

Venture capital matchmaking

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



**INVEST
IN
GREAT**

BRITAIN & NORTHERN IRELAND

www.great.gov.uk



Foreword



ILARIA REGONDI

Her Majesty's Trade Commissioner, Europe

Dear VC contacts,

We are very proud to bring you this issue of DIT's Venture Capital Matchmaking brochure, which marks the beginning of a new financial year and the many opportunities that lie ahead!

This initiative has been introducing you to exciting founders from across Europe, Central Asia and Israel for a year now, and we are very pleased that within this time we were able to arrange 45 meetings between investors and founders featured on this programme and assisted the establishment of 20 of these exciting businesses in the UK.

The Department for International Trade (DIT)'s Europe region is a dynamic and diverse one, covering the EU, the four EFTA countries, the Western Balkans and Israel. My team, across 33 countries and 39 posts, supports UK and overseas companies access markets, suppliers, finance and investment.

One of my core priorities is precisely to help European businesses land and flourish in the UK, delivering jobs and growth across the whole of the UK. For that we count on the support of the strong network of longstanding friends and partners like yourselves, whose expertise has helped transform this programme into a real asset of DIT's toolkit for European businesses.

We hope, as always, 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

Ilaria Regondi

Companies

Advanced Engineering

Greece, 2018

www.shipreality.com

Contact
DIT Greece
Caterina.Drossopoulou@fcdo.gov.uk



ShipReality develops XR (VR/AR/MR) software for: (i) Ship Design Automation, and (ii) Ship Remote Ops.

Our software speeds up and optimizes designs for 60,000 ships that require GHG reduction, energy conversions & BWTS retrofits, and enables remote support / operations as experts can't travel to ships, offering significant savings, efficient operation and reduction of the environmental footprint.

Our software and platform for spatial applications are building blocks for a range of applications, addressing lifecycle needs of shipowners, ship designers, shipyards, engineering firms, classification societies and equipment manufacturers and are applicable to other industries, such as oil & gas.



2020 Revenue
£30,000



2021 Revenue
£200,000



Notable Customers
ABS, RINA, University of StrathClyde



Investment Required
£400,000



Investment Received
£250,000



Number of Employees
9

Aerospace Defence & Security

Ireland, 2017

www.vraisimulation.com

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



We have worked with IAG in Heathrow Airport, The United Nations in Somalia and are currently working with the RAF and Irish Air Corps.

Our insight is that VR, as well as being a great way of presenting data to a user, is also an incredible way to capture, measure and predict performance by collecting and analysing the users performance in VR.

We believe in creating shared value for our customers, investors, employees and community by adopting the 'Triple Bottom Line' and the B Corporation constitution.

This means our company has a legal obligation to focus not only on profit, but also on people and the planet.

We want to create a work environment where people feel empowered, who can develop a sense of mastery over their work and purpose in what we are trying to achieve together.



2020 Revenue
£200,00



2021 Revenue
£1,000,000



Notable Customers
UK MoD/RAF, Irish DoD/Air Corps, Kongsberg, OWGP



Investment Required
£1,000,000



Investment Received
£1,000,000



Number of Employees
18

Companies

Biotech

Spain, 2016

[indicate.solutions](https://www.indicatesolutions.com)

Contact
DIT Spain
Aurora.Ortega@fcdo.gov.uk



Indicate Solutions has developed REPVit, a game-changing molecular (nucleic acid test (NAT)) diagnostic platform in a rapid test format.

Initial indication for COVID-19, adapting to influenza etc.

The advantages of PCR and antigen test in a rapid (15 min) single use, affordable (COGS <£1) for the over-the-counter and home test markets.

Highly scalable (+10 million tests per day), it is NOT PCR or LFA.



2020 Revenue
£0



2021 Revenue
£5,500,000



Notable Customers
Airports, Pharmaceutical companies, Home testing and Over-The -Counter



Investment Required
£3,000,000



Investment Received
£429,000



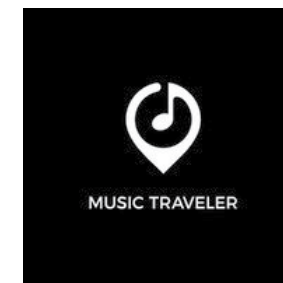
Number of Employees
6

Creative and Media

Austria, 2017

www.musictraveler.com/en

Contact
DIT Austria
Alex.Basker@mobile.trade.gov.uk



Music has always been important to humankind - culturally, sociologically, and philosophically.

Darwin theorized language itself to have originated from music, and in recent years, studies have shown that playing music leads to a longer life.

