

# Venture Capital Matchmaking

Presenting some of Europe's hottest investment opportunities for UK venture capitalists



May 2023  
15th Edition



# Foreword



London & Partners is the business growth and destination agency for London – it is our mission to create economic growth that is resilient, sustainable and inclusive. Our work shines a global spotlight on London; we support the Mayor of London's priorities by promoting London internationally as a leading world city.

Dear VC and startup community,

With almost nine million people, London is western Europe's largest city, providing businesses with easy access to a vast, young, and high-income audience. The city is now buzzing with opportunities for businesses to grow, innovate, and contribute to a greener future.

As Deloitte's 2021 UK research indicates, sustainability is a key consideration for consumers who seek to support businesses and brands that take meaningful action. Investors too are increasingly factoring in Environment, Social, Governance (ESG) when allocating funds, with venture capital investments rapidly flowing into companies that demonstrate strong ESG credentials.

London offers a unique blend of talent, creativity, and access to funds that will fuel rapid green business growth and facilitate the transition to net zero. In this ever-evolving landscape, there is no better time for businesses to seize the opportunities presented by London's green economy.

In this edition, we will showcase examples of exciting European businesses with innovative smart solutions. We hope the edition offers valuable insights into how adopting sustainability practices can transform your business into a stronger, more resilient enterprise, while contributing to a greener future for all.

If you would like to discuss a partnership with any of the companies or organizations featured in this edition, please do not hesitate to get in touch with myself or any of the VCM team, who will gladly make an introduction.

Warm regards,

Bradley Reagan  
Inward Investment Manager  
London & Partners

# Menddie



## Business Services

**Finland**  
2019

 [www.menddie.co.uk](http://www.menddie.co.uk)

 DBT Finland  
 [Saara.Majuri@fcdo.gov.uk](mailto:Saara.Majuri@fcdo.gov.uk)  
 [LinkedIn](#)

Menddie enables re-market growth and helps brands build seamless customer journeys for circular commerce.

On Front-end we build customer experiences to deliver services that help extend the life of garments: resale, care&repair in multiple customer touch points and on back-end our system builds connections to services providers such as care&repair, upcycling and cleaning professionals.

Our current consumption and economic model is in crises and our objective is to build tools and data to navigate this change towards more sustainable and socially and environmentally friendly business models.

If you have ambitious sustainability targets and you are looking for a partner to deliver concrete results for you - long term, lets get in touch!

 **2022 Revenue**  
£15,000

 **2023 Revenue**  
£120,000

 **Notable Customers**  
Reima, Nanso, Jumper1234, R-Collection, Kaiko Clothing, Hurtta, Aarre Label

 **Investment Required**  
£1,200,000

 **Investment Received**  
£100,000

 **Number of Employees**  
3

# Algdeha Biotechnology

## Environment

**Turkey**  
2021

 [www.algdeha.com](http://www.algdeha.com)

 DBT Turkey  
 [Ahenk.Dereli@fcdo.gov.uk](mailto:Ahenk.Dereli@fcdo.gov.uk)  
 [LinkedIn](#)

Aquaculture, the fastest growing food sector, are feeding the farm fish with 20% of the total wild-caught fish as feed additive for their omega-3 fatty acid substances.

Immediate need of aquaculture leads to searching for an alternative source of omega-3 fatty acids.

Algdeha provides sustainable solutions derived from algae with our patented production method, includes fermentation and offshore systems that enable us to obtain high-value products while decreasing the electrical consumption.

We believe that meeting the need of omega-3 by algae will help to preserve the fish biodiversity in oceans, decreasing the fishing activities and the resulting carbon footprint.



**2022 Revenue**  
n/a



**2023 Revenue**  
n/a



**Notable Customers**  
Skretting Türkiye



**Investment Required**  
£200,000



**Investment Received**  
n/a



**Number of Employees**  
4



# SOUJI

## Environment

### Spain

2015 - SOUJI project start date 2018

 [www.souji.es](http://www.souji.es)

 DBT Spain

 [Sarah.roles-ndibe@fcdo.gov.uk](mailto:Sarah.roles-ndibe@fcdo.gov.uk)

 [LinkedIn](#)

We are a small team of young entrepreneurs who, after three years of work, have managed to bring to market the easiest, fastest, most useful and safest solution to recycle used vegetable oil.

