

Venture capital matchmaking

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



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IN
GREAT**
BRITAIN & NORTHERN IRELAND

www.great.gov.uk



Foreword



RICHARD BURN

Her Majesty's Trade Commissioner for Europe

Dear readers,

We are very proud to bring you the second issue of DIT's FDI Venture Capital Matchmaking Platform. This initiative aims to bring together the UK's unique capabilities as a land of opportunity and European founders seeking growth in the high potential UK ecosystem.

The first issue brought you multiple opportunities for matching Europe's talent with the UK's expertise, covering a wide range of sectors, from Healthcare to Fintech, Infrastructure to Retail. For this issue we have adopted an increased focus on Sustainability, with European companies offering solutions on energy efficiency, precise farming, smart mobility and many more.

As you know, the UK is a leader in ambitious climate action, both domestically and internationally. The UK's world-leading capabilities in offshore wind, smart energy systems, sustainable construction, precision agriculture, green finance and electric vehicle manufacture are just a few of the many areas we lead by example. Therefore, it is no surprise that European talent feels deeply attracted to the UK and to your expertise as VCs, Angels or mentors.

We hope that this issue offers you multiple opportunities for matching European founders' needs with the UK's expertise in Clean Growth and other sectors too. 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,

Richard Burn



Companies

Supply chain

Switzerland, 2002
www.crosstownpower.com

Contact
DIT Switzerland
helen.stubbs@fco.gov.uk

Crosstown Power GmbH

Crosstown Power GmbH delivers management and engineering consulting & product development in the power sector.

It is currently developing a Zero Carbon conversion system for deployment into existing & new gas turbines to eliminate Green House Gas pollution.



2019 Revenue

£ 600,000



2020 Expected Revenue

£600000



Notable Customers

ABB, GE, Siemens, Sulzer, Doosan, Wood Group



Investment Required

£10 million over 2-3 years



Investment Received

£1,200,000



Number of employees

5 Partners

Energy

Hungary, 2017
www.heatventors.com/

Contact
DIT Hungary
Krisztina.Gorog@fco.gov.uk



HeatVentors' product HeatTank is the new revolution of thermal energy storages, which saves energy, money and space

Compared to the traditional water storages HeatVentors use special biomaterials called Phase Change Materials (PCM) and store heat by changing the phase like melting and solidification we can store the heat in a more concentrated way we reduced the size by 90% saves energy between 20-50% with 3-5 years ROI.

We have 4 working projects for data centre and telco cooling, gas engine heat recovery and develop the district heating system with average 3,5 years ROI.



2019 Revenue

£13,000



2020 Expected Revenue

£377,000



Notable Customers

Data centres, telecommunication sites



Investment Required

£1,000,000



Investment Received

£135,000



Number of employees

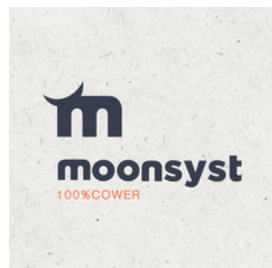
8

Companies

Agriculture

Hungary, 2015
www.moonsyst.com

Contact
DIT Budapest
Krisztina.Gorog@fco.gov.uk



Moonsyst specialise in high-tech sensor networks (IoT with LoRaWAN and NB-IoT) development with cloud-based data processing for continuous remote monitoring of dairy and beef cattle.

Moonsyst Smart Rumen Monitoring System keeps track on different parameters of the livestock helping

farmers with real time data to increase productivity, precisely detect heat and catch early diseases; with cloud-based software and mobile-app with built in Machine Learning and AI data process algorithms and notifications. The system is validated in different farms in Europe and in the Middle East.



2019 Revenue

£4,400



2020 Expected Revenue

£40,000



Notable Customers

Dutchy College (UK), DeVries Farm (NL), Lukasz Hoga farm (PL)



Investment Required

£500,000 + £200,000



Investment Received

£400,000



Number of employees

3

Electric car charging

Portugal, 2018
<http://www.evpower.pt/>

Contact
DIT Portugal
Antonio.Mesquita@fco.gov.uk



EVpower is a charging station operator (OPC) registered with Mobie, aiming to become CEME (energy retailer for EV charging) supplying clean electricity to charge from photovoltaic sources.

Due to EV market growth and forecast for the coming years, there is an increasing high demand for charging points.

Existing EV users and mostly new generations are concerned about environment, thus supplying green electricity is key.



2019 Revenue

£20,000



2020 Expected Revenue

£80,000



Notable Customers

Decathlon, Ministry of Foreign Affairs, Mercedes-Benz



Investment Required

£4,450,000



Investment Received

£0



Number of employees

3

Companies

Car industry

Portugal, 2018
www.evolutionsbc.pt

Contact
 DIT Portugal
 Antonio.Mesquita@fco.gov.uk



EVolution is the master of a franchise network of car workshops specialized in electric and hybrid vehicles.

