

# Venture capital matchmaking

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



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# Foreword



**CONOR MCGURK**

***Regional Director for Europe South, DIT Transition  
Lead for Europe, Director DIT Europe Tech Campaign***

Dear VC contacts,

We are very proud to bring you this issue of DIT's Venture Capital Matchmaking Platform, which marks the one year anniversary of its inception! This initiative has been introducing you to young European founders with the stamp of approval from DIT colleagues all over Europe, Central Asia and Israel, who have been working tirelessly to connect you with the best scaleups present in their markets.

The mission of the VC Matchmaking was originally to facilitate connections between the best young European companies, those seeking the capital needed to internationalise their businesses, and the rich network of funders across the UK. However, throughout the year the VCM Team learned so much from working with you that we saw the opportunity to go much further.

By collaborating with the European Tech Rocketship Awards, VC Matchmaking was able to enhance our offer, which in turn resulted in a [January 2021 brochure](#) featuring the best entries gathered at the first stage of the competition. If you missed that issue, make sure to get in touch with the [VCM team](#) and look out for upcoming April 2021 edition with the Category winners.

In addition, thanks to your guidance and cooperation, the VCM team introduced the [Masterclass Series](#), which has been bridging companies knowledge gap with respect to the funding cycle.

We hope that this issue 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 issue, please do not hesitate to get in touch with the DIT contact listed, who will gladly make an introduction.

We look forward to working with you!

Kind regards

Conor McGurk

# Companies

## Advanced Engineering

Portugal, 2019  
[www.ilof.tech](http://www.ilof.tech)

Contact  
 DIT Portugal  
[Antonio.Mesquita@fcdo.gov.uk](mailto:Antonio.Mesquita@fcdo.gov.uk)



iLoF is working to enable a new era of personalized medicine, by using AI and photonics to build a cloud-based library of diseases biomarkers and biological profiles.

It is providing screening and stratification tools in an affordable, fast, portable way, saving up to 40% of cost and 70% of the time spent screening for clinical trials.

Supported by leading institutions like Microsoft Ventures, Mayfield or the Oxford University, iLoF is currently focusing a validated platform technology in one of the biggest epidemics of our times: Alzheimer's, while maintaining ongoing verticals on Digestive Cancer, Stroke and Infectious diseases.



2020 Revenue  
 Upon request



2021 Revenue  
 Upon request



Notable Customers  
 N/A



Investment Required  
 £5,000,000



Investment Received  
 £2,300,000



Number of Employees  
 20

## Aerospace

Bulgaria, 2018  
[www.dronamics.com](http://www.dronamics.com)

Contact  
 DIT Bulgaria  
[Cristina.Dragu@fcdo.gov.uk](mailto:Cristina.Dragu@fcdo.gov.uk)

DELIVERING TODAY  
**DRONAMICS**

TECH ROCKETSHIP  
 AWARDS EUROPE  
 2020-21  
 FINALIST



We're building same-day delivery networks on a country or regional basis, starting with Europe, Australia and Canada.

We base it on 3 core technologies we're developing:

- standardized low-cost (sub £100k) flying delivery vans (first full-scale flight in 2-3 mo)
- standardized low-cost (sub £100k) droneports
- a country-wide network ops center (interfaced with Air Traffic Control)

all contributing to significantly lowering the cost of airfreight (by 50%-80%), enabling true same-day delivery at very low cost (e.g. £1 in the UK, €2.49 in the EU, \$5 or less in the US).



2020 Revenue  
 £0



2021 Revenue  
 £20,000,000



Notable Customers  
 Top 3 courier, Top 10 forwarders, Top 10 e-commerce companies



Investment Required  
 £50,000,000



Investment Received  
 N/A



Number of Employees  
 35

# Companies

## Agriculture

Czech Republic, 2016

[www.cleverfarm.cz](http://www.cleverfarm.cz)

Contact

DIT Czech Republic

[Bettina.Molnarova@fcdo.gov.uk](mailto:Bettina.Molnarova@fcdo.gov.uk)



CleverFarm is accelerating the world's transition to sustainable farming.

We provide farmers analysis of 20 years satellite data history to identify what crops they should grow to achieve the highest possible yields

And we do this while lowering their original resources.

CleverFarm bolsters this historic data with IoT sensors - providing realtime information about the humidity, temperature, soil moisture and other critical information to improve crop yields.

