

Venture Capital Matchmaking

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



September 2023
16th Edition

Foreword



The UK tech industry is a key growth sector, growing at a faster rate than the UK economy and maintaining its lead as one of the world's premier locations for tech of all kinds.

Dear VC and startup community,

With summer drawing to a close, I am thrilled to introduce myself as the new European Head for Technology at the Department for Business and Trade (DBT). In this role, I am committed to making technology and innovation accessible across the entire UK, fostering an environment where it can thrive in every corner. By removing barriers, facilitating collaboration, and empowering talent, we will unleash the full potential of technology nationwide.

[Andreessen Horowitz's](#) monumental \$7.6 billion investment, with a focus on crypto and blockchain, demonstrates the immense potential of technology across the UK. While London shines as a major hub, exciting opportunities extend far beyond, from Edinburgh's thriving scene to Manchester's vibrant community. The UK as a whole offers a platform for tech-driven ventures to grow and revolutionise their industries.

As we look ahead to autumn, the [Chancellor's robust spring budget](#) will empower innovation across all regions of the UK. With an impressive £3.5 billion investment in science and technology, economic growth and job creation will flourish beyond London. The entire nation now has the fuel to drive technological advancements across sectors.

With over 85,000 startups and 131 unicorns under its belt, the UK has proven itself a European tech powerhouse. Yet there is still room for growth. The government's newly proposed regulations aim to further embrace emerging digital technologies and data, enhancing their utilization in business and government. This strategic approach will unlock the transformative potential of technology across the country.

Please reach out if any featured companies or organisations spark your interest in partnership. My team and I eagerly facilitate connections within this community. Together, let us welcome the energy of autumn as it breathes new life into our aspirations. The UK stands ready to pave the way for technological breakthroughs, prosperity, and positive impact worldwide. The future remains bright.

Warm regards,

Karl Susol

Head of Europe, Middle East, Africa & Central Asia – Technology, Trade & Investment
Department for Business and Trade (DBT)




Silana

Advanced Engineering

Austria
2022

 www.wearesilana.com

 DBT Austria
 Markus.Hauser@fcdo.gov.uk
 [LinkedIn](#)

We are revolutionizing the trillion dollar textile production in a sustainable manner.

Billions in lost profits due to months of lead times, slave-like working conditions & vast amounts of wasted overproduction, define the sad state of the textile industry. The cause? 100% of all garments are still sewn by hand. The industry depends on the exploitation of these cheap workers.

Silana has addressed these issues by developing the first, patented, fully automated sewing robot & now enables sustainable, fast & cost-effective garment production in high-wage countries.

We are revolutionizing the billion-dollar fashion industry in a sustainable way.



2022 Revenue
£0



2023 Revenue
N/A



Notable Customers
Fussl Modestraße, Union3Fashion



Investment Required
£2,700,000



Investment Received
£700,000 in public grants






Number of Employees
5

Somagenetix AG

Advanced Engineering

Switzerland
2019

www.swissbiotech.org/listing/somagenetix-ag

 DBT Switzerland
 Helen.Stubbs@fcdo.gov.uk
 [LinkedIn](#)

Somagenetix AG is a biotech company spun-off from the university of Zurich and our mission is to become the global leader in precision therapy for phagocyte disorders

The company is leveraging world-class scientific and clinical expertise to solve gene therapy unmet needs.

We are focused on high unmet medical need, devastating diseases with high morbidity, mortality and limited treatment options.

Our platform technology allows for targeted and safe CURE of a wide range of genetic disorders related immunodeficiencies (where our lead program received Orphan Drug Designation from EMA/FDA); neurological disorders and many other neuro, metabolic and phagocytes related diseases.

We have finalised the in-vivo part of our GLP tox and are ongoing Series A fund raising to start clinical trials in Q1/2 2024 and a marketing authorisation in 2026.