We support the Network by providing high expertise and know-how in repairs and vehicle conversions.

We have developed a strong R&D activity in the development of products and equipment different from the existing offer in the market especially for vehicle conversions to EV or PHEV (cars, bus and boats) as well as 2nd life battery reuse namely for grid-connected power stations.



2019 Revenue
 £290,000



2020 Expected Revenue
 £400,000



Notable Customers
 Leaseplan, CTT, Tapada de Mafra, Parques de Sintra



Investment Required
 £773,000



Investment Received
 £50,000



Number of employees
 8

Electric cars

Portugal, 2013
www.zeev.pt

Contact
 DIT Portugal
 Antonio.Mesquita@fco.gov.uk



ZEEV operates in the retail segment with a complete and integrated offer of an electric vehicle (car and scooter) with exclusive distribution, charging stations and photovoltaic systems, using a turnkey approach.

We are distinguished by the experience and recognition of the market, being the only company delivering a 360° sustainable solution.



2019 Revenue
 £1,637,000



2020 Expected Revenue
 £1,550,000



Notable Customers
 Presidential palace, Prime Minister official house, Ministry of Environment



Investment Required
 £1,670,000



Investment Received
 £1,000,000



Number of employees
 10

Companies

Cloud technology

Ireland, 2014
www.zooshgroup.com

Contact
DIT Ireland
John.OLoughlin@fco.gov.uk



Zoosh Group is a Startup Studio or Venture Builder that creates new Ventures with experienced domain experts (founders or Corporates) - with a focus on traction from day one.

Our team of 40+ consists of technologists (design, architecture, development) & experienced commercialisation experts.

We primarily work in Business to Business.



2019 Revenue
£ 1.36 million



2020 Expected Revenue
£2.27 - £2.73 million



Notable Customers
Budapest Airport, Bonafarm Group, Carlsberg, SAP, Allglass, MOL, MyEnergi



Investment Required
£4,000,000



Investment Received
£1.8M (€2m) over 3 angel rounds



Number of employees
40 members of the Core Team

Medical devices

France, 2018
www.morphee.eu.com

Contact
DIT France
Julie.Lebouleux@fco.gov.uk



Our mission at MORPHEE+ is to take care of your loved ones and secure them, leaving them free and autonomous thanks to radar technology.

Because aging should not be stigmatizing, or under the gaze of Big brother.

We have developed a solution without any sensor or camera that can prevent, detect falls in real time.



2019 Revenue
£0



2020 Expected Revenue
£181,200



Notable Customers
SEGA (Nursing Home)



Investment Required
£1.8 million



Investment Received
£180,200



Number of employees
5

Companies

Healthcare

Hungary, 2019
www.alsadmedical.com

Contact
DIT Hungary
Krisztina.Gorog@fco.gov.uk



While half of UK population could be obese by 2050, diabetes is now the leading cause of kidney failure (about 3 million people).

These conditions need constant care and motivation, including nutritional advice, patient education and monitoring.

As a decreasing number of doctors should care for an increasing number of chronic patients, while personal communication is restricted, technology can offer the solution.

ALSAD (Automated LifeStyle Advice) offers AI-supported, personalised, digital health management for patients with chronic kidney disease, diabetes or obesity via personalised, automatic menu generation, digital support for dietitians, targeted patient advice, tracking of physical activities.



2019 Revenue
£1.7 million



2020 Expected Revenue
£1.9 million



Notable Customers
Private healthcare providers,
Public Sector Institutes and
dietitian teams



Investment Required
£700,000



Investment Received
Bootstrapping ALSAD
Medical, owned 100% by
Netis Informatics



Number of employees
14

Biotechnology

Halifa, 2017
www.laserleap.com

Contact
DIT Portugal
Antonio.Mesquita@fco.gov.uk



The skin barrier limits the efficacy of topical administration of medicines and cosmeceuticals, but it is safely and efficiently overcome within seconds of application of the patented LaserLeap technology, without pain or bruising, opening unsuspected opportunities for the delivery of medicines and cosmeceuticals believed to be useless in topical administrations and requiring needle injection.



2019 Revenue
£50,000



2020 Expected Revenue
£100,000



Notable Customers
N/A



Investment Required
£300,000 per new country



Investment Received
£3.5 million



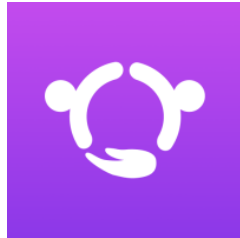
Number of employees
7

Companies

Cities and universities

Israel, 2019
www.safeup.co

Contact
DIT Israel
Elaine.Avisror@mobile.trade.gov.uk



SafeUP brings a safety guardian to every woman in the world by building mobile p2p safety net communities.