Farmers are also able to use this data to predict pests and diseases in crops prior to an outbreak - allowing for them to apply pesticides only when needed.

Our Software is already live - with over 400 paying customers across central Europe - and reaching out to the other countries outside Europe.

CleverFarm - data-based farm management.  
#Foodsafety



2020 Revenue  
£557,222



2021 Revenue  
£942,991



Notable Customers  
Indoor and soilless Syngenta,  
AGF, Liquid Telecom



Investment Required  
£5,000,000



Investment Received  
£ 2,500,000



Number of Employees  
28

## Assistive Tech

Turkey, 2020

[www.wewalk.io/en](http://www.wewalk.io/en)

Contact

DIT Turkey

[Yasemin.Erensoy@mobile.trade.gov.uk](mailto:Yasemin.Erensoy@mobile.trade.gov.uk)

WeWALK



WeWALK is an UK based assistive tech company, develops WeWALK Smart Cane to change 253M visually impaired peoples lives

WeWALK Smart Cane increases safety.

- Alerts its user when there is an obstacle at head level.
- Pears with smart phones. In this way, there is no need to hold a phone to get information with the other hand while using a cane. It is used for safety as taught to visually impaired

Increases comfort and environmental awareness

- The required information for the mobility of visually impaired is accessed on the cane just with a finger gesture.
- Provides info which sighted people can acquire easily such as What stores are around me, what bus will arrive. With smart city integrations, it makes cities accessible for those who do not see it.

WeWALK is an UK based assistive tech company, develops WeWALK Smart Cane to change 253M visually impaired peoples lives.



2020 Revenue  
£458,000



2021 Revenue  
£900,000



Notable Customers  
RNIB, CNIB, Vision Australia,  
Chicago Lighthouse, SNAB



Investment Required  
£4,000,000



Investment Received  
£600,000



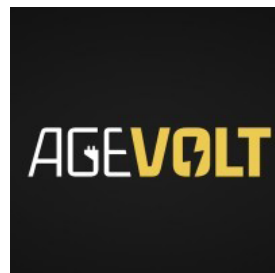
Number of Employees  
21

# Companies

## Automotive

Slovakia, 2019  
[www.agevolt.com](http://www.agevolt.com)

Contact  
 DIT Slovakia  
[Bettina.Molnarova@fcdo.gov.uk](mailto:Bettina.Molnarova@fcdo.gov.uk)



AgeVolt is an innovative Slovak startup that is on a mission to accelerate e-mobility adoption, liberate the Electric Vehicle users and charger owners by addressing the problem of insufficient charging infrastructure (pre and post EV purchase) and limited grid capacity due to surge in peak demand (due to EV charging).

They offer a comprehensive Digital Charging Ecosystem made up of three distinct but integrated products in the B2B and B2C segment:

- SMART EV chargers, suitable for residential, commercial, workplaces and public places
- PROPRIETARY Energy management system to optimise energy usage and dynamic load balancing
- DIGITAL PLATFORM powered by blockchain, offering peer-to-peer EV charger sharing, energy exchange and lifestyle products



2020 Revenue  
 £90,000



2021 Revenue  
 £1,000,000



Notable Customers  
 ENGIE, ABB, TECO, OMS



Investment Required  
 £2,000,000



Investment Received  
 £0



Number of Employees  
 20

## Business Services

Romania 2015  
[www.indexar.tech/real-estate](http://www.indexar.tech/real-estate)

Contact  
 DIT Romania  
[Cristina.Dragu@fcdo.gov.uk](mailto:Cristina.Dragu@fcdo.gov.uk)



We help Real Estate companies to present better, save costs and sell faster, by interacting with customers through Augmented Reality(AR) Virtual Tours.

We are addressing especially unbuilt or under construction residential projects

Compared to the classic Virtual Tours or 3D renders, AR makes the project more "tangible".

Our differentiator is called indexAR - a 3D content delivery tool in AR, that companies can use to deploy an AR Virtual TOUR in a matter of minutes with a few drags and drops.



2020 Revenue  
 £29,300



2021 Revenue  
 £84,500



Notable Customers  
 Riverside Residence, Bosch Rexroth, Continental Automotive



Investment Required  
 £644,000



Investment Received  
 £216,000



Number of Employees  
 3



# Companies

## Communications

Serbia, 2019

[www.9thgn.com](http://www.9thgn.com)

Contact

DIT Serbia

[Bojana.Arsic@fco.gov.uk](mailto:Bojana.Arsic@fco.gov.uk)



9thgn offers radically different approach to social media listening.

