

Venture capital matchmaking

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



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GREAT**
BRITAIN & NORTHERN IRELAND

www.great.gov.uk



Foreword



RICHLOVE MENSAH

Regional Director for Trade and Investment, Europe Central

Dear VC contacts,

We have now entered a new chapter in 2021 and I would like to wish you all a successful new year with good health, joy, happiness and prosperity. I am an optimist and I believe 2021 will be a much better year than 2020. With the [UK-EU Trade and Cooperation Agreement](#) now agreed and vaccinations underway, the challenges we faced in 2020 brought about innovations and collaborations that will support a brighter 2021. New investments will become even more important as we work to support a fast and steady economic recovery.

This is already the fourth edition of the VC Matchmaking brochure. As with the previous editions, we aim to bring you an overview of the leading tech companies across Europe that are ready to scale-up in the UK. This edition also builds on the Department of International Trade's first [European Tech Rocketship Awards](#); 17 events took place producing 51 Tech companies that will now enter the next stage of the competition.

2020 also saw the expansion of the programme to include a [Masterclass series](#), where two of our VC Partners delivered fantastic presentations to an audience of over 150 scale ups across Europe. With an exciting year ahead, we look forward to building on the work we did last year by involving more of our partner organisations to deliver more value for companies. If you are interested in facilitating a Masterclass, please let us know.

We hope this issue offers you multiple opportunities to engage with fast growing European companies. 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 relevant DIT contact, who will gladly make an introduction.

We look forward to working with you!

Happy New Year!

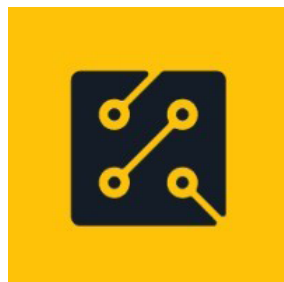
Richlove Mensah

Companies

Advanced Engineering

Germany, 2019
www.conductiv.ai

Contact
DIT Germany
Benjamin.Wannenwetsch@fco.gov.uk



Conductiv.ai is a Berlin-based AI startup specializing in virtualization of lengthy ramp-up cycles for precision manufacturers.

The startup uses a unique blend of machine learning and physics simulation to create digital twins of production processes, in order to minimize cost and time-to-market.

The startup has validated their approach with the largest semiconductor factory in Europe, and is currently looking for investors and additional POC opportunities.



2019 Revenue
£35,000



2020 Revenue
£20,000



Notable Customers
Globalfoundries



Investment Required
£900,000



Investment Received
£62,000



Number of employees
4

Agriculture

Turkey, 2019
www.forfarming.co

Contact
DIT Turkey
Yasemin.Erensoy@mobile.trade.gov.uk



ForFarming is an agricultural technology company that combines smart technologies with modern agricultural techniques.

ForFarming products focus on producers and consumers, especially those who do agriculture in closed areas and soilless systems.

We develop smart solutions that increase agricultural efficiency, sustainability and food security to facilitate access to fresh and healthy food in urban areas.

Our solutions enable manufacturers to control their facilities remotely and automatically by using our data analysis and optimization algorithms.



2019 Revenue
£95,000



2020 Revenue
N/A



Notable Customers
Indoor and soilless agricultural producers, restaurants & supermarkets



Investment Required
£1,000,000



Investment Received
£ 300,000



Number of employees
12

Companies

Business Services

Portugal, 2015
www.fractalmind.pt

Contact
DIT Portugal
Emilia.Baptista@fcdo.gov.uk



Considering that by 2020 more than half of the world's workforce is made up of, not only Millennials but also Gen Z, it's essential to create ways to engage these generations with appealing work, consumption, learning and self-improvement environments.

With this epic mission in mind, we gathered at Fractal Mind a multidisciplinary team focused on leveraging gamification and design thinking to create a positive impact in society.

Can you imagine a world where everyone, from employees to consumers and students, is completely engaged in achieving common goals?

