

# Venture Capital Matchmaking

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



October 2022  
Tech Rocketship Awards Special Edition



# Foreword



Sandra focuses on the design and development of business strategies to ensure the success of UK-based businesses in international markets through exports and also attracting high-quality overseas inward Investment to the UK.

Dear VC and startup community,

The back-to-school season has seen a flurry of activity, with the Department for International Trade being no exception. We have sought to maintain pace after an action-packed summer that contained London Tech Week, the Commonwealth Games, Leeds Digital Festival and much more!

With this issue, we have an opportunity to bring your attention to two activities. The first one is our [Tech Rocketship Awards 2022 \(TRA\)](#), the flagship technology event drawing to a close in November at [Web Summit](#), in Lisbon, where the overall winners will be announced. The TRA connects some of the most exciting companies in the region to the UK's world leading growth ecosystem, in-market advisors, and forward-thinking support networks. Not only are we celebrating the most exciting companies that will be coming to the UK, but we also have a special Trailblazer Award which promotes diversity in tech, celebrating founders of different backgrounds and showcasing the UK as a modern and open business environment.

This ties in rather nicely with the second item to raise, that of High Potential Opportunities (HPOs). HPOs are coordinated by the Department for International Trade and select investment opportunities ideally suited to promote to foreign investors, driving investment into both the UK's regions and nations. This programme enables different local areas to surface specific investment opportunities, ranging from 5G to AI. With a vast range of HPOs available to help accelerate you and your business, there really is something for everyone.

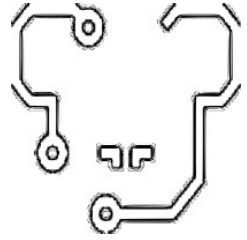
We hope, as always, that this edition offers you multiple opportunities for matching European founders' needs with the UK's expertise.

If you would like to discuss a partnership with any of the companies featured in this edition, please do not hesitate to get in touch with the DIT contact listed, who will gladly make an introduction.

Warm regards,

Sandra Marín  
Europe Tech Campaign Programme Manager  
Department for International Trade

# Koala Tech



**5G**

**Portugal**  
2018

 [www.koalatech.pt](http://www.koalatech.pt)

 DIT Portugal  
 [Jude.Ower@entrepreneurs.gov.uk](mailto:Jude.Ower@entrepreneurs.gov.uk)

 [LinkedIn](#)

Koala Tech is focused on the development of new energy efficient signal power amplification technology for telecommunications and physical layer security solutions for these systems.

The Quantized Digital Amplification (QDA) developed and patented by KT allows an energy efficiency of 50% up to 70% on a 5G transmitter reducing the energy waste by at least 10 times compared with other existing technologies.

This allows a reduction up to 40% on operators OPEX and opens the door for greener communication systems both wireless and wired telecommunications.



**2021 Revenue**

£92,000



**2022 Revenue**

£120,000



**Notable Customers**

Two pilots with market key players are under negotiations



**Investment Required**

£3,700,000



**Investment Received**

£1,900,000



**Number of Employees**

4

# UQualio

## 5G

**Denmark**  
2017

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

 DIT Denmark  
 [James.GordonOrr@fcdo.gov.uk](mailto:James.GordonOrr@fcdo.gov.uk)  
 [LinkedIn](#)

uQualio is a cloud-based white-label video eLearning platform.

Create your own training courses for employees, sales partners, and customers.

What can uQualio do for your business?

uQualio lets you use video to create micro-learning training courses.

With our inbuilt template course template, you can easily upload your videos from any device and create your own course content.

With our reporting dashboards, you can easily keep track of user performance.

Find out who has taken your courses, how well they performed, and what supplemental information they may need to understand your business better.

uQualio saves you time and money by providing online training on all devices.


You can also communicate to users through the platform by sending e-mails and text messages.

uQualio is:

- An effective tool for training by creating micro-learning videos and using gamification elements
- An easy-to-use platform that allows you to interact with your key target groups
- An affordable and simple training solution


 **2021 Revenue**  
£50,000

 **2022 Revenue**  
£100,000

 **Notable Customers**  
Fujifilm, Applied information, Dinesen

 **Investment Required**  
N/A

 **Investment Received**  
£1,500,000

 **Number of Employees**  
8

# Born Digital



## Artificial Intelligence

**Czech Republic**  
2019

 [www.borndigital.ai](http://www.borndigital.ai)

 DIT Czech Republic  
 [Tereza.Vickova@fcdo.gov.uk](mailto:Tereza.Vickova@fcdo.gov.uk)

 [LinkedIn](#)

The Born Digital platform helps companies understand why their customers contact them and use this data to improve their products and processes

The platform significantly reduces the number of unnecessary customer interactions, which means higher customer satisfaction, lower contact centre costs and higher motivation of call centre operators.