2022 Revenue
£0



2023 Revenue
£0



Notable Customers
N/A



Investment Required
£35,000,000



Investment Received
£ 5,322,000






Number of Employees
2

Fabumin

Agriculture

Israel
2020

 www.fabumin.com

 DBT Israel
 Liron.Attias@fcdo.gov.uk
 [LinkedIn](#)

Every day, the legume industry produces a considerable amount of waste water that is poured into the drain.

The result is a heavy load on the wastewater sorting systems, and a tremendous waste of fresh water.

We at Fabumin have developed innovative techniques for drying side streams of the legume industry (Aquafaba) into a new ingredient: An egg replacement for the food industry.

Our technology allows us to evaporate 80% of the water, which is then cooled and reused as distilled water.

The remaining 20% is turned into a multipurpose powder called Fabumin that can replace eggs as a raw material in the food industry.

We develop high value products from existing side streams that will enable the legume industry to provide healthy products while growing their business. Creating value from waste and closing the loop.

Using Fabumin can significantly reduce the environmental pollution and carbon emissions created by the egg industry, save millions of liters of drinking water and eliminate the need for millions of animals in the production chain. In addition, our product is allergy-free, salmonella-free and sustainable.



2022 Revenue
£0



2023 Revenue
£1,000,000



Notable Customers
Bimbo, Nestle



Investment Required
£2,000,000



Investment Received
£500,000






Number of Employees
4

RoadSense

Automotive

Israel
2019

 www.roadsense.tech

 DBT Israel
 Lauren.Shoota@fcdo.gov.uk
 [LinkedIn](#)

Cities have changed.

As their biggest challenge is to improve the well being of their residents, the deployed current technology does not provide the required precision to make these changes.

RoadSense quantum leap these capabilities with our IoT platform that aggregates data from the public space, without any privacy breach, wirelessly, and deliver the city deep insights and real time alerts that solve countless use cases.

It's easy to mount the sensors and get the data.

The hard work is done on the edge computing and in our cloud, promising to be always up to date , and always with relevant data.



2022 Revenue
£6,100



2023 Revenue
£48,000



Notable Customers
Transport for London, Peachtree corners,
Tel Aviv municipality



Investment Required
£2,500,000



Investment Received
£1,078,000



Number of Employees
4



Business Services

Belgium
2021

 www.uze.energy/en

 DBT Belgium
 Elias.Suliman@fcdo.gov.uk

 [LinkedIn](#)

UZE is a pioneering company revolutionizing EV charging in urban spaces.

We address the critical challenge of charging infrastructure scarcity by transforming every parking spot into a potential EV charging point.

Our innovative, mobile fast charging solution dispatches charging units to parked EVs, dramatically enhancing charging convenience, reducing charging infrastructure dependency, and ensuring maximum fleet availability for car sharing.

By doing so, UZE paves the way for more efficient, sustainable urban mobility.



2022 Revenue
£0



2023 Revenue
£150,000



Notable Customers
Green Mobility, Poppy



Investment Required
£6,000,000



Investment Received
£ 500,000



Number of Employees
7



Infinite Energy

Energy

Hungary

2013 Hungarian predecessor -
2023 UK entity

 www.infinetwind.com



DBT Hungary



Krisztina.Gorog@fcdo.gov.uk

Green power plants' production depend on uncontrollable external factors (wind and sunlight), as a result their opportunity loss is almost twice of their actual production.

National grid networks are unable to store energy.

The more green electricity a country produces the more unstable the supply becomes (eg South Africa).

Our industry scale e-storage has been developed specifically to be put in between the green power plants and the grid networks.

It can absorb very large quantity of energy (eg 20-30 MW) within 15-20 minutes and feed into the grid when needed.

As a result the electricity supply is much more stable, the actual production of the power plant goes up and carbon emission drops.



2022 Revenue

£0 - R&D focus



2023 Revenue

£60,000,000 - £80,000,000



Notable Customers

Europe and ASEAN based green power plants



Investment Required

£12,000,000 - £15,000,000



Investment Received

£8,000,000



Number of Employees




4 at present, 200-250 planned



Energy

Hungary
2016

 www.parkl.net/en/b2b

 DBT Hungary
 Krisztina.Gorog@fcdo.gov.uk
 [LinkedIn](#)

Proptech, digitalisation, retrofit and ESG are some of the most common buzzwords on the commercial real estate market nowadays.