That's where Fractal Mind steps in, with a portfolio of gamified solutions customized to each organization challenges, we boost employee engagement, learning objectives, behavioural change, and business results.



2019 Revenue
£250,000



2020 Revenue
£350,000



Notable Customers
Worten, Auchan, LG



Investment Required
£100,000



Investment Received
£0



Number of employees
8

Business Services

Norway, 2020
www.dutycast.com

Contact
DIT Norway
Ane.Birkeland@fcdo.gov.uk



DutyCast - Google for Trade Intelligence. Our mission is to enable growth for all. We target e-commerce £600bn market.

Trade is the engine for growth and central to ending poverty (SDG17.11). It is one the top 5 concern for businesses to navigate the complex and constantly changing in regulations, customs, taxes and tariff.

Dutycast provides one-stop-shop digital, self-service tools for trade compliance and advisory using AI/ML.

- Automate assigning HS code for cross-border trade.
- Real-time updates on changes & advisory for requirements eligible for free trade agreement.
- Calculation of prices included taxes, tariffs.



2019 Revenue
£0



2020 Revenue
£500,000



Notable Customers
Innovation Norway (LOI),
Enterprise Singapore



Investment Required
£1,000,000



Investment Received
£75,000



Number of employees
7

Companies

Creative Industries

Ireland, 2018

www.paragonmusicgrop.com

Contact
DIT Ireland
John.O'Loughlin@fco.gov.uk



Independent Record Label business formed in 2018 by two highly experienced executives.

Formation was motivated by the steady annual resurgence in the recorded music industry driven largely by the growth in subscription based streaming services (e.g: Spotify, Apple Music).

In two years Paragon has built a successful catalogue, validating the merits of an Ireland-based record label which is properly funded, with great international distribution.



2019 Revenue

£50,000



2020 Revenue

£150,000



Notable Customers

General public accessing music through subscription streaming services



Investment Required

£100,000



Investment Received

£125,000



Number of employees

5

Defence and Security

Czech Republic, 2020

www.guardiot.io

Contact
DIT Czech Republic
Bettina.Molnarova@fcdo.gov.uk



We have identified that half of the devices in camera networks are vulnerable.

This allows attackers to get control over the protected networks.

GuardIoT is addressing the problem with Automated Vulnerability Assessment.

We are preventing Cybersecurity Incidents before they happen.

Attackers don't respect any norms. We are developing vulnerability tests based on real-time attacks on IoT networks.

Security by Design is the only sustainable solution to the problem. With reactive security solutions, you are always step behind.



2019 Revenue

£0



2020 Revenue

£8,500



Notable Customers

KH servis s.r.o., Magistrát mesta Košice, T-Mobile Czech Republic



Investment Required

£223,117



Investment Received

£110,000



Number of employees

5

Companies

Energy

Turkey, 2019
www.phoenixenerji.com

Contact
 DIT Turkey
Yasemin.Erensoy@mobile.trade.gov.uk



Phoenix produces 99% pure Hydrogen gas from carbon monoxide or methane using its patent pending separator technology in cement, biogas, landfill, thermo-power generation and steel industries.



2019 Revenue
 N/A



2020 Revenue
 £165,000



Notable Customers
 Sanko Holding



Investment Required
 £1,500,000



Investment Received
 £35,000



Number of employees
 6

Companies

Environmental Technologies

Turkey, 2015
www.bak-tek.com

Contact
 DIT Turkey
Mehmet.Basaran@mobile.trade.gov.uk



BakTek is an environmental technologies company which focuses on bioremediation and innovation.

Its core product - BioGuy - is an innovative and environmentally friendly treatment system through its patented smart bioremediation technology.

Bioguy is a bio-engineering product that utilizes bacterial zeolite hybrid bio-membrane technology to maintain waste water systems.

As an IoT integrated system, the company aims to provide an eco-friendly solution to waste water problems such as fatbergs.

The ZeoSmart Technology within the Bioguy absorbs 97% of ammonia and fat within the waste water and allows a filtration of heavy metals, radioactivity and viral contamination as well as odour control.



