



# Startups and venture capital in MENA

---

STARTUPS AND VENTURE CAPITAL IN MENA

# Table of Contents

# Table of Contents

## 01 Overview

Distribution of startups worldwide 2017, by industry	<u>02</u>
Share of start-up HQs in MENA by country 2019	<u>03</u>
Number of global unicorns in 2021, by region	<u>04</u>
Intentions of Arab youths to start their own business 2020	<u>05</u>
Intentions of Arab youths to start their own business 2020, by region	<u>06</u>

## 02 Obstacles

Time required to start a business in the GCC by country 2019	<u>08</u>
Distribution milestones pre-seed founders want to achieve MENA 2020	<u>09</u>
Share of pre-seed startup MENA 2020 by development stage	<u>10</u>

## 03 Venture capital

Value of funding deals for start-ups in MENA 2014-H1 2020	<u>12</u>
---	-----------

# Table of Contents

Number of funding deals for start-ups in MENA 2015-2020	<a href="#"><u>13</u></a>
Average funding amount MENA 2015-2019	<a href="#"><u>14</u></a>
Median funding amount MENA 2015-2019	<a href="#"><u>15</u></a>

## 04 pre-seed financing and exit deal

Months of runway left for pre-seed startups MENA 2020	<a href="#"><u>17</u></a>
Pre-seed startups MENA 2020 by investor type	<a href="#"><u>18</u></a>
Founders of pre-seed startups MENA 2020 by nationality	<a href="#"><u>19</u></a>
Share of pre-seed startups raising capital MENA 2020	<a href="#"><u>20</u></a>
Value of exit deals for start-ups in MENA 2012-2019	<a href="#"><u>21</u></a>
Number of exit deals for start-ups in MENA 2012-2019	<a href="#"><u>22</u></a>

## 05 Start-up industries

Share of start-up funding deals value in MENA by Industry 2020	<a href="#"><u>24</u></a>
Value of funding deals for the start-ups Souq and Careem in MENA 2014-2018	<a href="#"><u>25</u></a>

# Table of Contents

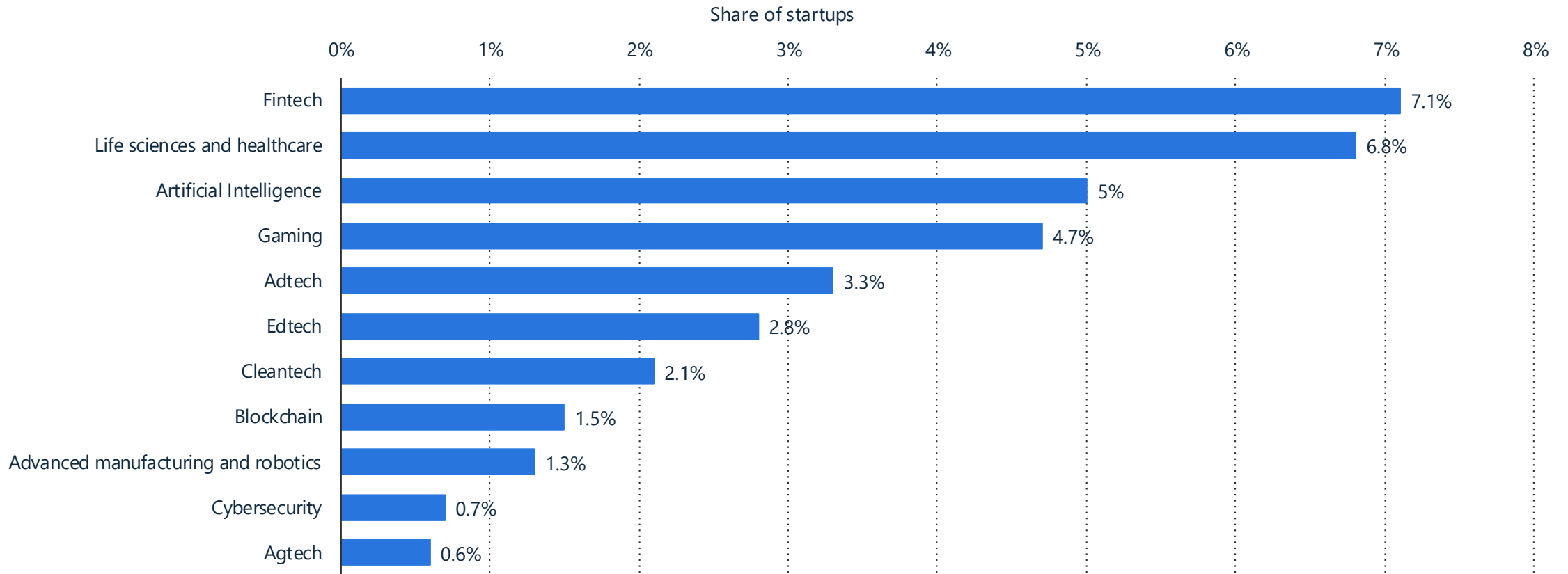
Distribution of pre-seed startups MENA 2020 by country	<u>26</u>
Legal status of pre-seed startups MENA 2020	<u>27</u>
Distribution of key customers type of pre-seed startups MENA 2020	<u>28</u>
Distribution pre-seed startups MENA 2020 by sector	<u>29</u>

STARTUPS AND VENTURE CAPITAL IN MENA

# Overview

# Distribution of startups worldwide in 2017, by industry

Distribution of startups worldwide 2017, by industry



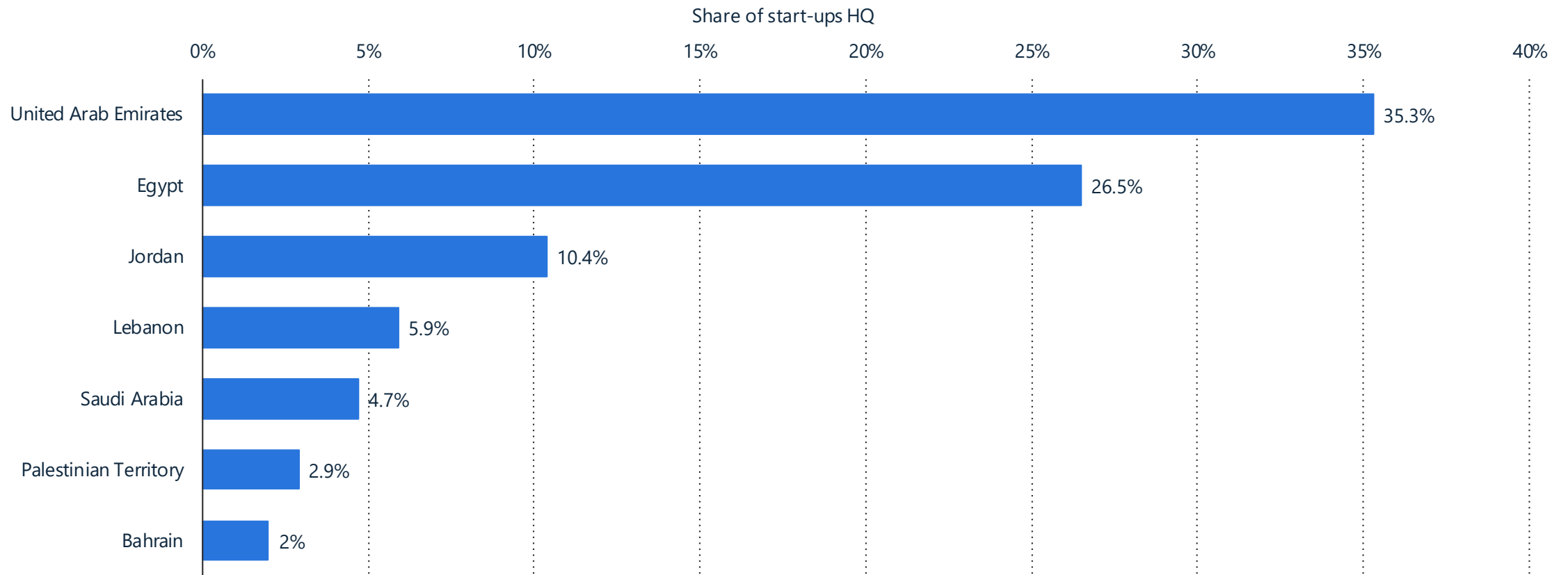
**Note(s):** Worldwide; 2017

Further information regarding this statistic can be found on [page 31](#).

**Source(s):** Startup Genome; [ID 882615](#)

# Share of start-up headquarters in the Middle East and North Africa from 2019, by country

Share of start-up HQs in MENA by country 2019



**Note(s):** MENA; 2019

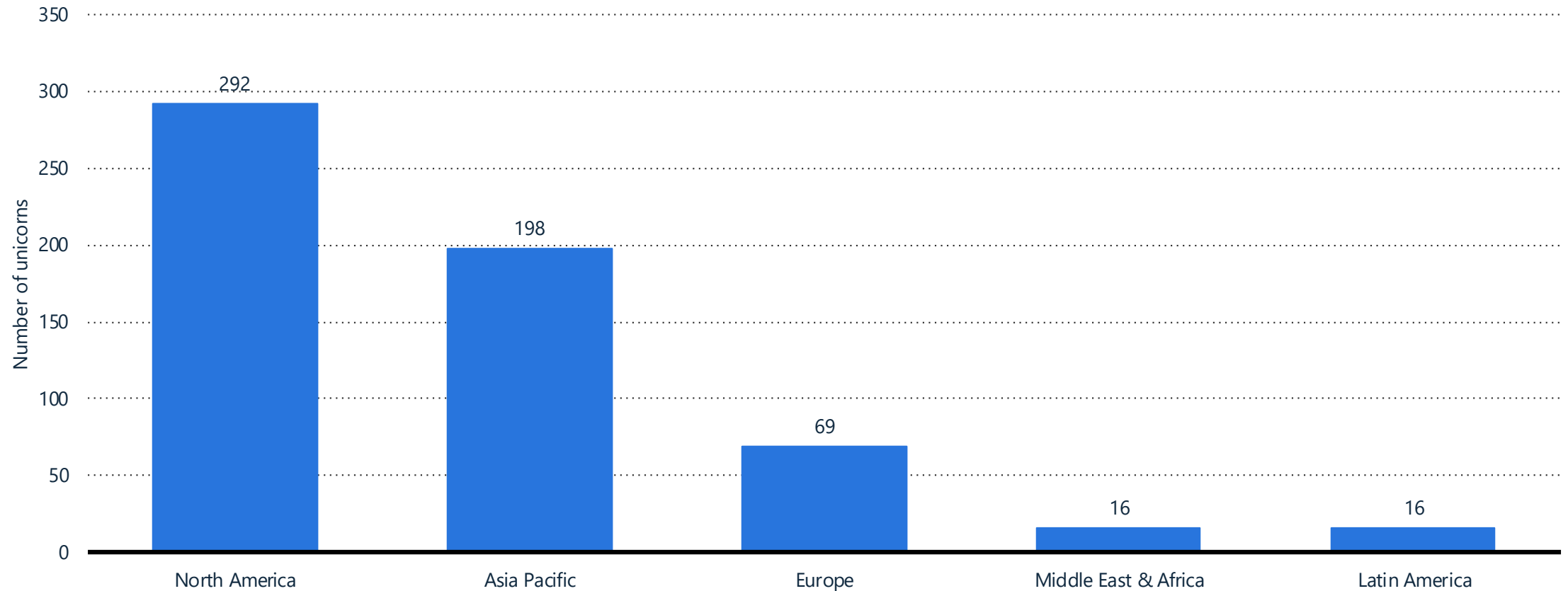
Further information regarding this statistic can be found on [page 32](#).