With walk and talk, women can immediately video call with nearby trained guardians when feeling unsafe.

The video automatically acts as “witness” and records what is happening on call.

If danger arises, a woman can ping for help manually or through AI detection, and women nearby will rush to save her and call the police right away.

Our mobile safety net is the centuries overdue solution to gender violence.



2019 Revenue

Pre-revenue



2020 Expected Revenue

Pre-revenue



Notable Customers

Women in cities and universities



Investment Required

£1,000,000



Investment Received

£500



Number of employees

8

Manufacturing

Switzerland, 2020
www.picc-solution.com

Contact
DIT Switzerland
jakub.novak@fco.gov.uk



Augmented Human Intelligence
Share Know-How & Innovate



Facilitate Systematic collection of feedbacks from:

- People,
- Projects,
- Documents,
- Sensors (IOT)

The goal is to automatically build the knowledge map of the company and keep it updated in real time.

This modeling of collective intelligence is made available to employees anywhere, anytime in 26 languages.

PICC software allows companies to capitalize on and share the expertise of their employees in a way that facilitates innovation.

PICC also leverages the Internet of Things and artificial intelligence to consolidate this human knowledge.



2019 Revenue

N/A



2020 Expected Revenue

£200,000



Notable Customers

Chanel, BIC, Berry



Investment Required

£700,000



Investment Received

£150,000



Number of employees

7

Companies

Furniture

Sweden, 2016 (launched in 2018)
www.beleco.com

Contact
 DIT Sweden
 Bjorn.Axelsson@fco.gov.uk

BELECO



At the beginning of 2018, Beleco was launched.

The goal was clear; we would become the leading global player in on-demand services for furniture and interior design.

Today we live in a hyper-connected and on-demand society.

People just need furniture for their space for a specific time.

We're already seeing this trend with coworking, coliving, and pop-ups.

By creating a digital platform that facilitates a behaviour, we let our members rent furniture and get help from interior designers.

Beleco owns no furniture; instead, they are owned by the brands themselves and the interior designer's gig by being booked through the platform.



2019 Revenue
 £400,000 (different business model)



2020 Expected Revenue
 £850,000 (best case) ~
 £450,000 (worst case)



Notable Customers
 WeWork, Uniqlo, Pleo, Samsung, Filippa K



Investment Required
 £4,300,000



Investment Received
 £2,400,000



Number of employees
 13

Retail

Spain, 2013
www.onairshopping.es

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



ONAIR is a new channel that makes local stores position digitally easily with LOCAL consumers, delivering high quality traffic to their physical and online stores, via the Smartphone; all automated, via smart UX mobile centric design and geolocation.

No need for traditional SEO, no manual product data uploading or updating for our clients.

Thousands of consumers are using our app in Barcelona and surroundings to find in just seconds the shop that has what they need, the on-sale offer that matches and more, spending a remarkable daily amount of time.

We save them time and money.

Accelerated by COVID-19.



2019 Revenue
 £6,5000 Contractual revenues (not activated)



2020 Expected Revenue
 £16,000 Contractual revenues (not activated)



Notable Customers
 Retailers: Cubiñá, Calbet Electrodomèstics



Investment Required
 £320,000



Investment Received
 £260,000



Number of employees
 4

Companies

Games

Sweden, 2017
www.scientificedtech.com

Contact
DIT Sweden
Bjorn.Axelsson@fco.gov.uk



Akribian provides scalable math teaching with a scientifically proven effect.

Our vision is the optimal digital learning tool for teaching math to 4-15 year old children across the world.

We use learning psychology (CBT) and game design - including a partnership with Massive Entertainment (a Ubisoft Studio) - to make this happen.

PS: Did you know that 35-50 % of a nation's GDP-growth is explained by math and science scores?



2019 Revenue
Not launched



2020 Expected Revenue
£17,000



Notable Customers
N/A



Investment Required
£4,300,00



Investment Received
£900,00 equity
£1,000,00 research grants



Number of employees
10

PropTech

Sweden, 2017
www.zesec.com

Contact
DIT Sweden
Bjorn.Axelsson@fco.gov.uk



ZESEC mission is to digitize all keys, make the mobile become the new keychain.

Improve people's life with simpler, smarter and sustainable solutions for digital keys in the future.

ZESEC is a unique API platform for manage access and digital locks from one place.



2019 Revenue
£25,000



2020 Expected Revenue
£75,000



Notable Customers
Property and delivery companies



Investment Required
£500,000



Investment Received
£350,000



Number of employees
10



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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Published July 2020

by Department for International Trade



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