Parking have always been a hustle in most offices, and it will become even more problematic with the emergence of electric vehicle charging needs at the workplace.

With more and more companies electrifying their car fleets, this will happen rather sooner than later.

Parkl offers digital parking and electric vehicle charging services in one single system, to property managers and their tenants.

Implementing our workplace solution will modernise the office car park, enhance tenant and employee satisfaction and even improve the ESG score of the property.



2022 Revenue
£2,800,000



2023 Revenue
£4,800,000



Notable Customers
BMW, Futureal, WING, CPI, CBRE, ESTON, HBO, ERSTE Bank



Investment Required
£2,500,000



Investment Received
N/A



Number of Employees
24

ICB - M

Healthcare

Bulgaria
2021

 www.holoma.info

 DBT Bulgaria
 Cristina.Dragu@fcdo.gov.uk
 [LinkedIn](#)

Researchers have published that about 20% of all orthopedic surgeries are unsuccessful.

In addition, Imagery from CT/MRI scans can be modelled into 3D, but there is no easy way to access them easily during surgery and interact with tools and prosthetics

ICB-M is a product orientated company creating the cutting-edge product called Holoma.

It is an innovative HoloLens 2 mixed reality application that changes orthopedic surgery, enabling surgeons to transfer preoperative programs directly to the operating table and also facilitating the performance of complex surgical procedures.



2022 Revenue
£2,180



2023 Revenue
£ 6,000



Notable Customers
Utrecht University, Universitaets Spital Zuerich, Metropolitan General Hospital Greece



Investment Required
£2,000,000



Investment Received
N/A






Number of Employees
4

PIPRA AG

Healthcare

Switzerland
2019

 www.pipra.ch

 DBT Switzerland
 Helen.Stubbs@fcdo.gov.uk
 [LinkedIn](#)

PIPRA AG, a visionary MedTech start-up based in Zurich, Switzerland is at the forefront of developing revolutionary products that harness the power of A.I. and high-grade patient data for the prevention, prediction, and diagnosis of delirium.

Our flagship product, PIPRA (Pre-Interventional Preventive Risk Assessment), is an advanced pre-operative risk assessment tool that accurately evaluates a patient's risk of developing postoperative delirium (POD).

With a user-friendly web or app-based interface, PIPRA's risk assessment provides clinicians with a score-based evaluation to identify vulnerable patients.

The underlying data behind our cutting-edge Algorithm has been recently published in the prestigious journal "Age and Ageing," showcasing our commitment to evidence-based practices.



2022 Revenue
£30,000



2023 Revenue
£ 225,000



Notable Customers
Hirslanden Klinik, University Hospital Basel,
Kantonsspital Baden



Investment Required
£3,500,000

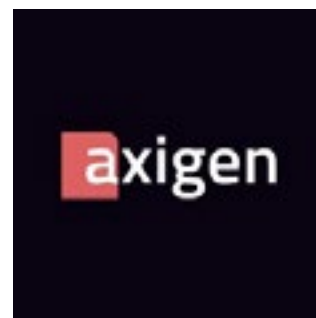


Investment Received
£3,200,000



Number of Employees
9



Axigen Messaging



ICT

Romania
2012

 www.axigen.com

 DBT Romania
 Cristina.Dragu@fcdo.gov.uk
 [LinkedIn](#)

Axigen Messaging is a independent software vendor, developing the Axigen product.

Axigen is server software that is used by communication service providers and hosting companies in their own data centers or private or public clouds to bring to market email hosting services.

This way, they can provide alternative hosting services, to consumers and small and medium enterprises in their own markets, to the ones offered by BigTech.

Combing our software with their value added services they can increase their customer stickiness and reduce churn.