2019 Revenue
 £130,000



2020 Revenue
 £150,000



Notable Customers
 Sabiha Gokcen Airport,
 Compass Group, Toyota



Investment Required
 £1,000,000



Investment Received
 £40,000



Number of employees
 8

Financial Services


Spain, 2016
www.coinscrapfinance.com

Contact
 DIT Spain
Sarah.Roles-Ndibe@fcdo.gov.uk




Coinscrap is a modular financial planning platform based on the principles of behavioral economics.

We offer this solution as a white label to banks and insurance companies allowing them to launch new features in less time to market and budget.


 **2019 Revenue**
 £125,000

 **2020 Revenue**
 £600,000

 **Notable Customers**
 Banco Santander, Bankia, Mapfre

 **Investment Required**
 £3,000,000

 **Investment Received**
 £1,000,000

 **Number of employees**
 18

Companies

Financial Services

Switzerland, 2018
www.curioinvest.com

Contact
 DIT Switzerland
James.Sullivan@fcdo.gov.uk



CurioInvest is a fintech platform that helps you add ultra rare cars and other lucrative collectibles to your portfolio through digital securities.


 **2019 Revenue**
 £1,200,000

 **2020 Revenue**
 £3,000,000

 **Notable Customers**
 Family offices, private wealth managers

 **Investment Required**
 £2,500,000

 **Investment Received**
 £300,000

 **Number of employees**
 6

Financial Services

Czech Republic, 2013
www.dateio.eu

Contact
DIT Czech Republic
Bettina.Molnarova@fcdo.gov.uk



Dateio provides a payment data enrichment service for banks and financial institutions.

We provide additional information in form of clear merchant name, branch, logo, GPS location, and category.

Such data have wide application in banks and are becoming a backbone of digital banks of the future.

Client's banking experience becomes more streamlined and comfortable.

It also helps to understand client's individual behavior to provide more accurate client segmentations, tailor made products, and personalized communication.

Dateio is a fast-growing FinTech company and a pioneer of card-linked marketing and payment data enrichment in the CEE region. According to the Deloitte 2020 Fast 50 ranking we are #33 in the Central Europe with 758 % growth.



2019 Revenue
£731,000



2020 Revenue
£821,000



Notable Customers
UniCredit Bank, Erste Group, Raiffeisen Bank, bunq



Investment Required
£4,500,000



Investment Received
£2,950,000



Number of employees
40

Food and Drink

Italy, 2016
www.hotboxfood.it

Contact
DIT Italy
VCMatchmaking@fcdo.gov.uk



We developed and patented a portable oven for food delivery.

Hotbox combines a heat source with a de-humidifying system to make sure that you can taste food in perfect conditions at the comfort of your home.

We are the professional equipment for food delivery that helps improve delivery optimization by keeping the food up to 50 minutes.



2019 Revenue
£65,000



2020 Revenue
£410,000



Notable Customers
Moovenda (food delivery platform), La Piedadineria



Investment Required
£3,000,000



Investment Received
£2,000,000



Number of employees
7

Companies

Food and Drink

Spain, 2017
www.brbarsandrestaurants.com

Contact
 DIT Spain
Sandra.Marin@fco.gov.uk



BR Bars & Restaurants is the platform that is going to lead the digital transformation of bars, restaurants, cafes, hotels and, in short, any business related to the hotel, restaurant and tourism industry.

Digitalization and technology is key to overcome the crisis of the Covid-19 as it allows to activate the recommendations and implement appropriate measures in restaurants and hotels offering maximum safety to customers.

Avoid crowds and contact with staff by ensuring the best experience for users both inside and outside the establishment.

ORDER AND PAY SAFELY! with the App BR Bars & Restaurants.