Yet, no musician is born ready to perform without preparation - practice is essential for musicians to both explore and perfect their craft.

That's why the mission of Music Traveler is to: promote the creation, appreciation, and interest in music by reducing barriers and facilitating new interactions.

Music Traveler is a P2P platform that helps musicians share just about any space where music is made.



2020 Revenue
£60,000



2021 Revenue
£100,000



Notable Customers
Professional and amateur musicians, music venues, rehearsal studios



Investment Required
£4,000,000



Investment Received
£1,000,000



Number of Employees
10

Companies

Creative and Media

Israel, 2015

www.heyoya.com

Contact
DIT Israel
Anat.Weiss@mobile.trade.gov.uk



Heyoya is a voice comments & reviews platform that allows users to express themselves beyond the medium of text.

Our technology creates personalized interactions between publishers, advertisers, and end-users.



2020 Revenue

£40,000



2021 Revenue

£250,000



Notable Customers

Online publishers / Online shop owners, data brokers, ad Networks



Investment Required

£400,000



Investment Received

£1,200,000



Number of Employees

5

Defence

Estonia 2020

www.sensusq.com

Contact
DIT Estonia
Tiina-Maria.Araja@fco.gov.uk



Providing domain-independent decision-making solutions for environments where big data driven, compute intensive, ML/AI is undesirable or unavailable.

While advancements in automation have permutated many aspects of the decision-making cycle.

The traditional approach that aims to craft 100% autonomous solutions is not appropriate to all contexts.

Key market gaps exist in organisations that need to develop and maintain human analytical skills, in environments where a combination of traditional data capture and new data input (drone, sensor, OSINT) is overwhelming established processes and procedures.

SensusQ empowers teams and decision makers to act from data supported by low context ML/AI to assist intelligence aggregation and dissemination.



2020 Revenue

£0



2021 Revenue

£0



Notable Customers

N/A



Investment Required

£1,500,000



Investment Received

£750,000



Number of Employees

11

Companies

Digital Healthcare

Ireland, 2016
www.wellola.com

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



Wellola offers a full suite of secure digital communication tools via its cloud based portal.

It is currently available in healthcare settings in Ireland, UK and Italy.

Wellola aims to optimize its functionality and design to meet the needs of the less able-bodied and older EU citizen, increasing equity of care and savings for the EU health system.



2020 Revenue
 £90,000



2021 Revenue
 £460,000



Notable Customers
 The British Association
 of Counsellors and
 Psychotherapists (UK)



Investment Required
 £1,000,000



Investment Received
 £350,000



Number of Employees
 5

Electronics

Spain, 2018
www.nanusens.com

Contact
 DIT Spain
Samantha.Brindle2@fcdo.gov.uk



We solve the manufacturing problem of the MEMS industry today, using standard CMOS manufacturing instead of bespoke processes.

This allows us to reduce the size, cost and consumption of our chips, while having virtually unlimited volume production capability.

These are requirements from the consumer market that nobody can solve.

We have our devices proven in the lab, customers awaiting samples, our supply chain defined with global mainstream suppliers, and we are fundraising a £6M Series A to start volume production next year with ROI>100 in 3 years.

Sales forecast for years 2023 and 2024 are £150M and £1.2B.



2020 Revenue
 £100,000



2021 Revenue
 £300,000



Notable Customers
 N/A



Investment Required
 £6,000,000



Investment Received
 £4,900,000



Number of Employees
 6

Companies

Electronics

Turkey, 2020

www.coronity.com/en/personal

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

CORONITY



CoroMaxx, which measures fever, breath pressure/cycles and cough pressure/cycles, indicates the health status changes of the user by led lights and show all these data via it's mobile device application.

Coromaxx disinfects and recharge itself by it's carrying box.

Thanks to the rechangeble filters it's reusable.

Coromaxx lowers the risk of getting Covid viruses and spreading disease in public and commercial areas, helps people to return to usual daily working conditions, decreases the hospital applications for Covid tests depending on personal concerns.

It's more environmental friendly than the surgical masks.

Coromaxx makes it possible to trace the health status changes of all the staff in commercial buildings via it's commercial web application.



2020 Revenue

£20,000



2021 Revenue

£600,000



Notable Customers

Petrol Ofisi, QATAR Embassy of Ankara, Turkish Minister of Environment



Investment Required

£560,000



Investment Received

£7,000



Number of Employees

5

Environment

Finland, 2018

www.clewat.com/en

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



We develop and manufacture water cleaning vessels that are able to clean up garbage, harmful vegetation and microplastics from waterways.

The technology of our vessel is based on the creation and utilization of water flow.



