

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 S. LIAOS

*Regional Director Europe North & European FDI Lead
Department for International Trade*

Dear readers,

The UK is the largest venture capital market in Europe, and the third largest globally. The UK receives more investment than Germany and France combined. Since London Tech Week 2019, the UK also boasts 7 new unicorns. According to EY in May 2020, 31% of global investors suggested they were planning to invest in the UK in the next 12 months, and only 3% of investors said they had cancelled their existing plans as a result of Covid-19. It is therefore no surprise that in DIT Europe we are working extremely hard to support all types of companies from across the continent as they push to expand their presence in the UK.

One of the things European companies cite about the UK is the access to investment from venture capital firms. We wanted to up their game and help facilitate more connections between these exciting European companies and the key investors in the UK. We therefore developed this matchmaking initiative to help British VCs get a picture of the companies we work with in Europe who are seeking capital to facilitate their expansion to the UK and further afield - and to help these European companies accelerate their growth into the UK market through investment.

Please take a look at the companies we have featured in this first edition. If you would like to talk in more detail with any of them about their plans, don't hesitate to get in touch with the DIT contact listed as they will be more than happy to make an introduction.

We look forward to working with you!

Kind regards

Christina S. Liaos



Companies

Architecture

Lisbon, 2014

www.corkbrick.com

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



CORKBRICK EUROPE, LDA mission is to improve people's lives with simple, clever, natural and sustainable solutions for the spaces they live or work in.

CORKBRICK is a patented unique system, owned by CORKBRICK EUROPE.

Imagine a Lego like system, just 7 pieces, where you can build any structure, wall or furniture, inside or outside, with no tools, no screws, and no glue - that's CORKBRICK!

With potential European market worth exceeding €29billion, CORKBRICK is an example of how to LEVERAGE natural resources to create a SIMPLE, PRACTICAL, BETTER solution that STIMULATE CREATIVITY AND COLLABORATION among people in family and work environments.



2019 Revenue

£13,500



2020 Expected Revenue

£500,000



Notable Customers

N/A



Investment Required

£800,000



Investment Received

£270,000



Number of employees

10

Biotechnology

Jerusalem, 2015

www.betalintherapeutics.com

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



We are aimed to cure insulin dependent diabetic patients.

Currently there are only managing solutions with a lot of problems and side effects.

We developed a biological micro pancreas that, through a simple minimal invasive, under the skin procedure can replace the current un efficient treatments and cure the disease.

We are using insulin producing cells that after the implantation, will take over and secrete insulin to the bloodstream, as needed based on the sugar level in the blood that the can sense without any intervention.

We already performed a POC in animals and now moving towards first in man clinical trials in Leeds.



2019 Revenue

£0



2020 Expected Revenue

£0



Notable Customers

Diabetic patients



Investment Required

£3,000,000



Investment Received

£5,000,000



Number of employees

8

Companies

Biotechnology

Budapest, 2013

www.turbine.ai

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



Turbine is a simulation-first drug discovery company.

Our team brings together molecular biologists, AI & data scientists, and drug R&D experts.

We are reshaping the failure-prone oncology drug discovery process into a series of rational steps facilitated by our proprietary human cell model and simulation platform.

We focus on identifying new, rational drug targets, stratifying patients for precision medicinal therapies, expanding the indication space of compounds with combination therapies and developing drugs to overcome PARP resistance.



2019 Revenue

£293,000



2020 Expected Revenue

£270,000



Notable Customers

Bayer AG



Investment Required

£2,5 - 4,5 million



Investment Received

~£3,000,000



Number of employees

50

Cannabidiol

Tel-Aviv, 2018

www.moodsandbears.com

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



Moods & Bears was created to bring the perfect CBD experience.

Our mission is to deliver customers the best and healthiest way to consume CBD.

By combining the expertise of a leading international medical cannabis company with British honey specialists, our exceptional team developed the most accurate and reliable CBD product available on the market.

Intellicanna is a publicly traded international leader in the Medical cannabis and our honey specialists have invested decades into manufacturing pure, fresh, and natural honey.

Each of our curated honey flavors was selected and infused using our premium, laboratory tested CBD - empower both the honey's and CBD's health benefits.

Our CBD contains zero THC and is non-psychoactive, making our products safe to use.

All M&B products provide you the opportunity to consume CBD in a safe, healthy, and reliable manner.



2019 Revenue

Sales from June 2020



2020 Expected Revenue

£350,000



Notable Customers

Health & food industry



Investment Required

£400,000



Investment Received

£100,000



Number of employees

N/A

Companies

Energy

Madrid, 2019

www.stemyenergy.co.uk

Contact
DIT Spain
Marianne.Carlin@fco.gov.uk



Stemy has a technology that is able to provide energy efficiency to electricity consumers while providing electricity flexibility to help the National Grid.