While others focus on sentiment analysis, detecting impactful topics and influencers, creating personas and so on, 9thgn platform deep listens target groups in real time to grasp underlying patterns, overcome cognitive barriers and improve communication between brands and consumers.

9thgn discovers the powerful micro-elements of communication, such as motivators, impact words and emotional intensity rates.

Foster this revolutionary but easy-to-use technology in marketing and CRM to boost sales and loyalty to your brand.



2020 Revenue  
£0



2021 Revenue  
N/A



Notable Customers  
N/A



Investment Required  
£3,000,000



Investment Received  
£0



Number of Employees  
5

## Defence and Security

Israel, 2019

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

Contact

DIT Israel

[Anat.Weiss@mobile.trade.gov.uk](mailto:Anat.Weiss@mobile.trade.gov.uk)



EHS VR is a platform with ready-made applications in virtual reality technology in the field of occupational health and safety, first aid, fire protection and specialized, with which you can effectively train employees and significantly improve the quality of training.



2020 Revenue  
£69,000



2021 Revenue  
£140,000



Notable Customers  
PwC, Corning Optical Communications, Jeronimo Martins



Investment Required  
£600,000



Investment Received  
£0



Number of Employees  
12

# Companies

## Education Technologies

Turkey, 2017  
[www.twinscience.com/en](http://www.twinscience.com/en)

Contact  
 DIT Turkey  
[Yasemin.Erensoy@mobile.trade.gov.uk](mailto:Yasemin.Erensoy@mobile.trade.gov.uk)



40% of existing jobs will be lost to automation until 2040 and STEAM based employment is growing by 13%. Children must be confident about future jobs by gaining right skills and competencies.

Twin is a next generation ed-tech platform helps children developing STEAM skills with physical and digital products and playful curriculum.



2020 Revenue  
 £1,000,000



2021 Revenue  
 £3,250,000



Notable Customers  
 Amazon, b8ta,  
 Stackcommerce,  
 Marlborough College



Investment Required  
 £10,000,000



Investment Received  
 £2,000,000



Number of Employees  
 35

## Energy

Turkey, 2009  
[www.tyt.com.tr](http://www.tyt.com.tr)

Contact  
 DIT Turkey  
[Yasemin.Erensoy@mobile.trade.gov.uk](mailto:Yasemin.Erensoy@mobile.trade.gov.uk)



TYT aims to advance the transition to a regenerative future by developing hybrid renewable energy systems that overcome the intermittency challenge of renewables and increases their reliability and feasibility.

TYT's main product is floating solar systems which have many benefits like increasing the efficiency of solar PV modules, saving land, and unlocking various development options while preserving water sources by reducing evaporation, which increased significantly due to climate change.

TYT provides floating, anchoring, and mooring systems for floating solar plants with a variety of solutions covering a range of different conditions starting from small inland reservoirs to offshore marine conditions.



2020 Revenue  
 £75,000



2021 Revenue  
 £600,000



Notable Customers  
 Istanbul Enerji, TAV Airports



Investment Required  
 £550,000



Investment Received  
 £230,000



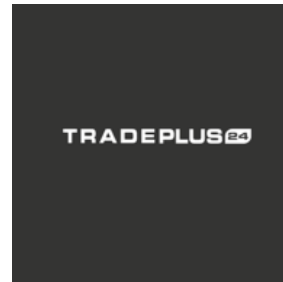
Number of Employees  
 5

# Companies

## Financial Services

Switzerland, 2016  
[www.tradeplus24.ch](http://www.tradeplus24.ch)

Contact  
 DIT Switzerland  
[Jakub.Novak@fco.gov.uk](mailto:Jakub.Novak@fco.gov.uk)



Founded in 2016 and headquartered in Zurich, Tradeplus24 AG (TP24) is a FinTech that enables banks to continue to support SMEs whilst delivering cost savings and enhanced security through digitalization and automated data analytics.

The business model is proven in Switzerland, where TP24 has extended over \$700M in invoice finance and is now launched in Australia with first customers already on book.

TP24 team has strong skills and knowledge of the market, proven by the results obtained so far.