2019 Revenue
 £3,000



2020 Revenue
 £15,000



Notable Customers
 Europastry, Damm
 Distribution Integral, The
 Fork



Investment Required
 £1,800,000



Investment Received
 £1,300,000



Number of employees
 10

Healthcare

Belgium, 2017
www.mybingli.com

Contact
 DIT Belgium
Hannah.Williams@mobile.trade.gov.uk



Bingli has developed the world's first AI-powered medical practise optimisation platform: It can free up to 30% of a doctor's time.

MyBingli's chatbot interviews patients in a user-friendly and dynamic way, in their own native language, and giving them time to think and be better prepared for their consultation.

The gathered medical information and proposed diagnoses are provided in a dashboard, to assist the doctor during the consultation.

All data generated can be used to streamline care and add value by (1) lightening administrative burden, (2) avoiding unnecessary consultations/referrals, (3) optimising hospital flows.



2019 Revenue
 £300,000



2020 Revenue
 £1,000,000



Notable Customers
 AZ Alma hospital, Pfizer,
 University Hospital Antwerp



Investment Required
 £1,500,000



Investment Received
 £1,600,000



Number of employees
 10

Companies

Healthcare

Belgium, 2015
www.minzehealth.com

Contact
 DIT Belgium
Elias.Suliman@fco.gov.uk



Minze is a digital (tele)health scale-up company that develops and markets innovative diagnostic solutions for a growing population suffering from Lower Urinary Tract Symptoms (LUTS).

Minze's tool and methods are accessible, less embarrassing and very accurate and can be used in a clinical setting or at home.

Home diagnostics enables Remote Patient Monitoring (RPM) during and post-COVID-19 times, thus empowering people with LUTS, to improve their Quality of Life (QoL).



2019 Revenue
 £160,000



2020 Revenue
 £169,000



Notable Customers
 University Hospital Antwerp,
 University Hospital Brussels,
 Bergman Clinics Netherlands



Investment Required
 £1,800,000



Investment Received
 £ 900.000



Number of employees
 7

Healthcare

Finland, 2015
www.nukute.com

Contact
 DIT Finland
Mari.Aaltonen@mobile.trade.gov.uk



Our wireless tracheal microphone technology disrupts the current possibilities and methods for patient care for respiratory and pulmonary diseases, such as COVID-19, sleep apnea, COPD, pulmonary fibrosis, lung cancer, asthma and chronic cough, resulting in faster diagnosis at lower cost and improved patient outcomes.



2019 Revenue
 £0



2020 Revenue
 £20,000



Notable Customers
 Resmed



Investment Required
 £890,000



Investment Received
 £5,500.000



Number of employees
 15

Companies

ICT

Portugal, 2011
www.inocrowd.com

Contact
DIT Portugal
Emilia.Baptista@fcdo.gov.uk



Inocrowd is an open innovation platform based in Portugal, that connects Seeker companies with

challenges to Solvers from the most prestigious American and European universities, the main Portuguese universities, and also renowned agencies like NASA. Peking University, Weizmann University of Israel, ESA - European Space Agency, and M.I.T. - USA, are part of our global network.

Based in Lisbon, Portugal, we present innovative solutions with a success rate higher than 95%, within 30-60 days with our 1.6 million solvers from all over the world.

Inocrowd has discovered solutions for the textile, automobile, gas and electrical, and food industry, chemistry companies, airports, railway stations, private medical laboratories, banks, retail, insurance, real estate companies amongst others.



2019 Revenue
£1,000,000



2020 Revenue
£1,000,000



Notable Customers
BASF, Volkswagen, Bosh



Investment Required
£5,000,000



Investment Received
£500,000



Number of employees
10

Mass Transport

Italy, 2018
www.volvero.com

Contact
DIT Italy
VCMatchmaking@fcdo.gov.uk



Volero is a drive sharing app, where owners can share their vehicles with the drivers.

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

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.



2019 Revenue
£15,000



2020 Revenue
£90,000



Notable Customers
Main car dealers of Italy



Investment Required
£1,200,000



Investment Received
£700,000



Number of employees
6



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.

Disclaimer

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