

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



CHRISTINA SCHIØTT LIAOS

Regional Director Europe North & Foreign Direct Investment Europe

Dear VC contacts,

Welcome to our FDI Venture Capital Matchmaking Platform. This initiative has been building good traction between the companies DIT has met in Europe over the past months and the UK venture capital community. It has been great to see your enthusiasm for European talent.

This issue comes at a time where we are promoting the Tech Rocketship Awards across Europe, following the success of programmes in India, Japan, Taiwan, Australia and New Zealand. We are looking for the best tech scale-ups with international growth ambitions. The objective of the awards is to accelerate the global growth of the winners, through personally-curated direct meetings with world-leading ecosystem players in the UK.

Many of the companies who registered for the Tech Rocketship Awards are well aware of the DIT VC Matchmaking Platform we have been bringing to you on a bi-monthly basis. It is therefore no surprise to see some of the entrants of the Tech Rocketship Awards featured on these pages as well.

We hope this issue offers you multiple opportunities to engage with European growth companies. Please do not hesitate to get in touch with the DIT contact listed. We will gladly make an introduction to the companies of most interest to you.

We look very much forward to working with you!

Kind regards,

Christina Schiøtt Liaos



Companies

Advanced Engineering

Belgium, 2011
www.cloudalize.com

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



Cloudalize develops and sells proprietary cloud solutions for the distribution and running of GPU-accelerated applications and workflows on any device, at any time and from any location.

Cloudalize's cloud solutions (Cloud Workstation, Cloud Application Streaming, Cloud Kubernetes) are all available on the same platform and are delivered from either the Cloudalize Cloud or on-premises from the data centre of your choice (i.e. Private Cloud).

Cloudalize meets pent-up demand from various sizeable markets in search for user-friendly, cost-efficient and robust cloud GPU-powered solutions to distribute high-end visuals (e.g. real estate configurator), run heavy computing (e.g. Artificial Intelligence) or enjoy turnkey-managed IT infrastructure (e.g. virtual desktop infrastructure).



2019 Revenue

£301,000



2020 Expected Revenue

£1,250,000



Notable Customers

Major Enterprises,
Universities, Provinces



Investment Required

£1,250,000



Investment Received

€15,000,000



Number of employees

25

Advanced Engineering

Norway, 2017
www.smartcylinders.com

Contact
DIT Norway
Marita.Tennebo@mobile.trade.gov.uk



Propane gas will be a vital part of the global energy system for decades to come. Low-carbon liquid gas plays a huge role in the green transition, moving low-income households away from oil and coal heating.

Unfortunately, today's methods for transporting and distributing gas cylinders are ineffective and expensive. They cause a massive carbon footprint and suboptimal use of resources.

Smart Cylinders have developed a sophisticated software and hardware solution, using advanced algorithms, AI and a unique patent pending sensor. This dramatically improves gas delivery services, lower costs and reduces carbon footprint from transport.

Our target market is the UK.



2019 Revenue

£0



2020 Expected Revenue

£0



Notable Customers

Primagaz (SHV Energy)



Investment Required

£4,000,000



Investment Received

£1,000,000



Number of employees

7

Companies

Advanced Engineering, Retail

Belgium, 2013
www.iretailcheck.com

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



RetailCheck® is based on state of the art Deep Learning AI Video Technology which enables real time monitoring of retail store.

In principal we increase the shopping experience, stop theft at the SCO and the traditional checkout by monitoring 24/7 all behavior in a store.



2019 Revenue

£500,000



2020 Expected Revenue

£500,000



Notable Customers

Carrefour, Ahold Delhaize, Spar



Investment Required

£750,000



Investment Received

£0



Number of employees

10

Advanced Engineering

Portugal, 2003
www.rotacional.com

Contact
 DIT Portugal
 emilia.baptista@fcdo.gov.uk



ROTACIONAL is a private company dedicated to produce advanced engineering solutions in Aerospace and Commercial market, particularly, innovative Augmented Reality (AR) headsets (called ViP-display).

Our Augmented Reality headsets offer unique see-through screens, projected in front of the users' eyes, with clear and sharp image, readable font size nine letters, wearable simultaneously with glasses and operational at indoor and outdoor environments.

We developed a proprietary and mature technology that is protected by granted patents (US 8159751 and EP 09075348).

We also produce OEM driver boards for high resolution Sony Oled microdisplays to be used in VR or AR headsets, smartglasses, eye-wearables, Head-mounted displays, digital cameras, electronic viewfinder, etc.



