

Venture Capital Matchmaking

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



October 2021
8th Edition

Foreword



Chris Barton is newly appointed Her Majesty's Trade Commissioner for Europe. His job is to encourage trade and investment between the UK and other European countries.

Dear VC contacts,

My team and I are delighted to bring you the latest issue of our Venture Capital Matchmaking brochure.

This is the first we have issued since I took over as HM Trade Commissioner for Europe. It also comes slightly later than normal to coincide with the [Global Investment Summit](#). The summit has brought together 200 of the world's most prominent decision makers and investors. Eighteen new trade and investment deals have been announced supporting the UK's green growth agenda, together with the launch of the new [Investment Atlas](#) which will showcase strategic investment opportunities in the UK.

International investment has a fundamental role to play in delivering our climate change ambitions and driving economic growth. It is essential for enabling us to make the transformations we need in our infrastructure, including for energy, transport, heating and housing. It underpins the development and deployment of low carbon technologies. It creates long-term prosperity and creates high quality jobs. And it brings compelling commercial opportunities for investors themselves.

This brochure sets out a wide range of such opportunities. Their diversity reflects those of the region itself, which includes the EU, the four EFTA countries, the Western Balkans and Israel. They provide a wide menu of options for profitable and ethical investment.

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

We look forward to continuing working with you.

With best regards,

Chris Barton
Her Majesty's Trade Commissioner for Europe

NexTenna

NEXTENNA

Electronics

Israel
2020

 www.nextenna.com

 DIT Israel
 Liron.Attias@mobile.trade.gov.uk

NexTenna Set on a Journey to fundamentally change the way people connect to the Internet, by inventing a unique adaptive RF device (NexTenna Phase Shifter Technology) that would transform the equation of cost, power and scalability of the state of the Art phased array antenna Technology making it accessible and affordable for the consumer market and hence transforming the way we connect via wireless, similar to the revolutionary transition Intel has made moving from discrete transistor technology to the Integrated circuit back in the late 1960's which transformed the world we live in and brought the Information age to life!

NexTenna is a unique Group of researchers and Innovators in diverse Engineering and scientific disciplines. They have experts covering Materials science, Electro-Magentics, Electrical Engineering and AI software. The group is designing and building the most advanced wireless and SaTcom communication systems the Industry has ever seen.



2020 Revenue

£74,120



2021 Revenue

£689,000



Notable Customers

Tomorrow.IO, Elta, OneWeb



Investment Required

£7,500,000



Investment Received

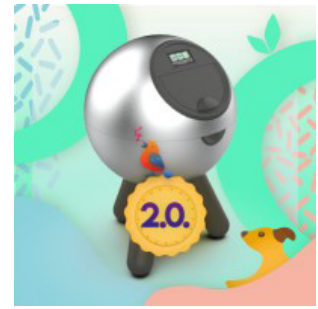
N/A



Number of Employees

14




Compocity



Environment

Hungary
2020

 www.compocity.help

 DIT Hungary
 krisztina.Gorog@fcdo.gov.uk
 [LinkedIn](#)

Compocity is a solution to involve you in the nutrient cycle with a gamified composting robot by measurable impact towards a livable future.

Compocity allows urbanites to produce high-quality compost in 2 weeks without worms, odors and daily maintenance.

The system monitors the composting process, informs users of their contributions to sustainability and uses community missions for long-term engagement.

With our subscription-based service for B2B communities, we enable them to use the robot for educational purposes and communicate their commitment to sustainability.

Compocity users not only reduce their environmental footprint, but also contribute to the soil.



2020 Revenue
£0



2021 Revenue
£25,000



Notable Customers
Bayer, Vodafone, Ekol Logistics



Investment Required
£1,200,000



Investment Received
£10,000






Number of Employees
5

Environment

France
2019

 www.natuition.com

 DIT France
 Isabelle.Hurley@fcdo.gov.uk
 [LinkedIn](#)

We believe that we can fix environmental issues by implementing high tech.

Pesticides represent a hazard for ground maintenance teams, players and local residents.

Violette is autonomous ecological weed-killing robot for the chemical-free management.

Our extraction robot targets specific weeds with AI. Additional capabilities under development are seeding, disease analysis and surface treatment, all-terrain, mowing. A range of products is foreseen from sport fields to agriculture.

The football pilot program is finishing in Amsterdam. We aim to start the Golf pilot program in the UK, obvious spot in Europe.



