



European
Commission

European
eic **INNOVATION**
Council BETA

EIC
INNOVATORS'
SUMMIT

Pitching Sessions

1

what is the

EIC SME Instrument?

The EIC SME Instrument supports market-creating innovation in small and medium-sized businesses that have significant growth potential and global ambitions.

Each applicant SME goes through a rigorous review and selection process: Over 50,000 have applied, but less than 6% have been selected.

Besides funding, which starts at €50,000 and can grow to €2.5 million, each SME participant receives world-class business coaching, training and support services, from idea development to product launch in the market.



4

years of the programme



50k

applications



750

coaches deployed



3 200

SMEs supported



€1,3b

in funding

2

some of our measures of success

Accelerated growth of SMEs

A year down the line, funded companies experience on average:



118% increase in turn-over



158% increase in employment

**SME Instrument Impact Report 2018*

Access to Capital

“This prestigious grant gave us a valuable recognition that played a major role in our IPO. It strengthened our credibility in front of investors and customers and helped us run a number of projects in order to reach full scale production.”

Anders Lundström, CEO Svenska Aerogel
Funding
€ 1 million

Sector diversification

Industry sectors where SME Instrument-funded companies attract more investments than average



● Average investment in SME Instrument funded companies

● Average investment in the industry

3 ●

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LIFE SCIENCE



DNA Script

France | www.dnascript.co



Xavier Godron
CTO

DNA Script is the world's leading company in enzymatic de novo nucleic acids synthesis. The company aims to accelerate innovation in life sciences and technology through rapid, affordable and high-quality DNA synthesis. DNA Script's approach leverages billions of years of natural evolution to enable genome-scale synthesis. The company's technology has the potential to greatly accelerate the development of new therapeutics, sustainable chemical production, improved crops and DNA data storage.

Unique Selling Point

DNA Script's technology enables to synthesize DNA of longer length, at high purity and with a shorter turnaround time. DNA Script will also sell some unique products in some niche markets (complex DNA molecules) that are not available today

Key Clients

Customers are any company or research group modifying biological systems (protein, antibodies, bacteria, crops, virus, etc) to develop new applications. About 50% of the market is in the US, 20% in Asia and 30% in Europe.

Investor Type

Venture Capital, Corporate Venture Capital

Target Investment Ticket

10.000.000€ - 20.000.000€

Genomic Expression

Denmark | www.genomicexpression.com



Gitte Pedersen
CEO

OneRNA™ can save lives and making healthcare delivery more effective by sequencing RNA and linking actionable over or under expressed RNA's to therapies and clinical trials.

We raised \$8M to clinically validate OneRNA™ in 4 cancers focusing on women's cancer first. We are raising a series A for regulatory approvals. That will bring our OneRNA™ platform from a \$1B tool market into the \$20B diagnostic market. We are currently generating revenue from our collaborations, closed deal value \$1M.

Unique Selling Point

When we compare DNA panels of 275 genes from e.g. FMI they published that they can identify 1 (One!) marker in 80% of the patients and therefore they theoretically improve outcome in 16% of patients.

OneRNA™ does not use panels, sequences +20,000 RNA markers and identifies 5 markers in 100% of the patients. That means that OneRNA™ has the potential to improve outcome in 100% of patients.

We can get very high sensitivity with only 10 million reads translating into a 10X cost advantage. We can sequence RNA extracted from FFPE which nobody else can do without creating bias in the data. We developed our own algorithms that enables us to analyze the data in hours. We developed a proprietary database which enables us to produce an actionable report. We integrated all of the above into a seamless solution that enables us to get from sample to answer in less than 1 week.

Key Clients

We commercialized OneRNA as a tool in a unique collaboration model which provides clinical validation while we are generating revenue, next step is to get CLIA certified so we can sell to doctors bringing OneRNA into the \$20B diagnostic market.

Investor Type

Venture Capital, Corporate Venture Capital, Family Office, Growth Equity, State funds

Target Investment Ticket

1.000.000€ - 2.000.000€

Microphyt

France | www.microphyt.eu



Vincent Usache
CEO

MICROPHYT SA is an innovative SME (17 people) specializing in the production and commercialization of natural active ingredients drawn from microalgae. These ingredients are intended for food supplements and cosmetics industries. Microphyt's technologies, developed internally and patented, allow the controlled production of microalgae biomass and extracts. These systems are particularly suited to the production of specific species and offer an immensely diverse range of valuable molecules.

Unique Selling Point

Microphyt is the sole company with the capability to market active ingredients based on microalgae...

... safe and efficient ingredients, produced in a sustainable and environment-friendly process, with full reliability, traceability and safety, from the microalgae to the active ingredient,

...offering differentiation, innovation and sales development opportunities to its clients, global food supplements labs and cosmetic brands,

... while having a complete control over the ingredients manufacturing process and implementing a unique and patented technology.

Key Clients

Microphyt's customers are food supplements laboratories and companies that are looking for their ingredient sourcing;

- Differentiation & innovation potential

- Natural active ingredients that are safe, scientifically demonstrated and sustainably produced.

Microphyt has already developed some business cases with French and European food supplement companies.

In addition, SMILE ingredients have received a strong support from business partners with some companies actively participating in the last steps of the product development.

Investor Type

Venture Capital, Corporate Venture Capital, Family Office

Target Investment Ticket

2.000.000€ - 5.000.000€

Qubiotech Health Intelligence

Spain | www.qubiotech.com



Daniel Mosquera
CEO

Neurocloud is a cloud medical image quantification ecosystem for aiding in the diagnostics of neurodegenerative diseases. It is fully automatic and multimodal (PET, MRI), compatible with any scanner and with the clinical workflow. Neurocloud's cloud ecosystem analyses neurological scans in a fully automatic way paving the way to quantify information such as the efficacy of treatment and how advanced the illness is.

Unique Selling Point

Neurocloud has been built for the cloud. None of our competitors can process as efficiently as we can or is so naturally integrated into the clinical workflow. Neurocloud, is fully compatible with any PACS system, making quantitative image diagnostics available to any user, regardless of the scanner or the image management the hospital might have. Past the SOA, we have the only solution that allows the Neurologist to combine PET, MRI and SPECT imaging modalities. Our SaaS business model allow us to offer a good cost/benefit ratio as there is no need to invest in new facilities of up front payments, only pay per use.

A medium size hospital can run up to 400 brain PET scans/year (average cost at 1,000€ each); 1,500 brain MRI scans (average cost at 400€ each); and 500 brain SPECT scans (average cost at 300€ each). A rate of 20% of diagnostic errors can be directly translated into 230k€/year wasted, without taking into account later consequences of the errors. Most of these patients will be diagnosed by a repeat scan at a later stage of the disease when treatment is more expensive.

Key Clients

Our primary customers are Imaging diagnostic centres or hospitals hosting PET, MRI and/or SPECT scanners. For physicians, neurologists buying drivers are better diagnostic accuracy, which will improve their performance while making their work easier thanks to the diagnostic confidence provided by second opinion tools based on clinical validation. For hospital administrators, savings in repeated exams, the availability of reimbursable services and the more efficient use of the resources and medical staff, which will increase the facility productivity.

Investor Type

Business Angel, Private Equity, Venture Capital, Corporate Venture Capital, Family Office, Growth Equity

Target Investment Ticket

300.000€ - 1.000.000€

Respinor

Norway | www.respinor.com

RESPINOR



Nicolay Bérard-Andersen
CEO

Respinor AS, is a Norwegian medical device company founded in 2015 and was in 2017 ranked number one among 237 companies in Europe by the Horizon 2020. Respinor is developing a novel non-invasive medical device for continuous monitoring of the diaphragm, the main breathing muscle. Currently, the company has initiated clinical studies in Europe for the first indication mechanical ventilation and estimate to launch in EU by the end of 2020 and expand into other key markets globally. The company aim at providing an objective measure of breathing addressing a global market with a cutting-edge medical technology. Because every breath counts. See more at: www.respinor.com

Unique Selling Point

The innovative technology consists of a highly specialized sensor that can be fixed to the skin surface using a patented, disposable, adhesive solution and is designed to provide precise, continuous and real-time information of diaphragm function. The diaphragm is the main muscle involved in breathing. Treatment with Mechanical Ventilation (MV) results in high costs for healthcare systems as it consumes 12% of all hospital costs. The incremental cost of MV is estimated to be €1,500 per patient per day. With an estimated 1.35 million MV patients in EU per year for an average of 4-5 days, this represents an expenditure of at least €8.1 billion annually in EU only. Therefore, it is highly important both clinically and economically to bring patients off MV and back to normal, spontaneous breathing as quick as possible.

There is currently severe lack of accurate cost-effective solutions to support the MV process. Respinor aims to fill this gap, by demonstrating and commercializing a cutting edge cost-effective and user-friendly technology, being the only effective non-invasive alternative to invasive catheter-based solutions.

Respinor offers accurate and continuous monitoring of diaphragm movement over time in a user-friendly and operator independent manner to enable correct timing for extubation. This has the potential to reduce adverse reactions due to prolonged or too short MV time, and to reduce ICU and MV days and thereby reducing costs.

Key Clients

Doctors and nurses in intensive care units and emergency rooms in the hospital sector.

