

# Venture Capital Matchmaking

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



March 2024  
Special Edition Greece





# Foreword



Caterina is a Trade and Investment Advisor at the UK's Department for Business and Trade (DBT). She is based in the British Embassy Athens from where she provides support and facilitates trade between the UK and Greece.

Dear VC and start-up community,

The ancient city of Athens, buzzing with new ideas, mirrors the dynamic innovation found in the bustling streets of London. This is a testament to the enduring entrepreneurial spirit that unites Greece and the UK, setting the stage for a season of fruitful collaboration.

I am honoured to write to you representing the UK's Department for Business and Trade (DBT) in Greece, focusing on strengthening the burgeoning alliance between Greece and the UK. Our mission is to cultivate a fertile ground for innovation, blending the unique strengths of our nations to foster ground-breaking advancements.

Greece, home to over 1,200 start-ups and a host of promising scale-ups, is rapidly gaining recognition as an innovation hub in the Mediterranean. Meanwhile, the UK, with its impressive roster of over 120 unicorns, continues to set the standard for innovation excellence.

Our joint efforts are geared towards maximising the impact of technologies and data, further cementing our positions as leaders in the innovation arena. The fusion of Greek inventiveness and British technological expertise presents an exciting prospect.

Last February, we [organised an event](#) to introduce the UK venture capital landscape to Greek start-ups. We were happy to work together with [Elevate Greece](#), the official platform for Greek start-up ecosystem, and were supported by the [Athens Chamber of Commerce and Industry](#) and its incubator. The event was attended by start-ups and companies from other incubators, and as a result we were able to produce a Venture Capital Matchmaking special edition with some of these companies who expressed their interest in the UK.

If any of the featured companies in this brochure spark your interest for potential collaborations, my colleagues and I are more than ready to help forge these important connections. Embracing the spirit of spring, let's sow the seeds of innovation and partnership.

Warm regards,




Caterina Drossopoulou

# Hellenic Drones

## AI

**Greece**  
2017

 [www.hellenicdrones.gr](http://www.hellenicdrones.gr)

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Our company specialises in providing inspections of industrial facilities and infrastructure using state-of-the-art unmanned aerial vehicles (UAVs).

Our UAVs are equipped with advanced sensors and imaging technology, allowing us to conduct detailed inspections and gather valuable data in a safe and efficient manner.

In addition to our inspection services, we are also a leader in the development of artificial intelligence (AI) software for use on UAVs.


Our AI software allows for real-time analysis and decision-making during inspections, ensuring that our clients receive the most accurate and actionable data possible

With our cutting-edge technology and experienced team, we are committed to delivering the highest quality inspections and data to our clients.

Whether you need a routine inspection or a specialized survey, we have the expertise and technology to get the job done.


 2023 Revenue  
£1,000,000

 2024 Revenue  
£1,000,000

 Notable Customers  
Military, civilian aviation industry, airports, critical infrastructure

 Investment Required  
£10,000,000

 Investment Received  
N/A

 Number of Employees  
15






# Prometheus Space Technologies



## Climate & Environment

**Greece**  
2021

 [www.eo-prometheus.space](http://www.eo-prometheus.space)

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Prometheus Space Technologies is a Deep Tech Space Startup that designs and develops modern technology to prevent environmental disasters from happening and help to create a safe world for all.

Our first product is the Prometheus Fire Guardian software platform.


This unique product, forecasts 10 days ahead, where a wildfire is likely to start, anywhere on the planet.

Its object is carefully selected high technology and know-how, special conditions, and beyond competitiveness.

The result of the above assessment is that when projects reach production, the economic launch of Prometheus Space Technologies will be indisputable.


 2023 Revenue  
£0

 2024 Revenue  
£1,500,000

 Notable Customers  
Greek Government, two Municipalities in Greece, Australian stakeholder (planning a pilot)

 Investment Required  
£2,000,000

 Investment Received  
£250,000

 Number of Employees  
5




# [i2.d] technologies



## Cloud Computing

**Greece**  
2018

[www.i2-d.com](http://www.i2-d.com)

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[i2.d] technologies, a pioneer in the rapidly-growing Database-as-a-Service (DBaaS) sector.

The company developed the petranna™.db, the only Cloud managed service of its kind that makes any commercial database - including ORACLE, SQL Server, MySQL, MariaDB, and PostgreSQL - fully 'SaaS-ready' on the Cloud.

Our turnkey service enables any software system, which uses a database in its back-end, to be seamlessly migrated and operated in the Cloud as 'SaaS-ready' in terms of the data layer, offering an automated, codeless transition.


The DBaaS market is booming, set to grow from \$16.7 billion in 2022 to \$68.9 billion by 2032 according to IMARC Group.

As more businesses seek 'cost and time'-effective data transition and operation solutions to the Cloud, the service is perfectly positioned to capture this demand.

We're proud to say this innovation has already earned us the "Digital Transformation of the Year - Private sector/ NGO", Merit Winner, WITSA Global Innovation and Tech Excellence Awards 2023, a recognition of our efforts worldwide.