2020 Revenue
£52,275



2021 Revenue
£138,900



Notable Customers
Nico van Eerden



Investment Required
£1,100,000



Investment Received
£193,370



Number of Employees
6




SONECT



ICT

Switzerland
2016

 www.sonect.net

 DIT Switzerland
 James.Sullivan@fcdo.gov.uk
 [LinkedIn](#)

SONECT, one of the top 50 fintech companies in Europe, is solving a massive \$300B problem called "cost of cash" – the money spent in distributing, accessing and handling cash by banks, consumers and retailers respectively.

As cash usage declines, maintaining existing infrastructure like ATMs is becoming more and more expensive for banks due to involved fixed costs.

SONECT shifts that cost to a variable cost base by digitally connecting those who want to withdraw cash (consumers) with those who want to deposit cash (retailers) through a real-time matchmaking platform.

Multiple financial services are being launched by leveraging this rapidly growing SONECT network of retailers.



2020 Revenue
£410,000



2021 Revenue
£800,000



Notable Customers
TWINT(UBS, Credit Suisse, Postfinance, Raiffeisen)



Investment Required
£1,500,000



Investment Received
N/A






Number of Employees
29

Triditive

ICT

Spain
2016

 www.triditive.com

 DIT Spain
 Lucia.Hlavata2@fcdo.gov.uk
 [LinkedIn](#)

The fastest sourcing platform to produce parts on-demand and scale production in one-click!

Triditive creates the fastest cloud manufacturing platform to produce part on demand and scale production in one click, we empower manufacturers to digitized all the data in the heads of the extremely experienced operators and make manufacturing easy, allowing them to produce anytime and anywhere, on our powerful cloud manufacturing platform manufacturers can easily create digital warehouses, build up spare parts libraries and share valuable manufacturing information within the team, allowing them to control the traceability of the digital parts and manufacturing On-demand. We digitalize the manufacturing industry!

In order to scale on-demand production and support flexible supply chains, we have developed a patented advanced robotics technology for quick manufacturing.

Speed, price, scalability and flexibility is our competitive advantage, we have proved we reduced the lead times and cost of parts production by 10x.

Triditive creates the Infrastructure to bring advanced manufacturing to the production floor, increasing productivity by orders of magnitude.

Triditive's cloud manufacturing platform combines the power of its production center with the orchestration of its software, just like cloud computing made it easier for developers, we are making manufacturing easier, smarter and more efficient.



2020 Revenue
£102,000



2021 Revenue
£500,000



Notable Customers
Nestlé, BASF, Stanley Black & Decker, Glencore, Thyssenkrupp



Investment Required
£2,000,000



Investment Received
£1,815,212





Number of Employees
15

Life Sciences

Slovakia
2016

 www.mabpro.sk

 DIT Slovakia
 Bettina.Molnarova@fcdo.gov.uk

MABPRO, a.s. is building an immunotherapy platform and companion diagnostics for aggressive, hypoxic tumors using Carbonic Anhydrase IX (CA IX) as the therapeutic target and mechanism of action.

Extensive scientific literature, pre-clinical research and previous clinical studies confirm that targeting hypoxic tumors with CA IX can lead to highly effective immunotherapies for both solid and lymphomatic tumors.

We have developed two core therapeutic assets - two humanized monoclonal antibodies targeting different cancer use-cases.

Our 5 initially targeted indications and sub-tumor types for which our compounds should work currently account for more than half of all cancer deaths.

Our business team includes highly experienced entrepreneurs and professionals in biopharma.

We have completed most of the pre-clinical work and are preparing to launch Phase I clinical trials in early 2022.



2020 Revenue
£260,000



2021 Revenue
£300,000



Notable Customers
N/A



Investment Required
£12,000,000



Investment Received
N/A



Number of Employees
10

Opus Novo



Life Sciences

Austria
2020

 www.opus-novo.com

 DIT Austria
 Linda.Lampel@fcdo.gov.uk
 [LinkedIn](#)

Our product, the digital care assistant ELLY, is a multifunctional luminaire for elderly people.

An individually adjustable orientation light makes people's nocturnal ways safer and gives them more orientation during the night.

Furthermore, ELLY sends the bed exit signal to the caregivers by communicating with an app and thereby relieves relatives and caregivers massively.

For further versions of the product additional features such as the monitoring of room air quality and other functions are planned.

More information can be found on our website (www.opus-novo.com) and our [product video](#).



2020 Revenue
£0



2021 Revenue
£50,000



Notable Customers
only private customers (B2C)



Investment Required
£200,000



Investment Received
£0



Number of Employees
3



Exogenus

Life Sciences

Portugal
2015

 www.exogenus-t.com

 DIT Portugal
 Ana.Abreu@fcdo.gov.uk

 [LinkedIn](#)

Exogenus Therapeutics is an early-stage research and development company developing healthcare solutions based on Extracellular Vesicles (EVs) and Exosomes.

