

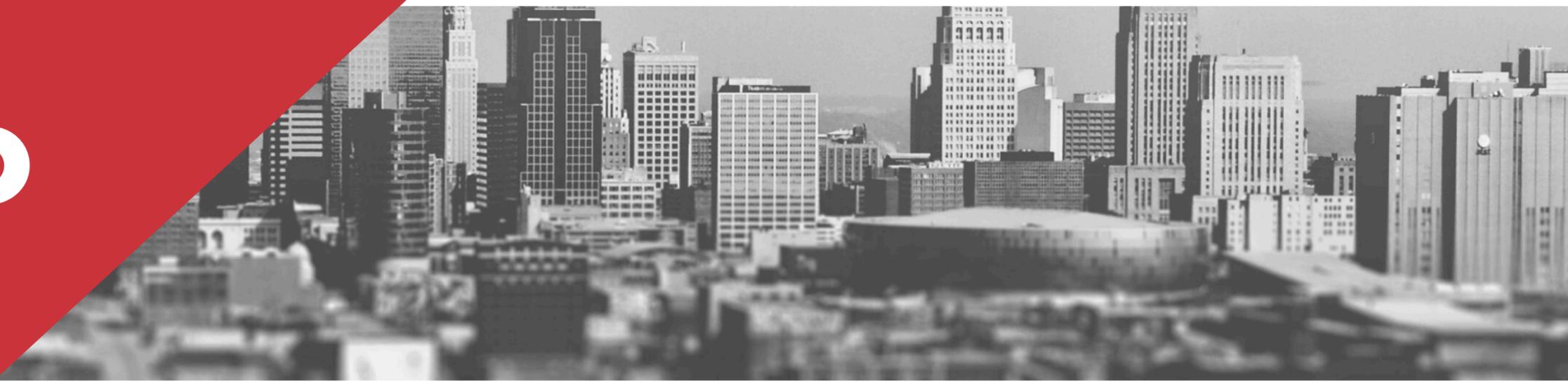
 **MFG INVEST**

The logo for MFG Invest features a stylized icon on the left consisting of a dark grey square with a white diagonal line and a red triangle at the bottom left. To the right of this icon, the word "MFG" is written in a bold, dark grey sans-serif font, and the word "INVEST" is written in a bold, red sans-serif font.

Q3 2024



Portfolio





The third quarter of 2024 was the quietest for venture capital deals in a long time. The European market had not seen such inactivity since 2020. According to a KPMG study, in the third quarter of 2024, the total value of VC investments in Europe reached \$12.5 billion, the lowest level in the past four years.

Data from Sifted shows that the total investment amount dropped by 48% compared to the previous quarter, while the number of deals decreased by 19%. For growth-stage companies, the decline was 70%. The total for August was the lowest since 2017, while the number of deals was the lowest since 2014.

According to Crunchbase, the North American market was slightly more active, with the total invested amount down 10% compared to the previous quarter, but showing a 14% increase compared to the third quarter of 2023. Additionally, there was a strong quarter for growth-stage companies in North America. Significant amounts continue to be invested in the field of artificial intelligence.

There were no significant changes to MFG Invest's portfolio during the third quarter. In the report for the end of 2024, we plan to fully write off two of our investments, which we will announce in due course. This will not have a substantial impact on the overall value of the portfolio.

On a positive note, several companies in our portfolio are preparing for their next funding rounds. We expect these potential deals to materialise by the end of the year or early next year. We intend to participate in some of them, as the prospects are positive.

Sources:

<https://kpmg.com/xx/en/our-insights/operations/q3-24-venture-pulse-report-europe.html>

<https://sifted.eu/intelligence/reports/q3-2024-review>

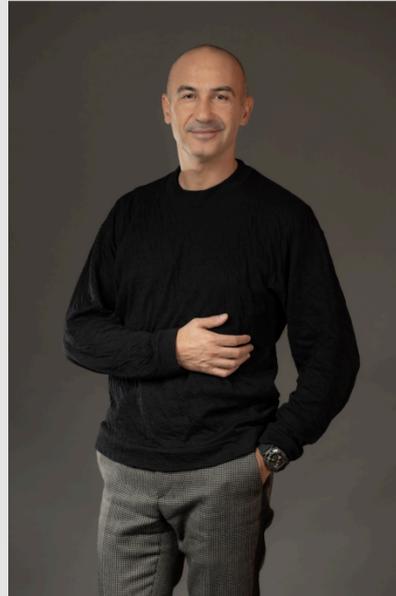
<https://news.crunchbase.com/venture/global-startup-funding-recap-q3-2024/>