Souji get to recycle the used vegetable oil by converting it into a pleasant soap / detergent, in 1 minute and without the use of caustic soda. There is only filter, mix and ready!

Our goal is to offer a product that respects the environment and is useful for society. Avoiding the huge pollution generated by the bad waste of this waste.

With Souji, you not only get to recycle your used oil, but you also get a soap / detergent of multiple uses (washing machine or hand clothes, mops, dishwashers ...) and much more respectful to the environment than ordinary detergents.

Souji, means cleanliness in Japanese because what we are looking for is to contribute to have a cleaner world, a souji world.



### 2022 Revenue

£80,000



### 2023 Revenue

£500,000



### Notable Customers

B2C end customers, restaurants, hotels, cafeterias, cruise ships, cleaning companies



### Investment Required

£500,000 - £1,000,000



### Investment Received

More than £200,000 of own funds



### Number of Employees

2

## Global Sports Project

**Norway**  
2016

 [www.playfinity.com](http://www.playfinity.com)

 DBT Norway  
 [Ane.Birkeland@fcdo.gov.uk](mailto:Ane.Birkeland@fcdo.gov.uk)  
 [LinkedIn](#)

Screen time and inactivity are on the rise.

70% of kids drop out of sports by the age of 13 because it is no longer fun.

Playfinity is gamifying sports to keep kids active and speak to them in a language they understand.

Each experience includes digitized, smart sporting equipment that connects to a free app that is full of games and connects to all the other players around the world.

We have 3 products (SmartBall, JumpGames and Gaming Baseball), a great roadmap, and know that this is the way forward to resonate with the digital generation.

Through partnerships in 2020 we launched Jump Games in Europe and in 2021 we followed up with Jump League in Australia - both trampoline inspired.

In Fall of 2021 we launched the Backyard League Gaming Baseball in the United States, appealing to 24+ million players, 96% of whom are kids between the ages of 6-14 years.

In the 2 months post-launch the Gaming Baseball earned #1 status for the holiday on Amazon Launchpad and was featured in Newsweek as the #2 technology gift for the holiday 2021.

Join Team Playfinity on our mission to impact millions of lives in youth sports!

 **2022 Revenue**  
£150,000

 **2023 Revenue**  
£1,500,000

 **Notable Customers**  
Amazon.com, thousands of individual players, Kansas City Royals

 **Investment Required**  
£2,000,000

 **Investment Received**  
£1,500,000

 **Number of Employees**  
9

# Argeron Medikal

## Healthcare

**Turkey**  
2014

 [www.argeron.com.tr](http://www.argeron.com.tr)

 DBT Turkey  
 [Ahenk.Dereli@fcdo.gov.uk](mailto:Ahenk.Dereli@fcdo.gov.uk)

 [LinkedIn](#)

Argeron Medical Company carries out research & development and production activities of innovative medical products -that meet unmet needs- including in vitro diagnostic kits worldwide that helps early diagnosis of diseases such as cancer, kidney injury, Alzheimer and other dementias due to aging.

 **2022 Revenue**  
£5,000

 **2023 Revenue**  
£800,000

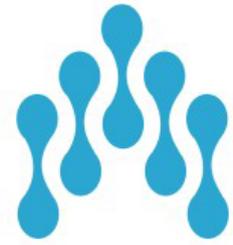
 **Notable Customers**  
Private and public hospitals, pharmaceutical manufacturers, private laboratories

 **Investment Required**  
£1,000,000

 **Investment Received**  
n/a

 **Number of Employees**  
3

# GENZ Biotechnology



## Healthcare

**Turkey**  
2017

 [www.genzbio.com](http://www.genzbio.com)

 DBT Turkey  
 [Ahenk.Dereli@fcdo.gov.uk](mailto:Ahenk.Dereli@fcdo.gov.uk)  
 [LinkedIn](#)

Genz is a spin-off biotech company developing novel solutions from in vitro diagnostics to therapeutics.