**Source(s):** usejournal; Wamda; [ID 798957](#)



# Number of unicorns worldwide as of April 2021, by region

Number of global unicorns in 2021, by region



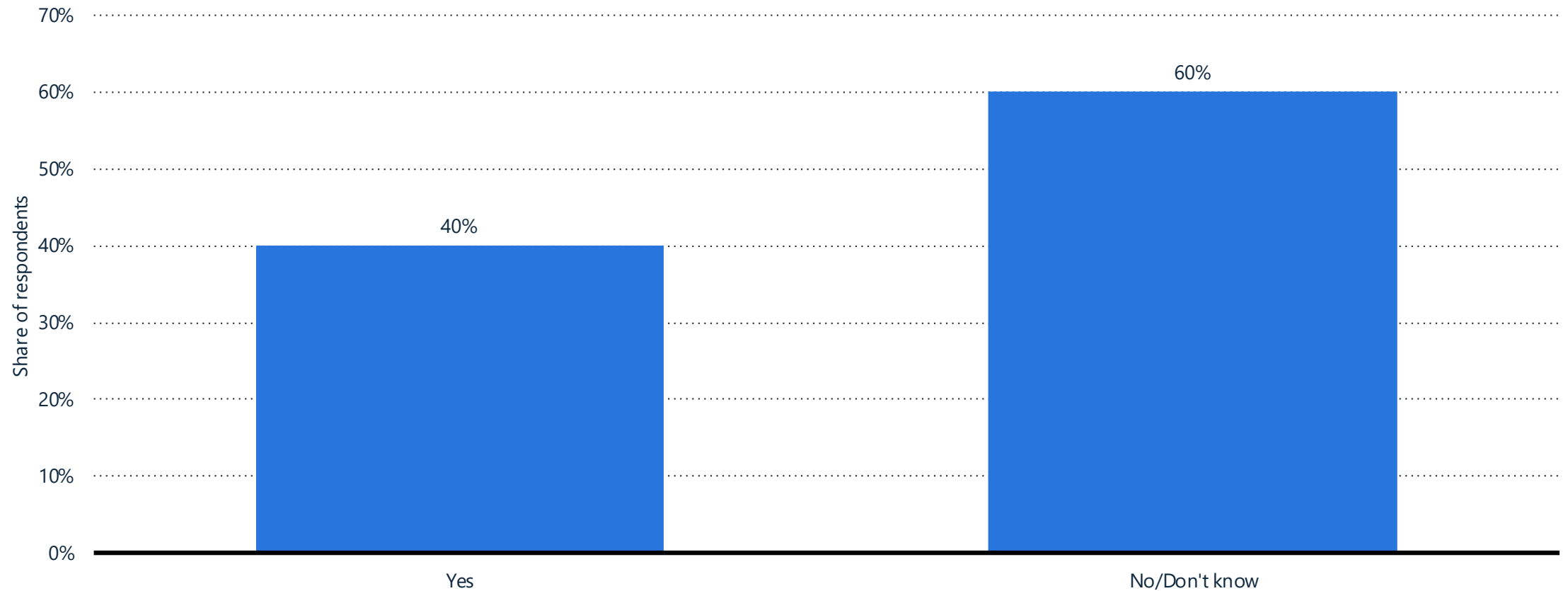
**Note(s):** Worldwide; April 2021

Further information regarding this statistic can be found on [page 33](#).

**Source(s):** Statista estimates; CrunchBase; CB Insights; Hurun Research Institute; HolonIQ; Tracxn Technologies; [ID\\_1092626](#)

# Do you intend to start your own business within the next five years?

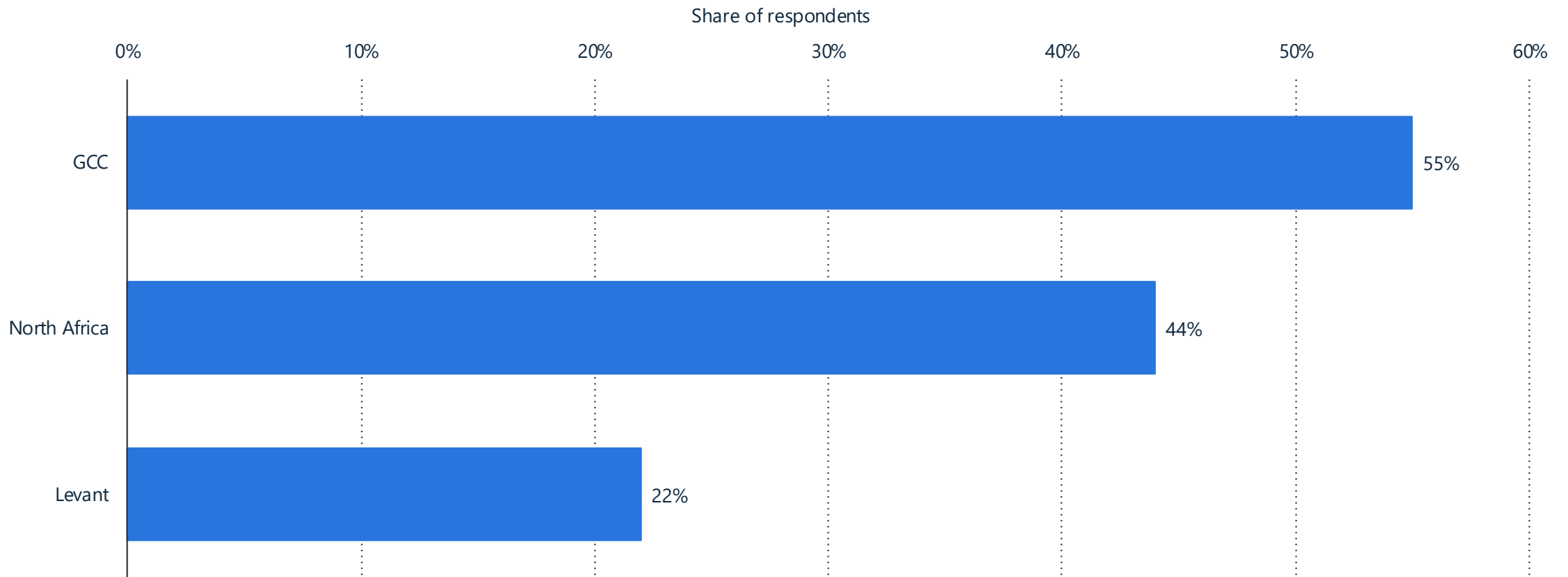
Intentions of Arab youths to start their own business 2020



**Note(s):** Africa, MENA; January 19 to August 26, 2020; 18-24 years; 4,000 respondents; Interview conducted in Arabic and English  
Further information regarding this statistic can be found on [page 34](#).  
**Source(s):** Asdaa Burson Marsteller ; PSB Research; [ID 662316](#)

# Share of Arab youth intending to start their own business within five years in the Middle East and North Africa in 2020, by region

Intentions of Arab youths to start their own business 2020, by region



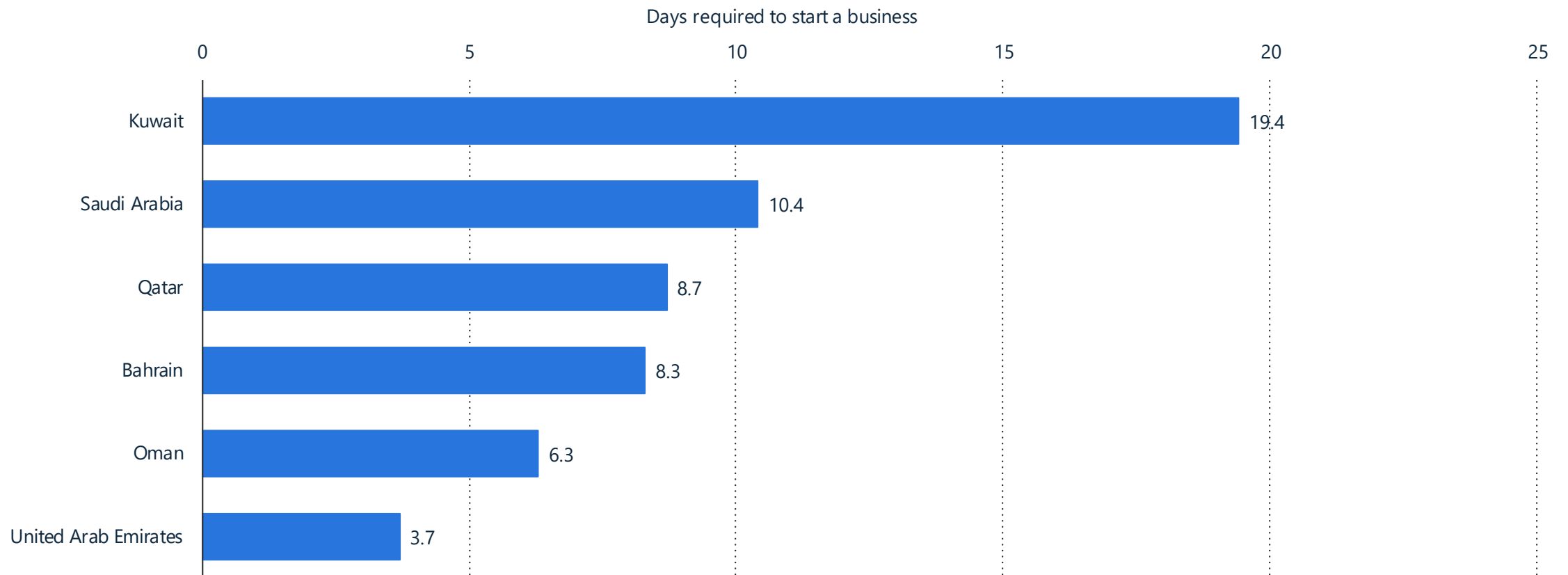
**Note(s):** Africa, MENA; January 19 to August 26, 2020; 18-24 years; 4,000 respondents; Interview conducted in Arabic and English  
Further information regarding this statistic can be found on [page 35](#).  
**Source(s):** Asdaa Burson Marsteller ; PSB Research; [ID 1191818](#)

STARTUPS AND VENTURE CAPITAL IN MENA

# Obstacles

# Time required to start a business in the Gulf Cooperation Council in 2019, by country\*

Time required to start a business in the GCC by country 2019



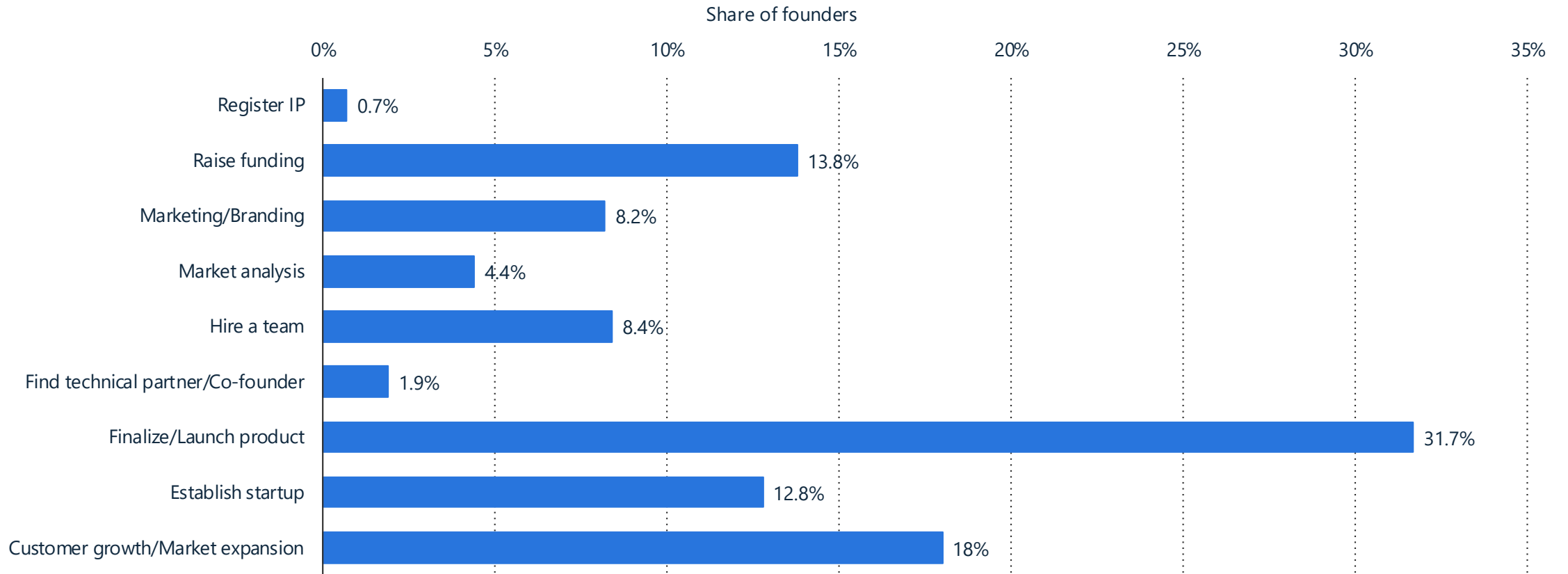
**Note(s):** MENA; 2019

Further information regarding this statistic can be found on [page 36](#).

