p>Revolutionary Growth Blueprint - MY18™</p> <p>The MY18™ program at myqubator is a standout feature. It rejects the "one size fits all" approach, instead offering a personalized roadmap for each startup. . This structured yet flexible approach aligns closely with the unique aspirations and development stages of each startup, ensuring their growth path is customized to their needs.</p>
	<p>Stakeholder-Centric Proprietary ERP System</p> <p>Myqubator has implemented a cutting-edge proprietary ERP system, designed specifically to enhance transparency and trust with stakeholders and investors. This system bridges the gap in communication by providing clear visibility into fund disbursement and utilization. Additionally, it tracks and maps out the progress of startups in real-time. A key feature of this ERP system is its dynamic real-time valuation system, which continually updates the valuation of startups. This not only ensures stakeholders are always informed but also helps in making data-driven decisions, thereby aligning the interests of both startups and investors for mutual benefit.</p>

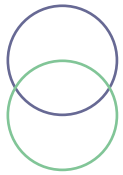


goals.



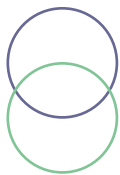
At myqubator, our primary goal is to identify and foster high-growth, high-impact startups poised to disrupt industries through innovative technology. We are dedicated to partnering with entrepreneurs who are not just chasing trends but are building real businesses with tangible value. Our focus is squarely on ventures that demonstrate a robust business model, a clear vision for significant market influence, and a commitment to leveraging technology as a cornerstone for their disruptive potential. This targeted approach ensures that we nurture startups that are set to make a lasting and meaningful impact in their respective fields.

building a comprehensive ecosystem.



Developing a comprehensive ecosystem is foundational to our approach. At myqubator, we aim to provide startups with not just immediate resources, mentorship, and funding opportunities, but also to foster enduring relationships. Our strategy is designed to build lasting connections with each startup, ensuring that as they grow and evolve, so too does our ecosystem. This commitment to sustained support and mutual growth forms the backbone of our evolving entrepreneurial community.








enhance success rates.



At myqubator, our ambition is to achieve an exceptionally high success rate for startups by employing a unique methodology and leveraging our proprietary scoring system. This rigorous approach is fundamental in meticulously sieving through applicants, ensuring we handpick only the best of the pack. Our goal extends beyond providing targeted support; it's about ensuring continuous, effective guidance tailored to the specific needs of these elite startups. By focusing on this selective and thorough process, we aim to not only enhance success rates but also to foster groundbreaking, sustainable growth in the startups we champion.



business model.

	Annual Startup Onboarding Selectively integrating 15 to 20 startups per year.	
		Co-Founder Approach Actively participating in startups as a co-founder.
	Equity Retention Holding equity in all successfully onboarded startups.	
		Captive Fund Investment Directly investing in startups through an internal fund.
	Extended Support Services Offering assistance to investors with early-stage startup challenges.	
		Fundraising Capabilities Ability to raise funds for third-party startups.
	ERP Solution Providing a specialized ERP solution to support the startup ecosystem.	

meet the team.

David Gibson-Moore.

executive leadership mentor.



Jameel Qeblawi.

founder & chief architect.



Gordon Henderson.

chief visionary officer.



Kate Bunina.

chief operating officer.



Deon Robbertze.

master of finance.



Aishwarye Chaudhary.

digital transformation director.



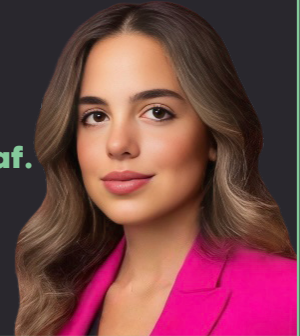
Rasha El Hassan.

director of investor relations.



Lama Abou Assaf.

brand strategist.



Danish Chotani.

senior corporate strategist.





Gabriel Tarabay.

non-executive director.





	Pre-Money Valuation	Investment Ask: for a 36% Equity Stake	Minimum Investment	
	AED 10,000,000.00	AED 3,600,000.00	AED 300,000.00	
	CARG 2023 - 20308.70%			
CNL Based on Preferential Equity				
Convertible Loan Note under Safe Agreement			Interest of 12% accumulated over 24 months	
Duration: 2 Years			Converted into Equity at a 15% discount after company valuation after 24 months	
Early repayment option at a cost of 2%				