Our mission is to deliver a consistent stream of innovative, affordable, and accessible diagnostic solutions and make a remarkable impact on people's lives.

We're focused on sustainable growth and addressing the world's pressing health challenges; therefore, we're able to create value for both our patients and our shareholders.

To date, Genz developed 4 IVD diagnostic tests commercially legalized, attended International joint projects, partnered with top research centers in the world and published several scientific articles in international scientific journals.



**2022 Revenue**  
£80,000



**2023 Revenue**  
£200,000



**Notable Customers**  
Biomedomics Inc. USA, AI Lifesciences,  
GenLife Biotechnology



**Investment Required**  
£750,000



**Investment Received**  
£670,000



**Number of Employees**  
8

# ByEvolution Creative Factory



## Software

**Spain**  
2017

 [www.byevolution.com](http://www.byevolution.com)

 DBT Spain  
 [Cristina.Monteiro@fcdo.gov.uk](mailto:Cristina.Monteiro@fcdo.gov.uk)

 [LinkedIn](#)

Byevolution is a deep tech company that is creating a virtual Internet (second layer), which guarantees safe custody and transfer of confidential data, private data, and digital assets.

Byevolution provides end to end frameworks and platforms to build the massive Internet of the future according to Internet of Value paradigm premises and promises.



**2022 Revenue**  
£65,138



**2023 Revenue**  
£77,500



**Notable Customers**  
APTE-DISRUPTIVE (Spanish tech and scientific parks association)



**Investment Required**  
£5,000,000



**Investment Received**  
£1,500,000



**Number of Employees**  
9

# ENBIOSIS Biotechnology



## Software

**Turkey**  
2021

 [www.enbiosis.com](http://www.enbiosis.com)

 DBT Turkey  
 [Ahenk.Dereli@fcdo.gov.uk](mailto:Ahenk.Dereli@fcdo.gov.uk)  
 [LinkedIn](#)

We leverage metadata and AI to analyze the human gut microbiome, delivering personalized health and wellness solutions.

Imbalanced gut microbiomes are a major contributor to numerous diseases, including obesity, digestive issues, diabetes, cardiovascular disorders, and depression.

Our technology provides a robust solution by enabling the redesign of the gut microbiome through personalized food recommendations and precision supplements.

Food and supplements can be evaluated and scored based on microbiome analysis.

This technology enables us to tailor each individual's diet and empowers companies to offer customized products and services.

 **2022 Revenue**  
£150,000

 **2023 Revenue**  
£1,000,000

 **Notable Customers**  
Fullscript, Omega Diagnostics, Screen4

 **Investment Required**  
£3,500,000

 **Investment Received**  
£1,500,000

 **Number of Employees**  
9

# MOBIQU

**Software**

**Turkey**  
2021

 [www.mobiqu.com](http://www.mobiqu.com)

 DBT Turkey  
 [Ahenk.Dereli@fcdo.gov.uk](mailto:Ahenk.Dereli@fcdo.gov.uk)

 [LinkedIn](#)

MOBIQU is a smart box company presents a box approach to last mile that develops packaging systems and solutions for both last mile delivery and cold chain.

MobiQu designs and develops next-generation modular box systems that carry over the capabilities between cold chain and last-mile delivery.

We offer an integration with temperature control, IoT, and sensors to preserve and track your deliveries.

The future of last-mile delivery is fully digital, sustainable, and efficient!

 **2022 Revenue**  
£0

 **2023 Revenue**  
£0

 **Notable Customers**  
Domino's, Ford (Rakun Mobility), Blitz

 **Investment Required**  
£525,000

 **Investment Received**  
£250,000

 **Number of Employees**  
5

## Software

**France**  
2016

 [en.getmoona.com](https://en.getmoona.com)

 DBT France  
 [Julie.Lebouleux@fcdo.gov.uk](mailto:Julie.Lebouleux@fcdo.gov.uk)  
 [LinkedIn](#)

Moona's mission is to improve sleep for millions using breakthrough technologies.