2022 Revenue
£3,000,000



2023 Revenue
£3,400,000



Notable Customers
Rakuten Mobile, GibTelecom, Tet Latvia



Investment Required
£6,500,000



Investment Received
£0






Number of Employees
36

anavo medical

Pharmaceuticals

Switzerland
2020

 www.anavo.ch

 DBT Switzerland
 Helen.Stubbs@fcdo.gov.uk
 [LinkedIn](#)

Chances are high that you know somebody who has had a non-healing wound.

Experts estimate that 1 in 50 people get such a wound during their lifetime.

In an approach that differs completely from conventional ones, we make chronic wounds heal by leveraging our inorganic nanoparticle technology.

Our patent-pending tech is sprayed directly onto the wound bed to accelerate healing.

Our easily applicable product will make millions of wounds heal, and change patients' lives for the better.

Join us on our journey to revolutionize wound care.



2022 Revenue
£0



2023 Revenue
£0



Notable Customers
N/A



Investment Required
£2,500,000



Investment Received
N/A





Number of Employees
2

Senyorapp

Pharmaceuticals

Turkey
2022

 www.senyor.app

 DBT Turkey
 Ahenk.Dereli@fcdo.gov.uk

 [LinkedIn](#)

Senyorapp is a digital therapeutic mobile platform with 8000 users in Turkey that enables people over 50 to age healthily with a gamified experience and artificial intelligence support.

A long and quality life is everyone's problem and not accessible to everyone, so we want to digitize the healthy aging process and make it accessible to everyone.



2022 Revenue
£25,000



2023 Revenue
£25,000



Notable Customers
AKBANK, Koç Holding Emekli Vakfı



Investment Required
£600,000



Investment Received
£0



Number of Employees
2

Port 2.0

Ports and Logistics

Finland
2021

 www.port2-0.com

 DBT Finland
 Saara.Majuri@fcdo.gov.uk

The increase in the amount of goods and consequently containers moving around the globe by sea has created a significant bottleneck in global ports.

This is increasing costs for the container industry and is very harmful to the planet - global shipping accounts for 4% of global CO2 emissions.

The current equipment used to unload and stack containers in ports is very old in terms of design, very slow and very polluting.

Ports are often located in major cities where land is expensive and, in some cases, not available, meaning the expansion of existing ports is difficult and expensive.

Port 2.0 has designed a solution to improve the efficiency of port logistics by automating the unloading of containers using an innovative gantry arm with 2 or 3 spreaders, as opposed to the sole spreader cranes currently used for unloading and loading.

Containers are then conveyed and stored through and within a steel frame.

The solution will employ control software and data analytics to optimise conveyance and delivery to a specified further point such as a truck, rail or air connection for onward logistics.



2022 Revenue
£0



2023 Revenue
£0



Notable Customers
Prototype development. Three letters of intent signed



Investment Required
£5,000,000



Investment Received
£57,300.81






Number of Employees
3

Wenda Srl

Ports and Logistics

Italy
2015

 www.wenda-it.com

 DBT Italy
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 [LinkedIn](#)

Global supply chains encountered \$1.5 trillion losses during 2021.

Manual processing of emails and documents by back-office operators resulted in fragmented and incomplete data.

This data was then copied and pasted into software applications, consuming 80% of the time with error rates at 10%.

Moreover, managers spent 30% of their time sharing information with suppliers and customers across multiple sources.

Wenda, an experienced company addressing data fragmentation in the supply chain, now aims to capitalize on the document and email automation market.

By leveraging their proprietary AI technology, Wenda targets international logistics operations to streamline processes and mitigate these challenges.



2022 Revenue
£255,000



2023 Revenue
£425,000



Notable Customers
Kuehne + Nagel, The Rhenus Group,
Francesco Parisi Casa Di Spedizioni



Investment Required
£1,000,000



Investment Received
£ 2,000,000



Number of Employees
18

TRlogic



Security

Turkey

2016

 www.trlogic.com



DBT Turkey



Ahenk.Dereli@fcdo.gov.uk



[LinkedIn](#)

Our strong team has wide experience on enterprise Middleware applications, Cloud native apps, Big data, Complex event processing on Java and SDLC excellence called DevOps.

