

CYCLE TWO IN RIYADH



CYCLE BRIEF

Our Seed Program cycle 2 in Riyadh kicked off on October, 1st, 2023. The outstanding cohort graduating has products and services across multiple sectors including FinTech, InsureTech, EdTech, Robotics & Digital Solutions, Transportation & Logistics, HealthTech, Tourism and PropTech.

Flat6Labs Riyadh Seed Program brought in top-notch local & international consultants, coaches, and mentors to work closely with each of the ten startup teams, empowering them to achieve their business goals. The program facilitated networking opportunities to help startups build and grow their networks and connect to global leaders.

The ten startup teams have been working over the past four months on growing their customer base, refining their offerings, expanding to new markets, developing their products and building strategic partnerships.





Investment Made Simple: All Under One Roof

www.blomal.sa

COMPANY BRIEF

Blomal specializes in investing in both public equity markets and regulated private investment funds. In Public Markets, users can effortlessly construct portfolios and analyze stocks, sectors, and markets without prior knowledge. On Private Markets, we offer access to high-quality, regulated, diversified private alternative investments with multiple asset managers, providing both open-ended and closed-ended funds—all available for as low as SAR 100.

PRODUCT

- Complete platform for investing in private funds
- Advanced analytical tools to provide a curated portfolio building experience

TARGET MARKET

KSA

BUSINESS MODEL

- Private Market: Flat subscription fees of 2% for each fund and 1% from fund managers
- Public Market: 3-tiers Subscription model



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INDUSTRY

FinTech

PRODUCT

Website, Mobile App

MARKET

B2C, B2B

TARGET CUSTOMER

Retail, Certified and Institutional Investors.



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CONTACT FOUNDERS



MUNTHIR ALREHAILI
Co-Founder & COO

HAZEFA ALOLYAN
Co-Founder & Sales Director

BILAL ABDULJAWAD
Co-Founder & Investment Director



Unlock Global Opportunities with ClearForce

www.clearforce.co

COMPANY BRIEF

CLEARFORCE is a pioneering trade technology company specialized in cross-border trade facilitation and compliance services.



MOHAMMED ELSHAMY
CTO

PRODUCT

- Digital Platform Streamlining Clearance Service Requests & Execution Workflows.
- Traceability features enabling workflow alignment across company functions.
- Files, payments and invoices management.

TARGET MARKET

KSA

BUSINESS MODEL

- Markup on vendor prices, 5-20% per transaction
- SaaS Platform Subscription plans (Mid-Term)
- Enterprise Solutions (For Large Corporations) (Late Mid Term)



BADER ALMUBARAK
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INDUSTRY

Transportation & Logistics
International Trade

PRODUCT

Website

MARKET

B2B

TARGET CUSTOMER

Wholesalers, Retailers,
Shippers, Manufacturers



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CONTACT FOUNDERS



Dawafast: Your Pharmacy Shopping Experience, Delivered in 30 min or less

www.dawa-fast.com

COMPANY BRIEF

Dawafast provides a tech solution that offers wide range of pharmacy needs in under 30 minutes that are not available over on-demand delivery apps. Dawafast relies on connecting with a large network of pharmacies, enabling it to provide all pharmaceutical categories and saving the customer the hassle of searching for their needs.

PRODUCT

- Fast and simple mobile app for ordering wide variety of pharma products
- Guaranteed availability because of the fast accessibility of the vendors inventory and availability.
- Fast delivery because of the driver routing mechanism that our product offers for fast service
- Loyalty program to ensure loyalty of the customers

TARGET MARKET

KSA

BUSINESS MODEL

- Commission Based
- Delivery Fees



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INDUSTRY
HealthTech

PRODUCT
Mobile app

MARKET
B2B, B2B2C, B2C

TARGET CUSTOMER
Typical users & patients

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CONTACT FOUNDERS



OMAR ALSYED
CMO



Experience Home, Dar, Everywhere

www.darent.com

COMPANY BRIEF

Our mission is to provide a unique residential experience by connecting guests with hosts, and simplifying the booking process for accommodations for everyone from first-time travelers to seasoned travelers.



KHALID ALNUJAYDI
CMO

PRODUCT

Specialized in showcasing and renting out vacation rentals. It serves both property owners, by offering a robust dashboard to manage their listings, and it serves guests, by presenting a variety of unique properties for an exceptional stay.