2019 Revenue

£78,000



2020 Expected Revenue

£29,000



Notable Customers

Technical University of Lisbon, Dental clinical in Portugal



Investment Required

£1,300,000



Investment Received

£50,000 and £330,000



Number of employees

3

Companies

Business Services

Israel, 2018
www.copa.io

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



Copa platform saves, tags, and annotates content directly to private cloud storage while syncing other services into one system.

Content is protected on Copa, and users can use its collaboration capabilities that also provides monitoring and control features.

Users content is searchable from any device, with the most accurate resolution.



2019 Revenue
£0



2020 Expected Revenue
£30,000



Notable Customers
Keter Group, Core Group,
Meitar Law



Investment Required
£1,000,000



Investment Received
£750,000



Number of employees
6

Business Services

Slovakia, 2020
www.nextretreat.com

Contact
DIT Slovakia
Bettina.Molnarova@fcdo.gov.uk



300 Billion a year, just in the U.S., is the cost of unhappy employees (Gallup). Stress, well-being and productivity at work are big issues around the world. Forward-thinking companies have been implementing team retreats, off-sites and in-person meetups to improve company culture, boost team spirit, motivation & productivity of team members.

Due to COVID-19, remote working became common overnight, and there will be ever higher number of remote companies in need of face-to-face meetings. However, organising any team trip is not an easy task.

Among the biggest pain-points, especially for remote companies w/ distributed teams, are synchronising dates, locations and flights, finding suitable venues for team (size/capacity, quality & other) and on-site logistics (airport transportation, food etc.)

NextRetreat is streamlining the process of organising team travel, helping companies easily pick the right destination, find and book the perfect venue for team and get help with everything else.



2019 Revenue
N/A



2020 Expected Revenue
N/A



Notable Customers
Hotjar, APIAX,
Fresh8Gaming, Parity
Technologies, CM Commerce



Investment Required
£1,000,000



Investment Received
£600,000



Number of employees
8

Companies

Creative and Media

Czech Republic, 2018
www.behavee.co.uk

Contact
DIT Czech Republic
bettina.molnarova@fcdo.gov.uk



We are technology experts based in Prague and London, working hard to create a fairer world where customer behavioural data are safe.

We integrate with multiple channels to build the platform, solutions and community to challenge the status quo and give personalised offers and marketing to everyone.

We make online marketing more human via an innovative approach to behavioral data science.



2019 Revenue

£ 2,100



2020 Expected Revenue

£80,000



Notable Customers

Volkswagen Financial Services, Omnicom Media Group, Maxima reality



Investment Required

£1,500,000



Investment Received

£2,205,000



Number of employees

25

Education and Training

Italy, 2013
www.eggup.co

Contact
DIT Italy
Mark.Ashwell@invest-trade.uk



Eggup is a digital assessment service to analyze and enhance people's soft skills with personalized questionnaires and continuous learning suggestions.

We support HR processes by using HR Analytics. All our solutions are GDPR compliant and can be easily integrated via API.

We support the following processes:

- Talent Acquisition: Unlimited assessment combinations thanks to a list of 285 Soft Skills.
- Team Analysis: We analyse the personality traits of each member part of a group to create top performing teams.
- People Development: Smart Coach for Employee Experience & Engagement; an innovative Recommendation Engine which provides innovative learning suggestions to develop soft skills.



2019 Revenue

£154,012



2020 Expected Revenue

£150,000



Notable Customers

Medtronic, Arriva Group, Telecom Italia



Investment Required

£450,000



Investment Received

£360,000



Number of employees

6

Companies

Environment

Belgium, 2017
www.brighterbins.com

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



At BrighterBins we produce cost-effective smart sensors for municipal waste pickup.

Our smart sensors prevent overflowing bins, keeping cities clean.

Our sensors collect data, enabling route optimization for waste pickup trucks on our online platform.

This means less heavy traffic, less CO2 emissions, and greener cities.

Our solution saves up to 40% cost on waste pickup.



2019 Revenue
£249,000



2020 Expected Revenue
£500,000



Notable Customers
Connexin UK, City Council of Delft, Cisco Systems, Telenet, NRB, Thnxtra, Unabiz



Investment Required
£2,000,000



Investment Received
£775,000



Number of employees
15

Financial Services

Sweden, 2016
www.asteria.ai

Contact
DIT Sweden
Bjorn.Axelsson@mobile.trade.gov.uk



Asteria Smart Cash Flow is a digital cash management SaaS that service small business owners.

Our clients get a cash flow overview with analytics and possibility to manage cash flow, see liquidity need, plan scenarios, adding ERP data, and apply for credits.

We also sell to banks to offer a plug in to online bank that connects to several ERP's.