Investor Type

Venture Capital, Corporate Venture Capital, Family Office, Growth Equity, State funds

Target Investment Ticket

5.000.000€ - 7.000.000€

Thomas Medical

Israel | www.therapnea.net



Avi Lior
CEO

New treatment for sleep apnea patients who cannot tolerate the CPAP. We plan to develop the final product and regulate it in the EU (CE), USA (FDA), China (CFDA) and other countries and start S&M in 2020. In the big markets - Germany, France, USA and China we shall have our own subsidiaries and will shall sell with our own sales team. In other countries we shall nominate dedicated distributors.

Unique Selling Point

Our first target market will be those patients who can not tolerate the CPAP - the selling point - „As a patient suffering from sleep apnea and do not tolerate the CPAP, try a treatment modality which is NOT connected to a pump with a hose and DOES NOT make any noise.

Key Clients

Sleep disorders doctors, ENT, Home care companies.

Investor Type

Venture Capital

Target Investment Ticket

2.000.000€ - 5.000.000€

WIVI by eHealth Technical Solutions

Spain | www.wivivision.com



Eva García Ramos
CEO

WIVI, An immersive and interactive 3D technology to assess and improve children's visual dysfunctions at an affordable price.

In just 20 minutes, WIVI provides a complete cognitive assessment and training while creating an engaging user experience. Our team has 25+ years experience in the sector and holds a strong commercial network to reach the market.

Unique Selling Point

EHTS mission is to develop technical solutions to improve visual function and quality of life at an affordable price.

In Europe, there are 152 Million children. 15 million of these children are affected with severe visual dysfunctions. That's one out of 10. But 76M are still undiagnosed. Visual dysfunction means children who can see double, can have an inability to focus and/or when reading, their eyes can jump around. So, actually 20% of the children with dyslexia and 30% with ADHD are actually misdiagnosed. These visual dysfunctions cause problems with reading, writing, and recognising objects increasing school dropout. Nevertheless, once detected, such dysfunctions can be improved in 95-100% of the cases through training. Currently only 2% of these patients are being treated and only 1% of optometrists are offering these services due to lack of means and resources. Current optometric solutions are manual, with low accuracy and are expensive, so we have developed WIVI

Key Clients

In Europe there are > 125.000 optics stores, grouped in 200 chains 60% market share. Due to the price war in their traditional business selling glasses they are anxious to find new business fields (deafness, low vision and main chain had confirmed they are interested in develop together the field of functional visual dysfunctions as a new business as well as a way to create traffic and customers loyalty).

B2B model with the big chains of optical stores.

Investor Type

Private Equity, Venture Capital, State funds

Target Investment Ticket

1.000.000€ - 2.000.000€

GREEN ENERGY



Alerion

Spain | www.aleriontec.com

ALERION



Oier Penagaricano
CEO

Alerion develops fully automated drones for infrastructure inspections. Alerion's intelligent inspector drone provides for high-quality real-time infrastructure inspections, helping customers to drastically reduce maintenance costs.

Alerion has a patent-pending laser based navigation and object tracking technology, allowing drones to intelligently navigate relative to complex structures with high degree of accuracy while analyzing sensor data in real-time, ensuring high quality data every time.

Unique Selling Point

Alerion's intelligent and efficient inspector drone provides for high-quality real-time wind turbine inspections, helping customers to drastically reduce operation and maintenance costs.

Target Investment Ticket

2.000.000€ - 5.000.000€

Key Clients

Alerion has initially targeted the wind turbine maintenance for onshore and offshore market segments, estimated to be €6 billion by 2025. In the short-term targeted areas are Spain, Germany, Denmark, and USA. Alerion is already collaborating with Siemens Gamesa Renewable Energy as a market introducer in these regions. In the long-term, the rest of Europe, Latin-America, Asia-Pacific, and EMEA will be targeted. Alerion will target wind turbine manufacturers and operations and maintenance service providers as the next customers.

Investor Type

Venture Capital, Corporate Venture Capital

BSQ Solar

Spain | www.bsqsolar.com



Ignacio Luque-Heredia
CEO

BSQ Solar is a manufacturer of High Concentration Photovoltaics Systems (HCPV). Our technology provides, in the sun-rich regions of the world, the highest photons-to-electrons conversion efficiency of all solar electric technologies.

Additionally, BSQ Solar's technology has been especially conceived for the transfer of up to 80% of its production close to the end markets, presenting superior advantages in terms of, involved logistics, local job creation, and plant construction and maintenance.

Unique Selling Point

1. Up to 70% more kWh/kWp
2. Up to 4X more kWh/m²
3. Least installation footprint
4. Same installed price
5. 80% manufactured locally
6. Greenest solar energy - least energy payback time

Key Clients

BSQ's key clients are mostly downstream in the value chain of solar electric generation. In the market of large scale solar plants, we partner with solar developers who want to increase competitiveness and regulatory benefits by getting vertical and integrating product manufacturing and EPC with the highest local content. In the market of distributed solar, we partner with local installers who want to extend the range of application of solar electric technologies, moving from roofs to ground, with the highest energy density in the market.

Investor Type

Business Angel, Venture Capital, Corporate Venture Capital, Family Office

Target Investment Ticket

2.000.000€ - 5.000.000€

Nova Innovation

United Kingdom | www.novainnovation.com



Simon Forrest
CEO

Nova Innovation is a world-leading, tidal energy solutions company. Nova builds, deploys and operates sub-sea tidal turbines which generate predictable, cost-competitive electricity from the flow of the world's tides.

Nova's technology has a clear route to market that will exploit one of the world's last global un-tapped renewable energies.

Unique Selling Point

Clean : Driven by the force of flowing water, the turbines have zero carbon emissions in operation.

Predictable : In contrast to other renewable energy sources such as wind and solar power, tidal power can be accurately calculated hours, months and years in advance.

No visual impact : For Nova's seabed mounted devices, there is no visual impact or navigational hazard. They work in harmony with the environment with no negative impact on the marine ecosystem.

Large global addressable market : Nova's strategy is to start small, think big, move fast. Our 100kW devices can be deployed in scalable multi-megawatt arrays. The device scale maximises the addressable market enabling shallow waters, deep water, estuary and run-of-river deployments.

Leading-edge technology : In 2016, Nova was the first company in the world to successfully install an offshore

tidal energy array. This practical experience has helped us to win projects worth €27 million, to help drive down cost and accelerate this high growth sector. In another world first, Nova has signed a deal with TESLA to install battery storage to deliver the world's first baseload tidal power station.

Key Clients

- Initially, 0-2 yrs : Off-grid communities and businesses – displacing expensive and carbon-intensive diesel electricity generation.
- Medium term, 2-5 yrs : Project developers – including site-specific Special Purpose Vehicles initiated by Nova, with external project investors.
- Long term, 5-10 yrs : Utilities.

Investor Type

Venture Capital, Corporate Venture Capital, Family Office, Growth Equity, State funds

Target Investment Ticket

10.000.000€ - 20.000.000€

Skeleton Technologies

Estonia | www.skeletontech.com



Taavi Madiberk
CEO

Skeleton Technologies is the technology leader in ultracapacitor development and manufacturing. Ultracapacitors are high power energy storage devices, which can be used for covering pulse power demands or providing constant energy cycling for automotive, heavy transport, grid stabilization and industrial equipment markets.

Unique Selling Point

60% higher energy density and double the power density of the product make large scale use of the product viable for new applications in the automotive, heavy transport, grid stabilization and industrial equipment markets.

Key Clients

Automotive Tier1 and OEM, grid equipment manufacturers, both before and behind the meter, industrial equipment OEM-s and integrators, heavy transport (buses, trucks, locomotives) manufacturers and integrators.

Investor Type

Corporate Venture Capital

Target Investment Ticket

>20.000.000€

Tocircle Power Systems

Norway | www.tocircle.com.



Paal Braathen
CEO

Energy typically represents 10 to 30% of operating costs in selected industry verticals. Waste heat represents approximately 50% of all energy lost to the environment. This is far more than the combined production from all renewable energy sources globally.

Tocircle sells unique multiphase compressors for application in industrial high temperature heat pumps for waste heat recovery.

Our technology offers significant value propositions by delivering 40-50% overall energy savings and reducing fossil consumption by 70%. This results in a very competitive leveled cost of energy. Recovery beats renewables!

Unique Selling Point

Tocircle's unique multiphase technology is key to achieving the required heat pump performance, thus filling a vast market gap.

Reduces cost and carbon footprint of high temperature, heat intensive industrial production processes.

Key Clients

Food & Beverage (F&B) industry: frying, cooking, sterilizing, drying, etc. Initial customers are industrial producers of fried potato produce (French fries, chips). Other industry segments such as chemistry, pharmacy, metals, plastic, cement, shipping.

First commercial orders within F&B are received.

Investor Type

Private Equity, Venture Capital, Corporate Venture Capital, Family Offices

Target Investment Ticket

10.000.000€ - 20.000.000€

Winfoor

Sweden | www.winfoor.com



Rikard Berthilsson
CEO

Rotor blades are causing big problems for the wind power industry. They are expensive, they are heavy, and they are made in one piece. Both production and transportation can be a nightmare.