2020 Revenue  
 £1,300,000



2021 Revenue  
 £5,000,000



Notable Customers  
 Swiss SME



Investment Required  
 £10,000,000



Investment Received  
 £5,500,000



Number of Employees  
 15

## Food Tech

Spain, 2014  
[www.maccorobotics.com](http://www.maccorobotics.com)

Contact  
 DIT Spain  
[Cristina.Monteiro@fco.gov.uk](mailto:Cristina.Monteiro@fco.gov.uk)



We make robots with Spanish design and manufacture allow us to prepare and serve food and beverages without human contact, take orders from the kitchen or bar to the tables and disinfect the spaces.

Macco was founded at the end of 2013 in Seville (Spain), after completing the design and manufacture of the first waiter robot, which gave the company its name; Macco, the waiter robot.

After presenting Macco at FiturTech 2014, we spent 3 years researching and prototyping multiple model of our robots and bussines cases suitable.

We released the new version completely in 2019 with innovate bussines applications for hospitality sector.



2020 Revenue  
 £500,000



2021 Revenue  
 £2,000,000



Notable Customers  
 N/A



Investment Required  
 £2,000,000



Investment Received  
 £0



Number of Employees  
 45



# Companies

## Healthcare

Spain, 2018  
[www.ablehumanmotion.com](http://www.ablehumanmotion.com)

Contact  
 DIT Spain  
[Aurora.Ortega@fcdo.gov.uk](mailto:Aurora.Ortega@fcdo.gov.uk)



Enabling people to move on their own is crucial to unleashing full human potential. However, 0.1 billion people worldwide need a wheelchair to move around.

Paralyzed individuals could walk again by using a robotic exoskeleton. However, due to their high access price (120k€), high weight (25 kg) and need for trained therapist supervision, exoskeletons are only found in large hospitals and never get into patients' homes.

ABLE Human Motion was born with a clear mission: enabling mobility, to everyone. Therefore, we create lightweight and affordable exoskeleton technology to empower every person in a wheelchair, by providing better mobility and greater independence.



2020 Revenue  
 £0



2021 Revenue  
 £0



Notable Customers  
 Institut Guttmann,  
 Heidelberg Univ Hospital,  
 Hospital Asepeyo Barcelona



Investment Required  
 £5,000,000



Investment Received  
 £2,600,000



Number of Employees  
 11

## Healthcare

Spain, 2018  
[www.aortyx.com](http://www.aortyx.com)

Contact  
 DIT Spain  
[Jessica.Griffiths@fco.gov.uk](mailto:Jessica.Griffiths@fco.gov.uk)



Aortyx, is a pioneer start-up dedicated to develop the ultimate solution for aortic diseases, a novel family of endovascular devices that allows for endogenous regeneration of the aorta instead of artificial replacements.

The devices are based on a patented bioresorbable and biomimetic patch that is released on the damaged section of the aorta using a patented deployment system.

The patch mimics the natural mechanical properties of the aorta to secure smooth integration in the native tissue.

The goal of Aortyx' novel technology is to reduce mortality and morbidity of aortic diseases by replacing current open and endovascular procedures with its innovative patches.



2020 Revenue  
 £0



2021 Revenue  
 £0



Notable Customers  
 N/A



Investment Required  
 £2,000,000



Investment Received  
 £350,000



Number of Employees  
 9

# Companies

## Healthcare

Belgium, 2018  
[www.deo.care](http://www.deo.care)

Contact  
DIT Belgium  
[Elias.Suliman@mobile.trade.gov.uk](mailto:Elias.Suliman@mobile.trade.gov.uk)



DEO, Data-driven Efficiency in the Operating Room (OR), was founded in 2018 to solve the efficiency challenges hospitals are facing by increasing OR throughput, ensuring high quality and affordable healthcare.

The DEO healthtech platform captures unique process data in the OR, analyzes and benchmarks it, and uses this analysis to improve OR efficiency and performance, team ergonomics and hospital financial performance.



2020 Revenue  
£94,000



2021 Revenue  
£400,000



Notable Customers  
Johnson & Johnson DePuy  
Synthes, Mölnlycke



Investment Required  
£2,600,000



Investment Received  
£800,000



Number of Employees  
10

## Healthcare

Spain, 2016  
[www.lactapp.com](http://www.lactapp.com)

Contact  
DIT Spain  
[Aurora.Ortega@fcdo.gov.uk](mailto:Aurora.Ortega@fcdo.gov.uk)



LactApp is the first mobile app that gives new mothers personalised expert answers to breastfeeding and maternity questions by using AI technology.