Resume

Board of Directors



Stanimir Vassilev



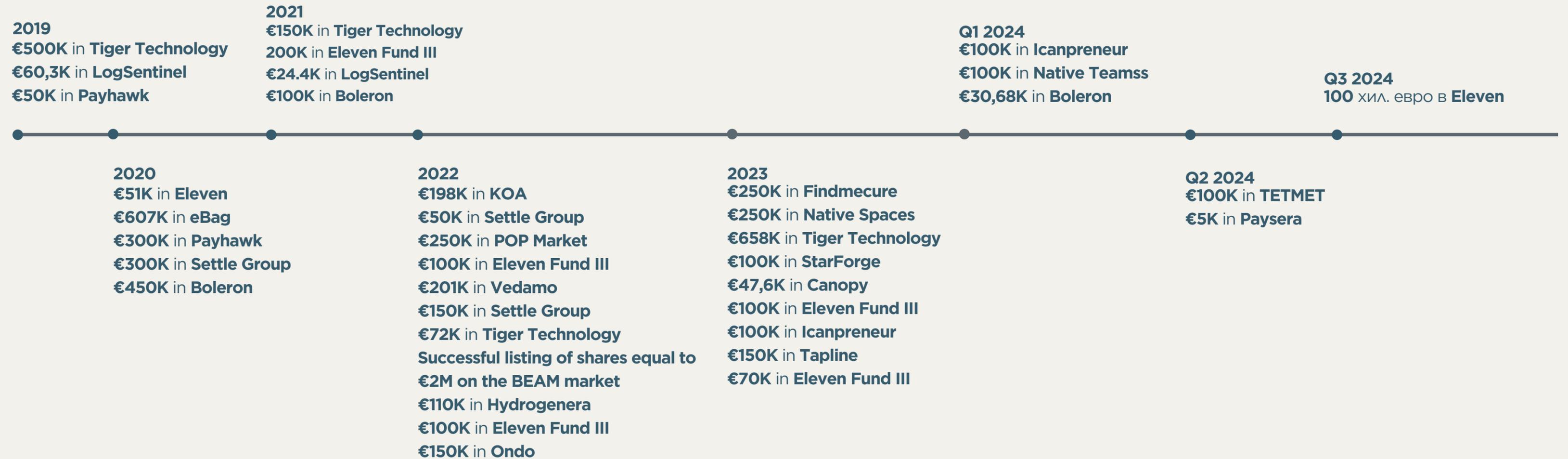
Nedelcho Spassov



Petar Damyanov



THE ROAD SO FAR



Balance Sheet

	MFG Invest Balance as of 30/09/2024	MFG Invest Balance as of 30/06/2024	MFG Invest Balance as of 31/12/2023	MFG Invest Balance as of 30/09/2023
	"000 EUR	"000 EUR	"000 EUR	"000 EUR
Assets				
Property, Plant and Equipment	2	3	4	5
Investments in Subsidiaries	-	-	-	-
Portfolio Investments	24 574	24 494	24 017	23 786
Convertible Loans and Interest	-	-	-	-
Trade Receivables	5	1	2	-
Cash and cash equivalents	2	5	21	257
Total Assets	24 582	24 500	24 044	24 048
Liabilities				
Borrowings	587	468	103	-
Trade obligations	-	-	-	-
Accounts payable to employees	7	7	8	-
Tax Obligations	2	3	1	-
Deferred Tax	1 670	1 670	1 670	1 606
Total Liabilities	2 266	2 147	1 782	1 606
Shareholders Equity	5 519	5 519	5 519	5 519
Premium Reserves	1 454	1 454	1 454	1 454
Financial Result	15 343	15 379	15 289	15 468
Total Equity	22 317	22 353	22 262	22 442
Total Liabilities and Equity	24 582	24 500	24 044	24 048



Income Statement

	MFG Invest Income Statement as of 30/09/2024	MFG Invest Income Statement as of 30/06/2024	MFG Invest Income Statement as of 30/12/2023	MFG Invest Income Statement as of 30/09/2023
	"000 EUR	"000 EUR	"000 EUR	"000 EUR
Change in Fair Value	122	142	821	910
Income from Sale	-	-	-	-
Income from Dividends	-	-	3	910
Net Sale	122	142	824	10
Interest and Similar Income	-	-	11	-
Interest and Similar Expense	(12)	(8)	-	10
Net Interest Income	(12)	(8)	10	10
Other Financial Income/Expense (net)	(1)	(1)	(1)	(1)
Book Value of Sold Investments	-	-	-	-
Personnel Expenses	(41)	(32)	(18)	-
Administrative Expenses	(13)	(12)	(95)	(82)
Profit before Tax	55	90	720	836
Corporate Tax	-	-	(63)	-
Net Profit for the Period	55	90	657	836



