

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

Director Europe North & Investment Europe

Dear VC contacts,

As we approach the summer, with easing of restrictions in some areas and the return of the sun in most places, I am delighted to present you with the July edition of our DIT Venture Capital Matchmaking brochure.

It should come as no surprise to you that the UK is the destination for so many of these exciting opportunities. The recent Dealroom report highlights 2021 as a record year for investment with £264bn of venture capital being raised in the first six months of the year. The UK remains a leading destination for investment in Europe, representing over 25% of all unicorns. On a global stage you will find the UK just behind the US and China. We give enormous credit to our partners such as you, supporting initiatives like our Venture Capital Matchmaking Campaign to make investment happen!

The campaign continues to evolve. To date, we have featured over 150 companies, many of which have gone on to both set up and raise funds in the UK. The program that started with this brochure has evolved to include also a programme of investment masterclasses, where European companies are able to demonstrate their projects and align these expectations with UK investors. We have added in matchmaking sessions for hand-picked companies and matched them with relevant investors. We continue to develop these sessions to add value for investors and companies alike. If you are interested in taking part in an investment masterclass or investor matchmaking sessions, please do not hesitate to reach out to a member of my team.

I am so grateful for the fruitful relationships we have built with you and your organisation and look forward to continuing to strengthen our ties.

We look forward to working with you!

Kind regards

Christina Schiøtt Liaos



Companies

Advanced Engineering

Norway, 2018

www.waved.no

Contact
DIT Norway
Ane.Birkeland@fcdo.gov.uk



Waved is on a mission to create memorable experiences in physical spaces using data driven input and output.

Noise can be disruptive in everyday life, and that is why we created Waved, a small and smart sensor that constantly monitors noise levels.

With this data we can automate and optimize mood management, notify of damaging volume levels and provide reports containing valuable insight.



2020 Revenue

£3,000



2021 Revenue

£10,000



Notable Customers

Akershus Gruppen, Sumo Restaurants, Amazonia by BAR



Investment Required

£2,000,000 - £3,000,000



Investment Received

£0



Number of Employees

4

Agriculture

Greece, 2015

www.citycrop.io

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



CityCrop is a system that automatically grows food and medicinal plants.

We like to think of it as a beautiful mini fridge that stocks itself with high-quality food.

The CityCrop unit also takes care of automatic nutrient dosing, pH balancing, temperature control, humidity control, and odor neutralization.

CityCrop is smartphone-controlled, so you can grow from anywhere.

We partner all of that with a beautiful design that allows CityCrop to fit perfectly in any home.

At CityCrop, we aim to make growing high-quality, organic, pesticide-free, vegetables, and herbs easy for anyone and everyone, regardless of experience.



2020 Revenue

£30,000



2021 Revenue

£80,000



Notable Customers

Mostly Individuals, grocery stores in Greece



Investment Required

£500,000



Investment Received

£100,000



Number of Employees

6

Companies

Agriculture

Greece, 2017

www.plant-box.com

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



PlantBox is an AgriTech company building solutions to give living potted plants extended shelf-life with or without access to water and sun.

We build fully & safely custom packaged and branded potted plants that survive for days or weeks without access to water and sun, and we also create technology solutions/ equipment to give unpacked plants, artificial light and water so they can be safely preserved and stored in stores & in warehouses.

With our technologies we can make living potted plants fit modern e-commerce sales, safe distribution with couriers, sales through stores like supermarkets, malls etc and warehouses storing.



2020 Revenue

£5,617



2021 Revenue

£25,000



Notable Customers

OECD, Hellenic Ministry of Economy & Development, Samsung



Investment Required

£350,000



Investment Received

£10,000 Grants



Number of Employees

1

Business Services

Romania, 2018

www.mocapp.net

Contact
DIT Romania
Cristina.Dragu@fcdo.gov.uk

MOCAPP



MOCAPP - Influencer Ads Platform - Application that automates and optimises processes for advertising and marketing professionals.

The platform helps companies optimise marketing campaigns by 45-70%.

Brands use our application to discover, research and hire the relevant Influencers in minutes, not weeks.



2020 Revenue

£35,000



2021 Revenue

£120,000



Notable Customers

Procter & Gamble, L'Oreal, Publicis Group



Investment Required

£600,000



Investment Received

£480,000



Number of Employees

8

Companies

Healthcare

Switzerland, 2019
www.annaida.ch

Contact
 DIT Switzerland
Jakub.Novak@fcdo.gov.uk



Every year more couples turn to In Vitro Fertilization (IVF), but only 35% succeed after the first cycle, multiplying pain and costs as more cycles and tests are required.

Current technology used to screen embryos and their viability is too limited to increase the success rate.

Annaida is developing a medical device for non-invasive analysis of embryos.

By detecting each embryos metabolic fingerprint the device will support doctors in identifying the embryo with the best chance of becoming a healthy baby.