Our mission is to provide companies with advanced digitalization of contact centres, thanks to which they can handle many more clients - professionally, quickly and without stress.

In 2019, customer center experts teamed up with artificial intelligence enthusiasts and Born Digital was born.

We created virtual assistants, which we first learned to speak in local languages and gradually added other global languages as well.


Our product covers all channels such as calls, email, and chat.

In addition, it creates analytical dashboards for all customer interactions which helps to improve the customer experience - ALL-IN-ONE PLATFORM.

With more than 50 B2B clients in 5 different countries, our virtual assistants have already processed more than 3 500 000 interactions.


 **2021 Revenue**  
£717,950

 **2022 Revenue**  
£1,374,211

 **Notable Customers**  
T-Mobile, Samsung, Axa Assistance

 **Investment Required**  
£510,000




 **Investment Received**  
£2,000,000

 **Number of Employees**  
40

## Artificial Intelligence

Italy  
2021

[www.calton.io/english/home](http://www.calton.io/english/home)

 DIT Italy  
 [Mariangela.Callipo@fcdo.gov.uk](mailto:Mariangela.Callipo@fcdo.gov.uk)  
 [LinkedIn](#)


Calton is a Customer Experience and Review Management solution that facilitates customer understanding through a unique process of collecting and analyzing feedback and reviews.

In a single dashboard you can aggregate, respond and manage all reviews and other data sources such as surveys, complaints and any other direct customer feedback.

The algorithm automatically analyzes all data, textual and otherwise, highlighting the strengths and weaknesses of the brand, the individual store, the products / services offered and the competitors.


 **2021 Revenue**  
£22,000

 **2022 Revenue**  
£150,000

 **Notable Customers**  
Autogrill, Sea Milan Airports, Berberè

 **Investment Required**  
£450,000

 **Investment Received**  
£55,000

 **Number of Employees**  
4

# CircuitMess



## Artificial Intelligence

**Croatia**  
2017

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

 DIT Croatia  
 [Krisztina.Gorog@fcdo.gov.uk](mailto:Krisztina.Gorog@fcdo.gov.uk)

 [LinkedIn](#)

We've created a STEM learning subscription that fixes STEM education by creating high-tech educational toys that kids like and enjoy using.

STEM education sucks; parents lack true options for STEM education for their children.

The STEM toy market is dominated by dinosaurs producing and selling the same non-innovative plastic toys for the past 100 years.

All of this is creating a critical STEM workforce shortage and 2.9 kilotonnes of plastic waste per year.

This problem is of vital importance because 100% of the global population uses technology, but less than 1% knows how to create new technology.


There will be 2 million vacant STEM jobs in the US by 2025.

Traction so far:

- 55k products designed, sold & delivered
- 1200 subscribers (generated in a 12-month period)
- Customers from 70 countries all over the world
- 4.5 trustpilot score


 **2021 Revenue**  
£1,000,000

 **2022 Revenue**  
£1,500,000

 **Notable Customers**  
Direct customers in US, UK, Germany, Australia, Canada

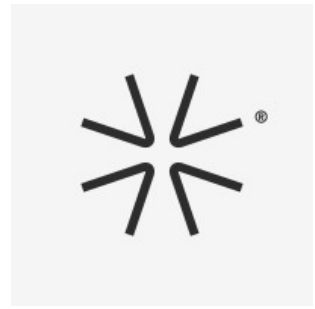
 **Investment Required**  
£1,500,000

 **Investment Received**  
Bootstrapped

 **Number of Employees**  
23






# Code4Thought



## Artificial Intelligence

**Greece**  
2018

 [www.code4thought.eu](http://www.code4thought.eu)


 DIT Greece  
 [Caterina.Drossopoulou@fcdo.gov.uk](mailto:Caterina.Drossopoulou@fcdo.gov.uk)  
 [LinkedIn](#)

As AI (Artificial Intelligence) - based systems are becoming more and more prevalent in business and governmental organizations, so does the need for their trustworthy and safe operation.

Via our Testing & Audit AI platform, named PyThia, we provide guidance on the Trustworthiness of any AI-based system at every stage of their life cycle, from their inception, to implementation and deployment and to both the people who design and implement AI-based systems, as well as the ones who are accountable for their operation and governance.


 **2021 Revenue**  
£520,000

 **2022 Revenue**  
£650,000

 **Notable Customers**  
N/A

 **Investment Required**  
£870,000

 **Investment Received**  
£0

 **Number of Employees**  
9




# Docmatic



## Artificial Intelligence

**Poland**  
2018

 [www.docmatic.ai](http://www.docmatic.ai)

 DIT Poland  
 [Bartosz.Kozinski@fcdo.gov.uk](mailto:Bartosz.Kozinski@fcdo.gov.uk)  
 [LinkedIn](#)

We believe that analysing legal documents should not be that hard.