Winfoor has a solution. It's called Triblade and is a disruptive technology for large scale wind turbine rotor blades. The unique technology dramatically reduces the cost of both production and transportation. It makes blades much lighter. They can be made in modules.

Unique Selling Point

We expect that Triblade will reduce the cost of rotor blades dramatically and in the end the total cost of energy. Both production and transportation can be made in modules. Much less material will be used. Blades can also be made longer.

For manufacturing, Triblade opens up for using smaller and more flexible production facilities and for more automated production. Production cost is reduced by up to 65%, definitely in line with industry top priority.

For transportation, standard trucks and containers can be used to ship Triblade in modules. Assembling is done at or near the site of installation. Also transportation cost is reduced by up to up to 65%.

Key Clients

Our target customers are the large turbine makers. Half of the world's blade production is made in-house by these companies. Several independent blade manufacturers have recently been acquired by some of these turbine makers.

Investor Type

Venture Capital, Corporate Venture Capital, Bank funds, Debt funds

Target Investment Ticket

10.000.000€ - 20.000.000€

MEDICAL DEVICES/ eHEALTH



EBERS Medical Technology

Spain | www.ebersmedical.com



Pedro Moreo
CEO

EBERS is a manufacturer of medical devices for extracorporeal solid organ preservation with main application in the field of transplantation. The company is about to obtain the CE mark for this new technology, is expected to finish the clinical validation in 2 years and will be ready for the product launch in 2020. In parallel, EBERS has been selling for the past five years research equipment for cell culture and regenerative medicine.

Unique Selling Point

EBERS's technology is grounded on normothermic preservation –NP-, which is not based on slowing down the organ metabolism with low temperatures, but on maintaining the normal metabolic and functional activity of the organ during the preservation outside the body to avoid all the limitations of SCS. For this purpose, the organ is connected to a device that replicates accurately the physiological body conditions: blood perfusion, temperature, nutrients, oxygenation, hemodynamic conditions, chemical signals, etc.

Our NP method improves the quality of the organ during the preservation and avoids the ischemic damage caused to the organ by SCS, enhancing the post-transplant clinical results. For this same reason, NP is compatible with suboptimal organs -older or asystolic donors, donors with previous comorbidities, etc.-, which allows increasing significantly the donor pool. Also, the preservation time can go beyond 24 h with liver and kidney, which makes simpler the logistics of transplantation. Furthermore, since the organ is working normally while it is connected to our device, it is possible

to perform real-time measurements of its function and quality and, thanks to the use of proprietary artificial intelligence algorithms developed by EBERS, estimate its viability. In this way, our technology also becomes a useful clinical decision support system for surgeons.

Key Clients

Hospitals developing renal and/or hepatic transplants are our final customers. Our technology is targeted to a worldwide market, although we will focus initially in the EU and next in the USA for two reasons: market size —these two territories involve more than 50% of global market— and regulatory process —single path in each territory.

Investor Type

Venture Capital, Corporate Venture Capital

Target Investment Ticket

2.000.000€ - 5.000.000€

Flowsion A/S

Denmark | www.flowsion.dk

flowsion



Thomas Vitzthum
CFO

GLYCOSTAT – the first fully automated blood glucose control for intensive care patients. Solving the problem of blood glucose control in the ICU! Glycemic control lowers mortality, morbidity, length of stay, and costs for patients in the Intensive Care Unit. Implementing glycemic control manually is labor intensive: A fully automated system (artificial pancreas) like Glycostat is needed. The essential parts of the automated system are at hand: Accurate and robust continuous blood glucose measurement system, advanced control algorithm, and interface to the insulin infusion pump.

Unique Selling Point

Fluctuating blood glucose values are well known for being harmful to the patient with respect to mortality, morbidity and length of stay. Avoiding fluctuating blood glucose values thus lowers mortality, morbidity, and length of stay. In addition treatment costs will be reduced due to shorter length of stay in the ICU.

GLYCOSTAT is the first fully integrated medical device that will enable automatic control of blood glucose levels for patients in ICUs. Implementing GLYCOSTAT ICU's will lower fluctuations of blood glucose values, and will therefore improve the clinical outcomes in terms of mortality and morbidity e.g. for sepsis patients as their blood glucose concentration will be maintained in the healthy normal concentration range (4-6 mM) GLYCOSTAT is accurate, robust, and user friendly. The blood glucose measurement probe fits into a standard central venous catheter and can be fitted any time during patients stay in the ICU.

Implementing GLYCOSTAT hospitals will also decrease the workload on nurses as they no longer need to take

frequent blood samples which will allow this valuable resource to be re-directed to other roles within the busy intensive care ward.

Key Clients

Glycostat's customers are intensive care units in hospitals globally with initial focus on Europe and the USA.

Investor Type

Venture Capital, Family Office

Target Investment Ticket

10.000.000€ - 20.000.000€

GratXray

Switzerland | www.gratxray.com

GRATXRAY



Martin Stauber
CEO

To save women's lives, it is essential to detect breast cancer in an early stage. This is the mission of GratXray. Our unique and patented breast cancer imaging system provides women with access to accurate, efficient and painless diagnosis. The unprecedented contrast, achieved by phase contrast imaging, and the true 3D images, acquired by our breast computed tomography system, allow for much improved visibility of lesions and micro-calcifications, and will thus reduce false diagnosis.

Unique Selling Point

GratXray's GI-BCT yields tissue discriminating, high-resolution 3D images at very low dose, for accurate and painless breast cancer imaging.

Target Investment Ticket

2.000.000€ - 5.000.000€

Key Clients

The European Parliament adopted two resolutions to call their member states to establish multidisciplinary breast centers to ensure optimal treatment of breast tumor patients. As a consequence, European countries started to establish breast centers and it is estimated that in Europe around 2250 centers are certified; a perfectly aligned market. Certified breast centers is the main customer segment.

The global breast imaging market was estimated to reach USD 4.14 Billion by 2021 (Markets and Markets).

Investor Type

Business Angel, Private Equity, Venture Capital, Corporate Venture Capital

MedicSensors

Spain | www.medicсен.net



Eduardo de Vizcarrondo
CEO

Our learning algorithm in the cloud receives information from third party wearables that patients currently use (continuous glucose monitors and smartwatches), then it shows through the chatbot app, the predicted glucose levels for the next hour and recommended actions to avoid any risk.

It sends personalized recipes and activity plans to improve glucose performance on their daily lives and increase understanding of diabetes.

We close the loop with a needle-free smartpatch for insulin delivery.

Unique Selling Point

- Needle free solution
- Personalization for every patient and moment of his daily activity: based on individual parameters
- Peace of mind: the system takes care of everything, patient only has to input meals and receive advice thanks to algorithms automation
- Reliable: based on the most recent scientific evidence around diabetes variables
- Enabling: predictions and advices allow to take actions that generated uncertainty before
- Easy to use: simple chatbot interface to increase treatment adherence promoting natural language conversation, increasing adherence and thus improving control

Key Clients

B2B2C:
Hospitals (one current client)
Pharmaceutical companies (patient support programs)
Private insurances

B2C:
1700 beta testers; B2C model starts in January with subscriptions on our software as a service.

Investor Type

Business Angel, Private Equity, Venture Capital, Corporate Venture Capital, Family Office

Target Investment Ticket

1.000.000€ - 2.000.000€

Indigo Diabetes

Belgium | www.indigomed.com



Danae Delbeke
CEO

Indigo is an innovative med-tech company active in the multibillion diabetes market. As the world's first and only, we develop a predictive continuous diabetes monitor (CDMTM) without body-worn device. It is our novel and inventive patent-protected technology that enables this paradigm shift in the way diabetes will be managed: hands-free, body-free, carefree.

Indigo is a VC-funded company in Belgium. Our high-tech, but fabless operational model is mastered by an international and interdisciplinary expert team of about 20 persons today. We are currently preparing our series-B investment round to support our Randomized Controlled Study that will be kicked off in 2020.

Unique Selling Point

Continuous Glucose Monitoring (CGM) is today's cornerstone of "diabetes self-management" and has proven itself as the most effective solution to reduce the economic and societal burden of diabetes. Current CGM devices suffer from drawbacks that hinder their wider adoption: user comfort and discreteness are poor, predictability of severe events is low, and the cost is high.

Indigo's USPs remove these barriers:

-User comfort and discreteness: Indigo's CDM is a long-term implantable sensor with no need for a body-worn device. Invisible, discrete, carefree and no need for regular replacements.

-Predictability and accuracy: by measuring not only glucose, but also the lipid metabolism of the patient's body, Indigo's multi-biomarker sensor monitors the full energy household. For the very first time, diabetes patients will have with Indigo's CDM the tools to prevent severe, critical events, and not only monitor them.

-Cost-effective: flexible pricing models are enabled by the underlying patented technology borrowed from the low-cost data-com market.

Key Clients

Clinical Diabetes Centers, globally.

Investor Type

Venture Capital

Target Investment Ticket

10.000.000€ - 20.000.000€

Xsensio

Switzerland | www.xsensio.com



Esmeralda Megally
CEO

Xsensio develops next-generation wearable devices that track biochemical information at the surface of the skin, providing unprecedented real-time information about our health and wellness, in a simple and non-invasive way.