Electricity flexibility means that when the National Grid has a problem, Stemy is able to reduce the consumption of its customers to avoid a black out in the country.

Thanks to this, Stemy has a revenue, when Stemy has a minimum number of customers.

Stemy is very focused in small customers (residential and SMEs).



2019 Revenue

£840,000



2020 Expected Revenue

£1,400,000



Notable Customers

Repsol



Investment Required

£3,000,000



Investment Received

£58,000



Number of employees

18

E-Commerce

Tel-Aviv, 2016

www.go-banana.com

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



UK first marketplace for building supplies.

Our aim is to disrupt the traditional building industry by creating a convenient platform for builders to shop and compare all their building needs in one place.

Building materials make up about 50-60% of the total cost of a building project.

The building industry lacks innovation and Go Banana is determined to change this.

The trend of buying building supplies online has already started and the coronavirus is going to dramatically speed up this process.



2019 Revenue

£787,000



2020 Expected Revenue

£4,200,000



Notable Customers

130+ registered sellers



Investment Required

£2,000,000



Investment Received

£750,000



Number of employees

5

Companies

Fintech

Copenhagen, 2017

www.aryze.io

Contact
DIT Denmark
Maren.Dolva@fco.gov.uk



The cost of moving money, both domestically and internationally, too high and the inefficiencies of today's payment systems have important implications.

ARYZE, a Copenhagen fintech established in 2017, is aiming to solve the problems by moving the management of payments and data into highly efficient cloud-native banking software that works across legacy as well as blockchain-based systems.

By creating extensions from our core cloud-native banking systems to blockchain solutions, we are creating an ecosystem that can build and host the financial services of tomorrow.



2019 Revenue

£15,000



2020 Expected Revenue

£25,000



Notable Customers

ISOBRO (LOI)



Investment Required

£9,500,000



Investment Received

£1,500,000



Number of employees

5

Fintech

Tel-Aviv, 2018

www.inviou.com

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



INVIU is a platform for registry networks that enables partners, affiliates and competitors to collaborate in order to diminish fraud and friction to provide a healthy ecosystem for all stakeholders.

INVIU's technology enables network members to authenticate, cross-check and detect suspected copies of confidential records without the need to expose the actual record.

The network serves as a single source of truth for private and sensitive information, preventing various types of fraudulent activities that exploit the existing information asymmetry as well as reduce friction and costs to all participants.



2019 Revenue

N/A



2020 Expected Revenue

N/A



Notable Customers

N/A



Investment Required

£2,000,000



Investment Received

£700,000



Number of employees

4

Companies

Healthcare

Tel-Aviv, 2018

www.edashealthcare.com

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



Respiratory infectious diseases, including COVID-19, have similar symptoms thus are extremely hard to diagnose at the primary care level.

This leads to mistreatment and burden on healthcare systems.

EDAS Healthcare patented lab-grade AI, instantly predicts the specific infecting pathogen (now adding COVID-19) with no physical test or equipment.

We allow physicians at Primary Care or over Tele-Medicine to accurately diagnose and to immediately provide the optimal treatment.

This has tremendous impact on healthcare expenditures, primary care capacity, keeping infectious patients away from clinics and allowing economies return to the "new normal" by screening mass populations in seconds.



2019 Revenue

£0



2020 Expected Revenue

£0



Notable Customers

Hadassah Medical Center



Investment Required

£2,000,000



Investment Received

£500,000 from founders. No equity investment.



Number of employees

4

Infrastructure

Halifa, 2017

www.intsite.ai

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



While the crane represents the primary bottleneck of the building process, it is also the control tower of the whole construction site.

By increasing crane productivity and supplying the site management team with the right data from the site with the crane bird's eye view in real-time, INTSITE can speed up the construction process, enhance monitoring and planning, and offer true data-driven decision making.



2019 Revenue

£500,000



2020 Expected Revenue

£500,000



Notable Customers

General contractors



Investment Required

£3,000,000



Investment Received

£1,200,000



Number of employees

15

Companies

Insurance

Tel-Aviv, 2019
www.apfie.com

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



The problem: our lives are all connected through digital spaces, yet our Insurance remains disconnected and outdated.

What we do: We want people to live their lives with peace of mind.

We want them to be covered doing the usual things they do every day.

apfie protects individuals by empowering businesses.

We enable businesses (Banks, Telcos, Micro mobility, etc.) to offer their customers contextual and personalized insurances as true value-added services integrated.



2019 Revenue
N/A



2020 Expected Revenue
N/A



Notable Customers
Swiss-re, Menora Insurance



Investment Required
£2,000,000



Investment Received
£250,000 Bootstrapped



Number of employees
4

Mobility

Even Yehuda, 2020
www.tripo-mobility.com

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



While moving, people are not aware of what is interesting around them if it wasn't planned in advance.

Searching for data while in movement, is hard or almost impossible.