TARGET MARKET

KSA

BUSINESS MODEL

- 22% Commission based marketplace
- 30% Property management



HANIN ALSUBAIE
CEO

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INDUSTRY

Tourism - PropTech

PRODUCT

App and Website

MARKET

B2B2C

TARGET CUSTOMER

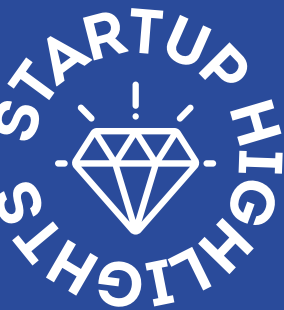
Guest: Families, Group of friends, Solo, and Business travelers.

Host: Individuals & Property management co.

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CONTACT FOUNDERS





The App That Shapes Your Future in English

www.istoria.app

COMPANY BRIEF

An English-learning app that offers enjoyable graded stories to build a competent level of vocabulary from a beginner to an advanced level for language proficiency.

PRODUCT

We strongly compete with other apps by driving our content differently, supported by our partner, Oxford. We use technology to help learners gradually acquire all the necessary skills and reach a professional level. Additionally, we offer direct support and monitoring to enhance the user's learning experience, setting us apart from others.

TARGET MARKET

KSA

BUSINESS MODEL

Subscription packages



ABDULLAH ALJABERI
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INDUSTRY

EdTech

PRODUCT

App

MARKET

B2B, B2C

TARGET CUSTOMER

B2C (ESL Learners),
B2B (private & public schools)



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[CONTACT FOUNDERS](#)



ISMAIL ASHOUR
CTO

ABDULNASER ALWALI
COO

KHALID ALRASHID
CMO



The Ultimate Real Estate Operating System

www.nuzul.app

COMPANY BRIEF

A one-stop-shop software for the real estate professionals to manage listings and teams, publish on a dedicated website, and transact the deal (not a marketplace).



ABDULMAJEED ALBAQAMI
CTO

PRODUCT

- Publishing dedicated realtor website
- Filter properties and customers
- Team management
- Invoicing
- Listing management
- Sales funnel

TARGET MARKET

KSA

BUSINESS MODEL

- SaaS CRM for agents: 14 days free trial, 199 SAR monthly, 99 SAR for each new member monthly.
- SaaS CRM for short-term rental operators: 14 days free trial, 299 SAR monthly, 99 SAR for each new member monthly.
- Payment Solution: a % for each transaction (e.g. rent, downpayment, reservation, etc.)



RAZWA ALHARTHI
CEO

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INDUSTRY

Real Estate, PropTech

PRODUCT

Website, with an app on the way in the next few months

MARKET

B2B

TARGET CUSTOMER

Direct: real estate professionals (with a FAL license)
Non-direct: property buyers, renters, sellers, etc.



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CONTACT FOUNDERS



Leading the Intralogistics Revolution with Autonomous Robots

www.swarmrobotics.io

COMPANY BRIEF

Swarm Robotics is a pioneering company in the fields of robotics, Internet of Things (IoT), and software technology. Focusing on the logistics and manufacturing sectors, the company is dedicated to revolutionizing manufacturing and intralogistics operations and simplifying complex business processes through Autonomous Mobile Robots (AMRs), Cobot Arms, and Digitization and Simulation software. The company is proud to be accredited by CITC Manasaat Tech and the Ministry of Industry and Mineral Resources as a vendor of robotics and digital solutions. Swarm Robotics has successfully deployed robots in the military and 3C electronics industries, and is currently in the process of deploying in the automotive sector.



MOHAMMED BUKHAMSIN
CEO

PRODUCT

Swarm Robotics offers a range of robotic and automation solutions, including Autonomous Mobile Robots (AMRs), Autonomous Forklifts, Cobot Arms, Industrial Robotic Arms, Digitization Software, and Simulation Software.

TARGET MARKET

KSA

BUSINESS MODEL

- Direct Sales of Robotic/Software Solutions
- Robots/Software Solutions as a Service
- Robotics Lease Program
- Consulting Services



ABDULELAH BUKHAMSIN
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INDUSTRY

Robotics & Digital Solutions

PRODUCT

Robotics, and Software Solutions

MARKET

B2B

TARGET CUSTOMER

Factories, Warehouses, and 3rd Party Logistic



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CONTACT FOUNDERS



Smart learning ensures your success

www.Tmyyoz.com.sa

COMPANY BRIEF

An online educational platform that offers educational and technical resources assist students in preparing for standardized tests and excelling in their academic curricula, in collaboration with specialized instructors and educators.