Unique Selling Point

Xsensio considerably expands the potential of existing wearable products with the development of a unique tiny wearable intelligent chip that will analyze biomarkers at the surface of the skin – e.g. electrolytes, proteins, molecules, bacteria – to provide real-time health information. Xsensio targets a highly attractive segment which is emerging at the intersection of two massive and fast-growing markets, the biosensors market and the wearable market, with the development of the first "Lab-on- Skin™" sensing platform, a natural extension of the "lab-on-a-chip" trend.

Key Clients

Xsensio is implementing a B2B strategy to sell its sensing chips to consumer electronics, consumer care and pharma companies. These companies have an interest in providing their customers with previously unavailable personal data collected at the surface of the skin. B2B companies will purchase the new chip from Xsensio, brand it, integrate it into their products and develop data analytics tools around it. Apart from offering large companies new revenues streams, Xsensio

will provide them with capabilities to gain unprecedented consumer insight into the needs and habits of their own customers, in order to develop and offer the right product to the right individual, at the right time.

Xsensio has signed its first contract in early 2018, with one of the largest biotech companies. It is currently conducting confidential discussions with some of the world's largest companies to identify other collaboration opportunities.

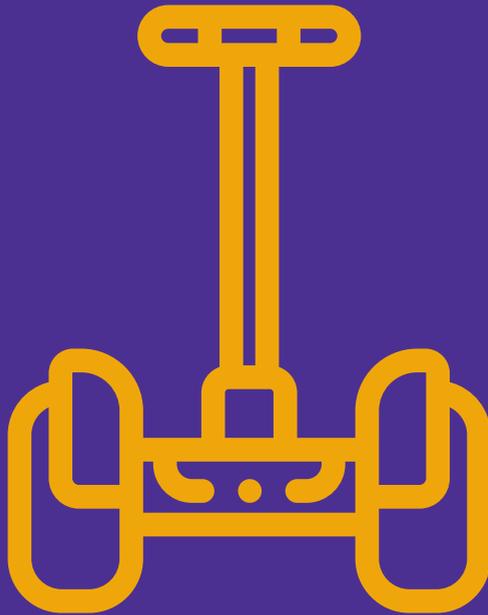
Investor Type

Business Angel, Venture Capital, Corporate Venture Capital, Family Office

Target Investment Ticket

3.000.000€ - 5.000.000€

MOBILITY



BluBrake

Italy | www.blubrake.it



Fabio Todeschini
General Manager

E-bikes will play a key-role in the urban mobility revolution that nowadays is taking place and that will drastically change our cities in the next years. The problem is that, together with the increasing of the e-bike market and usage, the number of accidents where e-bike users are involved is increasing, too. Furthermore, more than a half of them, happen during braking.

For this reason blubrake developed a safety product, an anti-lock and anti-roll-over device, specifically designed for e-bikes. The miniaturized mechatronic technology derives from the Formula 1 and could be also scaled up as a brake-by-wire for autonomous vehicles.

Unique Selling Point

More safety for e-bikes: no more front wheel lock or falling over the handle bar.

Key Clients

- e-bike makers
- light electric vehicle makers

Investor Type

Venture Capital, Corporate Venture Capital, State funds, Bank funds

Target Investment Ticket

1.000.000€ - 5.000.000€

EP Tender.

France | www.eptender.com



Frédéric Joint
Business Development

EP Tender is a range extending service for electric vehicles. With our modular approach, EVs can satisfy both essential constraints: be affordable and versatile, with occasional long distance trip ability and peace of mind. Pure EV with a reasonable battery on daily usage, and plug-in hybrid for longer trips, by towing an energy module on demand. The Tenders are powered indifferently by gasoline, hydrogen, battery or inductive road as provided by the infrastructure and technology progress.

Unique Selling Point

Traveling with peace of mind on long distances with an EV.

Enabling mass market adoption of EVs, but making them affordable, versatile, tax neutral and profitable.

Reducing life cycle impact of EVs: moderate battery size, and asynchronous charging of the Tenders in demand-response mode.

Key Clients

We are targeting both private individuals (B2C), professionals and fleets (B2B).

Private usage will happen mostly on holiday season and week-ends, while professional usage will happen on week days.

Traveling with peace of mind and EV affordability will be the main selling point for private use, while lower TCO, trip predictability and time saving will be main selling point for professional users.

The B2C distribution will be made through car dealers and auto parts distributors. They will also mount the tow bars on the cars, and maintain the Tenders on our behalf.

B2B distribution will be direct and through car leasing companies.

Investor Type

Corporate Venture Capital, Family Office

Target Investment Ticket

1.000.000€ - 2.000.000€

Greenspider

Germany | www.greenspider.biz



Alessandro Cantore
CEO

In the next future more and more vehicles will be used in sharing. Even today however vehicle sharing is struggling to spread. The schemes are present only in the centers of cities, deployed by isolated operators, often penalized by vandalism and thefts. Effective P2P models are not diffused yet.

Hence the disruptive idea addressed by SMASH, the Smart Sharing solution awarded in H2020; it permits anyone to aggregate shared fleets in a global, expandable, open source model of vehicle sharing.

Unique Selling Point

The SMASH solution includes an app, with a free version permitting to show vehicles and fleets on a map, authenticate and access the vehicle, and pay for the time of usage.

The SMASH premium version permitting to share on the map fleets, vehicles and mobility resources, for a monthly fee (ranging from 3 to 30 Euro per month) depending on the number of shared objects and the visibility.

The SMASH device can be installed on the vehicles and provides localization, connection to cloud, secure association between the user and the vehicles, and many other smart features.

The device is sold for an activation fee around 150 Euro, and a monthly fee ranging from (3 to 30) euro per month, depending on the amount of data exchanged.

Key Clients

The main professional customers buying SMASH solution

are the manufactures of innovative vehicles, willing to make their products more intelligent, capable to exchange data with cloud, more secure, and more appealing for the customers.

SMASH is also easy to install in after-market; so another category of customers are the vehicles sharing operators, the mobility operators, willing to choose their favourite vehicles and install the SMASH smartware in after market.

Finally, SMASH is also opening the Peer to peer model, involving the fleet owner and the user, which can be both private individuals; with this new model the community of user of the SMASH app is the consumer large scale market targeted by Greenspider with its SMASH.

Investor Type

Business Angel, Venture Capital, Family Office, Growth Equity

Target Investment Ticket

1.000.000€ - 2.000.000€

Lojika Field Labs

Turkey | www.lojika.net



Mehmet Golhan
CEO

Lojika makes smart phone applications for civil defence. Our business is saving lives by empowering citizens to self-organize during emergencies when transport and telecom systems are down due to natural or man-made extreme events.

The easy to use smart phone applications we developed for our peer2peer platform allows users to form new kinds of clusters and exchanges by establishing a network effect in a way that has not been possible until now.

Unique Selling Point

Our mission is using civil defence as a home-base to develop first revenue streams and use cases. Overtime, we will build a new blockchain supported by a transaction model and social graph to enable peer-to-peer platforms to supplement and/or disrupt telecom and transportation.

- 1) Single-click: a new transaction module that brings single-click experience to peer-to-peer mobility. (I.e currently BlaBlaCar has 25-50 clicks per transaction)
- 2) Micro location clusters: ability to create micro-located user volumes needed for on-demand mobility
- 3) Social Graph: User Journey optimisations and CRM based on peer-to-peer mobility needs.

Key Clients

Lojika helps businesses comply with ISO standards on business continuity, service levels, preparedness, and safety while also reducing insurance costs. This focus on civil defence is only the first of the commercial markets for Lojika. Once adopted in this market, our technology has the potential to form a new blockchain to disintermediate GSM service providers and transport/

MaaS operators beginning with crowded urban areas. For example, when the trains are cancelled due to a cyber-attack or a natural event like a flood our technology allows citizens on the ground to form their own ad-hoc communication grids with smart phones, even if GSM is not operating. Likewise, they can form carpooling grids at a single touch of the screen to get home or work, whereas currently this would take 25-50 clicks on BlaBlaCar or hundreds of tweets on Twitter.

Our technology has been successfully used in two events; one during a major terror event and the other a snow storm in Istanbul. It has also been tested successfully for civilian based first response drills in Brussels, Stockholm, and Madrid.

Investor Type

Business Angel, Private Equity, Venture Capital, Corporate Venture Capital, Growth Equity

Target Investment Ticket

5.000.000€ - 10.000.000€

Selfly

Netherlands | www.selfly.nl



Ronald Van Gent
CEO

Selfly adds a powerful level of safety to aviation. The stand-alone, affordable Electronic Detection and Avoid (ED&A) system, makes uncontrolled flying under bad visibility possible without external aid systems. ED&A provides small aircraft with “electronic eyes”. This allows for collision avoidance that reaches far beyond human visibility. It enhances the safety and efficacy of VFR. ED&A enables the market of small aircraft and UAV transport, without the need for additional infrastructure.

Unique Selling Point

Robust, independent, reliable, standalone Electronic Detect and Avoid System.