Portfolio

Company	Date of first investment	Ownership	MFGI Commitment EUR	MFGI Invested EUR	MFGI Fair Value EUR, discounted	Company Fair Value EUR	ROI	Valuation Method
eBag	2019	11,945%	606 630	606 630	4 593 356*	42 726 903	7,57	Last Round
LogSentinel	2019	1,660%	84 772	84 772	-	-	-	-
Payhawk	2019	1,840%	330 446	330 446	14 904 000*	900 000 000	45,10	Last Round
Tiger Tehnology	2019	8,320%	1 380 124	1 380 124	1 248 000	15 000 000	0,90	Last Round
Eleven Capital	2020	0,620%	51 129	51 129	134 974	21 769 923	2,64	Stock Exchange 30.09.2024
Auka Norway (Settle Group)	2020	1,340%	500 246	500 246	-	-	-	-
Settle Bulgaria	2020	60,000%	901 919	901 919	-	-	-	-
Boleron	2020	14,574%	580 555	580 555	1 194 373	8 195 231	2,06	BEAM market 30.09.2024
Eleven FUND III	2021	1,660%	1 000 000	670 000	609 303	36 705 000	0,91	Net Asset Value
Koa Tehnology	2022	1,830%	197 485	197 485	197 485	12 074 000	1,00	Last Round
POP Greece	2022	1,190%	250 000	250 000	-	-	-	-
Vedamo	2022	3,460%	201 004	201 004	201 004	5 809 360	1,00	Last Round
Ondo	2022	3,200%	150 400	150 400	204 154	6 379 800	1,36	Last Round
Hydrogenera	2022	0,896%	109 895	109 407	109 407	12 210 560	1,00	Last Round
Findmecure	2023	2,310%	249 997	250 000	249 480	10 800 000	1,00	Last Round
NativeSpaces	2023	3,760%	250 000	250 200	225 600	6 000 000	0,90	Last Round
StarForge	2023	8,330%	100 000	100 000	99 960	1 200 000	1,00	Last Round
Canopy**	2023	0,250%	47 601	47 601	47 775	19 110 000	1,00	Last Round
Tapline	2023	1,590%	149 938	149 938	149 937	9 430 000	1,00	Last Round
Icanpreneur	2023	3,980%	200 000	200 000	200 000	5 030 000	1,00	Last Round
Native Teams***	2024	0,313%	100 000	100 000	100 000	32 000 000	1,00	Last Round
TETMET***	2024	0,667%	100 000	100 000	100 000	15 000 000	1,00	Last Round
Paysera	2024	0,094%	5 084	5 084	4 138	4 402 653	0,81	Stock Exchange 30.09.2024
Total	-	-	7 547 208	7 217 427	24 572 944	1 163 843	3,14	-