Downloaded organically in 177 countries worldwide, the app addresses the huge demand of millennial new mothers for customized maternity advice and answers more than 100,000 consultations a week automatically in English and Spanish.

We have been generating the biggest data set on the topic of lactation, which is at the base of our scalable AI technology.

A separate medical version for healthcare professionals who seek education and information in lactation management will be launched this quarter.



2020 Revenue  
£180,000



2021 Revenue  
£500,000



Notable Customers  
Mapfre, Elvie, Ageas



Investment Required  
£900,000



Investment Received  
£350,000



Number of Employees  
15

# Companies

## Healthcare

Slovakia, 2017  
[www.stemiglobal.com/investor](http://www.stemiglobal.com/investor)

Contact  
 DIT Slovakia  
[Bettina.Molnarova@fcdo.gov.uk](mailto:Bettina.Molnarova@fcdo.gov.uk)



STEMI Global has created a solution which improves medical outcomes in medical emergencies such as heart attack, stroke, and trauma.

Quite simply, we aid paramedics and doctors in ensuring that patients get the best possible care as quickly as possible

Effectively, we put doctors into the ambulance for those few vital minutes that make a difference.

As well as saving lives (heart attacks are the largest single cause of death in Europe), we save costs: false activations of medical treatment teams and secondary ambulance transportation costs are avoided. Treatment costs are reduced.



2020 Revenue  
 £346,000



2021 Revenue  
 £600,000



Notable Customers  
 Slovakian Ministry of Health



Investment Required  
 £4,500,000



Investment Received  
 £379,000



Number of Employees  
 8

## Healthcare

Hungary, 2019  
[www.alsadmedical.com](http://www.alsadmedical.com)

Contact  
 DIT Hungary  
[Krisztina.Gorog@mobile.trade.gov.uk](mailto:Krisztina.Gorog@mobile.trade.gov.uk)



TECH ROCKETSHIP  
 AWARDS EUROPE  
 2020-21  
 FINALIST



ALSAD Medical is a digital health startup based in Hungary, established in 2019.

Our product is Automated LifeStyle ADvice (ALSAD), a web application for daily health management of patients with kidney disease and/or diabetes and/or obesity.

The application offers a combination of remote monitoring (with integrated personal health trackers ) and direct services like automated menu planning and logging, personalised patient education and connection to human health specialists (GP, clinician, dietitian).

We work with the AWRC Accelerator (UK) and mentors to find partnerships in the UK - public (NHS), private (clinics and dietitians) and NGO (academia, patient communities and health associations).



2020 Revenue  
 £1,700,000



2021 Revenue  
 £2,000,000



Notable Customers  
 ORMOS Institute (Private Hospital), Fresenius Medical Care



Investment Required  
 £1,100,000



Investment Received  
 Parent company only



Number of Employees  
 14

# Companies

## Healthcare

Spain, 2014  
[www.aniling.com](http://www.aniling.com)

Contact  
 DIT Spain  
[Aurora.Ortega@fcdo.gov.uk](mailto:Aurora.Ortega@fcdo.gov.uk)



Aniling's proprietary, first-in-class solution enables simultaneous Genome and Epigenome analysis for research and clinical use to get the right therapy, for each patient at the right time, making treatment decision simpler, faster and economically efficient.

The patented technology, a blood test, with proprietary reagents and software, is compatible with all next generation sequencing (NGS) platforms and produces analyses with significantly higher quality and at lower costs than existing solutions.

With a growing product pipeline in expanding markets like NGS, Epigenetics and Liquid Biopsies, the company is currently launching the first CE-mark product and expanding clinical data in strategic specific cancers.



2020 Revenue  
 £0



2021 Revenue  
 £0



Notable Customers  
 N/A



Investment Required  
 £4,300,000



Investment Received  
 £3,800,000



Number of Employees  
 10

## Healthcare

Spain, 2015  
[www.madeofgenes.com](http://www.madeofgenes.com)

Contact  
 DIT Spain  
[Jessica.Griffiths@fcdo.gov.uk](mailto:Jessica.Griffiths@fcdo.gov.uk)



Made of Genes offers a service for next-generation health check-ups using integrated molecular biomarkers such as DNA, biochemical tests or immunology assays from a single blood analysis.