2020 Revenue
 £0



2021 Revenue
 £100,000



Notable Customers
 Fertility clinics, Universities



Investment Required
 £4,000,000



Investment Received
 £1,900,000 (non-dilutive) +
 £800,000 (dilutive)



Number of Employees
 5

Healthcare

Switzerland, 2015
www.aspivix.com

Contact
 DIT Switzerland
Jakub.Novak@fcdo.gov.uk



At ASPIVIX, we innovate women's care as we believe it's about hefty time for gentler and more modern gynaecology!

We have created a new generation of medical instruments, eliminating pain and bleeding triggered by tenaculum, a sharp hook forceps used to stabilize the cervix for millions of women who need to go through transcervical procedures every year.



2020 Revenue
 £0



2021 Revenue
 £100,000



Notable Customers
 Gynaecologists hospitals, clinics, private offices and manufacturers of devices



Investment Required
 £4,000,000



Investment Received
 £4,700,000



Number of Employees
 7

Companies

Healthcare

Switzerland, 2016
www.galsbio.com

Contact
 DIT Switzerland
Jakub.Novak@fcdo.gov.uk



Gals Bio is developing a new branch in women health, where the vaginal secretions are collected for up to 12hr. by innovative vaginal device and used to monitor, screen and diagnose women's wellness and health from home with the accuracy of a lab.



2020 Revenue
N/A



2021 Revenue
£14,470



Notable Customers
Research and academic institutes



Investment Required
£2,170,000



Investment Received
£1,450,000



Number of Employees
8

Healthcare

Switzerland, 2016
www.gyntools.com

Contact
 DIT Switzerland
Jakub.Novak@fcdo.gov.uk



Most women suffer from vaginitis at least once in their lifetime; therefore, it is the most common cause for tens of millions of clinic visits each year, leading to a world-wide multi-billion-dollar potential for the right diagnostic solution. 40%- 50% of first clinic visits end with misdiagnosis, followed by wrong treatment, health complications, patient's continuous suffering, repeated visits and huge redundant expenses.

GynTools, an Israeli start-up, provides an accurate, rapid and cost effective point of care diagnostic system for vaginitis, the most common gynaecological condition that is misdiagnosed today in 50% of first clinic visits.



2020 Revenue
N/A



2021 Revenue
£30,000



Notable Customers
Israeli Health Maintenance Organizations (HMO)



Investment Required
£8,000,000



Investment Received
£2,000,000



Number of Employees
6

Companies

Healthcare

Switzerland, 2018
www.mommdiagnosics.com

Contact
 DIT Switzerland
Jakub.Novak@fcdo.gov.uk



MOMM Diagnostics is developing a fast and precise point of care test for preeclampsia - a dangerous pregnancy condition.

Our technology will assist doctors on-site to save the lives of mothers and babies.

MOMM Diagnostics' novel technology allows the quantification of low-abundant biomarkers from a single drop of the mother's blood.

MOMM's rapid preeclampsia test aims at reliable and early-stage molecular diagnosis of PE during doctors' visits, using low-cost single-use cartridges and a hand-held reader.



2020 Revenue
 £0



2021 Revenue
 £0



Notable Customers
 OB/GYNs in private practices and hospitals, as well as midwives



Investment Required
 £1,000,000



Investment Received
 £1,000,000 in non-dilutive funding



Number of Employees
 1

Healthcare

Switzerland, 2015
www.woomhealth.com/en/

Contact
 DIT Switzerland
Jakub.Novak@fcdo.gov.uk



WOOM is datascience for Women's Health.

We are an AI powered health tracker that assists women during the different stages of their lives: from cycles, trying to conceive, pregnancy, up to menopause, empowering them to make the right decisions about their reproductive health

We partner with the health industry to improve quality of life, delivering insights and a premium version of woom to insurers, consumer health & femcare.

WOOM collects +100 parameters of user's lifestyle, cycle, health and biometrics data to predict tracking of cycles or chances of getting pregnant, give specific recommendations, and lever a powerful community, through a robust set of data and technology based on neural networks.



2020 Revenue
 £130,000



2021 Revenue
 £300,000



Notable Customers
 Insurance companies, FMCG, Consumer Pharma, Mapfre Global Insurer



Investment Required
 £1,500,000



Investment Received
 £3,800,000



Number of Employees
 20



Companies

ICT

Romania, 2017
www.graigroup.com

Contact
 DIT Romania
Cristina.Dragu@fcdo.gov.uk



Startups are hard to grow properly and they fail roughly 80-90% of the time. 34% of startups fail because they lack a product-market fit whilst a further 22% do so because of little understanding of marketing strategies and how the media works.

A new model of entrepreneurship started developing to meet these startup challenges. Venture studios (also called startup studios) represent a more efficient, systematic, and profitable model at building new startups.