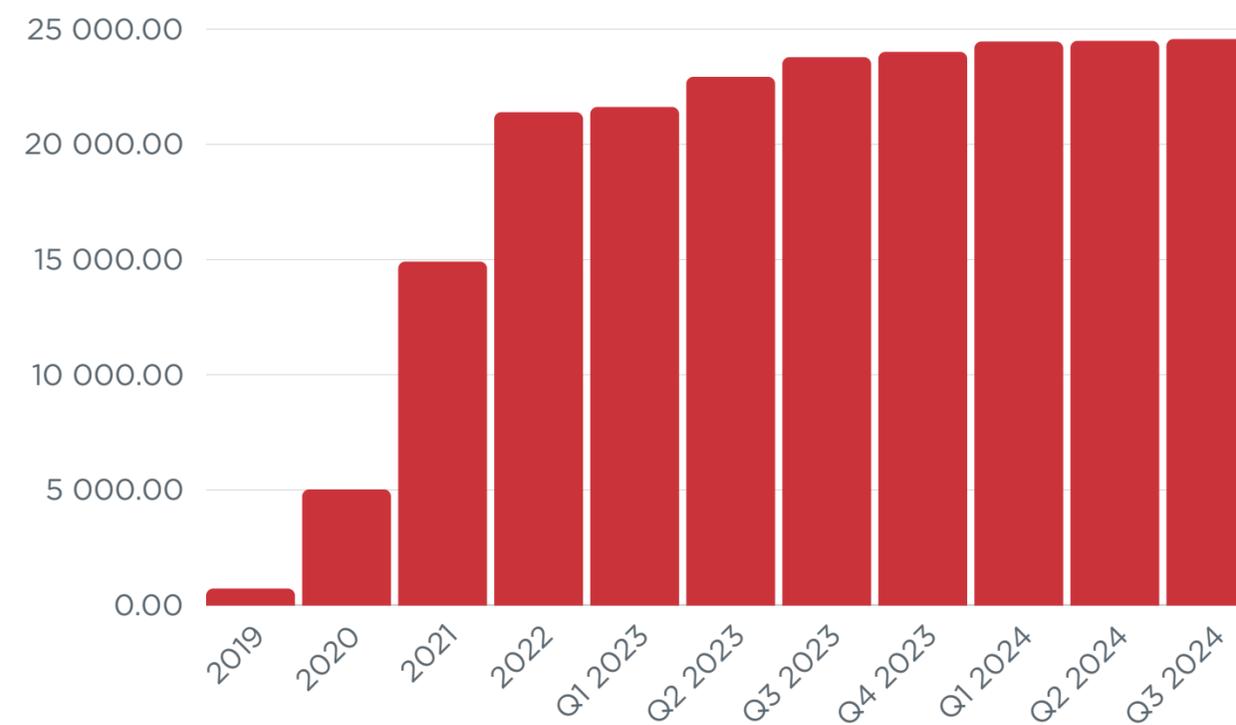
* The fair value of the assets includes a 10% discount on some of the assets, related to business risk, as presented in MFGI's financial statements.

**The investment is through a SAFE instrument, hence the participation percentage is approximate.

***The investment is through a SAFE instrument, hence the percentage is approximate, and the valuation is the maximum at which MFG Invest will convert its investment into shares.

Portfolio

	2019	2020	2021	2022 BEAM	2023	Q1 2024	Q2 2024	Q3 2024
Fair Value "000 EUR	712,74	5 018,84	14 911,32	21 398,08	24 016,69	24 466,47	24 494,55	24 572,94
Growth vs. 2019	1	7,04	20,92	30,02	33,65	34,33	34,20	34,48
Growth vs. 2022 (BEAM IPO)	-	-	-	1	1,12	1,14	1,15	1,15



Tiger Technology

Tiger Technology designs and implements software products and solutions for processing large volumes of data that need to be accessed by multiple machines. The company has successfully implemented its solutions in the field of video surveillance, with active projects at major sites worldwide (airports, pharmaceutical factories, the public sector, etc.), as well as in digital pathology in partnership with Philips and Microsoft.

The company has already gained the trust of industry giants such as AWS, Microsoft, IBM, Wasabi, Seagate, and Philips and is currently working intensively to deepen these strategically important partnerships. The markets where the company is experiencing significant growth include the United States, Western Europe, and the Middle East.

The company's clients include BorgWarner, Monaco Telecom, Gulf Bank of Kuwait, LGT Bank Liechtenstein, and The Trump Organization.

In the first quarter, the company expanded its management team. The new CEO is Iravan Hira, who has extensive management experience at companies such as the Financial Times and HP.

Revenues in the third quarter of 2024 were 84% higher than the same period last year. Revenue growth for the first nine months of the year compared to the previous year was 64%.

Some of the new clients the company is proud to highlight include the University of Nevada, Novva Data Center, Disney Cruise Ships, AmerisourceBergen, and Idexx Laboratories.





eBag is an online supermarket that is a market leader in Bulgaria, holding a 70% market share.

In 2020, the company attracted a strategic investor - the Czech firm Rohlik Group, which in 2021 was valued at over €1 billion.

In 2021, eBag reported a turnover of BGN 44 million, which increased to BGN 60 million in 2022, representing 40% growth.

eBag ended 2023 with a profit for the first time since its founding, achieving a 34% growth in turnover and reaching total annual sales of over BGN 80 million, with a profit of BGN 2 million. The company completed a new funding round at a valuation of €42 million.

eBag ended the first half of the year with a profit and a turnover exceeding BGN 50 million, reflecting growth of over 40% compared to the same period last year.

The team successfully established a new production line to increase processing speed and daily capacity. Initial evaluations have been very positive. Gradual and continuous optimisation of various departments is planned to ensure sustainable growth.

In the third quarter, eBag continued to operate profitably, growing its turnover by over 40% compared to the previous year, reaching a total turnover of BGN 100 million for the 12 months up to and including August.