**Source(s):** infoDev; [ID 675721](#)

# Distribution of milestones that pre-seed startup founders hope to achieve in the Middle East and Africa region in 2020

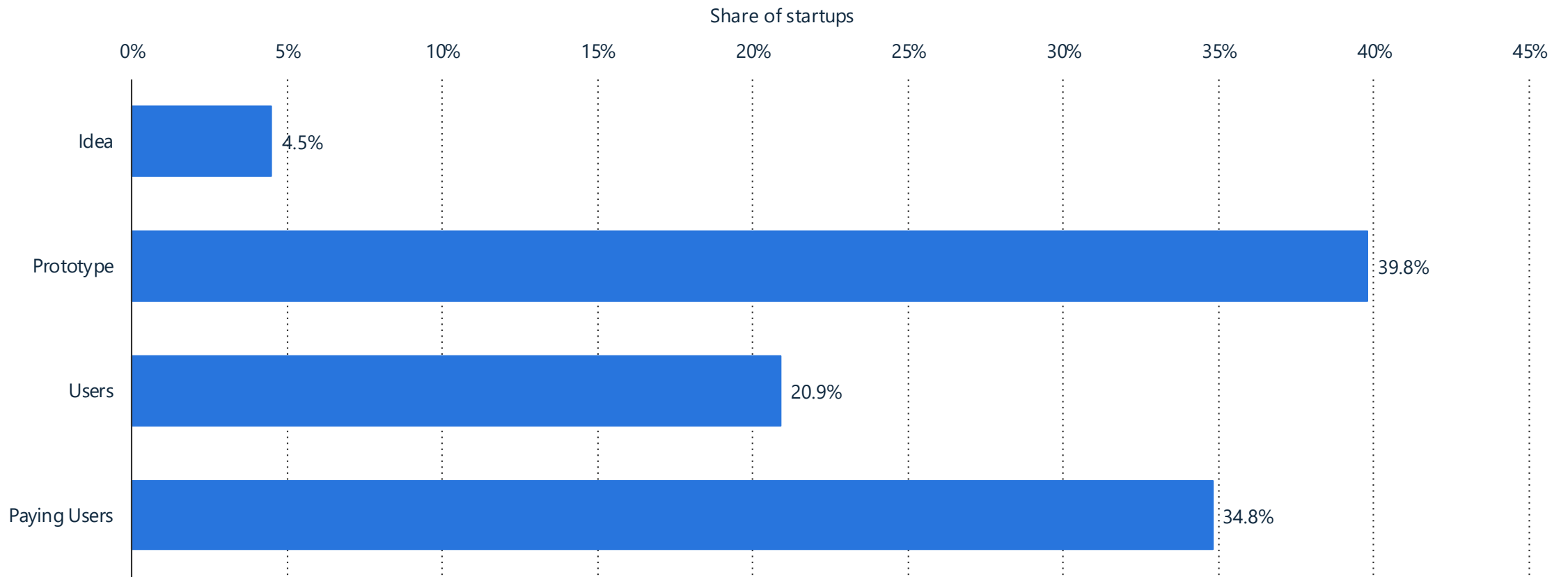
Distribution milestones pre-seed founders want to achieve MENA 2020



**Note(s):** MENA; 2020; 627 respondents  
Further information regarding this statistic can be found on [page 37](#).  
**Source(s):** Wamda; [ID 1128733](#)

# Share of pre-seed startups in the Middle East and Africa region in 2020, by development stage

Share of pre-seed startup MENA 2020 by development stage



**Note(s):** MENA; 2020; 627 respondents

Further information regarding this statistic can be found on [page 38](#).

**Source(s):** Wamda; [ID 1128729](#)

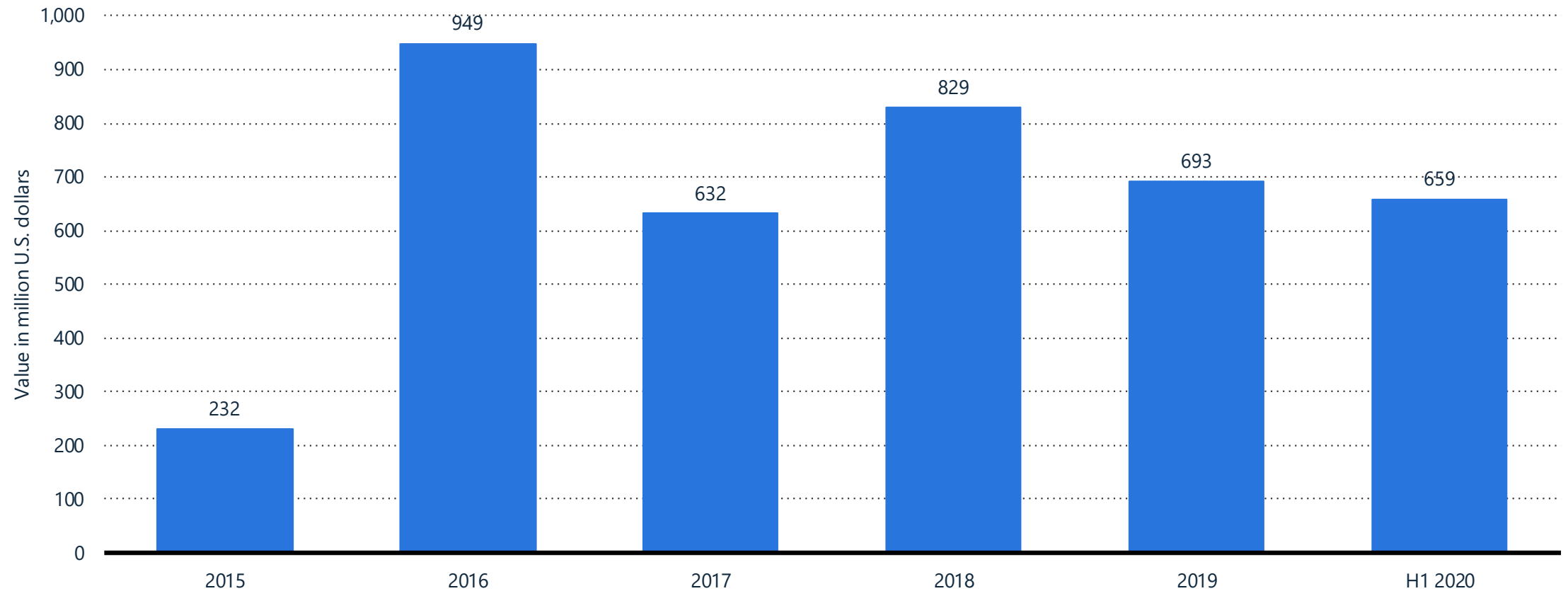
STARTUPS AND VENTURE CAPITAL IN MENA

# Venture capital



# Value of funding deals for start-ups in the Middle East and North Africa from 2015 to the 1st half of 2020 (in million U.S. dollars)

Value of funding deals for start-ups in MENA 2014-H1 2020



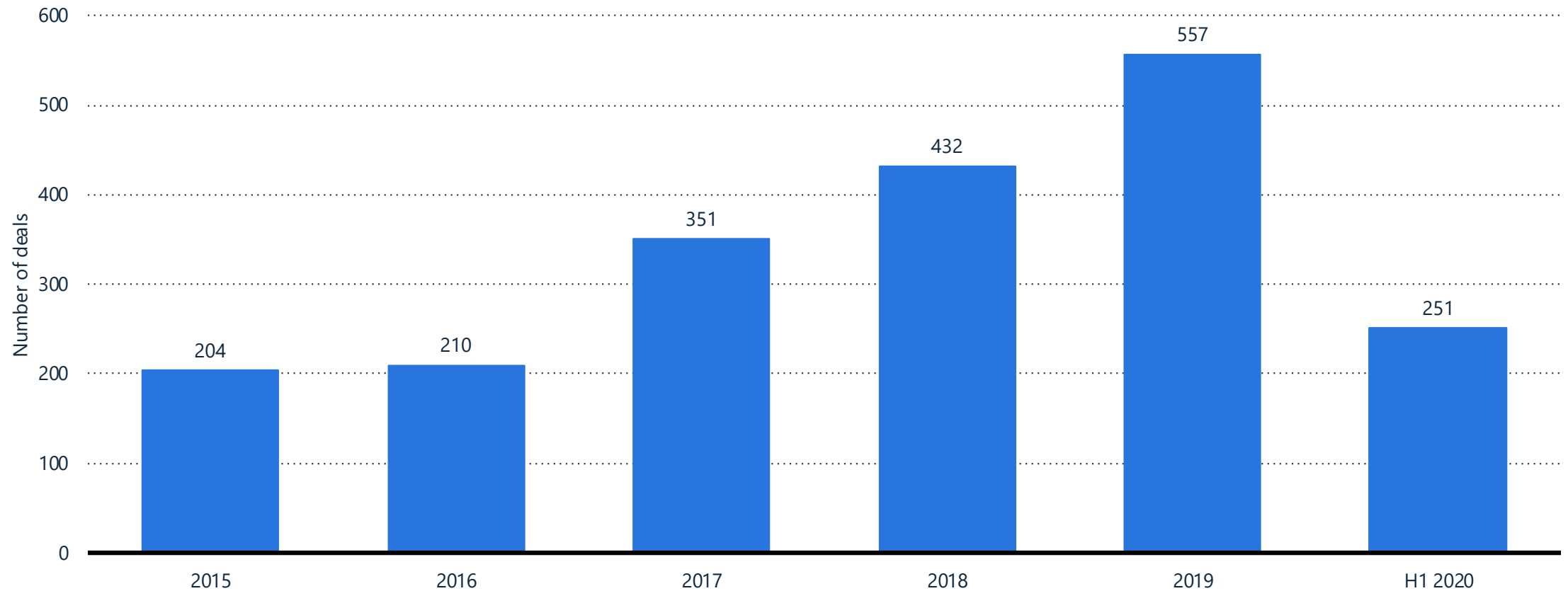
**Note(s):** MENA; 2015 to H1 2020

Further information regarding this statistic can be found on [page 39](#).

**Source(s):** Magnitt; Startup Scene ME; [ID 882872](#)

# Number of funding deals for start-ups in the Middle East and North Africa from 2015 to the first half of 2020

Number of funding deals for start-ups in MENA 2015-2020



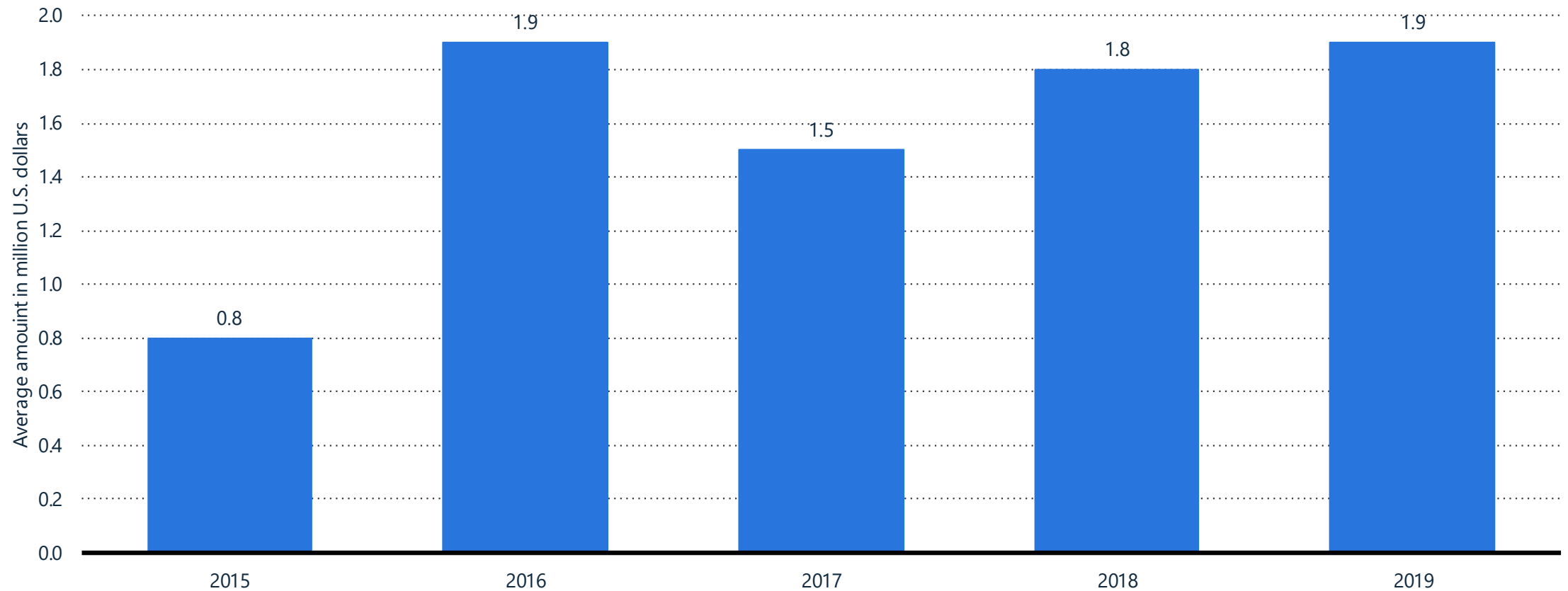
**Note(s):** MENA; 2015 to 2020

Further information regarding this statistic can be found on [page 40](#).