2020 Revenue

£200,000



2021 Revenue

£2,000,000



Notable Customers

City of Helsinki, City of Kokkola, City of Cebu



Investment Required

£1,500,000



Investment Received

£800,000



Number of Employees

8

Companies

Financial Services

Spain, 2019

www.inviertis.es

Contact
DIT Spain
Aurora.Ortega@fcdo.gov.uk



Inviertis is an online market place for real estate investor find tenanted properties that are analyzed and presented as pure financial investment assets.



2020 Revenue

£70,000



2021 Revenue

£450,000



Notable Customers

Sareb, Metrovacesa, Haya Real Estate



Investment Required

£300,000



Investment Received

£150,000



Number of Employees

7

Financial Services

Switzerland, 2020

www.unimo.com

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



Unimo



Today, the private investment market typically operates locally because of diverse country regulations and therefore lacks scale, efficiency and volume.

Unimo's vision is to create a transparent, easily accessible, global marketplace for private capital, enabled by a new and globally consistent standard of due diligence, whilst partnering with and assisting local brokers and capital providers.

Unimo's unique platform will achieve higher investment volumes into private companies, reduce transaction costs and increase transaction speed.

Unimo will also accelerate the commercialisation of innovative technologies, stimulate sustainable economic development and enhance the planet's life quality.



2020 Revenue

£0



2021 Revenue

Annual revenues of £125M within three years



Notable Customers

Fund providers, Fund beneficiaries, Financial intermediaries



Investment Required

Up to £4M Series A



Investment Received

£350,000



Number of Employees

6

Companies

Healthcare

Spain, 2016

www.dinbeat.com/en

Contact
DIT Spain
Aurora.Ortega@fcdo.gov.uk



At Dinbeat we work to increase animal welfare through technology.

Veterinarians want to provide the best services to their patients, but most of the medical devices in the market are designed for humans.

Vital signs' monitoring becomes a challenge and the lack of appropriate tools forces vets to perform manual controls and to sedate patients to use wired devices, investing time, resources and money to get a few and poor data.

To solve this problem, we created Dinbeat UNO, a pet-centric medical device, exclusively designed for professional use that remotely monitors electrocardiogram, heart rate, breaths per minute, temperature, activity, position and vocalisation of non-sedated patients, in real time.



2020 Revenue

£47,042



2021 Revenue

£728,756



Notable Customers

Several Anicura veterinary hospitals, Covetrus



Investment Required

£1,739,566



Investment Received

£1,287,279



Number of Employees

11

Healthcare

Belgium, 2019

www.moonbird.life

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



We've developed an intuitive, tactile and handheld device to guide one's breath.

The device expands and contracts like an external lung in your hand, giving you a pace to match with your breath.

The device has a sensor that collects biosignals, displaying the impact of your breathing exercise in the app.

The trainer can be used stand-alone, as well as in combination with an app which contains audio fragments with psychoeducation around breathing, anxiety, stress and sleeping problems.



2020 Revenue

£50,000



2021 Revenue

£1,000,000



Notable Customers

N/A



Investment Required

£2,000,000



Investment Received

£1,00,000



Number of Employees

7

Companies

Healthcare

France, 2018
www.agent-biotech.com

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

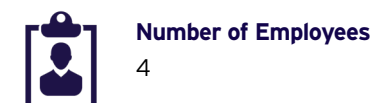
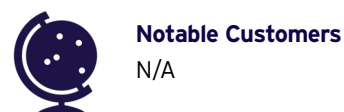


AgentT is a diagnostics company developing the first blood test to diagnose Alzheimer's disease before symptoms develop.

Current diagnostics tools available (PET scan and lumbar puncture) are invasive with low sensitivity and specificity for screening Alzheimer's during the pre-dementia stages when it can be prevented.

AgentT's blood test combines Machine Learning and patented multi-omics biomarkers to rapidly and accurately diagnose pre-dementia Alzheimer's.

During the first clinical proof of concept on 232 human blood samples, the best algorithm achieved 98.1% sensitivity and 98.8% specificity.



Life Sciences

France, 2009
www.eukarys.com

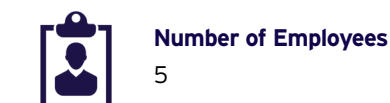
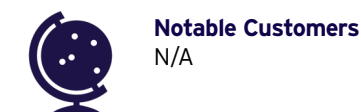
Contact
 DIT France
Julie.Lebouleux@fcdo.gov.uk



Eukarys is developing a unique expertise with a new synthetic biology technology, to produce autonomously in vivo messenger RNA (or mRNA).

This is fairly complex technology that can be used for various applications.