Payhawk

Payhawk develops an expense management software product that enables companies to improve their processes while providing greater control and transparency over their expenses. The company operates globally, with offices in New York, London, Amsterdam, Barcelona, Paris, Berlin, and Sofia. At the beginning of 2022, Payhawk was valued at \$1 billion, becoming the first Bulgarian unicorn.

In 2023, Payhawk's consolidated revenues increased by 114%, reaching £12.6 million.

In the third quarter of 2024, the company launched its Autumn 2024 Edition, featuring:

- Real-time budget tracking: The ability to monitor all corporate budgets and changes to them from a single platform.**

- Cards for every purpose: This feature allows for the customisation of cards according to their intended use and the company's internal rules and requirements – such as fuel cards, supplier cards, subscription cards, and more.
- Comments: Communication with colleagues about specific expenses takes place directly where the expenses are recorded. This ensures that all relevant information is readily available, significantly reducing processing time.
- Direct integration with Sage Intacct: Automate routine accounting tasks and speed up month-end closings with automatic synchronisation of key accounting data, invoices, payments, and bank transactions between Payhawk and Sage Intacct.
- And more than 10 additional innovations.



payhawk

MFGINVEST



Eleven

Eleven Capital is a venture capital investor with a focus on entrepreneurs from Bulgaria and the region.

The company's team is one of the pioneers in early-stage investing in Eastern Europe and consists of successful entrepreneurs and professionals with extensive experience in equity investments.

The portfolio consists of 34 core companies, including 11 key investments with high potential, many of which are profitable and/or growing rapidly. Some of the companies that Eleven has invested in so far include Enhancv, Dronamics, Businessmap, Coursedot, A4E, and others.

Some of the more significant events in the first half of the year:

- Enhancv (enhancv.com) paid a dividend of BGN 1,327,928 (€678,767.41) to Eleven Capital.
- Businessmap (Kanbanize) paid a dividend of €240,829.64 to Eleven Capital.
- Dronamics secured €10 million in equity financing from the European Innovation Council, after receiving a €2.5 million grant from the same institution in 2022.

Eleven Capital AD decided to distribute dividends amounting to BGN 1,380,916.80 (€704,452.88). To date, MFG Invest AD has received dividends from Eleven Capital AD in the following amounts:

- 2024, based on 2023 profits - BGN 8,571.00 (€4,370.80)
- 2023, based on 2022 profits - BGN 5,714.00 (€2,228.90)
- 2022, based on 2021 profits - BGN 5,714.00 (€2,228.90)



eleven

 **MFGINVEST**



Eleven Fund III

Eleven Fund III is the third fund of the venture capital company Eleven Ventures.

The fund has a capital of 60 million euro and is registered in the Netherlands. The fund provides pre-seed and seed investments in companies from Southeastern Europe.

In 2022, the fund invested a total of €15.7 million in 17 companies.

By the end of 2023, the fund's investments had grown to 27 companies, with a total of €26.7 million invested.

As of September 2024, the fund's investments amount to €32 million, and its portfolio includes 32 companies, such as Almacena, BeMe AI, Bibe Coffee, Biopix, CoLumbo, FlatAway, Flow, Frisbo, Native Teams, and others.

MFG Invest is an LP (limited partner) in the fund, with a total committed investment of €1 million. As of 30 September 2024, we have paid €670,000 of the total commitment, with the latest instalment of €100,000 paid in August.



eleven

MFGINVEST



Boleron

Boleron is a software platform for purchasing and managing insurance products via mobile phone.

The company's platform is based on new technologies utilising big data, artificial intelligence, and machine vision, allowing customers to purchase and manage their insurance policies via mobile phone 24/7.

On February 15, 2024, Boleron successfully conducted an issuance on the BEAM market of the Bulgarian Stock Exchange (BFB), raising funds amounting to 3 170 769 BGN, with a company valuation of 16 million BGN. The funds will be utilised for expanding operations in Romania and Greece.

In the first nine months of the year, the company made 12 543 sales, reflecting a 115% growth compared to the same period in 2023. Premium revenue reached BGN 2 422 531, which is a 127% increase.

In the third quarter, the team successfully launched an international health insurance product with coverage of up to €1 million. The company is also entering the SME segment with an additional health insurance product, having one ready product in this category. Next year, the company plans to expand the range of products for SMEs. This segment is very promising, as insurers have not focused on it so far, preferring to concentrate on corporate clients.

The first insurance product in Romania was also launched in partnership with Allianz. Negotiations are ongoing with the largest telecom operator there for a potential joint partnership.