REHAF MANDILI
MARKETING MANAGER

NASHWAN SALEH
TECHNICAL MANAGER

PRODUCT

- For Students: Interactive Educational Resources and Technical resources (Coursec & Tech features)
- For Instructors: Course Management Hub

TARGET MARKET

KSA

BUSINESS MODEL

- B2C: Subscriptions to course and tech features | 90-300 SAR
- B2B: Package of subscriptions | starts from 8750 SAR



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INDUSTRY

EdTech

PRODUCT

Website

MARKET

B2B, B2C

TARGET CUSTOMER

High School and University Students
Private Schools and Universities



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CONTACT FOUNDERS



Bridging the Healthcare Gap with Affordable and Accessible Health-tech Solutions

www.udawi.com

COMPANY BRIEF

UDAWI bridges the gap between healthcare providers, businesses, and individuals. For businesses, we streamline regulatory medical testing for staff, handling all logistics, saving time and costs. For individuals, we revolutionize out-of-pocket medical expenses, offering significant discounts within our network and flexible installment payment options. Our digital platform seamlessly integrates with hospital systems, making private healthcare more accessible and affordable, encouraging more individuals to seek the care they need.

PRODUCT

- UDAWI Basic: revolutionizes individual healthcare access by offering a wide range of services at reduced prices with a free subscription model. Operational and efficient, it's a cornerstone in making healthcare affordable and accessible for individuals.
- UDAWI Checkup: streamlines corporate health checkups, offering businesses a simplified solution for maintaining employee health. Already launched, it enhances workplace wellness efficiently and effectively.
- UDAWI Care: Launching in Q3 2024, it is a subscription-based service providing essential healthcare services, including unlimited consultations and lab work. It's an affordable solution for comprehensive, essential healthcare access.

TARGET MARKET

KSA

BUSINESS MODEL

- Udawi Basic: 10-30% claw-back from providers
- Udawi Checkup: 15-30% margin



MOHSEN BATWA
CEO

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INDUSTRY

HealthTech

PRODUCT

Website and Dashboard: for businesses to order and monitor services

MARKET

B2B, B2B2C, B2C

TARGET CUSTOMER

- Individuals who seek affordable private healthcare.
- Business that need to comply with mandated government checkups for their employees

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CONTACT FOUNDERS



ADAM AL GHAMDI
CBDO



Making Insurance Affordable and Accessible for All

www.waada.pk

COMPANY BRIEF

A B2B2C full-stack insurtech disrupting the retail insurance market. While acting as an MGA with their insurance and reinsurance partners, Wa'ad provides end-to-end digital insurance (product development, point-of-sale software, claims management, customer support) distributed through banks, telcos, brokers, etc., enabling them to offer and manage insurance policies. Currently the largest insurtech in Pakistan, Wa'ad's founder relocated to Riyadh in Q2 2023 to expand operations to Saudi Arabia. They have since signed with Malath Insurance as partners and various local banks as distributors.



SHAHRYAR KHAN
HEAD OF PARTNERSHIPS

PRODUCT

- Flagship Launch Product
Protection & Savings Plan (P&S)
- Long term (15 years+) premium contract
 - Increased product value vs. current market due to lean team and tech
 - Breakeven in 3 vs. 7 years

- Future Products
- Group Health Insurance for SMEs
 - Marine Insurance
 - Motor Insurance

TARGET MARKET

KSA / Pakistan

BUSINESS MODEL

Yearly/monthly insurance premium



ISHAQ KOTHAWALA
CEO

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INDUSTRY

InsureTech

PRODUCT

Insurance Core System, Point-of-Sale Software, Built-in Algorithm-based Auto-underwriting Engine

MARKET

B2B2C

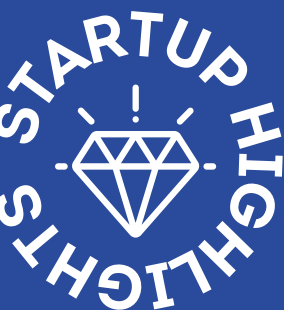
TARGET CUSTOMER

- Young population
- Growing private sector
- Increasing female workforce
- Single parents / mothers

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CONTACT FOUNDERS



THANK YOU

flat6labs.com