**Source(s):** Magnitt; Startup Scene ME; [ID 882882](#)

# Average funding amount in the Middle East and North Africa from 2015 to 2019 (in million U.S. dollars)\*

Average funding amount MENA 2015-2019



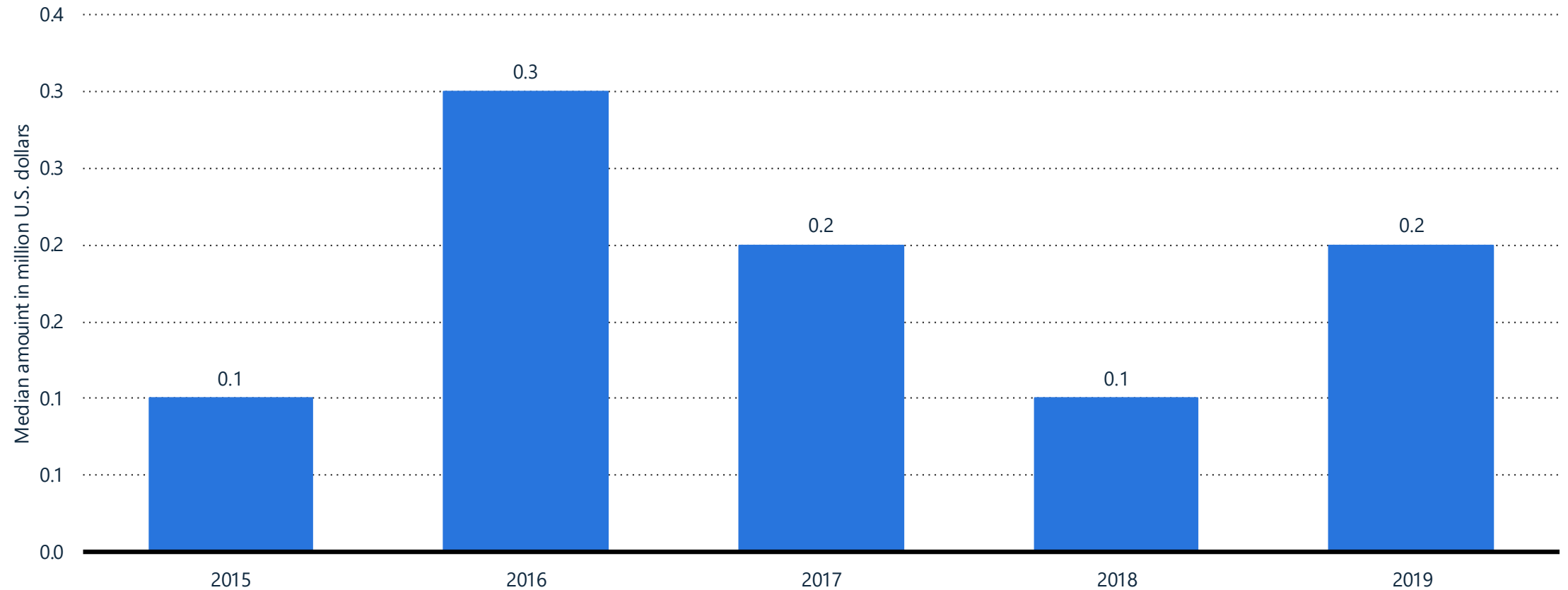
**Note(s):** MENA; 2015 to 2019

Further information regarding this statistic can be found on [page 41](#).

**Source(s):** Magnitt; [ID\\_1128695](#)

# Median funding amount in the Middle East and North Africa from 2015 to 2019 (in million U.S. dollars)\*

Median funding amount MENA 2015-2019



**Note(s):** MENA; 2015 to 2019

Further information regarding this statistic can be found on [page 42](#).

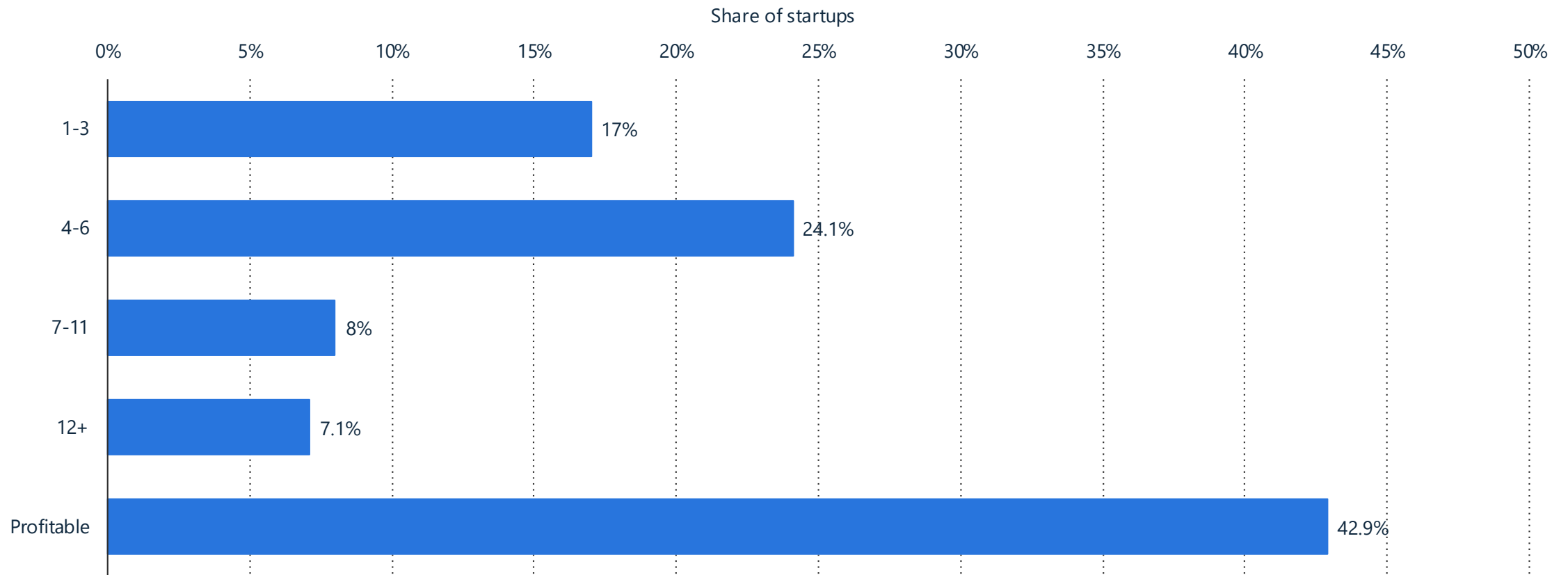
**Source(s):** Magnitt; [ID\\_1128686](#)

STARTUPS AND VENTURE CAPITAL IN MENA

# pre-seed financing and exit deal

# Distribution of pre-seed startups according to the runway months remaining in the Middle East and Africa region in 2020

Months of runway left for pre-seed startups MENA 2020



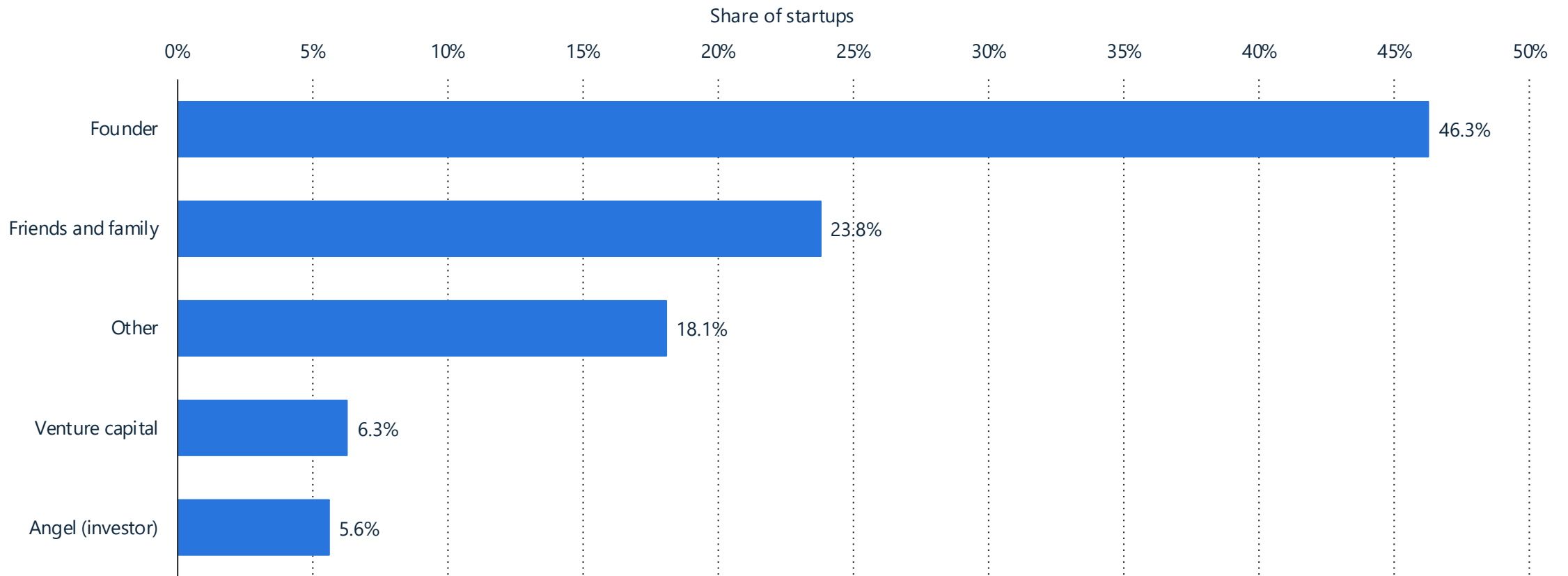
**Note(s):** MENA; 2020; 627 respondents

Further information regarding this statistic can be found on [page 43](#).

**Source(s):** Wamda; [ID 1129302](#)

# Distribution of pre-seed startups in the Middle East and Africa region in 2020, by investor type

Pre-seed startups MENA 2020 by investor type



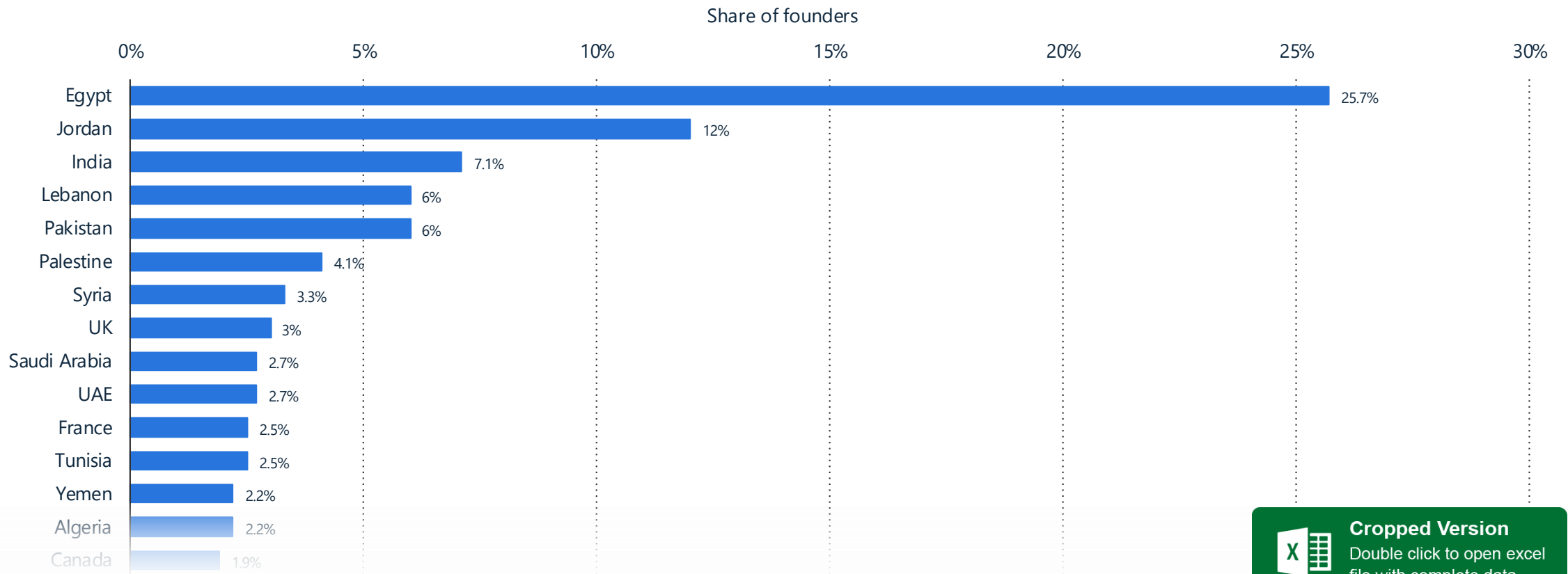
**Note(s):** MENA; 2020; 627 respondents


Further information regarding this statistic can be found on [page 44](#).