 **2023 Revenue**  
£0

 **2024 Revenue**  
£400,000

 **Notable Customers**  
E-Government Center for Social Security

 **Investment Required**  
£ 500,000

 **Investment Received**  
£450,000

 **Number of Employees**  
7



# AMEN




## New Technologies



### Energy and Environment

**Greece**  
2020

 [www.amen-tech.com](http://www.amen-tech.com)

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AMEN New Technologies focuses on the R&D (research and development) of innovative technologies from laboratory to industrial scale mainly for the benefit of the environment.

The company develops and uses advance magnetic nanomaterials for permanent magnets in a sustainable way.

Following the technological developments in energy applications as well as in advanced materials worldwide, we aim to provide a novel impetus in technological development at the National, European, and Global levels.


 2023 Revenue  
£100,000

 2024 Revenue  
£250,000

 Notable Customers  
Permanent magnet industry

 Investment Required  
£750,000

 Investment Received  
£250,000

 Number of Employees  
3




# Oinovation wines IKE

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VATI  
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## Food and Drink

**Greece**  
2016

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

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Chimera is a still & sparkling wine produced in Greece.

Chimera still is produced with the initial wine fermentation and is infused with saffron.

Chimera sparkling is produced with the Methode Transfer and infused with saffron (Krokos Kozanis). Both are ideal pair with fishes, oysters and Asian dishes.

Sphinx brand is the first draught sparkling wine in Greece.

It uses an eco green packaging that has been from recycled materials and at the end of its use it is recycled again.


No more foodwaste with sparkling wine bottles that opened to serve one glass and it is thrown after 3-4 days as it loses their bubbles.

The same time the sustainability of the product is for one month after it's opening.

It is produced exclusively for Oinovation at C.A.I.R. Rhodes, with Athiri grape.


 2023 Revenue  
£40,000

 2024 Revenue  
£250,000

 Notable Customers  
Brown Hotels, Electra Hotels

 Investment Required  
£250,000

 Investment Received  
£25,000

 Number of Employees  
4






# Aisthesis Medical

## Healthcare

**Greece**  
2022

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

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Aisthesis Medical, through its innovative product VIOSync, is at the forefront of transforming acute care with AI technology.

VIOSync proactively predicts sepsis and hypotension, two critical health risks affecting millions globally.


Integrating with wearable devices, bedside monitors and EHRs, VIOSync creates a patient digital twin, employing multimodal data for personalized, explainable AI analytics.

It not only alerts clinicians about potential patient deterioration but also guides them in making timely, informed decisions.

VIOSync stands out for its commitment to improving patient outcomes, reducing hospital stays and healthcare costs, particularly in critical and undermonitored care areas like surgical wards and emergency departments.


 2023 Revenue  
£0

 2024 Revenue  
£0

 Notable Customers  
Public hospitals, Private hospitals

 Investment Required  
£2,000,000

 Investment Received  
£240,000

 Number of Employees  
5






# Innovation Sprint

## Healthcare

**Greece**  
2016

[www.innovationsprint.eu](http://www.innovationsprint.eu)

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We are a Medtech startup offering the certified solution 'Healthentia' in the form of an app (SaMD) that changes the lives of chronic disease patients through virtual lifestyle coaching.

It does so by using a proprietary framework for behavioral change to improve health outcomes, empowering patients to take control of their health and transform their lives, while supporting healthcare professionals by early identification of health deterioration and prevention of co-morbidities.


Healthentia can increase the QoL of chronic disease patients by >20% based on clinical studies, while we are filing evidence for impact on endpoints like re-hospitalization, deaths, etc.


 2023 Revenue  
£850,000

 2024 Revenue  
£1,000,000

 Notable Customers  
AstraZeneca, Gemelli hospital

 Investment Required  
£5,000,000

 Investment Received  
Bootstrapped

 Number of Employees  
17



# HERADO

## Healthcare

**Greece**  
2018

[www.herado.eu](http://www.herado.eu)

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[Caterina.Drossopoulou@fcdo.gov.uk](mailto:Caterina.Drossopoulou@fcdo.gov.uk)  
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HERADO Company is at the forefront of the radiation protection industry, specialising in cutting-edge dosimetry solutions.

Our flagship product ALMAR is a patented, real-time active dosimeter adorned with unique features.

This groundbreaking technology has earned certifications from renowned entities, including NASA, the European Union, DLR, Jeff Bezos' Blue Origin, and SpaceX.

By providing a seamless Software as a Service (SaaS) platform for data management, we ensure a holistic approach to radiation protection.

**Problem Statement:** The primary problem we aim to solve is the need for advanced and comprehensive radiation protection measures.

As technology advances and industries expand, the risk of radiation exposure grows.

Traditional dosimetry solutions often fall short in providing real-time data, immediate feedback, and seamless data management, leaving organizations vulnerable to potential health hazards and regulatory non-compliance.

2023 Revenue  
£1,900,000

2024 Revenue  
£4,000,000

Notable Customers  
NASA, Soace-x, Blue Origin

Investment Required  
£5,000,000

Investment Received  
£2,000,000

Number of Employees  
14

# Wellics



## HRTech - Employee wellbeing

**Greece**  
2019

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

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 [LinkedIn](#)

We define the link between employee well-being and organisation performance.