Our first product is the world's first smart active cooling pillow pad.

Medical research has shown that temperature is a key factor in sleep quality.

Fluctuations in the body's circadian rhythm regulate our body's temperature and our sleep.

Moona is a thermoregulated pillow pad, connected to a bedside device and a mobile app, that will keep your head cool all night.

We also have sensors in the device which we use to get insights about your sleep which are then used to measure sleep quality.

These environmental sensors help us to offer you your personalized temperature profile.

Our machine-learning algorithms then use this data to improve the efficiency of the system and offer tailored sleep tips.

Since 2019, we've analyzed over 2M+ hours of sleep and have improved the sleep quality of 87% of our users.

We've also been loved by blogs and magazines all over the world, including Wired, Engadget, and The Washington Post.

We've also been featured in the prestigious TIME best inventions of 2021.

 **2022 Revenue**  
£330,000

 **2023 Revenue**  
n/a

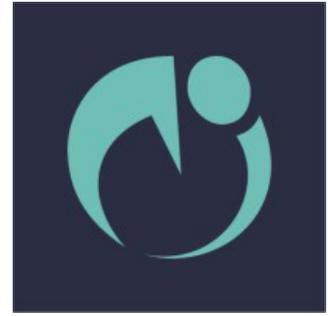
 **Notable Customers**  
n/a

 **Investment Required**  
£3,000,000

 **Investment Received**  
£1,500,000

 **Number of Employees**  
3

# Opground



## Software

**Spain**  
2020

 [www.opground.com](http://www.opground.com)

 DBT Spain  
 [Sarah.roles-ndibe@fcdo.gov.uk](mailto:Sarah.roles-ndibe@fcdo.gov.uk)

 [LinkedIn](#)

86% professionals aren't actively looking for a job but are open to change.

73% companies can't find talent.

+1month in average to close a vacancy.

Opground connects companies with professionals based on the same information recruiters make their decisions, the first interviews, but in less than 5 minutes.

The professional enters Opground and an intelligent chatbot conducts a first interview.

This serves as the first interview for the +500 companies in Opground.

Then, the company uploads a vacancy and in less than five minutes it obtains the candidates that fit perfectly and look for what the company offers.



### 2022 Revenue

£3,173



### 2023 Revenue

£373,861



### Notable Customers

Accenture, Telefonica, Naturgy



### Investment Required

£268,000



### Investment Received

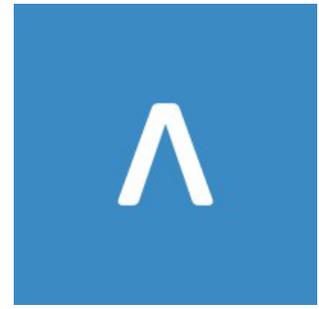
£491,000



### Number of Employees

6

# Scemai



## Software

**Portugal**  
2021

 [www.scemai.com](http://www.scemai.com)

 DBT Portugal  
 [Emilia.Baptista@fcdo.gov.uk](mailto:Emilia.Baptista@fcdo.gov.uk)  
 [LinkedIn](#)

SCEMAI is a technology startup that develops an industrial virtual assistant with AI for industries to improve anomaly prediction and resource management in real time and autonomously.

Efficiency is an important aspect for the organizations of the future but lack of data or information overload leaves organizations vulnerable about the best decisions to make.

To gather information, industries use sensors. Sensors from different vendors. Different platforms Managers and directors then have to collect this information and integrate it into excel sheets and analyze and process this data to make decisions. Decisions that the next day may be outdated.

There is no easy and integrated way to collect data and analyze it without human interference.

That's why we have developed an Industrial Virtual Assistant that uses artificial intelligence algorithms to improve the efficiency of organizations' natural and industrial resources. Our Industrial Virtual Assistant ensures a better energy use, predicting maintenance, operational and strategic saves of up to 30%.