2019 Revenue
£250,000



2020 Expected Revenue
Available upon request



Notable Customers
N/A



Investment Required
£1,000,000



Investment Received
£700,000



Number of employees
5

Companies

Financial Services

Israel, 2016
www.crymbo.com

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



Thousands of various financial institutions globally, would like to offer digital assets as a new source of revenue and diversification.

However, those FIs face many market barriers, such as cost, knowhow, regulation, and in some cases the complete restructuring how they do business.

Crymbo is a unique SaaS-B2B-Network concept, tailor made for financial institutions.

By creating a global network of financial institutions, we allow various services, first and foremost being digital assets.

Our method of operation is simple yet precise, and is designed to tackle any aspect while overcoming the challenges of the ever-evolving market (Tech, Regulation, Liquidity etc.)



2019 Revenue

£0



2020 Expected Revenue

£10,000,000



Notable Customers

Any licensed financial institution



Investment Required

£2,000,000



Investment Received

£600,000



Number of employees

5

Healthcare

Portugal, 2015
www.wildsmile.com

Contact
DIT Portugal
emilia.baptista@fcdo.gov.uk



We make dental care easy, transparent and affordable, with our platform that digitally connects patients and dentists.

We find the best clinic that meets patient needs, promoting at distance first appointments, checkup's, dental plans and treatments financing.

With the current mindset shift towards digital services even traditional sectors like dentistry are now, more than ever, interested to work with Wildsmile.

We saw the opportunity long time ago and are now ready to scale it.

Do you also see the opportunity and are you ready to join us?



2019 Revenue

£150



2020 Expected Revenue

£300



Notable Customers

Individual dental clinics



Investment Required

£3,000,000



Investment Received

£0



Number of employees

7

Companies

Healthcare

Portugal, 2017
www.besthealth4u.pt

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

BestHealth4u



BestHealth4U develops new/advanced material solutions for skin-interacting medical devices (MD), including digital applications.

Its first product is Bio2Skin, a “firmly-on, glueless, easy-peel off and skin-friendly” medical adhesive disrupts the current concept of skin adhesion.

Contrarily to the traditional adhesives, Bio2Skin uses the natural features of the skin to achieve adhesion through water.

Bio2Skin provides a strong, safe and gentle adhesive solution for all skin-interacting MD (tapes/dressings, ostomy bags, electronic wearables, delivery skin-patches,etc).

Recently, we are launching a new digital-product using Bio2Skin technology, Adhesiv.AI, a flexible patch that remotely monitors wounds, without removing the dressing.

It connects patients with practitioners, reducing treatment costs and improving clinical outcomes.



2019 Revenue
£10,000



2020 Expected Revenue
N/A



Notable Customers
Potential partnerships:
Welland Medical, Eakin,
Hollister, TrioHealthCare



Investment Required
£2,000,000



Investment Received
£550,000



Number of employees
4

ICT

Czech Republic, 2019
www.borndigital.ai

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



Born Digital focuses on automation of human conversations based on our own AI//Neural network algorithms.

We digitally transform contact centres and help them to reduce costs, increase sales and improve customer experience by latest AI technologies.

Unique combination of our own advanced technology and digital contact centre concept results in tangible business benefits.

Usual ROI of our projects is several months.

Our typical clients are contact centres, and our typical delivery are complex digitization of contact centre, voice virtual assistants, AI based calls/emails classifiers and chatbots.



2019 Revenue
£470,000



2020 Expected Revenue
£630,000



Notable Customers
Deutsche Telecom, Vienna
Insurance Group, Societe
Generale Group



Investment Required
£1,500,000



Investment Received
£0



Number of employees
16

Companies

ICT

Czech Republic, 2012
www.realpadsoftware.com

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



CRM and after-sales management platform for residential developers.

Realpad is a smarter real estate management platform for sales, marketing and project management teams.

We do not just develop software, we also change ways of thinking.

Driving tech innovation in real estate development is very meaningful and led us to start building our platform in 2012, which serves now hundreds of users.

We help make buying and selling homes an enjoyable experience.



2019 Revenue
£400,000



2020 Expected Revenue
£500,000



Notable Customers
Penta Real Estate, J&T Real Estate, IKO Real Estate



Investment Required
£1,400,000



Investment Received
£0



Number of employees
20

Software

Belgium, 2019
www.winch.link

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



We are a SaaS HRTech solution, reaching 55% more candidates via our recruitment chat used by clients worldwide as BNP Paribas, Odoo, Barco and more.



2019 Revenue
£35



2020 Expected Revenue
£240



Notable Customers
BNP Paribas Fortis, STIB I MIVB, SMALS



Investment Required
£335,000



Investment Received
£0



Number of employees
2



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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