Key Clients

- Aviation sector tier one, two, three suppliers
- Avionics and aircraft developers

Investor Type

Business Angel, Private Equity, Venture Capital, Corporate Venture Capital, Family Office, Growth Equity, State funds

Target Investment Ticket

1.000.000€ - 2.000.000€

wheel.me

Norway | www.wheel.me

wheel.me



Atle Timenes
CEO

wheel.me helps people improve the way they live and work by enabling “everything” indoors to move effortlessly on small, retractable, design-independent and autonomously moving wheels – Smart Wheels. In essence, what is being attempted with self-driving cars outdoors, wheel.me will perform indoors through cost-effective embedded robots supported by the next generation indoor navigation system and data analytics capabilities.

Unique Selling Point

- Simplifying everyday life by reducing or removing manual work.
- Making any object “smart” without the need to change the design or form factor.
- Provide tracking with autonomous movement to control assets and optimize resource allocation.
- Orders of magnitude lower cost than existing solutions.

Key Clients

Progressive firms looking to automation to address labor and budget shortages.

Investor Type

Venture Capital, Corporate Venture Capital, Family Office, Growth Equity

Target Investment Ticket

2.000.000€ - 5.000.000€

SOFTWARE



Autto Limited

United Kingdom | www.autto.io

AUTTO



Ian Gosling
CEO

Autto is an easy-to-use automation platform for legal, regulated and professional services. Currently, firms in these sectors use smart, expensive, overqualified staff to complete routine work because automation remains inaccessible. Autto gives small and medium-sized companies a secure cloud-based platform with a visual flow-chart like interface enabling the easy, intelligent automation of repetitive processes.

Unique Selling Point

- Visual code-free interface designed for the easy automation of existing processes.
- Integrates with existing systems through APIs to get or put data and documents.
- Online secure platform with no installation or technology requirements.
- Growing range of actions including smart document creation, forms, emails, web pages, conditions.
- Easy webpage execution of published workflows with access controls so that they can be used internally, securely by clients or by end customers in a self-service format.

Key Clients

- Small and medium-sized law firms.
- In-house and specialized legal teams.
- Companies in highly regulated sectors.
- Professional services firms requiring fast, flexible automation.

Investor Type

Business Angel, Venture Capital, Corporate Venture Capital, Family Office

Target Investment Ticket

300.000€ - 1.000.000€

botconnect

Germany | www.botconnect.ai



Alexander Franke
CEO

botconnect drives revenue by creating successful sales conversations towards new and existing customers. Lead generation and sales in short interactions is a challenge due to complex products, massive customer data and multiple systems. So botconnect built the first real-time sales advisor for humans and machines. The botconnect platform utilizes AI along with an open messenger and voice integration that gives service/sales reps everywhere the power to perform effective sales.

Alexander Franke (CEO), Moritz Strube (CTO) founded the company in 2017. One of the first enterprises utilizing the botconnect platform in their service center is a large insurance provider in Germany with over 10 million customers.

Unique Selling Point

Topline Impact: botconnect can triple sales and revenue through existing channels e.g. service centers.

Ease of Use: All needed infos and tactics to perform a successful sales conversation are provided via an interactive and simple chat for the sales/service rep by botconnect's AI.

Integration: The platform integrates seamlessly with existing enterprise infrastructures providing full EU/GDPR compliance.

Key Clients

Insurances, telcos, financial service providers and all other enterprises/brands that serve over 500.000 end-customers with multiple products/services and a long customer lifetime.

Investor Type

Business Angel, Venture Capital, Family Office

Target Investment Ticket

1.000.000€ - 2.000.000€

OmniBot

Germany | www.omnibot.ai



Jascha Stein
CEO

OmniBot is the independent next generation Conversational AI platform that allows developers and businesses to create, customize and integrate advanced Chat and VoiceBots while maintaining complete control of their data, brands and users.

OmniBot offers state of the art Natural Language Understanding & Dialog technologies as well as a broad set of best in class speech & language technologies, developed by OmniBot Co-founder Jeff Adams, who previously led the team that built Amazon Alexa.

Unique Selling Point

Platform: Complete set of functionality to successfully compete with AI industry's largest vendors.

Best in class privacy: Fully EU/GDPR compliant, on premise, embedded and hybrid deployment options.

Multidimensional Domain-Cluster™ Architecture: customizable / private NLU domains.

Ease of Use: Designed for non-technical users. Provides lower "total cost of ownership."

Human in the loop: Easier, faster, more accurate training of NLU and Speech recognition.

One Platform - All use cases: From simple IVR to the most sophisticated conversational UI.

Key Clients

Large Enterprises through OEMs/Resellers, all other sized companies and later consumer through the OmniBot Business Platform and later OmniBot AI-Marketplace.

Investor Type

Venture Capital, Corporate Venture Capital

Target Investment Ticket

1.000.000€ - 2.000.000€

Probe.ly

Portugal | www.probely.com



Nuno Loureiro
CEO

Probe.ly finds vulnerabilities in Web Applications and provides guidance on how to fix them, having Developers in mind. Besides its sleek and intuitive web interface, Probe.ly follows an API-First development approach, providing all features through an API. This allows Probe.ly to be integrated into Continuous Integration pipelines in order to automate security testing.

Unique Selling Point

Probe.ly's competitive advantage is mainly related to its approach: Developer oriented. Developers are the ones that introduce vulnerabilities in the code and they are also the ones that will fix them. Building a security tool for Developers not only frees up Security teams (when they exist) but also improves the efficiency of security testing. The team has a vast expertise in this field, as they previously ran an application security team at a large telecom operator.

Key Clients

Companies that build online services (web applications), such as SaaS businesses that offer their service through the Web.

Investor Type

Venture Capital

Target Investment Ticket

1.000.000€ - 2.000.000€

Streamdata.io

France | www.streamdata.io



Eric Horesnyi
CEO

Streamdata.io is a software vendor specialized in data streaming. Thanks to our technologies, data vendors stream updates to their human and AI end users. Our technology is serverless, cloud-agnostic and runs on open standards (HTTP, REST API). 2 of the top 10 global banks use our technology, and we have partnered with major cloud, API and data vendors to interconnect data streams, including Google, Amazon, Redhat, Pivotal, Talend, Axway, Kong and Xignite.

Unique Selling Point

Any data source (REST API, Kafka, AMQP) can be turned into a connector in a few lines of code.

Key Clients

Data vendors (eg Xignite) providing data as API to B2B customers, banks providing financial data to retail customers, and industry manufacturers providing data from IoT to B2B customers.

Investor Type

Corporate Venture Capital

Target Investment Ticket

5.000.000€ - 10.000.000€

Think Silicon

Greece | www.think-silicon.com



George Sidiropoulos
CEO

Think Silicon is specialized in developing and licensing high performance graphics IP technology for ultra-low power and area limited digital devices for world wide semiconductor technology customers. The newest development of the company is an artificial intelligence inference-accelerator for computer vision applications.

Unique Selling Point

Problem:

The new era of visual computing for connected display-products in the Internet of (every-) Thing (IoT) world, has put extended battery life, secure operations, reliability and lower costs at the top of the requirements' list.

The end-user demands the same "smartphone-like" experience on every display device but currently just gets a limited visual experience resulting into: poor graphics, clumsy usability, slow interaction and extremely power-hungry and overheated devices.

The main reason: these devices are controlled by Microcontroller-chips (MCU) with very low-quality graphics capabilities. More powerful Microprocessor-chips (MPUs) with high quality graphics (e.g. used in smartphones) are too power hungry and would exceed the narrow cost envelope calculated for this class by an order of magnitude.

Solution:

NEMA[®] is the only graphics solution for Microcontrollers

(MCU) providing smart-phone like user experience, while extending battery life, keeping the cost within the MCU envelop and shortening the time-to-market. The above is achievable due to the NEMA[®]'s patent protected technology which provides ultra-low power consumption and low cost by decreasing silicon area and memory requirements while shortening the development time by using the NEMA[®] Software Development Kit (SDK).

Key Clients

Think Silicon's customer base include multibillion companies designing and fabricating chips, like a Tier One Semiconductor vendor, Microchip Corporation, Dialog Semiconductor, Sequans Communications and Lattice Semiconductor. Signed IP licenses represent the core business model of Think Silicon with future royalty stream.

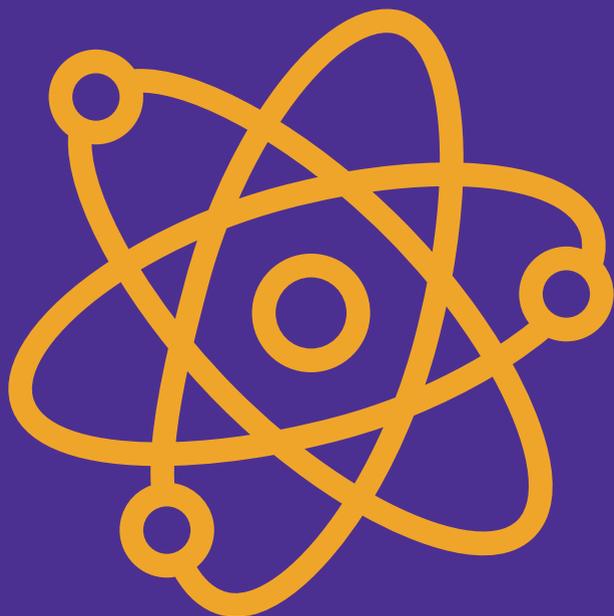
Investor Type

Venture Capital, Corporate Venture Capital

Target Investment Ticket

2.000.000€ - 5.000.000€

NEW MATERIALS



Alveus

Croatia | www.comparepairs.com



Natasa Golik Klanac
CEO

Alveus d.o.o. – a specialist in design, development and implementation of composite and carbon fiber solutions in the maritime industry aims to achieve sustainable and scalable growth through licensing COMPA technology. COMPA technology for composite repair of ships, based on carbon and glass fibers, minimizes vessel downtime and increases vessel safety by providing a fast and durable repair.