Founded in 2015, Exogenus is a pioneer in the field of EVs/Exosome-based therapeutics, and a recognized innovator in Umbilical Cord Blood clinical use.

Leveraging on its experience and recognition in this space, Exogenus mission is to foster a new era of EVs/Exosomes-based solutions to solve major healthcare challenges, based on the development of its own products, and providing guidance to other partners developing this type technologies for clinical use.



2020 Revenue
£16,765



2021 Revenue
£35,000



Notable Customers
Hospitals and Medical Centers



Investment Required
£7,000,000



Investment Received
£1,000,000



Number of Employees
5






ASIMOB

Mass Transport

Spain
2016

 www.asimob.es/en

 DIT Spain
 Lucia.Hlavata2@fcdo.gov.uk
 [LinkedIn](#)

ASIMOB develops services to transform the way the roads and streets are maintained.

Our system detects automatically the incidences in all the elements that ensure the safety of the vehicles: state of traffic signals, state of lane marks, detection of irregularities on the pavement... saving evidences of the state of the road.

The solution increases the efficiency of road maintenance and gives data to plan the corrective actions.



2020 Revenue
£8,535



2021 Revenue
£60,000



Notable Customers
Diputación Foral de Gipuzkoa, AUDECA, ALVAC



Investment Required
£500,000 - £1,000,000



Investment Received
No VC- Only FFF (£170.000)




Number of Employees
5






Skychatters

Mass Transport

Czechia
2018

 www.skychatters.com

 DIT Czechia
 Bettina.Molnarova@fcdo.gov.uk
 [LinkedIn](#)

No way to connect with other travelers on your flight before you travel.

Add your flight and enjoy getting from point A to point B.

Skychatters is a messaging app available for smartphones used to connect travelers flying to the same destination.

It is a simple way to communicate, network, and create conversations with fellow flight companions.



2020 Revenue
£0



2021 Revenue
£20,000



Notable Customers
Travelers, business travelers, backpackers, students



Investment Required
£500,000 - £3,000,000



Investment Received
£0






Number of Employees
2

Ports and Logistics

Spain
2016

 www.i2u.es

 DIT Spain
 Lucia.Hlavata2@fcdo.gov.uk
 [LinkedIn](#)

I2U provides an integral solution for the autonomous management of heavy steel products warehouses.

i2U, has developed a solution that allows 100% automation of steel coil warehouses, billets, blooms...

We automate warehouse monitoring.

We automate decision making.

We automate the movement of the cranes.

With our solution, we generate more than 500.000€ in direct annual savings for a medium warehouse of 2 cranes.



2020 Revenue
£24,000



2021 Revenue
£200,000



Notable Customers
ArcelorMittal, Arania, Sidenor



Investment Required
£500,000



Investment Received
0



Number of Employees
7




Carebot

carebot

Software

Czechia
2021

 www.carebot.com

 DIT Czechia
 Bettina.Molnarova@fcdo.gov.uk
 [LinkedIn](#)

Carebot saves lives, saves money for the health system, and improves the quality of healthcare.

Thanks to advanced artificial intelligence and computer vision algorithms, it can detect even the smallest nuances and findings in chest X-ray images with high accuracy and efficiency.

Within seconds, not only can it determine the patient's diagnosis, but it can also mark the finding locally, saving the doctor valuable time, eliminating the possibility of human error.

Our solution can be deployed for other screening diagnostics in hospitals and specialist practices across the UK.



2020 Revenue

N/A



2021 Revenue

£10,000



Notable Customers

Hospitals and private practices in the Czech Republic and Slovakia



Investment Required

£500,000



Investment Received

£100,000



Number of Employees

5



CHILI publish

Software

Belgium
2010

 www.chili-publish.com

 DIT Belgium
 Elias.Suliman@fcdo.gov.uk
 [LinkedIn](#)

CHILI publisher is our flagship SaaS software that simplifies and automates your graphics.

We build a powerful and flexible document editing solution that runs in the browser, converts static documents into smart templates, and fits seamlessly into any solution.

We let end users self-service, regardless of their skill set.

We free graphic designers of boring, repetitive work.

We let organizations of any size produce graphics more efficiently, regardless of their market or industry.