**Source(s):** Wamda; [ID 1129334](#)

# Distribution of founders of pre-seed startups in the Middle East and Africa region in 2020, by nationality

Founders of pre-seed startups MENA 2020 by nationality



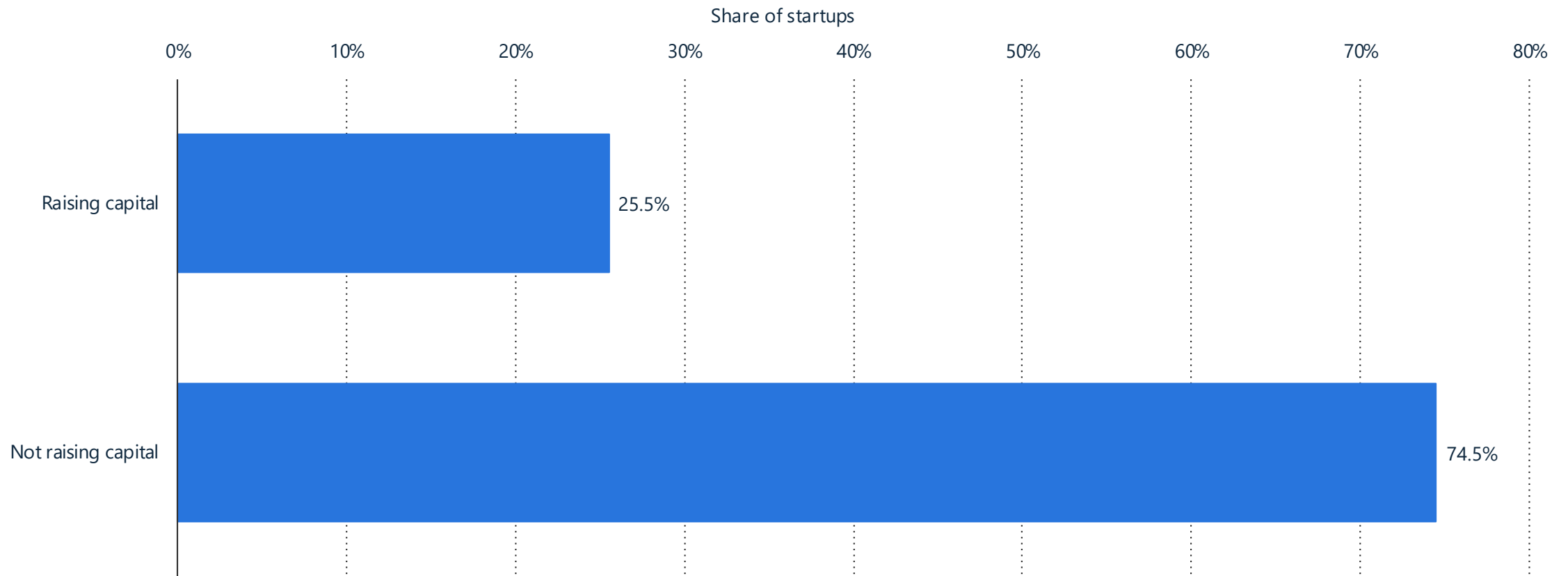
 **Cropped Version**  
Double click to open excel file with complete data

**Note(s):** MENA; 2020; 627 respondents  
Further information regarding this statistic can be found on [page 45](#).  
**Source(s):** Wamda; [ID 1129354](#)



# Share of pre-seed startups that are raising capital in the Middle East and Africa region in 2020

Share of pre-seed startups raising capital MENA 2020



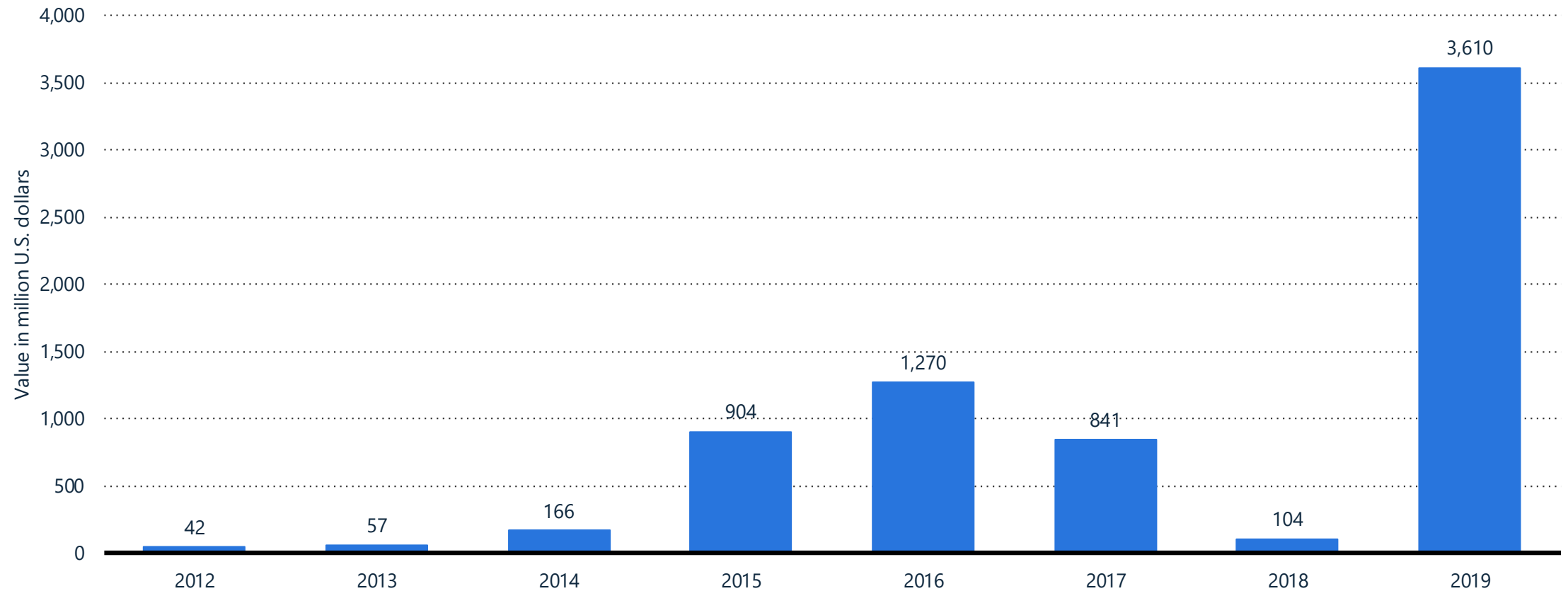
**Note(s):** MENA; 2020; 627 respondents

Further information regarding this statistic can be found on [page 46](#).

**Source(s):** Wamda; [ID 1129295](#)

# Value of exit deals for start-ups in the Middle East and North Africa from 2012 to 2019 (in million U.S. dollars)\*

Value of exit deals for start-ups in MENA 2012-2019



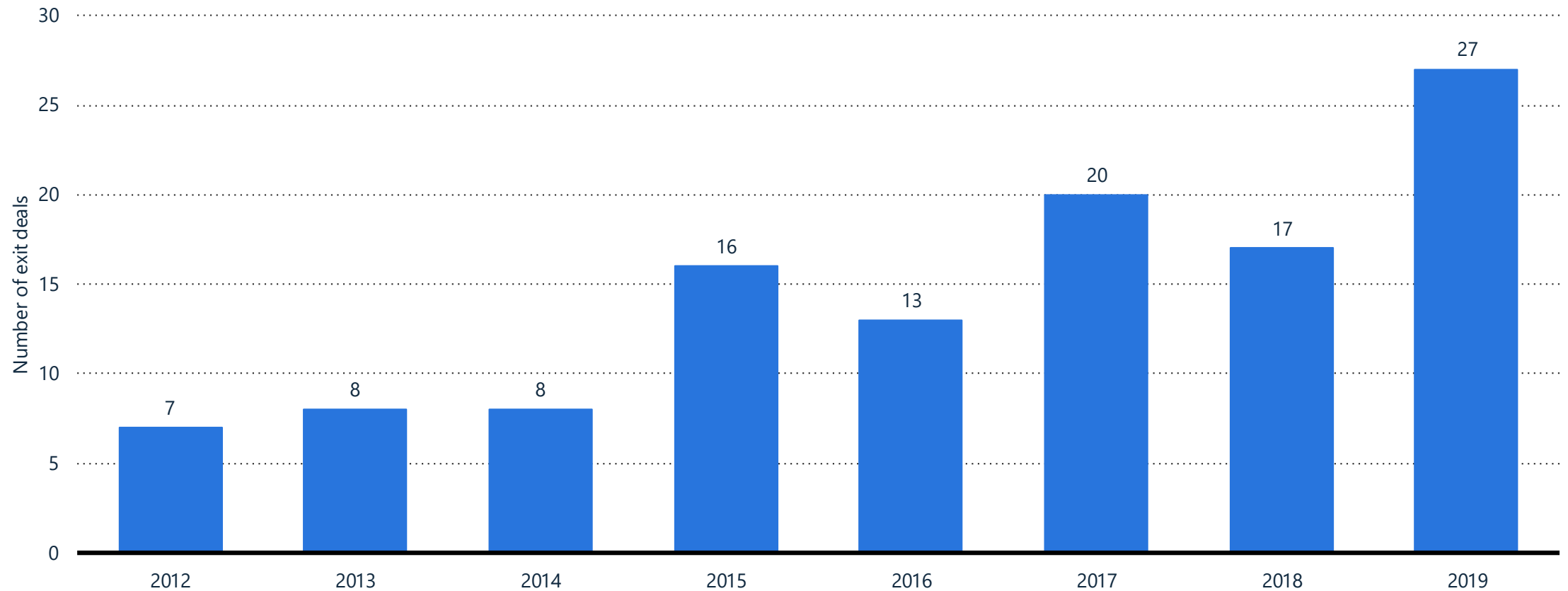
**Note(s):** MENA; 2012 to 2019

Further information regarding this statistic can be found on [page 47](#).

**Source(s):** Magnitt; [ID 798982](#)

# Number of exit deals for start-ups in the Middle East and North Africa from 2012 to 2019

Number of exit deals for start-ups in MENA 2012-2019



**Note(s):** MENA; 2012 to 2019

Further information regarding this statistic can be found on [page 48](#).