This information is processed by company's proprietary A.I. system and users receive professional advisory and easily-actionable actions on how to improve their personal health habits.



2020 Revenue  
 £481,384



2021 Revenue  
 £1,008,603



Notable Customers  
 Synlab, Mapfre, Cigna



Investment Required  
 £4,500,000



Investment Received  
 £3,000,000



Number of Employees  
 30

# Companies

## ICT

Czech Republic, 2018  
[www.goldilock.com](http://www.goldilock.com)

Contact  
 DIT Czech Republic  
[Bettina.Molnarova@fcdo.gov.uk](mailto:Bettina.Molnarova@fcdo.gov.uk)



Goldilock is a simple yet revolutionary next generation patented technology that secures data and infrastructure on the internet and internal networks by utilising an Airgap, which can be controlled without using the internet.

Redefining and revolutionizing how sensitive digital data is handled by individuals and institutions, our Remote Automated Airgap Security solution (RAAS) allows IT infrastructure and digital assets to be active and immediately available via an "out-of-band" trigger mechanism, while being physically disconnected and invisible from the Internet or network when not in use by an authorized user.



2020 Revenue  
 £127,500



2021 Revenue  
 £2,160,000



Notable Customers  
 Thales, EDGE, Moneyzoom



Investment Required  
 £3,500,000



Investment Received  
 £710,000



Number of Employees  
 7

## ICT

Belgium, 2017  
[www.lucidweb.io](http://www.lucidweb.io)

Contact  
 DIT Belgium  
[Elias.Suliman@mobile.trade.gov.uk](mailto:Elias.Suliman@mobile.trade.gov.uk)



Lucidweb (LCW) is a deep tech startup based in Brussels specialised in WebVR and WebAR technology, which allows high-quality VR, (interactive) 360° video or 3D models (AR) to be distributed via a browser.

Our white-labelled platform is made available as a SaaS solution, with a monthly licensing fee, for clients to upload, edit and publish their immersive experiences on mobile, desktop and XR headsets via one URL.

LucidWeb has been awarded for their pioneering tech & platform and they work with global brands such as Netapp, Coca Cola and Arte France.



2020 Revenue  
 £115,000



2021 Revenue  
 £150,000



Notable Customers  
 Film festivals, Innovet, Big brands in retail, telecoms, transport



Investment Required  
 £1,300,000



Investment Received  
 £250,000



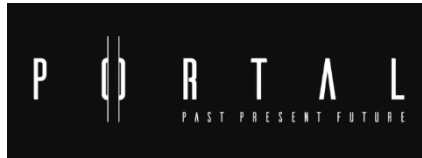
Number of Employees  
 6

# Companies

## Leisure and Tourism

Latvia, 2019  
[www.pastpresentfuture.eu](http://www.pastpresentfuture.eu)

Contact  
 DIT Latvia  
[Tiina-Maria.Araja@fco.gov.uk](mailto:Tiina-Maria.Araja@fco.gov.uk)



PORTAL is an Augmented Reality smart tourism solution that allows you to see and feel the history around you.

Our technology turns your mobile device as a „portal through time“ so you can observe how a location has evolved throughout history, experience local heritage, and culture through gamified experience.

Our solution helps tour guides and tour service operators to recover from negative financial impacts of COVID-19.

Portal is an affordable, scalable solution that allows delivery of unique and tailored content to high volumes of end users while maintaining safety by physical distancing.



2020 Revenue  
 £10,000



2021 Revenue  
 £45,000



Notable Customers  
 Funky tours - [www.funkytours.com](http://www.funkytours.com) - cca 500,000 clients annually



Investment Required  
 £1,000,000



Investment Received  
 £40,000



Number of Employees  
 2

## Pharmaceuticals

Spain, 2014  
[www.retinset.com](http://www.retinset.com)

Contact  
 DIT Spain  
[Aurora.Ortega@fcdo.gov.uk](mailto:Aurora.Ortega@fcdo.gov.uk)



Retinset is a pharmaceutical company that develops a novel class of medicines to treat neurovascular ophthalmic pathologies.

Founded as a spin out of MedicalMix a 30 years company experienced in surgical ophthalmology, our misión is to advance in our portfolio to clinical trials and improve the lives of those affected by neurovascular ophthalmic pathologies.

Our leading program (BSL01) is a first-in-class eye drop formulation to treat early stages of Diabetic Retinopathy (DR).