2020 Revenue
£3,400,000



2021 Revenue
£4,300,000



Notable Customers
Coca Cola, Mars, P&G



Investment Required
£6,000,000



Investment Received
£10,000,000



Number of Employees
68

Geckomatics



Software

Belgium
2018

 www.geckomatics.com

 DIT Belgium
 Elias.Suliman@fcdo.gov.uk

 [LinkedIn](#)

The global market for geographical information and smart cities is not only gigantic, but also growing at a fast pace.

However, being a somewhat traditional industry, supply of geodata doesn't keep up with demand - especially mobile mapping data is still a CAPEX intensive, hardware and labour driven industry.

Geckomatics turns this traditional service model into a scalable SaaS business by displacing hardware with software.



2020 Revenue

£250,000



2021 Revenue

£300,000



Notable Customers

N/A



Investment Required

£500,000



Investment Received

Bootstrapped - we are very efficient with funds



Number of Employees

5

Quantee



Software

Poland
2018

 www.quantee.ai

 DIT Poland
 Marcin.Boron@fcdo.gov.uk
 [LinkedIn](#)

Quantee is the AI and Data Science company focused on insurance sector.

The problem we are solving is that insurance companies struggle to keep their pricing profitable and competitive in today's digital world.

That's because of outdated methods they are using and time consuming processes.

Our solution to that problem is ActuAI - a SaaS dynamic insurance pricing engine bringing the power of AI and startup agility to insurance pricing.

Thanks to ActuAI insurance companies are able to build much more competitive pricing up to 10x faster and manage it on daily basis.



2020 Revenue
£200,000



2021 Revenue
£380,000



Notable Customers
HannoverRe, InterRisk VIG, Urzad Komisji Nadzoru Finansowego



Investment Required
£1,700,000

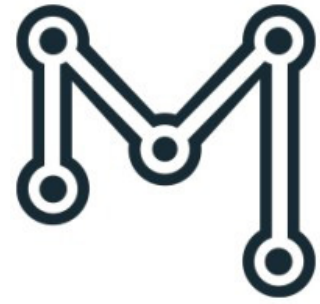


Investment Received
£750,000



Number of Employees
15

Mobito



Software

Belgium
2019

 www.mobito.io

 DIT Belgium
 Elias.Suliman@fcdo.gov.uk

 [LinkedIn](#)

Mobito is a Brussels based startup founded in 2019 which is operating a B2B Data Exchange platform.

Mobito is focusing on fulfilling the data needs of the Automotive OEMs, Insurance and Mobility Operators space.

To that end, it has developed important coverage of vehicle, mobility and weather/air quality data.

This way, Mobito is helping its clients build more dynamic and data-driven processes and services ranging from smarter vehicles to dynamic insurance and rental pricing models.

Mobito's platform allows data owners to take control of how they share and sell their data to third parties.

Users can convert their data into Data Products, access data governance, masking and monetisation functionalities and list them in the Mobito Data Marketplace.

At the same time, Mobito empowers data consumers to build their data ecosystems by streamlining how they request, evaluate, integrate and manage access to external data vendors.



2020 Revenue
£10,000



2021 Revenue
£30,000



Notable Customers
OEMs: Toyota, Mobility Operators: Sixt



Investment Required
Raising £200,000 until end of year



Investment Received
£720,000



Number of Employees
8


Behavee



Software

Czechia
2018

 www.behavee.co.uk

 **DIT Czechia**
 Bettina.Molnarova@fcdo.gov.uk
 [LinkedIn](#)

Our vision is to make online marketing better for everyone.

Our mission is to use our proprietary platform to automate online sales and marketing channels, as well as accurately measure the results.

We want to disrupt the status quo of agencies, freelancers, and tools by focusing on business results and outcomes.



2020 Revenue
£68,000



2021 Revenue
£160,000



Notable Customers
Volkswagen Financial Services, Eshops,
Maxima realityt



Investment Required
£1,800,000



Investment Received
£66,500



Number of Employees
29

VCM Masterclass 4

How to master entrepreneurship?



Join us!

8 November 2021

12:30 - 13:30 GMT

REGISTER NOW



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

Whereas every effort has been made to ensure that the information in this document is accurate, the Department for International Trade and the Contributors do not accept liability for any errors, omissions or misleading statements, and no warranty is given or responsibility accepted as to the standing of any individual, firm, company or other organisation mentioned.

© Crown copyright 2021

This publication is licensed under the terms of the Open Government Licence v3.0 except where otherwise stated. To view this licence, visit nationalarchives.gov.uk/doc/open-government-licence/version/3

Where we have identified any third party copyright information you will need to obtain permission from the copyright holders concerned.

Published by
Department for International Trade
October 2021



Department for
International Trade