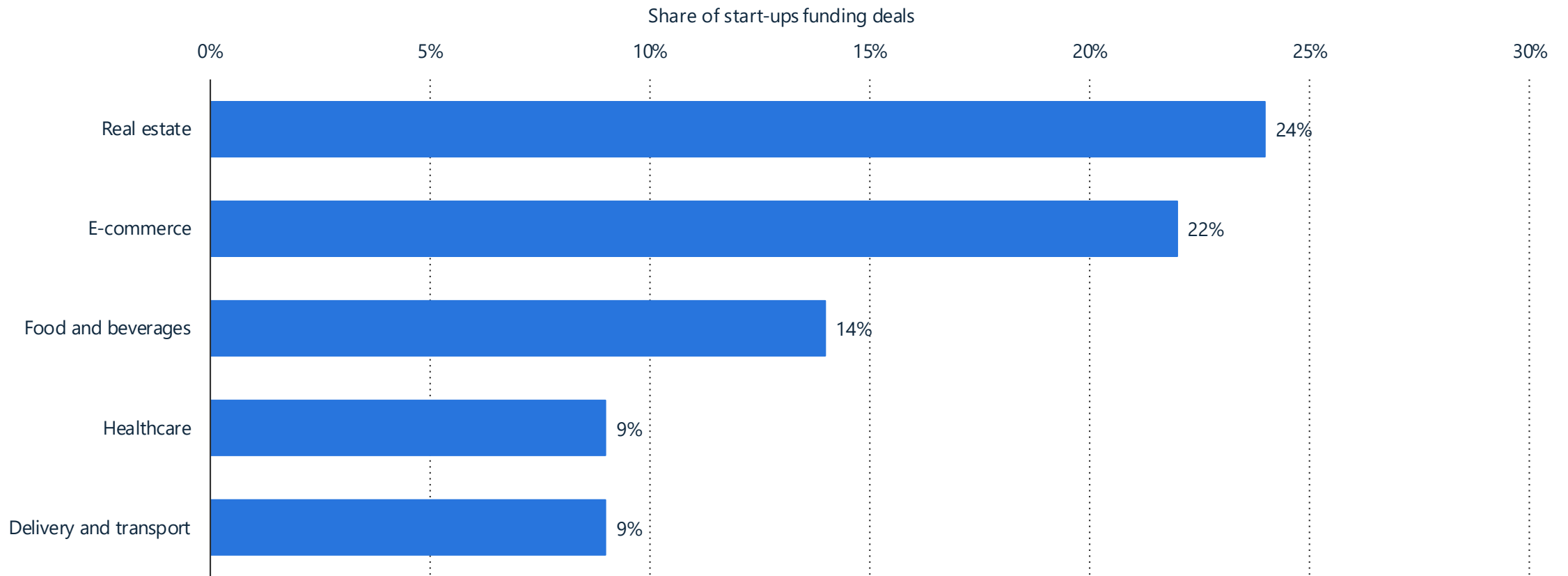
**Source(s):** Magnitt; [ID 799035](#)

STARTUPS AND VENTURE CAPITAL IN MENA

# Start-up industries

# Share of start-up funding deals value in the Middle East and North Africa in 2020, by Industry

Share of start-up funding deals value in MENA by Industry 2020



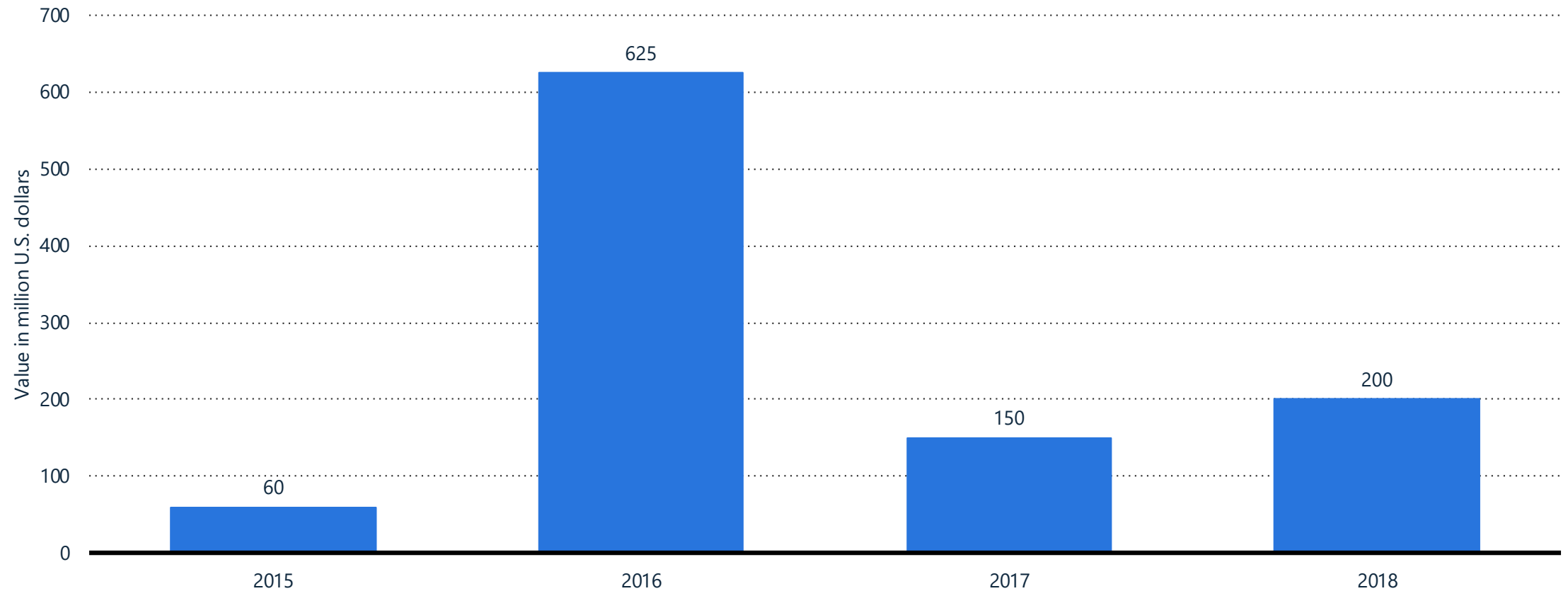
**Note(s):** MENA; 2020

Further information regarding this statistic can be found on [page 49](#).

**Source(s):** Magnitt; Startup Scene ME; [ID 882961](#)

# Value of funding deals for the start-ups Souq and Careem in the Middle East and North Africa from 2014 to 2018 (in million U.S. dollars)

Value of funding deals for the start-ups Souq and Careem in MENA 2014-2018



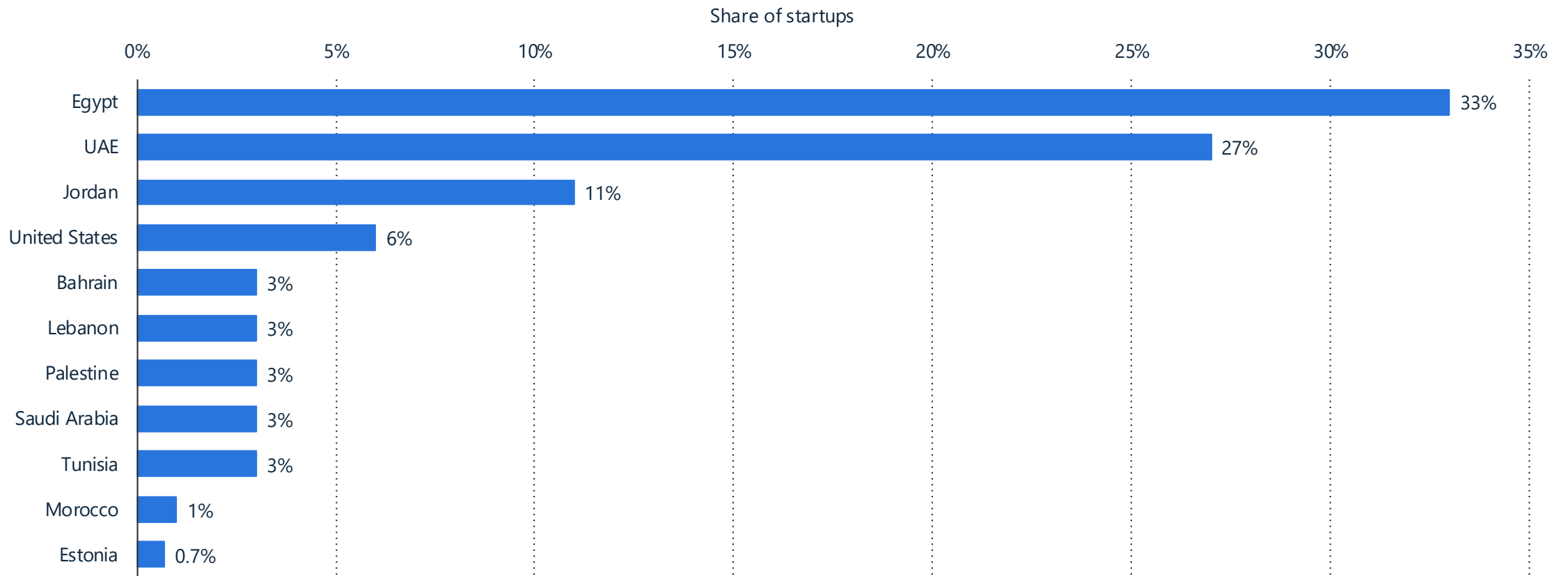
**Note(s):** MENA; 2014 to 2018

Further information regarding this statistic can be found on [page 50](#).

**Source(s):** Magnitt; Startup Scene ME; [ID 882876](#)

# Distribution of pre-seed startups in the Middle East and Africa region in 2020, by registration or incorporation country

Distribution of pre-seed startups MENA 2020 by country



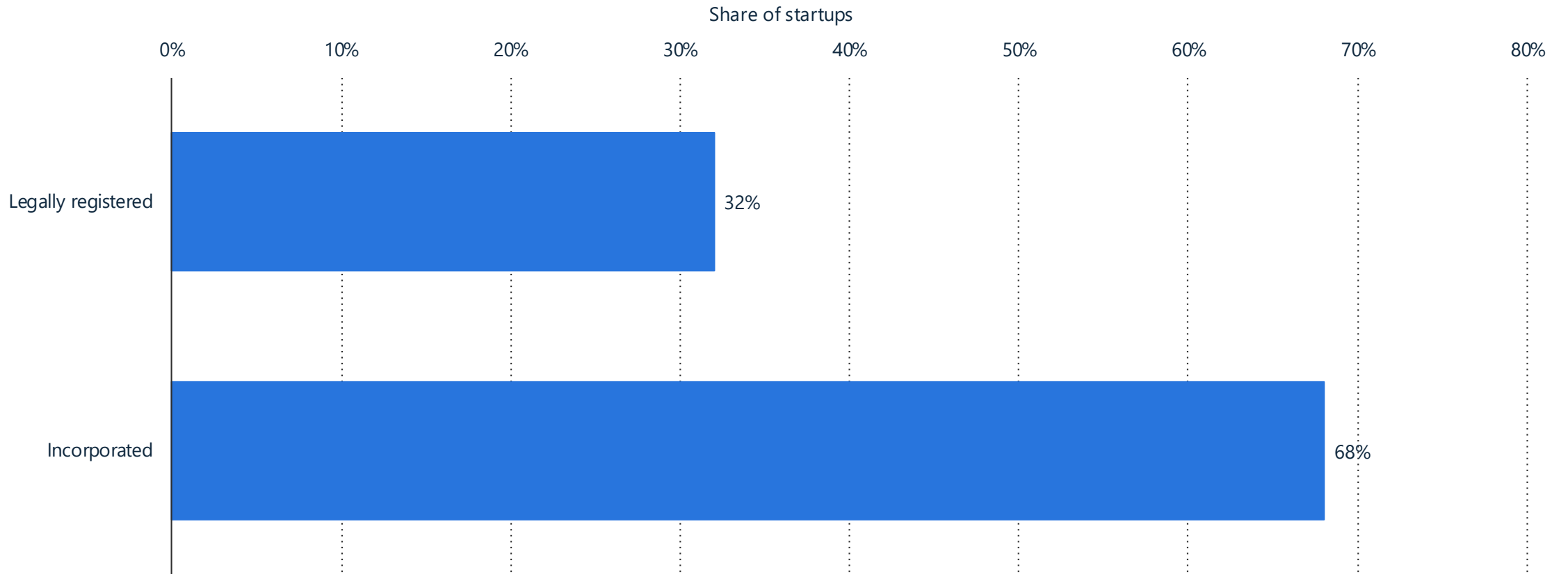
**Note(s):** MENA; 2020; 627 respondents

Further information regarding this statistic can be found on [page 51](#).