Koa (Lotus)

KOA is a US-registered company that operates in Kenya through its subsidiary.

At the beginning of 2023, the company launched its first financial products aimed at business clients, targeting small businesses. The new product is branded Lotus.

By the end of 2023, the company had 202 business clients, with transactions on the platform reaching \$27 million in December alone.

By the end of March 2024, the number of businesses using the platform had risen to 280, with transactions totalling \$75 million.

The company was unable to secure additional funding, which led to cost reductions and the layoff of a significant portion of the team.

The company had been in talks for an acquisition, but after 30 September 2024, we were informed that the deal would not be closed. We expect steps towards liquidation to be taken.



Vedamo

Vedamo is an interactive learning platform equipped with various features that enhance the efficiency of online education. The platform includes a content management module, significantly beneficial for educators in preparing educational materials.

The company relies on essential partnerships in the United States, Mexico, and Latin America, as well as several East African nations and countries in the Middle East. In 2022, Vedamo secured a funding round of 1,1M euro.

In 2024, the team developed the following functionalities for NGOs: integration with Salesforce; a revamp of group management in lessons; and a flexible scheduling system for lessons.

For educational content providers, a CoBrowser feature was developed—allowing teachers and students to share a virtual browser. These providers represent a potential sales channel through joint packages.



VEDAMO

MFGINVEST



ONDO Solutions

ONDO is a next-generation solution that automates irrigation, precise fertilisation, and climate control for open fields and greenhouses. The system includes hardware equipment and a specialised software platform for managing, controlling, and monitoring agricultural processes 24/7. The technology is web-based, allowing the controller to be managed from any device, at any time, and from anywhere.

In the third quarter of 2024, ONDO signed 6 new contracts, including 2 pilot projects in Moldova. Three installations were successfully completed, and 13 are under construction. The seventh installation was also launched as part of the AgroDigiRise project.

The value of invoices issued for the quarter is 4.82 times higher compared to the same period last year.

A pilot programme was announced in Romania, which will allow five farms to increase their production through the installation of ONDO at a special price. Software improvements include personalised alarms, enhanced calculation of water meter flow rates, and new languages added to the platform - Ukrainian and Russian.



Hydrogenera

Green Innovation AD (Hydrogenera) is a company specialising in the development and implementation of innovative hydrogen production technologies and the exploration of various applications for hydrogen within the energy system.

The company began its operations in 2016 and, over the past two years, has successfully completed 82 projects across three different countries, achieving an average annual revenue growth of 71%. Currently, the company operates in the markets of Bulgaria, Poland, and Turkey.

In the third quarter of 2024, the company achieved a growth of more than five times compared to the same period in 2023.

The company is focused on two key projects with significant potential for future realisation. These projects were completed on time and are expected to lead to a number of new contracts.

The company is conducting pre-project studies for AEM Z systems with a scale of over 1MW. Several improvements have been made to the system, including in the demister, foam control system, and cooling system.

The company's expertise is becoming increasingly recognised, and Hydrogenera is receiving numerous invitations to participate in panel discussions. Dragomir Ivanov took part in "Green Transition 4.0," the most significant forum in Central and Eastern Europe on the European Green Deal, as well as in the Hydrogen Mobility Roadshow CEE. The European Commission sent a personal invitation to Dragomir Ivanov to join a working group on "Climate Action." Dragomir participated in a roundtable discussion with the Director-General of DG Mr. Kurt Vandenberghe. The meeting focused on strategies to accelerate the goals set in the Green Deal.



HYDROGENERA

MFGINVEST



FindMeCure

FindMeCure is a platform that helps patients in their search for innovative treatments and medicines that are not widely available. It is completely free for them. To date, the company has helped over 2 million patients.

The company's other software is TrialHub. It supports organizations involved in clinical trials. Through it, they gain access to structured and comprehensive information when planning the trials.

So far, nearly 6,000 studies have been planned through the platform. TrialHub is used by medium and large companies, including ICON, Medpace, Novartis, and Premier Research. It is available in 70 countries, with 50% of the businesses based in the USA, and the rest mainly in Western Europe.

In the third quarter, the company managed to double its revenues compared to the same period in 2023. The company launched its product, Standard of Care, which completely changes the way the industry recruits participants for clinical trials by providing up-to-date data on:

- Finding qualified patients, including tracking the stages of their treatment.
- Understanding the patient demographics: Provides immediate access to patient profiles, including treatments, doses, and costs.
- Avoiding expensive changes: Aligns study protocols with local regulations.
- Reducing data collection time from hours to minutes with global, up-to-date information.
- Accelerating recruitment: Improves recruitment and retention of participants through real-time insights and trends.