Therefore, we developed original AI models of interpreting and analysing legal language to help companies with processing overly complex documents, such as: legal acts, financial reports, scientific articles, contracts automatically.



### 2021 Revenue

£100,000



### 2022 Revenue

£200,000



### Notable Customers

Alexander Mann Solutions, Santander Leasing, Grupa Azoty



### Investment Required

£2,000,000



### Investment Received

£20,000



### Number of Employees

10




# Lumnion



## Artificial Intelligence

**Germany**  
2017


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

 DIT Germany  
 [VCMatchmaking@fcdo.gov.uk](mailto:VCMatchmaking@fcdo.gov.uk)  
 [LinkedIn](#)

Lumnion develops state-of-the-art AI-based pricing platforms for Property and Casualty and Health Insurance, to prevent the loss of time and money caused by not so accurate risk price modeling with existing systems, cumbersome modeling processes, and inability to use Blackbox machine learning algorithms in the pricing process.


 **2021 Revenue**  
£215,000

 **2022 Revenue**  
£533,000

 **Notable Customers**  
HDI, Bupa, Allianz

 **Investment Required**  
£2,000,000




 **Investment Received**  
£1,200,000

 **Number of Employees**  
20

## Artificial Intelligence

**Portugal**  
2017

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

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

Spotlite is a critical infrastructure monitoring system based on satellite imagery, providing analytics on a wide range of risks for structural health assessment using Artificial Intelligence (AI) and Machine Learning (ML).

It is an online platform able to address such industries as transportation networks management, open pit mining, energy and other critical infrastructure.

Spotlite has a multi-hazard approach, monitoring such risks as ground subsidence and slope stability, vegetation encroachment, flood, illegal activities and third party interference.

Being based on satellite data, this activity can be recurrently performed over large areas, assuring frequent data on the entire infrastructure network.



### 2021 Revenue

£56,565



### 2022 Revenue

£170,900



### Notable Customers

EGIS, Brisa, Metro do Porto



### Investment Required

N/A



### Investment Received

N/A



### Number of Employees

15

# Monolithos



## Climate Tech

**Greece**  
2000

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

 DIT Greece  
 [Alan.Lowdon@entrepreneurs.gov.uk](mailto:Alan.Lowdon@entrepreneurs.gov.uk)  
 [LinkedIn](#)

Monolithos' hydrometallurgical process was launched in 2020 and it has been demonstrated and validated for:


- Automotive Catalytic Converters for recovering 100% Pt, 61% Rh, 92% Pd
- Hydrogen devices (fuel cells/electrolysers) for recovering 100% Pt, 65% Ru, 65% Ir
- Permanent magnets of electrical motors (neodymium and samarium) for recovering 65% Co, 90% Nd, 85% Sm
- Rechargeable Batteries for recovering 65% Co • Mining Tailings for recovering 100% Pt.

Platinum Group Metals (PGMs) namely Pt, Pd, Rh, Ir, Ru are not produced in the European area, resulting in importing them from third countries (Canada, Russia, South Africa).

Besides, Rare Earth Elements (REE-Samarium and Neodymium), which are mined in China (approx. 98% of their worldwide supply), and Cobalt are in high demand due to their wide use in electromobility for permanent magnets and batteries.


 **2021 Revenue**  
£2,180,000

 **2022 Revenue**  
£2,880,000

 **Notable Customers**  
Hertz, ALD, EasyRental, AVIS, Sfakianakis, Spanos, Filosidis

 **Investment Required**  
N/A

 **Investment Received**  
N/A


 **Number of Employees**  
26



## Climate Tech

**Spain**  
2019

 [www.greemko.com/en/](http://www.greemko.com/en/)

 DIT Spain  
 [Sarah.Roles-Ndibe@fco.gov.uk](mailto:Sarah.Roles-Ndibe@fco.gov.uk)

 [LinkedIn](#)


GreeMko facilitates its customers on their path towards sustainability and carbon neutrality.

A SaaS solution for companies of all sizes and sectors to automatically calculate, reduce & report the carbon & environmental footprint.

GreeMko's solution facilitates scale up the issuance of green loans.


 **2021 Revenue**  
£190,000

 **2022 Revenue**  
£300,000

 **Notable Customers**  
Suma Capital Investment Management, AXA Insurance, Siemens Energy

 **Investment Required**  
£1,000,000

 **Investment Received**  
£0

 **Number of Employees**  
10




# Volvero



## Climate Tech

Italy  
2018

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

 DIT Italy  
 [Mariangela.Callipo@fcdo.gov.uk](mailto:Mariangela.Callipo@fcdo.gov.uk)  
 [LinkedIn](#)

Modern society is in need of new efficient transportation alternatives.