At the time being, Eukarys is focusing on second generation mRNA vaccines.



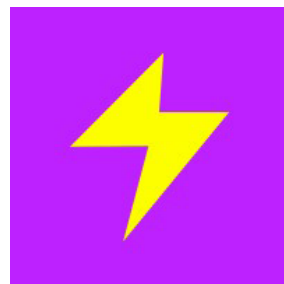
Companies

Mobility / Transport

Ireland, 2019

www.zippmobility.com

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



Zipp Mobility is a micromobility start-up operating in three UK cities as part of the UK's inaugural shared rental e-scooter trials.

Zipp was founded with the mission to do micromobility right; to tackle the backlash the industry has faced to date, to establish a responsible and sustainable approach to micromobility, and to ultimately achieve its true potential in encouraging a modal shift in our cities.

Micromobility, when done right, has the potential to truly integrate city transport networks by solving the last-mile problem.

It tackles the problems of congestion and emissions plaguing cities, that have only grown with increased globalisation.



2020 Revenue

£84,199



2021 Revenue

£3,017,474



Notable Customers

Somerset West & Taunton Council
Buckinghamshire Council



Investment Required

£1,000,000



Investment Received

£961,000



Number of Employees

15

Pharmaceuticals

Spain, 2017

www.nanoligent.com

Contact
DIT Spain
Aurora.Ortega@fcdg.gov.uk

NANOLIGENT



Nanoligent is a preclinical stage drug discovery company based in Barcelona. It is a spin-off of two academic groups from the top biotech and life science hub of Spain.

Cancer is the second leading disease being responsible for an estimated 10 million deaths in 2020 globally. Metastasis, the process by which a tumor cell escapes from the primary tumor and colonize distant organs, is the main cause of patient death in most tumor types

Current treatments are mainly focused on the constrain of the primary tumor but not on metastasis.

One important mechanism used by tumor cells to become metastatic is the overexpression of the CXCR4 receptor. It occurs in more than 40% of the patients of 23 types of different types of metastatic cancers and correlates with a very poor prognosis for these patients.

Nanoligent has developed a drug able to kill very efficiently those CXCR4+ cancer cells responsible for spreading metastasis without affecting non-tumor tissues, based on a new biotechnological platform.



2020 Revenue

£0



2021 Revenue

£0



Notable Customers

N/A



Investment Required

£1,000,000



Investment Received

0



Number of Employees

3

Companies

Retail

Slovenia, 2012
www.printbox.net

Contact
 DIT Slovenia
Krisztina.Gorog@fcdo.gov.uk



Nowadays it's taken for granted, that when we need a service, it can be obtained easily and quickly.

We have mobile phones, Google, Dropbox, coffee-to-go ...and it's about time printing services caught up.

We provide print services to anyone, anywhere, anytime and anyhow via our global network of self-service document printing kiosks.

Global network is managed and controled via Printbox integrated cloud computing platform based on open source software.

We have kiosks on the locations that are on daily route of general population so they can print when and where they need the print service.



2020 Revenue
 £250,000



2021 Revenue
 £400,000



Notable Customers
 General population, students, SMEs



Investment Required
 £500,000



Investment Received
 £1,000,000



Number of Employees
 3

Retail

Spain, 2013
www.pentabiol.es

Contact
 DIT Spain
Justine.Winterburn@fco.gov.uk



It's a start-up which research, design, manufactures (self-sufficient) and trades, its own innovation, POSTBIOTICS, a health solution to reduce the preventive application of antibiotics in livestock to evite the acquired immunodeficiency in human health.

Its way of work is collaborative with the own intestinal microbiota of the animal, (it's not a external instrument), to get animal sustainable production process.



2020 Revenue
 £1,500,000



2021 Revenue
 £2,000,000



Notable Customers
 N/A



Investment Required
 £860,000



Investment Received
 £1,000,000



Number of Employees
 15

Companies

Software

Spain, 2017

www.happycustomerbox.com

Contact

DIT Spain

Aurora.Ortega@fcdo.gov.uk



Transform the traditional wine tasting into innovation experience & digitalization.

Happy Customer Box (HCB) is a technological startup composed by 4 commercial brands.

Our family is formed by: QuickRateSurvey, RateByVoice, CulturalSurvey & Upwine.

We believe in data, we collect and analyze them.



2020 Revenue

£400,000



2021 Revenue

£80,000



Notable Customers

Wine Manufactures as
Codorniu, Freixenet, Torres &
Online/offline Shop Wine



Investment Required

£300,000



Investment Received

£300,000



Number of Employees

8

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.

Disclaimer

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