It is a breakthrough solution for over 110 Million patients with initial phases of DR with no treatment today.



2020 Revenue  
 £0



2021 Revenue  
 £0



Notable Customers  
 Diabetic patients



Investment Required  
 £1,000,000



Investment Received  
 £640



Number of Employees  
 1





# Companies

## Pharmaceuticals

Spain, 2015  
[www.pharmacelera.com](http://www.pharmacelera.com)

Contact  
 DIT Spain  
[Aurora.Ortega@fcdo.gov.uk](mailto:Aurora.Ortega@fcdo.gov.uk)



Pharmacelera is a deep tech company that uses accurate Quantum-Mechanics (QM) and Artificial Intelligence (AI) algorithms for rational drug design.

The company has developed a unique and patented computational platform to mine a massive and rich chemical space and uncover candidate molecules that are totally missed by traditional methodologies, improving pharmaceutical R+D productivity.

The technology has been validated by peer reviewed publications, direct comparisons against market leaders and several applied cases (including top pharma companies).



2020 Revenue  
 £130,000



2021 Revenue  
 £500,000



Notable Customers  
 Big pharma, biotech organizations



Investment Required  
 £1,700,000



Investment Received  
 £1,800,000



Number of Employees  
 12

## Pharmaceuticals

Portugal, 2019  
[www.ydata.ai](http://www.ydata.ai)

Contact  
 DIT Portugal  
[Antonio.Mesquita@fcdo.gov.uk](mailto:Antonio.Mesquita@fcdo.gov.uk)



YData helps data science teams by making it easy to access sensitive data and improve the quality of the existing one.

YData offers a data platform with synthetic data generation that makes the process of building datasets take a fraction of the time and cost, thus making AI adoption successful.

While most data science platforms focus on building models and put them into production, they rely on the assumption that high-quality data exists to train those models.

At YData, we solve that assumption by providing a platform where data scientists can connect to data sources, assess and experiment with data, process and label it, and generate synthetic data.

This set of tools allow them to improve the quality of the training dataset, leading to higher ROI for AI solutions.



2020 Revenue  
 £0



2021 Revenue  
 £100,000



Notable Customers  
 EDP, Telefónica, Verbund



Investment Required  
 £1,500,000



Investment Received  
 £500,000



Number of Employees  
 12

# Companies

## Pharmaceuticals

Spain, 2020  
[www.gate2brain.com](http://www.gate2brain.com)

Contact  
 DIT Spain  
[Aurora.Ortega@fcdo.gov.uk](mailto:Aurora.Ortega@fcdo.gov.uk)



Gate2Brain is a biotech company focused on the development of therapeutics that efficiently cross biological barriers such as the blood-brain barrier.

We pursue our goals using a radically innovative peptide-based patented technology platform.

Our platform is based on three families of peptide shuttles that improve the biopharmaceutical properties of cargoes such as small molecules, peptides, nanoparticles, proteins, and antibodies in vitro and in vivo when conjugated to them.

Gate2Brain also has a proprietary skin drug delivery system for the direct skin delivery of pharmaceuticals.

G2B-001, our flagship product, is a first-in-class therapeutic candidate for solid tumors that are difficult to treat via anticancer drug delivery.



2020 Revenue  
 £52,338.66



2021 Revenue  
 £174,687.45



Notable Customers  
 N/A



Investment Required  
 £4,000,000



Investment Received  
 £500,000



Number of Employees  
 6

## Pharmaceuticals

Spain, 2020  
[www.integra-tx.com](http://www.integra-tx.com)

Contact  
 DIT Spain  
[Aurora.Ortega@fcdo.gov.uk](mailto:Aurora.Ortega@fcdo.gov.uk)



Integra Tx is a newly created spin-off developing a new-generation gene editing platform for genetic diseases.

The platform allows for safe and precise insertion of large genes, overcoming current CRISPR limitations.

The company is currently in the preclinical phase and establishing relationships with relevant actors in the field.



2020 Revenue  
 £0



2021 Revenue  
 £0



Notable Customers  
 N/A



Investment Required  
 £4,000,000



Investment Received  
 £700,000



Number of Employees  
 2

# Companies

## Pharmaceuticals

Spain, 2017  
[www.aheadtherapeutics.com](http://www.aheadtherapeutics.com)

Contact  
 DIT Spain  
[Aurora.Ortega@fcdo.gov.uk](mailto:Aurora.Ortega@fcdo.gov.uk)



Ahead Therapeutics has Tech-Platform to Re-Establish Immune Tolerance Against Self Tissues to Treat & Cure Immune Disorders.