Unique Selling Point

Time efficiency, repair quality and durability, cost effectiveness.

Carbon fibre reinforced plastic materials are a technological novelty as they offer superior properties (high strength, excellent thermal resistance, chemical inertness, non-corrosion, no moisture absorption, low mass etc.) yet its application in shipbuilding industry, especially in repair procedures is mostly still only a subject of research. A COMPA repair is fast, durable, applicable to complex surface geometry and confined spaces and can be applied on-board while the vessel is on route to its destination. COMPA's added value to the industry is significant through its ability to create major savings of time and financial resources for ship-owners and ship operators, it broadens the spectrum of possible repair cases and reduces the complexity of repair while increasing safety for passengers, crew and the environment. In addition, the specialty of COMPA repair is a unique full-service approach that includes all repair phases; design, patch production and installation.

Key Clients

We focus on two types of customers.

1. Buyers of the solution: Ship owners and operators (More than 80.000 companies world-wide)
2. Buyers of the license: Ship and offshore maintenance companies (More than 100.000 companies world-wide of which about 15.000 companies are Europe-based).“

Investor Type

Business Angel, Corporate Venture Capital, Family Office

Target Investment Ticket

300.000€ - 1.000.000€

Avantium Chemicals B.V.

Netherlands | www.avantium.com



Eelco Blum
VP, Business Development

Avantium is an Amsterdam, the Netherlands based leading green chemicals technology company and a forerunner in renewable chemistry. Avantium develops efficient processes and sustainable products made from bio-based materials. Avantium creates revolutionary renewable chemistry solutions from invention to commercially viable production processes.

Unique Selling Point

100 % biobased mono-ethyleneglycol (MEG).

Cost competitive with fossil based MEG.

Key Clients

Feedstock suppliers, converters, polymerisation companies.

Investor Type

Private Equity, Corporate Venture Capital, State funds

Target Investment Ticket

>20.000.000€

Exigence Technologies

United Kingdom | www.exigencetechnologies.com



Exigence
Technologies™



Paul Cordfunke
CMO

At Exigence, we design specialty chemicals specifically for end-use applications “Where Clean is Critical” – for market segments such as food processing and water processing, where high performance microbial control is required. We are driven by industrial macro trends such as improved microbial control, prevention and mitigation of biofilms and the control of (antibiotic) resistant microbes. We have designed our chemistry to enable coatings as delivery system for our technology. Our R&D team has developed and globally IP-protected the ‘stimulus-responsive’ SymbiCoat™ monomers for incorporation into a variety of coating resin systems.

Unique Selling Point

Surfaces that contain our products have the potential to improve food safety, quality, shelf life and factory productivity in the food industry, as well as offering biofilm control and reduction of associated corrosion to other industries.

While not antimicrobial, these coatings create rechargeable surfaces that extend the efficacy of active chlorine released from registered biocides, such as sodium hypochlorite. At the same time, the surfaces improve cleanability to discourage the anchorage of biofilms.

Together, it is anticipated that this technology may enable sodium hypochlorite to significantly improve control of common microbial challenges (such as Listeria and E.coli) among others in food and water processing environments.

This technology can be a game changer in the in the food industry by enlisting passive surfaces in the fight to maintain plant hygiene, improving productivity and

product quality while reducing the overall need for biocides.

Key Clients

Food processing companies and water processing companies will generate the largest value from using our technology.

As we are serving a long value chain, our direct paying customers will most likely be between ourselves and the final customers in the value chain.

These intermediate companies could be chemical companies serving the coatings value chain, resin manufacturers and/or coating formulators.

Investor Type

Private Equity, Venture Capital, Corporate Venture Capital, Family Office

Target Investment Ticket

1.000.000€ - 2.000.000€

RadiSurf

Denmark | www.radisurf.com



Mikkel Kongsfelt
CEO

RadiSurf was founded as a technology spin-off from Aarhus University by four experienced scientists. Our competence and main competitive advantage are the specific chemical and technological knowhow, including patent rights. RadiSurf develops and commercialize unique nanotechnology based adhesion systems for dissimilar materials for industrial production applications. Our target market is industrial production with specialized requirements for hybrid material combinations.

Unique Selling Point

RadiBond is a replacement for existing joining techniques, such as adhesives or primers for overmolding of plastics or even mechanical assemblies like screws and bolts. With RadiBond coated metal, glass or carbon materials, traditional production techniques such as welding (heat, ultrasonic or solvent-based) or over-molding of plastics can be used to make inline production with strong assembly of the materials directly in the production.

With RadiPrime – our unique nanocoatings enhance the adhesion of traditional adhesives (epoxy, polyurethane adhesives etc.) or polymer based surface coatings without the need for multiple layers of thick solvent based primer systems.

Key Clients

We work with both small and large scale companies, in order to have a portfolio of customers that could be characterized from innovators to late majority companies. Our main focus right now is on innovators and early adopters. At present we have roughly ten test customers within business areas such as design

industry, medical devices, dental devices, electronics, offshore, and food processing equipment. We work closely together with R&D and Product development departments in applying RadiPrime or RadiBond to solve their problems related to adhesion and surface chemistry.

Investor Type

Business Angel, Corporate Venture Capital

Target Investment Ticket

300.000€ - 1.000.000€

Rovalma

Spain | www.rovalma.com



Isaac Valls Angles
CEO

Rovalma S.A. offers customized tool material solutions for technologically demanding material forming applications (e.g. composites, plastics and light alloys forming). Our new generation of high thermal conductivity tool steels enables tools and moulds that can form large, complex, high-strength, tailored and lightweight components at significantly reduced costs and lead times, while leaving a reduced environmental footprint, and broader geometric applicability.

Unique Selling Point

ROVALMA is the only company in the world offering high thermal conductivity tool steels for the production of parts and components made of plastics, composites and light alloys used in sectors, such as transport, consumer electronics, and white-line products. Rovalma's High thermal conductivity tool steels provide a unique competitive advantage through its impact on part production time and quality, as well as enhancing geometric flexibility and light weight construction. In the production of plastic parts for example, cycle time reductions between 15– 50%, for die cast parts between 15 – 30 % and for hot stamped parts between 25 – 35 % have been achieved with Rovalma's high thermal conductivity tool steels.

Key Clients

Users and manufacturers of dies, moulds and tools for the industrial production of parts and components.

Investor Type

Family Office, Growth Equity, Management buy In

Target Investment Ticket

1.000.000€ - 2.000.000€

TGO

United Kingdom | www.tgo.co.uk

TGO



Ming Kong
CEO

Keyboards, tablets, car dash panels, gaming consoles and almost all electronic product controls have the same limitation: bundles of on/off buttons that are uninspiring to use and expensive to manufacture. TGO has created a platform technology which replaces all electronic sensor complications with one flexible touch-sensitive material, producing 3D controls that are ergonomic, intuitive and sustainable.

Unique Selling Point

TGO's patent-pending technology uses 1 moulded material to replace all capacitive / resistive sensors needed in a control interface and offers the following benefits for both manufacturers and end-users: • Seamless 3D interactive surface which is waterproof and dustproof • One part one material reducing production costs by 5/6 • Low failure rate compared to mechanical switches • Freedom of design • User friendliness.

Key Clients

OEMs and suppliers in automotive, computer peripherals, robotics and consumer electronics markets.

Investor Type

Venture Capital, Corporate Venture Capital

Target Investment Ticket

2.000.000€ - 5.000.000€

FOOD & AGRITECH



AlgaEnergy

Spain | www.algaenergy.es



Carlos Förster
CEO

AlgaEnergy is a biotech-based company exclusively focusing on the research, production, valorization and commercialization of microalgae and derived products. The company consolidates over 4 decades of deep microalgae biotechnology knowledge generated by the main specialized universities, and has invested millionaire resources exclusively in research, positioning itself as one of the main international references in this field of science. It leads or participates in international algae related R&D Projects with over 120 top-level consortium members across the globe. The company collaborates closely with the most reputed scientists and research centers, as well as with the European Commission.

Unique Selling Point

The following USPs only related to its range of agricultural biostimulants:

Biostimulants increase yields by double digits, as well as qualitative traits and the resistance to crops to stressful situations (climatic change, drought, etc.).

Microalgae have potential to replace around 50% of the market, which is already 2 bn Euros and growing rapidly. Some key advantages of AgriAlgae® are:

- it is the only known product in the market with all 20 amino acids which are essential for plants.
- with AlgaEnergy's UPT® Technology, compounds are extracted from microalgae avoiding their degradation
- microalgae are inexhaustible, and their production does not impact any ecosystem. Moreover, since AlgaEnergy has full ownership and control over the entire process, AgriAlgae® is the only product in the market that can guarantee homogenization of the quality year on year, and optimization of the culturing parameters.