Indeed, public transport is crowded, inflexible or absent, especially in extra-urban areas.

At the same time, car rental services are rigid and expensive, thus people not owning a private vehicle are restricted from free movement.

Still, car ownership is not feasible taking into account that the society is facing a high underutilization of vehicles with cars not being used for 96% of the time occupying parking spaces and producing pollution.

This includes corporations that own vehicles that could be monetized and car dealers that are looking for new business models as millennials are not interested in car purchasing.

The problem, therefore, has three dimensions which are people in need of economic transportation for different needs, owners in need of reducing their vehicles' costs, and the issue of overproduction and under usage of vehicles contributing to pollution and waste of resources.

Volvero is a drive sharing app where owners can share their vehicles with drivers.

Our app creates a system in which one can have access to a car, a motorcycle, or commercial vehicle in the most efficient and sustainable way saving time and money.



**2021 Revenue**  
£60,000



**2022 Revenue**  
£100,000



**Notable Customers**  
Europ Assistance, Car rentals, Car dealers



**Investment Required**  
£950,000



**Investment Received**  
£500,000



**Number of Employees**  
12

# ENBIOSIS

## Biotechnology



### Digital Health

**Turkey**  
2019

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

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

 [LinkedIn](#)

Enbiosis technology analyzes the human gut microbiome using metadata and AI to provide personalized health and wellness solutions.

Microbiome imbalance is one of the leading causes of many diseases such as obesity, digestive problems, diabetes, cardiovascular disorders, depression, etc.

Our technology is a powerful tool for redesigning the gut microbiome using personalized food recommendations and precision supplements.



#### 2021 Revenue

£450,000



#### 2022 Revenue

£1,500,000



#### Notable Customers

Patients, Healthcare providers



#### Investment Required

£5,000,000



#### Investment Received

N/A



#### Number of Employees

18






# Ledidi



## Digital Health

**Norway**  
2016

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


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

Today, healthcare professionals and researchers need to use multiple complicated and expensive software programs to get from setting up a register and collecting data, to analyzing and getting your final results, and you need to manually move data between the different systems, which adds time, cost, complexity and compliance issues to the process, and makes it significantly more difficult to derive insights from their data.

Ledidi develops Ledidi Core, the market's most versatile software solution for medical research and health registries that is designed for collaboration across disciplines, institutions and national borders.


 **2021 Revenue**  
£350,000

 **2022 Revenue**  
£900,000

 **Notable Customers**  
Pfizer UK, Norwegian hospitals, CMR Surgical

 **Investment Required**  
N/A

 **Investment Received**  
N/A

 **Number of Employees**  
25

# Probando

## Digital Health

**Austria**  
2020

 [www.probando.io](http://www.probando.io)

 DIT Austria  
 [Alex.Basker@fcdo.gov.uk](mailto:Alex.Basker@fcdo.gov.uk)

 [LinkedIn](#)

Probando is specialized in recruiting suitable participants (healthy and patients) for clinical and non-clinical studies, (medical) product tests, and surveys.

For this purpose we have developed a matchmaking solution and also plan and implement public relations for studies.

Our goal is to support researchers and companies in their work and to facilitate the access of interested persons as test persons.

Probando is available in 14 different languages and as experts in the field of social media recruitment, we are already working with several study centers, research institutions, and well-known pharmaceutical companies all over Europe, Israel, and parts of the US.


 **2021 Revenue**  
£144,500

 **2022 Revenue**  
> £1,000,000

 **Notable Customers**  
Bayer, Eli Lilly, Novo Nordisk

 **Investment Required**  
N/A

 **Investment Received**  
N/A

 **Number of Employees**  
18

## Celebrate UK Tech at



The UK will be at #WebSummit Lisbon, showcasing why we are number 1 in Europe for emerging tech innovation.

### **Is your pitch investment-ready?**

Get free 1-2-1 feedback from our team of experienced entrepreneurs for free.

Sessions take place 2-4 Nov at the UK Stand at #WebSummit.

[Apply here](#) before 26 October.

### **Tech Rocketship Awards winners announcement**

The winners' announcement will take place at the UK pavilion at 3pm on 3rd November with HMTC for Europe, [Chris Barton](#).

**Join us at #WebSummit  
1 - 4 November 2022**

**More information:  
[www.websummit.com](http://www.websummit.com)**



**GREAT**  
BRITAIN & NORTHERN IRELAND

#### **Department for International Trade**

The UK's Department for International Trade (DIT) 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.

#### **Disclaimer**

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