The platform can treat different auto-immune diseases depending on the antigen capsulated inside our PS-liposome: Type 1 Diabetes; Multiple Sclerosis; Celiac Disease, Rheumatoid Arthritis, Myasthenia Gravis & Neuromyelitis Optica.

Now we will select the leading asset to go to CMC product synthesis, toxicology and first in human clinical trials.



2020 Revenue  
 £0



2021 Revenue  
 £0



Notable Customers  
 Pfizer, Sanofi, Eli Lilly, Merck, Biogen



Investment Required  
 £17,000,000



Investment Received  
 £3,000,000



Number of Employees  
 10

## Software

Portugal, 2016  
[www.mydidimo.com](http://www.mydidimo.com)

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



We have a proprietary and patented pipeline that consolidates multiple functions required for creating life-like and animatable digital humans.

We can do this at scale, speed, and cost-efficiency, making this new digital interface technology accessible to everyone.

We have a deeply experienced executive team and a mid-level leadership team that knows how to scale a business globally.

We have traction and support from some of the most important players in the industry.



2020 Revenue  
 £40,000



2021 Revenue  
 £1,000,000



Notable Customers  
 Farfetch UK, Drest Ltd



Investment Required  
 £8,000,000



Investment Received  
 £7,000,000



Number of Employees  
 30

# Companies

## Software

Poland, 2015  
[www.nais.pl](http://www.nais.pl)

Contact  
 DIT Poland  
[Marcin.Boron@fco.gov.uk](mailto:Marcin.Boron@fco.gov.uk)



Nais is a people-driven Work Tech platform for improving employee recognition.

We help create relationships based on employee recognition and appreciation.

Raising their job satisfaction and engagement.



2020 Revenue  
 £243,545



2021 Revenue  
 £500,000



Notable Customers  
 McDonald's, COTY, Capgemini



Investment Required  
 £500,000



Investment Received  
 £1,200,000



Number of Employees  
 20

## Software

Estonia, 2017  
[www.r8tech.io](http://www.r8tech.io)

Contact  
 DIT Estonia  
[Tiina-Maria.Araja@fco.gov.uk](mailto:Tiina-Maria.Araja@fco.gov.uk)



Commercial buildings face serious HVAC-related energy efficiency and cost challenges due to the complex nature of state-of-the-art Building Management Systems (BMS) and the limits of human building operators.

This leads to energy-waste, makes it difficult to detect HVAC errors as well as pollutes the indoor climate and causes in long term severe health issues.

R8tech has developed an Artificial Intelligence based diagnostics and indoor climate control software solution for commercial buildings with BMS that brings up to 30% energy savings and lower CO2, improves indoor climate and simplifies fault and anomalies detection.



2020 Revenue  
 £190,000



2021 Revenue  
 £800,000



Notable Customers  
 WeWork, Radisson BLU, CBRE



Investment Required  
 £5,000,000



Investment Received  
 £2,200,000



Number of Employees  
 13

# Companies

## Software

Portugal, 2018

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

Contact

DIT Portugal

[Antonio.Mesquita@fcdo.gov.uk](mailto:Antonio.Mesquita@fcdo.gov.uk)



As Telecom Operators build fibre networks; CAPEX is the biggest challenge.

A lot of unforeseen costs are due to the lack of coordination, process, IT system support and data sharing between infrastructure deployment (from surveying, mapping, network planning, network build and network management) and the internal and external provider teams responsible for managing the network build, installation and maintenance.

This leads to a need for more resources, not meeting build deadlines, and in essence a lot of extra cost for the operator.

WeezieFiber is SaaS, cloud-native, real-time solution for automatize and digitalize all fibre network operation.



2020 Revenue  
£800,000



2021 Revenue  
£2,600,000



Notable Customers  
TéléDiffusion de France,  
Altice Technical Services  
(FR), Airband Internet (UK)



Investment Required  
£2,000,000



Investment Received  
£525,000



Number of Employees  
18

FSC  
LOGO



Department for  
International Trade

great.gov.uk

## DIT

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 body with responsibility for negotiating international trade policy, supporting business, as well as delivering an outward-looking trade diplomacy strategy.

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