FindMeCure

MFGINVEST



Native Spaces

Native Spaces was founded in Nice, France by Bulgarian Tanya Bencheva. It represents a platform that entirely transforms the way we book and organise events. Currently, the focus is on corporate events, with the first market being the French Riviera—a preferred destination for high-class events. The team boasts clients such as YouTube, Adidas, Twitch, Amazon, Dior, WSJ, BBC, and LinkedIn.

Native Spaces offers unique venues that are vetted by the team to ensure their quality. The platform uncovers new spaces such as galleries, museums, boats, and private houses that are vacant part of the year or have not been previously used for similar purposes. This way, hosts gain additional income, and clients enjoy a remarkable experience.

In the first quarter of 2024, Native Spaces earned a spot in Sifted's selection in the "Accommodation, Events, and Travel" category. At the same time, the platform's turnover increased threefold compared to the same period in 2023.

Alongside new clients, most of last year's clients returned with larger budgets. Concurrently, website optimisations enabled clients from the lower segment to switch to a self-service model, which enhanced the platform's efficiency.

In the second quarter, the company managed to increase the platform's turnover by 2.6 times. Among the new clients are names like Reddit, Adobe, and Target.

In the third quarter, the company managed to increase the platform's revenue by 33% compared to the same period in 2023.



StarForge

In 2023, StarForge successfully launched the first season of a reality format that tracks the development of players in the League of Legends e-sports league. The season was successful and managed to attract significant partners and sponsors.

In 2024, the company had planned to organize a large international tournament in Sofia, but unfortunately, it was unable to achieve this goal and attract the necessary partners and sponsors. The company has minimized its expenses and will seek opportunities for selling software and know-how in the future.



STARFORGE 

 **MFGINVEST**



Canopy

Canopy is a platform for managing processes of investment funds and for carrying out investments. The company behind the platform is registered in Delaware as Canopy Investment Funds II SPV LLC. Our investment in the company is \$50,000.

The team behind Canopy began work in 2021, aiming to facilitate the investment process in startup companies. Through the Canopy platform, the company managed to build a centralised system and achieve automation of the processes accompanying investments in startup companies.

At present, Canopy is gaining popularity and is primarily used by private investment funds in organising funding rounds and managing subsequent investments.

The company aims to develop a modern version of SS&C (NASDAQ: SSNC, market capitalization of \$14 billion), which will enable the funds to manage all their private investments.

Private capital investments represent a \$10 trillion industry. Private investment capital is expected to grow by at least 50% to over \$15 trillion in the next 5 years. Automation of work processes and reporting, which are the focus of Canopy, will be of significant importance for the industry.





Tapline

Tapline UG, based in Germany, is a platform for finding debt financing for SaaS companies.

Its clients are companies with proven online sales revenue seeking funds for accelerated growth. Debt financing through the platform often serves as a substitute or complement to equity investment.

The company operates primarily in Germany, Austria, and Switzerland, with recent expansions into the Czech Republic, Poland, and Estonia. To date, Tapline has received inquiries for €100 million in debt, demonstrating significant demand for its services.

In October, we made an investment in the company amounting to 150,000 euros.

In December 2023, Fintech News Switzerland identified Tapline as one of the seven young fintech companies with the greatest growth potential for 2024.

For the first quarter, the company increased funding to companies through the platform by 54% compared to the same period last year. Deals in progress increased by 25%, and record revenues were reported in March. Funding in Polish zlotys and Czech crowns was approved by regulators.



Icanpreneur

Icanpreneur is the first Accelerator-as-a-Software platform. The platform guides early-stage technology companies, as well as product managers, along their entrepreneurial journey through proven practices. It helps them go from idea to market-successful product, time and time again.

With the help of this software, efficient market validation of initial ideas is conducted, and they are developed into solutions that meet specific market needs.

In November, the company secured funding of €830,000 in a pre-seed round, in which we participated with €200,000, half of which was disbursed in 2023, and the other half in January 2024. This funding will help the company expand its team, improve its product, and increase its market presence.

In the last quarter, the focus was on the transformation from a software company to an AI company. The first version of the Generative AI assistant IVA (Icanpreneur Virtual Assistant) was launched, designed to assist with the most challenging, monotonous, or time-consuming tasks.