Wellics is a cloud-based platform targeting companies (from small to large) seeking to boost employee productivity, retention, and health by way of personalised insights and digital coaching.

We give users all the information they need to live healthier lives and help employees learn how their actions impact their overall sense of wellbeing.

Companies can work with us to determine the ideal, cost-efficient fit for their organization's needs.



2023 Revenue  
£420,000



2024 Revenue  
£600,000



Notable Customers  
E-food, Shell, CEO Magazine



Investment Required  
£1,000,000



Investment Received  
£0



Number of Employees  
9




# UPyachting Management



## Tourism

**Greece**  
2022

 [www.UPyachting.eu](http://www.UPyachting.eu)


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UPyachting Management Plc is a public listed company, on the Cyprus Stock Exchange, specialising in Yachting Finance & investments.

We raise capital using the Stock exchange, inviting Institutional and Angel Investors every time we have a specific acquisition target, investing as a Private Fund direct to the Project through our Listed Public Holding Company.


 2023 Revenue  
Pre-revenue

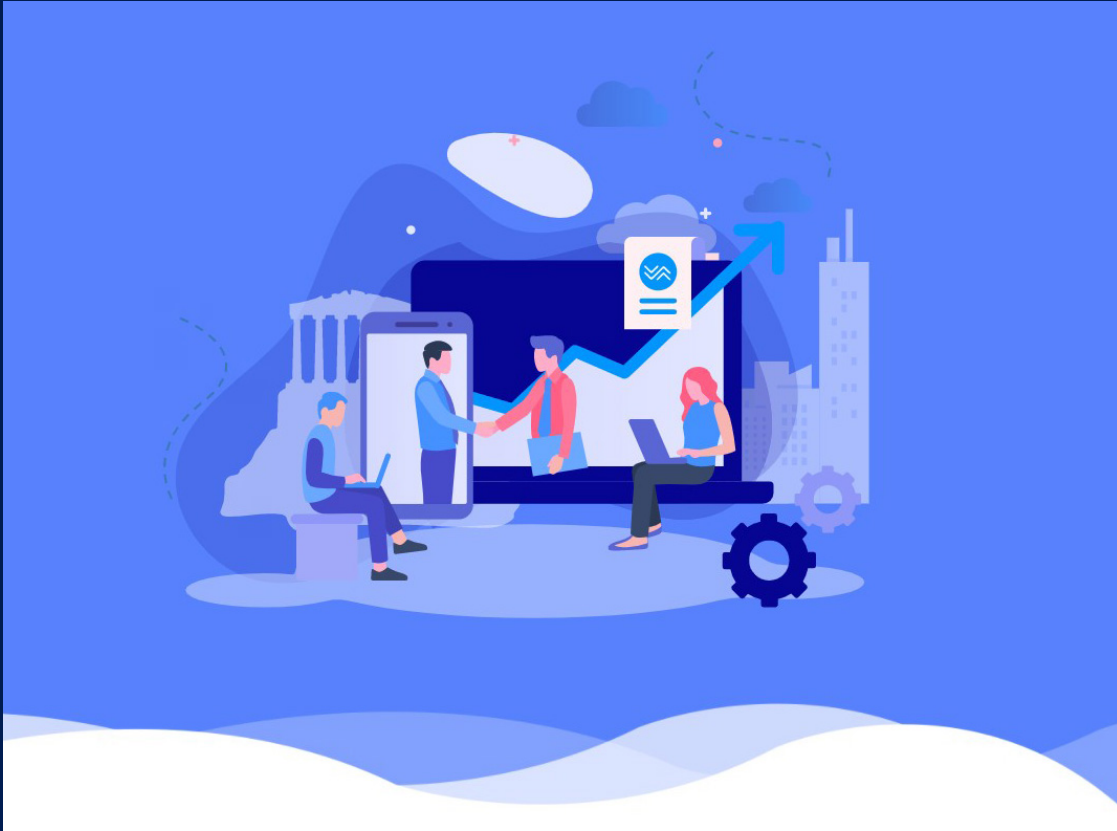
 2024 Revenue  
£300,000

 Notable Customers  
N/A

 Investment Required  
£2,000,000

 Investment Received  
£200,000

 Number of Employees  
5



Elevate Greece is an initiative launched by the Greek Government, intended to identify promising start-ups and support their growth nurturing a robust innovation ecosystem along the way.

The initiative provides a digital gate through which Greek start-ups can apply requesting to be officially accredited by competent State Ministry (Ministry of Development & Investments – General Secretariat for Research & Innovation [GSRI]).

[Learn more](#)



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

We are the UK's department for economic growth. We support businesses to invest, grow and export, creating jobs and opportunities across the country.

#### **We are responsible for:**

- Redrawing our rules to ensure businesses thrive, markets are competitive and consumers are protected.
- Securing investment from UK and international businesses.
- Advising, supporting, and promoting British businesses to grow and export.
- Opening up new markets for businesses by removing barriers and striking trade deals.
- Promoting free trade, economic security and resilient supply chains.

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