**Source(s):** Wamda; [ID 1128741](#)

# Legal status of pre-seed startups in the Middle East and Africa region in 2020

Legal status of pre-seed startups MENA 2020



**Note(s):** MENA; 2020; 627 respondents

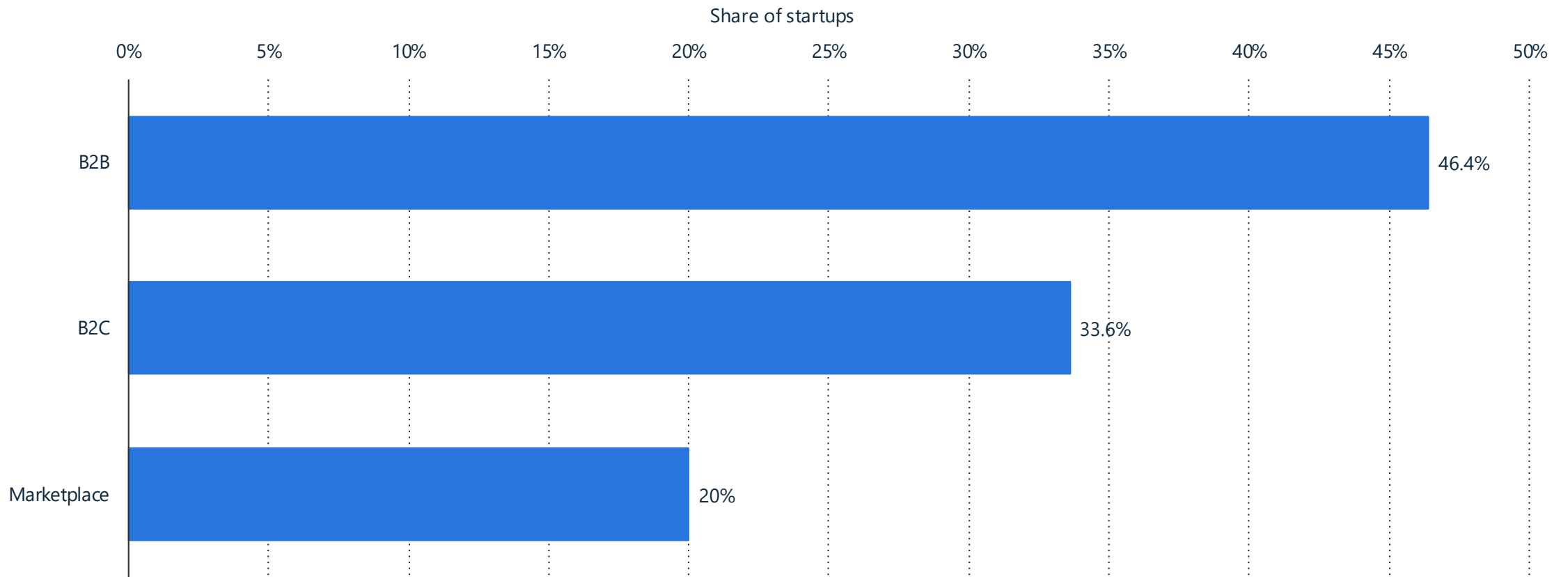
Further information regarding this statistic can be found on [page 52](#).

**Source(s):** Wamda; [ID 1128740](#)



# Share of customer type of pre-seed startup in the Middle East and Africa region in 2020

Distribution of key customers type of pre-seed startups MENA 2020



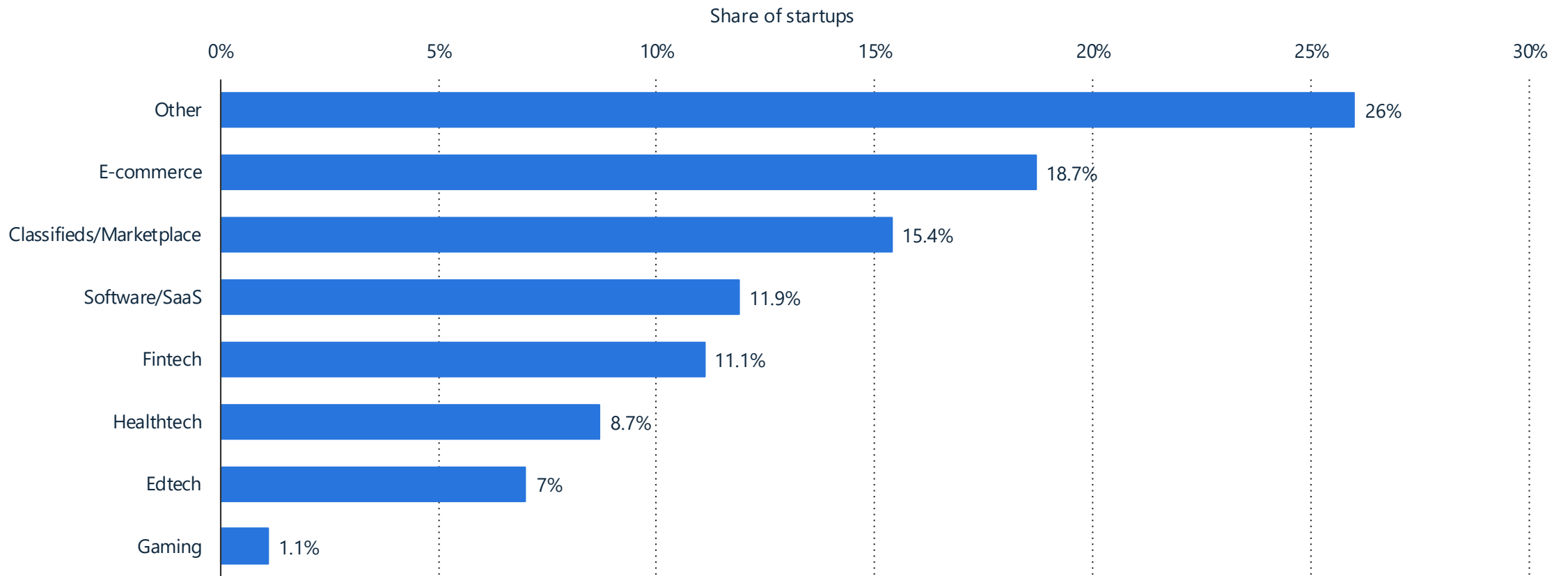
**Note(s):** MENA; 2020; 627 respondents

Further information regarding this statistic can be found on [page 53](#).

**Source(s):** Wamda; [ID 1128727](#)

# Distribution of pre-seed startups in the Middle East and Africa region in 2020, by sector

Distribution pre-seed startups MENA 2020 by sector



**Note(s):** MENA; 2020; 627 respondents

Further information regarding this statistic can be found on [page 54](#).

**Source(s):** Wamda; [ID 1128709](#)

STARTUPS AND VENTURE CAPITAL IN MENA

# References

# Distribution of startups worldwide in 2017, by industry

Distribution of startups worldwide 2017, by industry

## Source and methodology information

Source(s)	Startup Genome
Conducted by	Startup Genome
Survey period	2017
Region(s)	Worldwide
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Startup Genome
Publication date	April 2018
Original source	Global Startup Ecosystem Report 2018, pages 49 to 116
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

## Description

This statistic shows the distribution of startups worldwide in 2017, by industry. In 2017, fintech startups accounted for 7.1 percent of all global startups, whereas only 2.1 percent were Cleantech startups.

[Back to statistic](#)

# Share of start-up headquarters in the Middle East and North Africa from 2019, by country

## Share of start-up HQs in MENA by country 2019

### Source and methodology information

Source(s)	usejournal; Wamda
Conducted by	Wamda
Survey period	2019
Region(s)	MENA
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	usejournal
Publication date	February 2020
Original source	usejournal.com
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

As of 2019, the United Arab Emirates were the leading hub for new businesses in the Middle East and North Africa, as 35.3 percent of startups in the region had their base there. In the region only Israel has a similar established hub for startups.

#### Funding

The number of Startups funded in the Middle East and North Africa steadily rose in the last couple of years. A total of 564 startups were funded in 2019 in the region. Around a fourth of all startup funding was secured in Egypt, followed by the United Arab Emirates and Saudi Arabia .

#### Business environment

[Back to statistic](#)

The business environment in the Middle East and North African region is far from uniform. The conditions for startups to form and operate vary from country to country. One could argue that the Gulf Cooperation Council countries are the business friendliest in the region, as their infrastructure allows new businesses to set up and run

# Number of unicorns worldwide as of April 2021, by region

Number of global unicorns in 2021, by region

## Source and methodology information

Source(s)	Statista estimates; CrunchBase; CB Insights; Hurun Research Institute; <a href="#">HolonIQ</a> ; Tracxn Technologies
Conducted by	Statista estimates
Survey period	April 2021
Region(s)	Worldwide
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Statista
Publication date	April 2021
Original source	<i>n.a.</i>
Website URL	<a href="#">visit the website</a>

Notes: *A unicorn company is a privately owned startup that has a current valuation of one billion U.S. dollars or over. Once a company has gone public (IPO) or has been acquired it is no longer termed as a unicorn. All published figures are best estimations based on latest publications of sources. Figures [...] For more information visit our Website*

## Description

Approximately 490 of the world's unicorns as of April 2021 were headquartered in either North America or Asia-Pacific, a numbersignificantly higher than those found in Europe, Middle East and Africa, and Latin America. Additionally, 17 of the highest valued 20 unicorns globally were based in North America or Asia-Pacific. ANT Group, a Chinese fintech company, was valued at 200 billion U.S. dollars as of April 2021.

[Back to statistic](#)

# Do you intend to start your own business within the next five years?

Intentions of Arab youths to start their own business 2020

## Source and methodology information

Source(s)	Asdaa Burson Marsteller ; PSB Research
Conducted by	Asdaa Burson Marsteller ; PSB Research
Survey period	January 19 to August 26, 2020
Region(s)	Africa, MENA
Number of respondents	4,000
Age group	18-24 years
Special characteristics	Interview conducted in Arabic and English
Published by	Asdaa Burson Marsteller
Publication date	October 2020
Original source	12th annual edition 2020 Arab youth survey, page 32
Website URL	<a href="#">visit the website</a>
Notes:	<i>Methodology of the survey is explained on page 2 of the report. The study was conducted in in two parts: The first part was The Main Survey conducted in 17 countries between January 19 and March 3 2020 before the coronavirus outbreak with a count of 3,400 face-to face interviews, Covered countries we [...] For more information visit our Website</i>

## Description

40 percent of Arab youths' intended to start their own business in the next five years in the Arab world/the Middle East and North Africa (MENA) region as of 2020. At that time, 55 percent share of the respondents in the Gulf Cooperation Council (GCC) countries stated that they had intentions to start their own business in the next five years.

[Back to statistic](#)

# Share of Arab youth intending to start their own business within five years in the Middle East and North Africa in 2020, by region

Intentions of Arab youths to start their own business 2020, by region

## Source and methodology information

Source(s)	Asdaa Burson Marsteller ; PSB Research
Conducted by	Asdaa Burson Marsteller ; PSB Research
Survey period	January 19 to August 26, 2020
Region(s)	Africa, MENA
Number of respondents	4,000
Age group	18-24 years
Special characteristics	Interview conducted in Arabic and English
Published by	Asdaa Burson Marsteller
Publication date	October 2020
Original source	12th annual edition 2020 Arab youth survey, page 32
Website URL	<a href="#">visit the website</a>
Notes:	<i>Methodology of the survey is explained on page 2 of the report. The study was conducted in in two parts: The first part was The Main Survey conducted in 17 countries between January 19 and March 3 2020 before the coronavirus outbreak with a count of 3,400 face-to face interviews, Covered countries we [...] For more information visit our Website</i>

## Description

According to a survey in the Middle East and North Africa (MENA) region in 2020 about the Arab youth, 55 percent of Arab youth respondents in the Gulf Cooperation Council (GCC) countries intended to start their own business within the next five years. On average 40 percent of Arab youths' intended to start their own business in the next five years in the Arab world/the Middle East and North Africa (MENA) region as of 2020.

[Back to statistic](#)



# Time required to start a business in the Gulf Cooperation Council in 2019, by country\*

Time required to start a business in the GCC by country 2019

## Source and methodology information

Source(s)	infoDev
Conducted by	infoDev
Survey period	2019
Region(s)	MENA
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	infoDev
Publication date	September 2020
Original source	World Development Indicators
Website URL	<a href="#">visit the website</a>
Notes:	<i>*Time required to start a business is the number of calendar days needed to complete the procedures to legally operate a business.</i>

## Description

This graph displays the time required to start a business in the Gulf Cooperation Council in 2019, by country. In this year, approximately 19.4 days were required to start a business in Kuwait.

[Back to statistic](#)

# Distribution of milestones that pre-seed startup founders hope to achieve in the Middle East and Africa region in 2020

Distribution milestones pre-seed founders want to achieve MENA 2020

## Source and methodology information

Source(s)	Wamda
Conducted by	Wamda
Survey period	2020
Region(s)	MENA
Number of respondents	627
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Wamda
Publication date	February 2020
Original source	Pre-seed startups in MENA 2020, page 7
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

## Description

In 2020, 31.7 percent of pre-seed startups were hoping to finalize and launch their product, while 18 percent were hoping to expand their market share. Most startups were based in the United Arab Emirates (UAE) and Egypt as they have established growing entrepreneurship ecosystems.