Native Teams

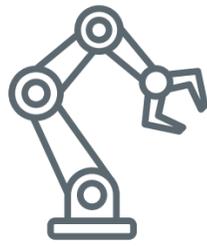
Native Teams is a global platform for hiring and paying employees, designed for remote and flexible work. It helps freelancers, remote workers, and employers manage payments between them and handle their employment status. The company operates in 60 countries.

Through the platform, workers can not only receive payment but also access the same privileges as an employee on a labor contract - social security, benefits, access to banking finance, and more. The company's business model includes periodic monthly payments (subscriptions) from employers, workers, as well as additional revenue from transaction fees, currency conversion, and more.

In February 2024, we invested €100,000 in Native Teams through a SAFE instrument.

In the third quarter, the company made key appointments, including a new Chief Operating Officer (COO) and a Brand Manager. A sales team was also formed in the office in Chennai, India, as this is one of the markets the company plans to focus on. Monthly recurring payments have increased by approximately 130% and are growing by 6-7% on a monthly basis.





TETMET

The French company has developed the ASLM (Adaptive Spatial Lattice Manufacturing) technology, which is an adaptive method for manufacturing spatial lattices.

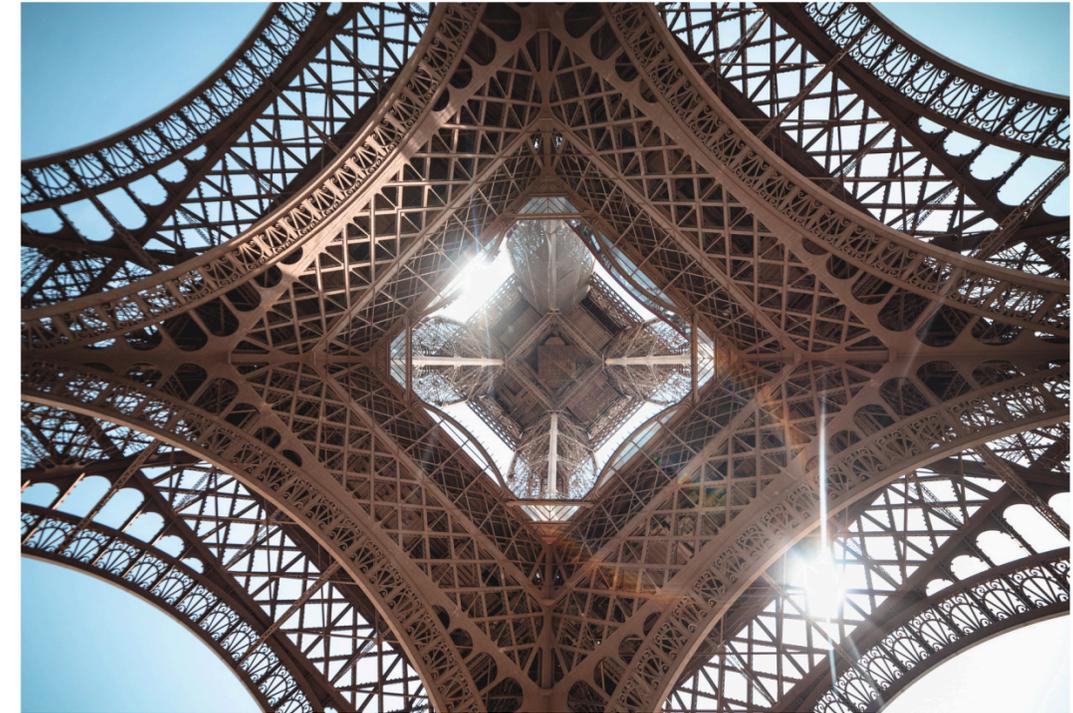
- It uses 40-70% less material and 99% less energy compared to conventional methods.
- Applications include automobiles, airplanes, spacecraft, furniture, bicycles, and construction.

The business model involves a software license, where the client pays for the robot hours used. A major advantage of the company is that clients use robots that they either already own or can freely purchase on the market.

There is strong interest from companies in the automotive and aerospace industries, which are currently paying for trial constructions.

Our investment in the company amounts to 100,000 euros in the "pre-seed" round.

The focus in the last two quarters has been on automobile manufacturers, who are already paying the company for test parts and assemblies. The need for a shift towards more economical production is most pronounced in their case, and it is no secret to anyone.



TETMET

 **MFGINVEST**

MFG INVEST

MFG Invest stock is traded on the beam market of Bulgarian Stock Exchange under ticker MFG.



bul. Jawaharlal Nehru 28, Sofia