Enterprises are looking for high speed and reliability with our experience on build-in continuous integration pipelines and standardized workflows our employees are providing solutions about load balancing, horizontal scaling and many more.

This solutions will enable application development to accelerate deployment process.

Both Forrester and Gartner have stated that somewhere between 80-90% of all commercial software developers use open source components within their applications.

As TRLogic we are aware of importance open source security which has been increasing rapidly in order to secure our customers applications we have a strong partnership with Whitesource, It's the only all-in-one licensing, security, and reporting solution for managing open source components, and the only one that operates in real-time, by automatically and continuously scanning dozens of open source repositories, and crossreferencing this data directly against the open source components in your build.



2022 Revenue
£255,000



2023 Revenue
£800,000



Notable Customers

Anadolubank, Nurolbank, Hepsiburada, Pazarama, Oyak Yatirim, United Payment



Investment Required
£5,000,000



Investment Received
£250,000



Number of Employees
26

KIM 4 Industry

Software

Romania
2012

 www.kim4industry.com

 DBT Romania
 Cristina.Dragu@fcdo.gov.uk

 [LinkedIn](#)

In the industrial sector, 80% of operations happen daily outside the office, in the field.

Traditional ERPs are missing this data or receive it with delays.

KIM fills the gap!

By using AI algorithms, mobile capabilities and NFC technology, KIM is able to automate field workflows and synchronize with your existing ERP, in order to reduce waste and increase employees productivity.



2022 Revenue
£350,000



2023 Revenue
£500,000



Notable Customers
Emerson, OMV, Lidl



Investment Required
£2,000,000



Investment Received
N/A






Number of Employees
15

mobiplus

Software

Greece
2016

 www.mobiplus.co

 DBT Greece
 Evita.Souri@fcdo.gov.uk
 [LinkedIn](#)

mobiplus recommendation platform enables Retail businesses to predict what the customer will buy, inform them and bring them to the physical or online store to make the purchase.

It uses Machine Learning, the Purchase Data of the business and consumers (first party data), it has excellent accuracy because is created from retailers purchase data and it predicts what each customer will buy next.

It recommends to each customer individually the products they want to buy, in real time, automatically and offers unforgettable experiences where customers discover new products effortlessly!

This is how Retail businesses increase their revenue by 30%.

Retail businesses using the mobiplus shopping personalization platform in e-commerce and in-store have:

- 15 to 45% increase in customer conversion rate
- 33% increase in average order value
- 30% more products in the cart
- 70% more customer data and shopping preferences than stores
- 33% cost reduction in customer service in stores
- 16 to 35% more revenue



2022 Revenue
N/A



2023 Revenue
£24,000



Notable Customers
www.lartigiano.gr, www.dpharmacy.gr,
www.cardinalbags.gr




Investment Required
£3,000,000



Investment Received
£0



Number of Employees
7



UK National Quantum Technologies Showcase Week

30 October - 2 November 2023

Throughout the week of the National Quantum Technologies Showcase in London, the Department for Business and Trade (DBT) is offering a curated programme of on-site visits to relevant companies, research hubs and incubators.

By joining these visits, you will be able to meet with key industry stakeholders, find out more about the latest commercial developments in the UK's quantum sector, and explore partnership and investment opportunities.

DBT's programme around the National Quantum Technologies Showcase is aimed at:

- Overseas companies looking to commercialise their quantum technologies in the UK
- Quantum companies looking for collaboration opportunities with UK partners
- Investors, VCs and CVCs looking to explore opportunities to invest in some of the most innovative companies in the quantum field
- Potential end users of quantum technologies looking to explore UK quantum solutions

[Register your interest now](#)



Department for Business and Trade

The UK's Department for Business and Trade (DBT) has overall responsibility for promoting UK trade across the world and attracting foreign investment to our economy. We are a specialised government department with responsibility for negotiating international trade policy, supporting business, as well as delivering an outward looking trade diplomacy strategy.

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