[Back to statistic](#)

# Share of pre-seed startups in the Middle East and Africa region in 2020, by development stage

## Share of pre-seed startup MENA 2020 by development stage

### Source and methodology information

Source(s)	Wamda
Conducted by	Wamda
Survey period	2020
Region(s)	MENA
Number of respondents	627
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Wamda
Publication date	February 2020
Original source	Pre-seed startups in MENA 2020, page 6
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

In 2020, pre-seed startups at the prototype company development stage were the largest share at about 40 percent. Most startups were based in the United Arab Emirates (UAE) and Egypt as they have established growing entrepreneurship ecosystems.

[Back to statistic](#)

# Value of funding deals for start-ups in the Middle East and North Africa from 2015 to the 1st half of 2020 (in million U.S. dollars)

Value of funding deals for start-ups in MENA 2014-H1 2020

## Source and methodology information

Source(s)	Magnitt; Startup Scene ME
Conducted by	Magnitt; Startup Scene ME
Survey period	2015 to H1 2020
Region(s)	MENA
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Startup Scene ME
Publication date	July 2020
Original source	H1 2020 MENA venture, page 6
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

## Description

This statistic illustrates the value of funding deals for start-ups in the Middle East and North Africa from 2015 to the first half of 2020. The value of funding deals for start-ups from the MENA region totaled at 659 million U.S. dollars in the first half of 2020.

[Back to statistic](#)

# Number of funding deals for start-ups in the Middle East and North Africa from 2015 to the first half of 2020

## Number of funding deals for start-ups in MENA 2015-2020

### Source and methodology information

Source(s)	Magnitt; Startup Scene ME
Conducted by	Magnitt; Startup Scene ME
Survey period	2015 to 2020
Region(s)	MENA
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Startup Scene ME
Publication date	July 2020
Original source	H1 2020 MENA venture, page 6
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

A total of 251 funding deals for startups were closed in the Middle East and North Africa in the first half of 2020. This number had steadily increased over the past couple of years.

#### Investors

75 percent of Middle East and North African startups received funding from regional investors. Only a quarter of MENA startups received funding from international investors. In contrast to the neighboring startup hub Israel, where more than half of the investment into startups was done by foreign investors.

#### Exit deals

The exit strategies for startups mean that after the initial funding and development startup, the owners can either sell the startup to an investor (acquisition); go for an initial public offering (IPO); enter into a merger and acquisition deal; or continue operating without giving up ownership. As of 2019 there were 27 exit deals for startups in the Middle East and North Africa. By comparison, Israel, one of the world's leading start-up hubs, recorded 138 exit deals for startups in the first half of 2019 alone.

# Average funding amount in the Middle East and North Africa from 2015 to 2019 (in million U.S. dollars)\*

## Average funding amount MENA 2015-2019

### Source and methodology information

Source(s)	Magnitt
Conducted by	Magnitt
Survey period	2015 to 2019
Region(s)	MENA
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Magnitt
Publication date	January 2020
Original source	2019 MENA venture, page 11
Website URL	<a href="#">visit the website</a>
Notes:	<i>*Note: the average funding amount excludes Souq and Careem.</i>

### Description

During 2019, the average funding in the MENA region reached an all-time high of approximately 1.9 million U.S. dollars. The mean value of average funding in MENA was 0.2 million U.S. dollars.

[Back to statistic](#)

# Median funding amount in the Middle East and North Africa from 2015 to 2019 (in million U.S. dollars)\*

## Median funding amount MENA 2015-2019

### Source and methodology information

Source(s)	Magnitt
Conducted by	Magnitt
Survey period	2015 to 2019
Region(s)	MENA
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Magnitt
Publication date	January 2020
Original source	2019 MENA venture, page 11
Website URL	<a href="#">visit the website</a>
Notes:	<i>*Note: the median funding amount excludes Souq and Careem.</i>

### Description

During 2019, the median funding in the MENA region was approximately 0.2 million U.S. dollars. The average funding value in the MENA region was 1.9 million U.S. dollars

[Back to statistic](#)

# Distribution of pre-seed startups according to the runway months remaining in the Middle East and Africa region in 2020

## Months of runway left for pre-seed startups MENA 2020

### Source and methodology information

Source(s)	Wamda
Conducted by	Wamda
Survey period	2020
Region(s)	MENA
Number of respondents	627
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Wamda
Publication date	February 2020
Original source	Pre-seed startups in MENA 2020, page 9
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

In 2020, the share of pre-seed startups in the Middle East and Africa region that were profitable was about 43 percent. A startup runway refers to the survival period of a startup in the market if its income and expenses remain constant. Most startups in the Middle East and Africa region were based in the United Arab Emirates (UAE) and Egypt as they have established growing entrepreneurship ecosystems.

[Back to statistic](#)



# Distribution of pre-seed startups in the Middle East and Africa region in 2020, by investor type

## Pre-seed startups MENA 2020 by investor type

### Source and methodology information

Source(s)	Wamda
Conducted by	Wamda
Survey period	2020
Region(s)	MENA
Number of respondents	627
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Wamda
Publication date	February 2020
Original source	Pre-seed startups in MENA 2020, page 10
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

In 2020, 46.3 percent of pre-seed startup investments in the Middle East and Africa were from founders. Most startups in the Middle East and Africa region were based in the United Arab Emirates (UAE) and Egypt as they have established growing entrepreneurship ecosystems.

[Back to statistic](#)

# Distribution of founders of pre-seed startups in the Middle East and Africa region in 2020, by nationality

## Founders of pre-seed startups MENA 2020 by nationality

### Source and methodology information

Source(s)	Wamda
Conducted by	Wamda
Survey period	2020
Region(s)	MENA
Number of respondents	627
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Wamda
Publication date	February 2020
Original source	Pre-seed startups in MENA 2020, page 12
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

In 2020, the share of Egyptian pre-seed startup founders in the Middle East and Africa was about 26 percent. Most startups in the Middle East and Africa region were based in the United Arab Emirates (UAE) and Egypt as they have established growing entrepreneurship ecosystems.

[Back to statistic](#)

# Share of pre-seed startups that are raising capital in the Middle East and Africa region in 2020

## Share of pre-seed startups raising capital MENA 2020

### Source and methodology information

Source(s)	Wamda
Conducted by	Wamda
Survey period	2020
Region(s)	MENA
Number of respondents	627
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Wamda
Publication date	February 2020
Original source	Pre-seed startups in MENA 2020, page 9
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

In 2020, 25.5 percent of pre-seed startups in the Middle East and Africa region were raising capital. Approximately half of the initial investments of pre-seed startups are investments from the founders. Most startups were based in the United Arab Emirates (UAE) and Egypt as they have established growing entrepreneurship ecosystems.

[Back to statistic](#)

# Value of exit deals for start-ups in the Middle East and North Africa from 2012 to 2019 (in million U.S. dollars)\*

## Value of exit deals for start-ups in MENA 2012-2019

### Source and methodology information

Source(s)	Magnitt
Conducted by	Magnitt
Survey period	2012 to 2019
Region(s)	MENA
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Magnitt
Publication date	January 2020
Original source	2019 MENA venture, page 25
Website URL	<a href="#">visit the website</a>

Notes: *\*Note: the term 'exit' in the context of start-ups defines the process of a startup founder selling its shares of his company and therefore exiting it.*

### Description

This statistic illustrates the value of exit deals for start-ups in the Middle East and North Africa from 2012 to 2019. During 2019, the value of exit deals for start-ups from the MENA region totaled at 3.6 billion U.S. dollars.

[Back to statistic](#)

# Number of exit deals for start-ups in the Middle East and North Africa from 2012 to 2019

Number of exit deals for start-ups in MENA 2012-2019

## Source and methodology information

Source(s)	Magnitt
Conducted by	Magnitt
Survey period	2012 to 2019
Region(s)	MENA
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Magnitt
Publication date	January 2020
Original source	2019 MENA venture, page 25
Website URL	<a href="#">visit the website</a>
Notes:	<i>*Note: the term 'exit' in the context of start-ups defines the process of a startup founder selling its shares of his company and therefore exiting it.</i>

## Description

This statistic illustrates the number of exit deals for start-ups in the Middle East and North Africa from 2012 to 2019. During 2019, 27 start-ups from the MENA region reached an exit deal with their founder.

[Back to statistic](#)

# Share of start-up funding deals value in the Middle East and North Africa in 2020, by Industry

## Share of start-up funding deals value in MENA by Industry 2020

### Source and methodology information

Source(s)	Magnitt; Startup Scene ME
Conducted by	Magnitt; Startup Scene ME
Survey period	2020
Region(s)	MENA
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Startup Scene ME
Publication date	July 2020
Original source	2020 MENA venture, page 15
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

As of 2020, Middle East and North African startups operating in the real estate sector were the leading recipients of funding deals with 24 percent. Startups in e-commerce were also successful in securing funding during this period.

#### Funding

During the first quarter of 2019, a total of 129 funding deals for startups were closed. In total 157 million U.S dollars has been invested in startups in the Middle East and North Africa. The majority of startups in the Middle East and North Africa which received funding were organized as a cooperation .

#### Regional overview

[Back to statistic](#)

The startup hubs in the Middle East are the United Arab Emirates, closely followed by Egypt. Generally, the Cooperation Council countries have the most inviting business infrastructure for startups, as the procedures and duration for starting a business are quite minimal and clear for entrepreneurs to navigate.

# Value of funding deals for the start-ups Souq and Careem in the Middle East and North Africa from 2014 to 2018 (in million U.S. dollars)

Value of funding deals for the start-ups Souq and Careem in MENA 2014-2018

## Source and methodology information

Source(s)	Magnitt; Startup Scene ME
Conducted by	Magnitt; Startup Scene ME
Survey period	2014 to 2018
Region(s)	MENA
Number of respondents	<i>n.a.</i>
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Startup Scene ME
Publication date	January 2020
Original source	2019 MENA venture, page 8
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

## Description

This statistic illustrates the value of funding deals for the start-ups Souq and Careem in the Middle East and North Africa from 2015 to 2018. During 2018, the value of funding deals for the start-ups Souq and Careem from the MENA region totaled at 200 million U.S. dollars.

[Back to statistic](#)

# Distribution of pre-seed startups in the Middle East and Africa region in 2020, by registration or incorporation country

## Distribution of pre-seed startups MENA 2020 by country

### Source and methodology information

Source(s)	Wamda
Conducted by	Wamda
Survey period	2020
Region(s)	MENA
Number of respondents	627
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Wamda
Publication date	February 2020
Original source	Pre-seed startups in MENA 2020, page 8
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

In 2020, 33 percent of pre-seed startups in the Middle East and Africa region were registered or incorporated in Egypt, while 27 percent were registered or incorporated in the United Arab Emirates (UAE). Most startups were based in the United Arab Emirates (UAE) and Egypt as they have established growing entrepreneurship ecosystems.

[Back to statistic](#)



# Legal status of pre-seed startups in the Middle East and Africa region in 2020

## Legal status of pre-seed startups MENA 2020

### Source and methodology information

Source(s)	Wamda
Conducted by	Wamda
Survey period	2020
Region(s)	MENA
Number of respondents	627
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Wamda
Publication date	February 2020
Original source	Pre-seed startups in MENA 2020, page 8
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

In 2020, 68 percent of pre-seed startups in the Middle East and Africa region were incorporated. Most startups were based in the United Arab Emirates (UAE) and Egypt as they have established growing entrepreneurship ecosystems.

[Back to statistic](#)

# Share of customer type of pre-seed startup in the Middle East and Africa region in 2020

## Distribution of key customers type of pre-seed startups MENA 2020

### Source and methodology information

Source(s)	Wamda
Conducted by	Wamda
Survey period	2020
Region(s)	MENA
Number of respondents	627
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Wamda
Publication date	February 2020
Original source	Pre-seed startups in MENA 2020, page 6
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

In 2020, the business-to-business type of customers were the largest share of key customers for pre-seed startups at about 46.4 percent. Most startups were based in the United Arab Emirates (UAE) and Egypt as they have established growing entrepreneurship ecosystems.

[Back to statistic](#)

# Distribution of pre-seed startups in the Middle East and Africa region in 2020, by sector

## Distribution pre-seed startups MENA 2020 by sector

### Source and methodology information

Source(s)	Wamda
Conducted by	Wamda
Survey period	2020
Region(s)	MENA
Number of respondents	627
Age group	<i>n.a.</i>
Special characteristics	<i>n.a.</i>
Published by	Wamda
Publication date	February 2020
Original source	Pre-seed startups in MENA 2020, page 5
Website URL	<a href="#">visit the website</a>
Notes:	<i>n.a.</i>

### Description

In 2020, the business E-commerce had the largest share of pre-seed startups in the Middle East and Africa region at about 18.7 percent. Most startups were based in the United Arab Emirates (UAE) and Egypt as they have established growing entrepreneurship ecosystems.

[Back to statistic](#)