She can track all energy resources, like electricity, water, gas, steam, heat, pressure, etc.)

In strategic terms, we solve the problem related to accessing the right information to make the best decisions.

In technical terms, we solved the problem related to the fact that there are different types of sensors, from different types of suppliers with different types of visualization platform.

In operational terms, we solved the problem of data correlation, saving countless hours in human resources.

In financial terms, we contribute to a more efficient management of human and material resources and, therefore, better savings at the end of the year.



**2022 Revenue**  
£106,829



**2023 Revenue**  
£160,244



**Notable Customers**  
Jofebar, Petibol, Atlascopco



**Investment Required**  
£1,780,495



**Investment Received**  
£89,024



**Number of Employees**  
7

# TEXINSIGHT



## Software

**Turkey**  
2021

 [www.texinsight.com](http://www.texinsight.com)

 DBT Turkey  
 [Ahenk.Dereli@fcdo.gov.uk](mailto:Ahenk.Dereli@fcdo.gov.uk)

 [LinkedIn](#)

TEXINSIGHT is a deep tech startup which was founded in 2021 in Istanbul.

It has a team of multi-disciplined young 11 engineers and business developers.

TEXINSIGHT is focusing on AI based image processing solutions on mobile systems.

The product of the company is called NEWKY, which is a digital key of physical world.

NEWKY has won the City Raptor competition held by EIT Urban Mobility.

NEWKY allows the mobility sharing companies to prevent fraud and abuse by its AI based matching technologies.

It provides a security wall before the payment process via face recognition and document digitization.



### 2022 Revenue

£50,000



### 2023 Revenue

£150,000



### Notable Customers

TruemedGroup, Enerjisa, Denizbank



### Investment Required

£1,000,000



### Investment Received

£100,000



### Number of Employees

11

# Unloc



## Software

**Norway**  
2017

 [www.unloc.app](http://www.unloc.app)

 DBT Norway  
 [Ane.Birkeland@fcdo.gov.uk](mailto:Ane.Birkeland@fcdo.gov.uk)  
 [LinkedIn](#)

At Unloc, we believe in a world where security and convenience can coexist on a whole new level, untapping the potential of digital technology.

It begins by realizing the side effects of closed doors, that we have taken for granted until now.

Our aim is to make everyday easier for people and businesses, by providing solutions that no one ever imagined before.

Unloc is solving universal problems of keys.

From a fragmented, complex reality given by the endless number of manufacturers, properties, doors, businesses, people, and situations, we provide unity and capability, enabling further innovations.

Through extensive partnerships, business development and leading technology, we are building one open, global infrastructure for digital keys – to the benefit of all.

We open doors – for everyone, everywhere.

 **2022 Revenue**  
£1,000,000

 **2023 Revenue**  
£2,400,000

 **Notable Customers**  
Flagship Group, Everon, OBOS

 **Investment Required**  
£3,000,000

 **Investment Received**  
£8,500,000

 **Number of Employees**  
20

# London - empowering sustainable businesses



Take advantage of London's opportunities for sustainability businesses with advice from **London & Partners**.

Our team of **experienced sector specialists** have worked with companies and brands from all over the world to help them set up in London and they're on hand to provide you with free, impartial business advice.

## **Our services include:**

- Support with forming a UK entity and navigating the regulatory environment.
- Introduction to banking, accounting, legal and immigration advice.
- Sector-specific information including the latest insights, contacts and events.
- Help with setting up your office in London and recruiting your team.
- Access to London's business ecosystem, our business network, clients and partners.

**Book a free consultation now:**

**[www.business.london/sustainability-london/free-consultation](http://www.business.london/sustainability-london/free-consultation)**



**GREAT**  
BRITAIN & NORTHERN IRELAND

#### **Department for Business and Trade**

The UK's Department for Business and Trade (DBT) has overall responsibility for promoting UK trade across the world and attracting foreign investment to our economy. We are a specialised government department with responsibility for negotiating international trade policy, supporting business, as well as delivering an outward looking trade diplomacy strategy.

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