-in addition, AlgaEnergy uses CO2 as the main nutrient to grow its microalgae, which is directly captured from the real flue gases captured from the chimneys of the biggest combined cycle power plant in Spain, owned

by its shareholder IBERDROLA.

- AlgaEnergy is still the only microalgae company with relevant production facilities focusing primarily on agriculture, on an international level.
- Increased efficiency and performance over products of reference in the market has been demonstrated in over 300 field trials, some externalized to independent research centers with statistical significance.

Key Clients

- Large or local Distributors
- Multinational companies with distribution chain
- Large Farmers
- Agricultural Cooperatives

Investor Type

Private Equity, Venture Capital, Corporate Venture Capital, Family Office, Bank funds, Debt funds

Target Investment Ticket

2.000.000€ - 5.000.000€

EFOS

Slovenia | www.efos.si



Matej Stefancic
CEO

Efos is focused on Environment and food safety IT solutions.

Trapview is a fully automated pest insect monitoring and forecasting platform using networks of automated insect traps. AI algorithms detecting number of caught pest insects and forecasting pest population development provide clients the most accurate decision support for crop protection operations.

The Trapview platform optimizes usage of crop protection, resulting in 10 % more profitable and more sustainable farming operations.

Unique Selling Point

Trapview platform is a market leader in automated pest monitoring and forecasting. Our competitive advantage especially in comparison to manual field scouting is in daily and reliable collection of pest monitoring data.

A rising number of competitors copying our technology and methodology approach confirms that our direction of technology development is the right one. However, our key competitive advantages remain:

- a large database of pest images and data that we can use to further improve and verify accuracy of pest recognition and forecast,

- knowledge about implementation of networks of traps and how to use the advantages of network of traps compared to a single point approach,

- hardware solutions that minimize maintenance needs for our customers, while ensuring constant and reliable automated collection of the pest data.

Another uniqueness of the innovation is in the ability of Trapview to forecast pest insect activity over wider area with significantly higher accuracy than anything else available in the market.

Key Clients

1. Food processors, growers' associations, exporters of fruits and vegetables.
2. Chemical companies, distributors of agricultural inputs.

Investor Type

Private Equity, Venture Capital, State funds

Target Investment Ticket

2.000.000€ - 5.000.000€

FreshDetect

Germany | www.freshdetect.com



Oliver Dietrich
CEO

FreshDetect develops and distributes the first and only handheld laboratory, which allows to measure the “microbiological quality” of food with an optical technology.

It enables food processors along the food value chain to measure real-time and on-site product quality and take objective decisions how to process raw material or final products and determine e.g. shelf life based on data.

Unique Selling Point

Compared to other methods, which is mainly the petri dish method at the laboratory, with the freshdetect BFD-100 measurement is

- Non-invasive (we do not destroy the sample)
- On Site (no sample preparation and logistics)
- Precise (as precise as the laboratory)
- Cost efficient (unlimited measurement at no additional costs)
- Digital
- Easy to use
- Real-time (3-5 seconds compared to 2-4 days in the laboratory)

We offer continuous microbiological monitoring along the complete food value chain starting with meat, which allows

- Data based decisions
- Increasing production efficiencies
- Optimizing food quality
- Reducing food waste

We aim to disrupt food production.

Key Clients

Current key clients are meat processors from slaughter to meat counter, retailers, laboratories, suppliers of food processing technology and Universities (and at a later stage food inspection).

Investor Type

Private Equity, Venture Capital, Corporate Venture Capital, Growth Equity

Target Investment Ticket

5.000.000€ - 10.000.000€

HPNow

Denmark | www.hpnow.eu



Ziv Gottesfeld
CEO

We are bringing to market a novel technology solution for the on-site generation of hydrogen peroxide using only water, electricity and air. Our consumable-free, autonomous and compact HPGen devices produce ultra-pure, safe, low-concentration H₂O₂ directly at the point of use. Applications range from farming (including organic); aquaculture; industrial, waste and municipal water treatment; through to embedded devices in beverage dispensing units and home appliances.

Unique Selling Point

HPNow is the only company worldwide with a proven on-site H₂O₂ generation solution using only water, electricity and air as inputs.

The USP's of our HPGen devices vary across target market segments, but can be summarized as follows:

- Consumable-free generation directly at the point of use
- Mitigate transportation, storage and handling of dangerous chemicals
- Safe - no combustible gas, low-voltage DC, low concentrate
- No unwanted stabilizers and impurities - pure H₂O₂ in water, breaks down to pure water and oxygen after use.

Key Clients

This is market sector dependent. In the agriculture market our customers are the global irrigation firms and SI's (end users are growers).

Investor Type

Private Equity, Venture Capital, Corporate Venture Capital, Family Office, Growth Equity

Target Investment Ticket

5.000.000€ - 10.000.000€

PlastiSens

Denmark | www.plastisens.com



Torsten Freltoft
CEO

PlastiSens is developing and commercializing a novel patented sensor technology to detect antibiotic residues in raw milk. The device provides dairy companies with a qualitative result of the test in less than a few minutes and will cover the most relevant antibiotics.

Unique Selling Point

Our sensor system is PORTABLE, FAST and ROBUST enough for FIELD USE.

The technology enables raw milk quality assurance to be moved from entrance tests at the dairy company to be performed on farm level before pickup by milk tanker.

Key Clients

First tier: Any dairy company picking up raw milk at dairy farms

Second tier: Dairy farms providing raw milk to dairy companies

Longer term: Consumers wanting to test their (liquid) foods for residues of antibiotics or other defined contaminants.

Investor Type

Private Equity

Target Investment Ticket

1.000.000€ - 2.000.000€

SAFTRA Photonics

Slovakia | www.saftra-photonics.org



Miroslav Konecny
CMO

NanoScreen by SAFTRA photonics assures confidence for clean / drinking water. By using our patented water test calibrated for any organic pollutant, food and beverage producers are always in control of their water quality, either on input or output. It pro-actively saves reputation and avoids the cases of failure for any defined contamination. With NanoScreen a precise quality control can be imposed to more sites, new regions, impact lives of more people in the world.

Unique Selling Point

COMPACT - Substance in a holder can be used directly into water sample or source.

INSTANT - Result of analysis comes in minutes thanks to on-cloud computation.

SENSITIVE - Parts per billion (ppb) sensitivity with targeted selectivity.

LOW INVESTMENT into lab equipment - Supported Raman spectrometers available from € 15 000.

PATENTED technology for selective nano-surface can be customized for any organic molecule.

Key Clients

Anybody who needs recurring analysis of water to ensure its quality standard: water treatment company, food or beverage producers, wastewater companies, chemical industry, etc.

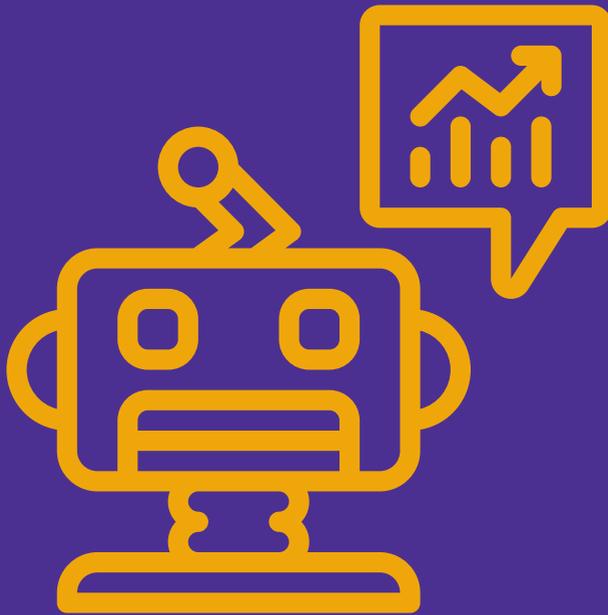
Investor Type

Venture Capital

Target Investment Ticket

1.000.000€ - 2.000.000€

INDUSTRY 4.0



Inmold A/S

Denmark | www.rel8.dk



Guggi Kofod
CEO

Traceability enables LEAN, supply chain, re-call, customer relations, regulatory, anti-counterfeit, etc. etc. But serialization methods today add COST, unwanted COMPLEXITY and RISK.

NEED for low-cost Serialization exists in Auto, Medical, Pharma, Packaging, Consumer, Electronics, Construction, etc.

rel8 develops the ONLY Serialization method for Perfect Traceability in mass production of plastics, addressing a market > €500 billion.

Unique Selling Point

Rel8 is unique among industrial serialization methods. The ability to apply the 2D barcode DURING moulding is ground-breaking. It is one of a few methods that AVOIDS additional materials – the code is made as surface structures on the plastic part, as opposed to stickers, inks and RFID chips. It does not require specialized scanning equipment, and can be scanned by Vision Systems that are already ubiquitous in the manufacturing industry.

Key Clients

Rel8 will enter the market targeting customers with following needs:

Group 1: LEAN-based plastic production no longer improves. Rel8 to amplify LEAN.

Group 2: Medical device industry, where regulatory demands require a Unique Device ID.

Group 3: Pharmaceutical industry, where regulatory demands require Unique Packaging ID.