At Grai we validate, build and scale new products and businesses together with entrepreneurs and large corporations.

As serial entrepreneurs and former managers of startup acceleration programmes, we leverage proven studio and startup building processes to de-risk the chances of failure.

We also explore spaces where opportunities exist to pursue our own internal solutions around large challenges faced by key industries that can be addressed with proven and emerging tech and business models.



2020 Revenue
 £78,600



2021 Revenue
 £120,000



Notable Customers
 Telenav, Wolves Summit, Xella



Investment Required
 £5,000,000



Investment Received
 N/A



Number of Employees
 5 - 10

Pharmaceuticals

Portugal 2015
www.exogenus-t.com

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



Exogenus Therapeutics is an early-stage research and development company developing healthcare solutions based on Extracellular Vesicles (EVs) and Exosomes.

Founded in 2015, Exogenus is a pioneer in the field of EVs/Exosome-based therapeutics, and a recognized innovator in Umbilical Cord Blood clinical use.

Leveraging on its experience and recognition in this space, Exogenus mission is to foster a new era of EVs/Exosomes-based solutions to solve major healthcare challenges, based on the development of its own products, and providing guidance to other partners developing this type technologies for clinical use.



2020 Revenue
 £16,765



2021 Revenue
 £35,000



Notable Customers
 Hospitals and medical centers, patients



Investment Required
 £7,000,000



Investment Received
 £1,000,000



Number of Employees
 5

Companies

Ports and Logistics

Ukraine, 2011

www.sovtes.co.uk

Contact
DIT Ukraine
Cristina.Dragu@fcdo.gov.uk



Sovtes is a Ukrainian startup, which was founded in 2011.

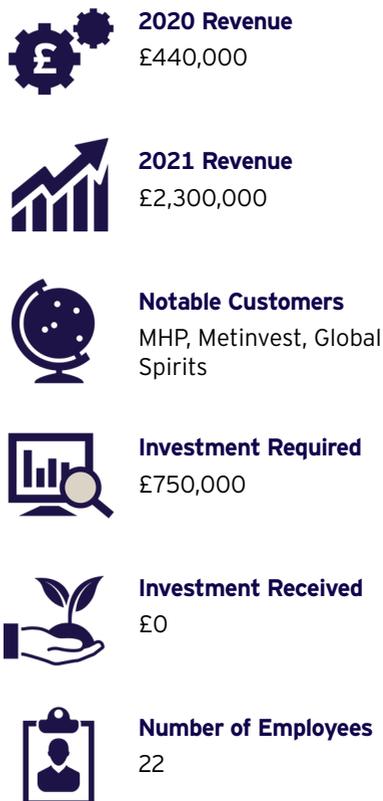
With the help of the logistics and IT departments, we have developed the software for simplification and automation of logistics processes.

Earlier all the processes in logistics have been done via phones or on paper, which was inefficient and time-consuming.

Our product is based on cloud technologies to be easily integrated into businesses:

- Real-time vehicle booking (within 1 minute)
- Full transparency of tenders
- Electronic document flow and applications
- Integration with any ERP-system
- Online reports

Sovtes has made logistics digital enabling up to 25% cost reduction on transportations.



Renewable Energy

Spain, 2014

www.solatom.com

Contact
DIT Spain
Cristina.Monteiro@fcdo.gov.uk



Industries burn fossil fuels in their production process by generating heat with conventional boilers in the form of steam, hot water or hot oil.

This heat generation is responsible for one third of the CO2 emissions worldwide, as a huge number of industries, such as the food industry, the textile industry or the washing industry, just to mention a few, burn pollutant fossil fuels to generate heat.

Many companies are looking for alternative solutions to generate heat with renewable energy, but the existing solutions are just not economically feasible; generating heat with renewable energy electricity (PV or wind) is expensive and thermodynamically speaking, inefficient.

Hydrogen, which is conceived as the alternative to gas, is also expensive and still far from being a commercially viable solution.

In summary, companies need an alternative proven technology to generate heat with renewable energy, at a competitive price, and technically viable.

Solatom has the solution to that problem.





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

Whereas every effort has been made to ensure that the information in this document is accurate the Department for International Trade does not accept liability for any errors, omissions or misleading statements, and no warranty is given or responsibility accepted as to the standing of any individual, firm, company or other organisation mentioned.

© Crown copyright 2020

You may re-use this publication (not including logos) free of charge in any format or medium, under the terms of the Open Government Licence. To view this licence visit: www.nationalarchives.gov.uk/doc/open-government-licence or email: psi@nationalarchives.gsi.gov.uk.

Where we have identified any third party copyright information in the material that you wish to use, you will need to obtain permission from the copyright holder(s) concerned.

Published July 2020

by Department for International Trade



To find out
more, scan this
code with your
smart phone

FSC
LOGO