Available data is not personalized.

Push personalized data at the right time, at the right location, by voice, text, and images.

Tripo creating a new mobility experience by pushing travel information to the user, at the right location and time, tailored to the user by using ML and wisdom of crowd.



2019 Revenue
£0



2020 Expected Revenue
£100,000



Notable Customers
Travel agencies, airlines



Investment Required
£1,000,000



Investment Received
£100,000



Number of employees
2



Companies

Pharmaceuticals

Herzliya, 2012
www.space4p.com

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



The company builds space laboratories to develop in microgravity new pharmaceutical and cosmetics products, new biotechnology solutions and new treatments and therapies for regenerative medicine and more as well as new approaches to food and nutrients developments.



2019 Revenue
£2,000,000



2020 Expected Revenue
£1,600,000



Notable Customers
Pharmaceuticals industry



Investment Required
£10,000,000



Investment Received
£6,800,000



Number of employees
25

Retail

Tel-Aviv, 2016
www.wiseshelf.com

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



WiseShelf develops and markets a multi-sensor, wireless and affordable solution for retailers to facilitate autonomous operations in-store.

The WiseShelf solution uses a combination of smart shelves (an array of sensors that detect 1,000 light levels) and wireless cameras to improve shelf stock availability, replenishment efficiency and planogram accuracy.

Real-time actions, alerts and analysis at store, regional and head office levels for both retailers and suppliers are provided from cloud-based software.



2019 Revenue
£50,000



2020 Expected Revenue
£100,000



Notable Customers
Super Pharm, Iceland Food



Investment Required
£3,000,000



Investment Received
£2,000,000



Number of employees
7

Companies

Technology

Tel-Aviv, 2018
www.familist.co.il

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



A platform developed by family law experts, that enables co-parents to communicate all daily children related activities in a positive way while keeping the children out of the conflict.

Familist app is very easy to use and enables to plan life after divorce in an efficient and simple manner.

After an initial insertion of the different matters agreed upon regarding the divorce agreement, the system sends automatic notifications to the parents regarding their different obligations.



2019 Revenue
£0



2020 Expected Revenue
£0



Notable Customers
Divorced people



Investment Required
£800,000



Investment Received
£235,000



Number of employees
3

Technology

Tel-Aviv, 2018
www.poloriz.com

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



Poloriz creates a new way to consume content and shop on mobile.

The solution presents content in a modern format that keeps the users engaged (all done automatically), enhancing brands and publishers mobile websites in the digital presence.



2019 Revenue
£2,500



2020 Expected Revenue
£6,000



Notable Customers
Tnuva, C-tech, Renuar



Investment Required
£400,000



Investment Received
£80,000



Number of employees
3

Companies

Technology

Tel-Aviv, 2016

www.tourboapp.com

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

TOURBO
tourism On demand



Tourbo is a revolutionary digital AI base platform that offers a simple and effortless on-demand tour and activity booking system.

From scheduling to validating, our platform instantly books guides and activities, all in just one click, anytime, anywhere.

We currently operate through hotels, international corporations and travel agencies.



2019 Revenue

£2,500,000



2020 Expected Revenue

£1,000,000



Notable Customers

Microsoft, Intel, Hilton, Accor



Investment Required

£1,000,000



Investment Received

£500,000



Number of employees

24

Technology

Tel-Aviv, 2017

www.urban-scan.com

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



UrbanScan develops a new class of outdoor monitoring platform that yields comprehensive real-time information about vehicles, pedestrians, and other entities in urban settings and beyond.

The platform utilizes an array of sensors that receive signals emitted by cellular networks and reflected by objects in the surrounding area.

Received signals are transformed into high resolution high frame-rate maps of the environment using methods inspired by medical imaging and radar concepts.

AI algorithms analyze these maps to produce event prediction, detection, and analysis.

The technology works with 4G cellular networks, but our focus is on 5G, delivering higher spatial resolution (30 cm x 30 cm).

We aim to commercialize the technology to telecom companies and security integrators in Europe and the USA.



2019 Revenue

£0



2020 Expected Revenue

£0



Notable Customers

Telecom companies



Investment Required

£4,500,000



Investment Received

£2,000,000



Number of employees

7

Technology

Tel-Aviv, 2016
www.vastdata.com

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



VAST Data has developed an all flash storage platform that transforms the economics of flash storage to make flash infrastructure affordable for all classes of data, and rendering the hard drive and storage tiering obsolete.

The power of VAST's platform is applied across a number of industries.

This includes powering next generation life science advancements and helping financial services organizations stabilize the economy.



2019 Revenue
£10,600,000



2020 Expected Revenue
£26,200,000



Notable Customers
US National Inst. of Health, yahoo, Tesla, NHL, Squarepoint, Jane Street



Investment Required
£8,200,000



Investment Received
£150,000,000



Number of employees
145



Department for
International Trade

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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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