Group 4: Companies with high-priced design products, assumed to be struggling with counterfeits.

Group 5: Auto industry Tier 1 + Tier 2, currently without permanent traceability on parts.

Investor Type

Business Angel, Private Equity, Corporate Venture Capital, State funds

Target Investment Ticket

300.000€ - 1.000.000€

SAT4M2M

Germany | www.sat4m2m.com



Philippe Moretto
CMO

SAT4M2M develops a revolutionary modular chip with FUJITSU Electronics (ASIC/SoC/SiP) to serve industrial IoT blue ocean markets in the following domains: transportation & logistics, industr 4.0, agriculture 2.0, energy & environment, safety & security. The company is a forerunner in space IoT making use of unique European capabilities.

Unique Selling Point

USP1: global coverage (several IoT messages/day) on the main IoT markets: Europe, US and China

USP2: complementarity (interoperability) with terrestrial IoT networks (Sigfox, Lora, NB IoT) as with GNSS capabilities (GPS, Galileo)

USP3: able to track fast moving IoT objects (Doppler effects) and to sense any IoT data: temperature, pressure, shocks, open/closed positions, leakage, vibration levels etc etc as to communicate with any IoT platforms (IBM Watson, AWS, MS Azure)

Key Clients

Two market segments (business models) representing the IoT eco system to serve the end users/verticals

Market segment 1: device makers as integrators (systems, HW, SW) as IoT platforms : +1000 companies

Market segment 2: IoT operators (named as CSP: Communication Service Providers) + 50 telcos

Investor Type

Corporate Venture Capital

Target Investment Ticket

5.000.000€ - 10.000.000€

SATLANTIS Microsats

Spain | www.satlantis.com



Juan Tomás Hernani
CEO

SATLANTIS provides compact high-resolution optical payloads for Earth Observation (EO) microsattellites and Cubesats (12-16U). The company's disruptive technology iSIM is the result of a successful transfer of R&D in astrophysical instrumentation and its application to EO. Thanks to SATLANTIS' proprietary technology, iSIM provides high spatial resolution and wide swath, in a compact, low mass and small size design, in comparison to traditional EO payloads.

Unique Selling Point

The iSIM (integrated Standard Imager for Microsatellites) EO camera is a high performance binocular imager for small satellites (<100 kg) in Low Earth Orbit (LEO), that is at least 3-5 times cheaper than traditional imaging systems of similar performance, and its delivery times will be at least 5 times shorter. In particular, iSIM is optimised for visible and near-infrared EO imaging. Contrary to the traditional solution for high spatial resolution provided by current EO cameras using large diameter optics and/or focal lengths, iSIM combines a simple diffraction-limited design using small optics. Rather than scanning the Earth's surface at a fixed angle from LEO with a 1D sensor, iSIM will take multiple 2D images with very short exposures. Therefore, iSIM will not require the satellite to stabilise its pointing as it moves in its orbit. As a result, iSIM, onboard of an agile microsatellite, will have the unparalleled capability to monitor linear structures on the Earth's surface.

Key Clients

Within the satellite-based EO market, SATLANTIS' direct customers are companies or organisations that own,

operate or manufacture satellites for remote sensing applications, and prime contractors that integrate optical payloads in their systems.

SATLANTIS also pursues partnerships with microsatellite and/or CubeSat manufacturers to approach directly the end-users of the data provided by satellite images. These end-users are generally governments or companies in various sectors in which EO imagery can be applied to. The following list provides examples of applications of EO data: (1) Public Safety: border surveillance, monitoring energy resources, and critical infrastructures; (2) Civil: water, oil and gas pipelines surveillance, "smart cities" monitoring, and precision agriculture; (3) Environmental: maritime and coastal disasters (oil spills and tank flushing near coastal areas), illegal fishing, forest inventory, and wildfires.

Investor Type

Corporate Venture Capital

Target Investment Ticket

2.000.000€ - 5.000.000€

Silent Sensors

United Kingdom | www.silentsensors.com



Marcus Taylor
CEO

Silent Sensors designs and produces RFID, energy harvesting and sensing solutions for the Industrial IOT of rubber, polymer and elastomer products. We use unique materials with additive manufacturing processes to create smart materials. This transforms business models from unit sales to recurring rental models in an ecosystem of partners and a portfolio of intellectual property that enable these sensing solutions. A key market for this solution is tyres as they evolve into intelligent tyres.

Unique Selling Point

Our Unique Selling Point is that we use additive manufacturing technology to print directly on to the substrates that are used in the the rubber, elastomer and polymer markets. To do this we have developed proprietary conductive inks and adhesives, piezo electric inks, barrier and insulation inks for use on screen printers and ink jet printers coupled with novel (laser and flash) sintering and flip chip surface mounting techniques. This enables us to provide our customers with elastic, conformable RFID and batteryless active sensors. These structures have a dramatic impact on lowering the cost of RFID and sensors for Tyres and other less safety sensitive products for dairy, suspension systems, coolant systems and industrial floor coverings.

Key Clients

- Tyre Manufacturers.
- Dairy Milking Consumables.
- Linear Motors Manufacturers.
- Logistics for tracking, monitoring and managing containers and pallets temperature sensors with telematics unit for liquid bulk containers.

- Logistics tracking vibrational energy harvesting aircraft containers and pallets.
- AntiVibration and Suspensions systems for railways, aircraft, vehicles sensors for railway carriages with vibrational energy harvesting.
- Polyurethane and EPDM manufacturers of Seals and Gaskets for Coolant Systems Precision Seals with integrated printed temperature sensors for thermal engines.

Investor Type

Business Angel, Venture Capital, Family Office, Growth Equity, Debt funds

Target Investment Ticket

1.000.000€ - 2.000.000€

Valuechain

United Kingdom | www.valuechain.com



Tom Dawes
CEO

Smart manufacturing software to build world class advanced manufacturing supply chains by connecting smart factories to drive productivity and building intelligent collaborative ecosystems with supply chain and innovation partners.

Unique Selling Point

We have developed unique functionality through our collaboration with Airbus and Safran. Our data science team based at University of Huddersfield are establishing AI and machine learning to develop deep insights into AM optimisation. Our collaboration with University of Liverpool is establishing a Valuechain Intelligence Trading Authorisation Ledger to securely control intelligence sharing and collaboration in highly regulated and sensitive sectors such as automotive, aerospace, defence and nuclear.

Key Clients

Advanced manufacturing companies ranging from SMEs through to global OEMs such as Airbus, Rolls Royce, Nissan, Toyota and BAE Systems.

Investor Type

Business Angel, Venture Capital, Corporate Venture Capital, Growth Equity, State funds, Bank funds, Debt funds

Target Investment Ticket

2.000.000€ - 5.000.000€

VOCA

Norway | www.voca.no



Torbjørn Engedal
CEO

VOCA AS is a technology development company based in Kristiansand, Norway. We develop technology for intelligent machines, operating in uncontrolled, harsh environments. Otilift AS is a fully owned subsidiary of VOCA that was established to commercialize our Otilift technology; focusing on innovative solutions for offshore cranes, lifting and logistics.

Unique Selling Point

Using robotic vision and artificial intelligence, we provide a scalable solution for lifting and logistics operations that improve our client's safety, improve our client's profitability and reduces our clients CO2 footprint through a single and scalable hardware and software solution.

Key Clients

Main customers are currently operators of offshore oil and gas installations, such as Aker BP, Equinor (former Statoil). Their focus is currently on optimising the offshore operations, including increased safety and efficiency in logistics and lifting operations.

Furthermore, customers of the company are drilling rig owners such as Odfjell Drilling, Transocean and similar, seeking to improve their efficiency and safety for their operations.

Investor Type

Business Angel, Private Equity, Venture Capital

Target Investment Ticket

2.000.000€ - 5.000.000€

4 ●

upcoming **events**

25-26.09 - Academy Workshop, Milan
Seeking Investors

26-27.09 - Academy Workshop, Milan
Working with Corporates

10-11.10 - Academy Workshop, Barcelona
Branding for Growth

16.10 - Corporate Day, Brussels
Solvay

29-30.10 - Academy Workshop, Barcelona
Market Segmentation and Distribution Strategies

30.10 - Corporate Day, Porcia
Electrolux

06.11 - Academy Workshop, Brussels
Working with Corporates

07.11 - Academy Workshop, Brussels
Seeking Investors

14/15.11 - Corporate Day, Barcelona
Suez

22-23.11 - Academy Workshop, Brussels
Value Proposition & Business Models

22.11 - Corporate Day, Lisbon
Sonae

28.11 - Corporate Day, Madrid
Ferrovial

29.11 - Corporate Day, Tolochenaz
Medtronic

05.12 - Academy Workshop, Brussels
Hiring and Building Teams

10-11.12 - Scaleup Challenge, Dusseldorf
European Venture Contest Final

Learn more about the EIC SME Instrument

<https://ec.europa.eu/easme/sme>

Explore all of the companies funded by the EIC SME Instrument

<https://sme.easme-web.eu>

Check out the EIC SME Instrument Impact Report 2018

<http://europa.eu/!bd84RD>

More information on the EIC pilot business acceleration services

✉ corporates@phase3-services.eu

✉ investors@phase3-services.eu



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