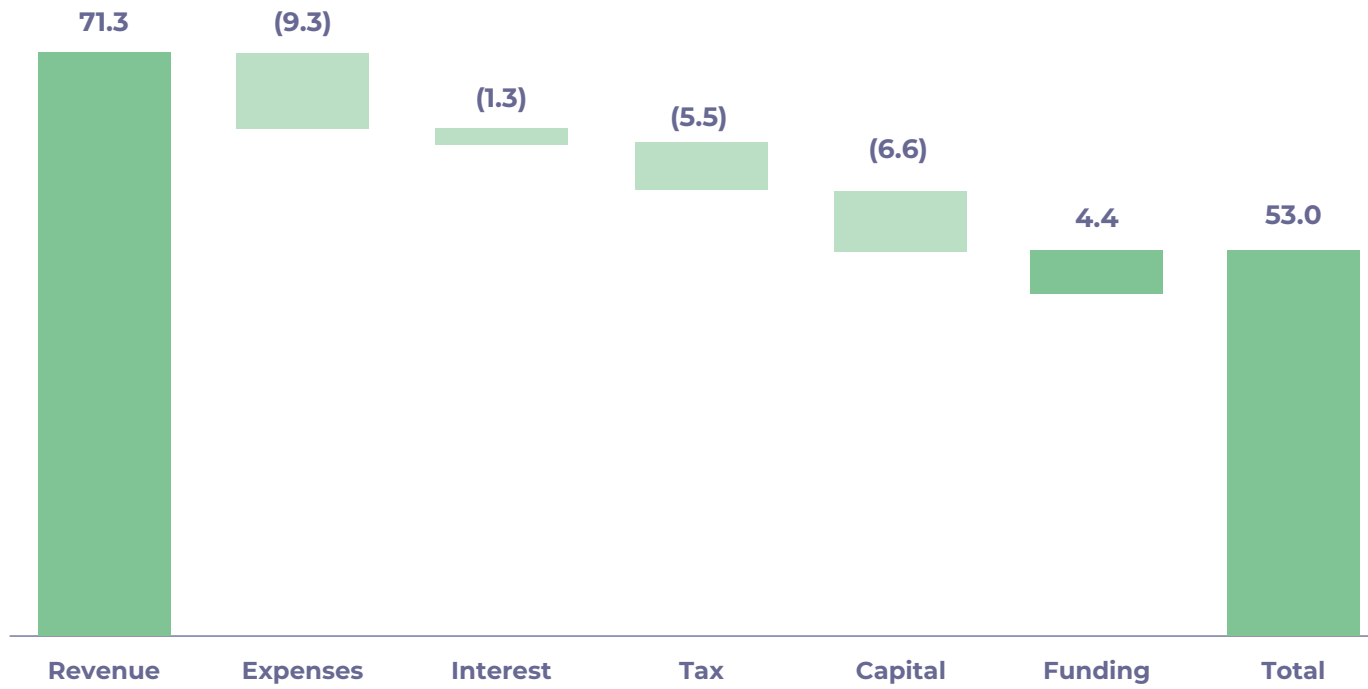


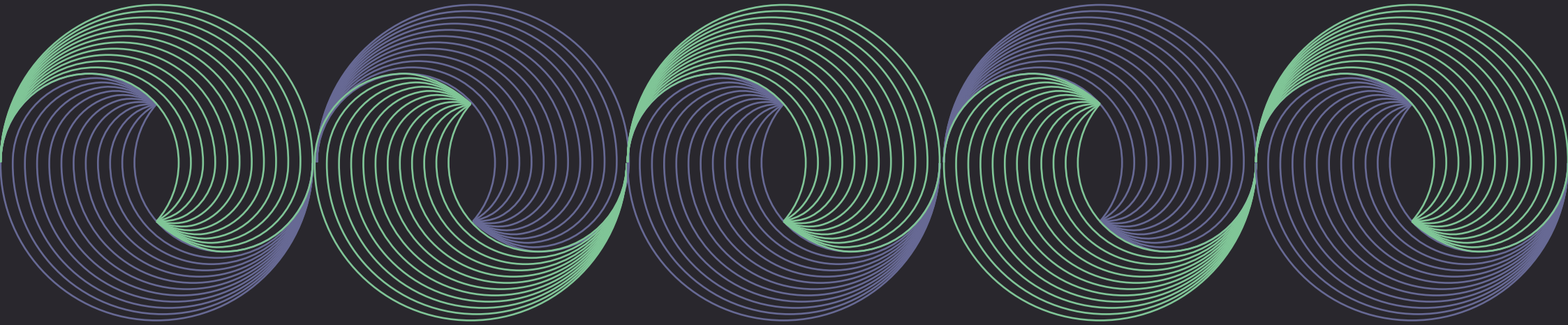
Financials	Growth Trajectory: Equity Value			EBITDA			Equity Value for Investors		
	Year 1	AED	2,782,000.00	Year 1	AED	2,541,000.00	Year 1	AED	1,001,520.00
	Year 2	AED	5,406,000.00	Year 2	AED	1,993,000.00	Year 2	AED	1,946,160.00
	Year 3	AED	4,404,000.00	Year 3	AED	9,127,000.00	Year 3	AED	1,585,440.00
	Year 4	AED	18,843,000.00	Year 4	AED	15,975,000.00	Year 4	AED	6,783,480.00
	Year 5	AED	34,517,000.00	Year 5	AED	17,223,000.00	Year 5	AED	12,426,120.00
	Total			Total			Total		





Net Present Value at 10% (AED 'million)





esteemed investor,

In the narrative of myqubator, a tale of innovation and transformation unfolds. Picture this: You, the astute investor, are on the brink of a journey that transcends traditional investment. myqubator is not just an entity; it's a revolution in the startup ecosystem, an opportunity to reshape the regional incubation landscape with your strategic investment.

Imagine being at the heart of a movement where your role extends beyond financing — you're a catalyst for groundbreaking change. Our unique approach, combining a co-founder mindset with equity retention, and enhanced by our advanced ERP solution, is revolutionizing how startups grow. This isn't just incubation; it's a renaissance of entrepreneurial spirit.

As you join us, you're not merely investing; you're embarking on a mission to ignite exponential growth and substantial returns.

This is where potential meets expertise, where your investment intertwines with our vision, creating a synergy that promises not just rapid growth but a sustainable future for startups.

Together, we're at the forefront of a new era, one where your commitment to myqubator is a commitment to innovation, growth, and the redefinition of entrepreneurship. Let's embark on this path together, turning potential into reality, ideas into impactful ventures. Join us, and be part of this transformative journey with myqubator, where your investment does more than yield returns; it pioneers change.

— the myqubator team

Contact an advisor ↗

or

reachus@myqubator.com

Copyright © 2024 myqubator. All rights reserved.

No part of this publication may be copied, distributed, sold, or otherwise exploited in whole or in part, without the prior written permission of myqubator UK Ltd. This content is provided as-is and is intended for informational purposes only.