

STARTUP PORTFOLIO

POWERED BY







1 INTRODUCTION

2019: OUR TOP 20

03 120 STARTUPS

BERLIN: INDUSTRIAL IOT • FUTURE MOBILITY DUBLIN: TRAVELTECH • MEDTECH LISBON: ANALYTICS • SMART CITIES VILNIUS: BLOCKCHAIN • FINTECH

- **4** OTHER ECOSYSTEMS
- **)5** PARTNERS
- 06 UPCOMING PROGRAMMES



STARTUP LIGHTHOUSE: 2 YEARS

As you read these words, Startup Lighthouse is reaching its end. Two years (2018-19) of connecting startup ecosystems. Two years organising nine Deep Dive Weeks for 120 startups on the forefront of mobility, IoT, travel, healthcare, smart cities, fintech, blockchain, analytics, gaming and edutech. Two intense but rewarding years of bringing ecosystem players together across Europe to support these highly promising companies to scale further and faster.

The fundamental question behind our work has always been the following: how can we create meaningful and longlasting business connections to startups who attend a one week programme in a new ecosystem? It is a question that business developers, accelerator managers, VCs, startup event organisers and many others have faced for years.

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Our particular approach focused on identifying opportunities for collaboration: with local companies, public organisations and other startups. Instead of focusing overwhelmingly on finding investors and funding, this approach intends to give startups the chance to prove themselves through their work, not through their pitch deck.

This puts us in the world of open innovation: stimulating cooperation between different types of organisation in the development of new products or services. This is a concept that is increasingly popular but, as with accelerators 10 years ago, there are few proven successful methods of implementation.

This was why it was particularly interesting for us to run nine Deep Dive Weeks, each of them differing and evolving in structure and methodology. We ran two programmes in each of our main ecosystems - Berlin, Dublin, Vilnius and Lisbon, as well as one one programme in Helsinki, adapting them to the local resources, needs and overall learnings.

Lisbon, for example, as an up and coming startup hub, showcased how local companies and ecosystem builders are increasingly welcome to international startups. Dublin, with its established transatlantic business ecosystem, connected startups with successful founders in the same industry. Vilnius boasted the most fintech-friendly ecosystem. Berlin, on the



forefront of open innovation, ran different programmes bringing together corporates and startups. We did this with our strong local partners in each of these locations, who rallied the ecosystem together for each of the programmes: DCU Ryan Academy (Dublin), FastTrack (Lisbon), etventure startup hub (Berlin), Startup Division (Vilnius). All supported by the coordination of Vilabs and F6S.

Throughout these two years, we learned a lot. One of those main learnings was that both startups and innovation-starved organisations crave closer collaboration in different and new formats. Pitches are not enough - they want more time to go deeper and explore potential synergies. Our programmes evolved to reflect this; becoming more oriented towards solving specific challenges from our partners and finding a fit with the technology and know-how the startups bring.



We're sure open innovation programmes will continue to evolve. We've made our small mark: leaving a Deep Dive Week framework for others to learn from - and stimulating learnings by running these programmes across the world.

> We've made our small mark: leaving a Deep Dive Week framework for others to learn from - and stimulating learnings by running these programmes across the world.

Most of all, by setting an example of how to build bridges across European startup ecosystems, we hope more and more organisations look beyond their country for their innovation needs. This is how we build a Europe that is closer together: by working together for our mutual benefit.

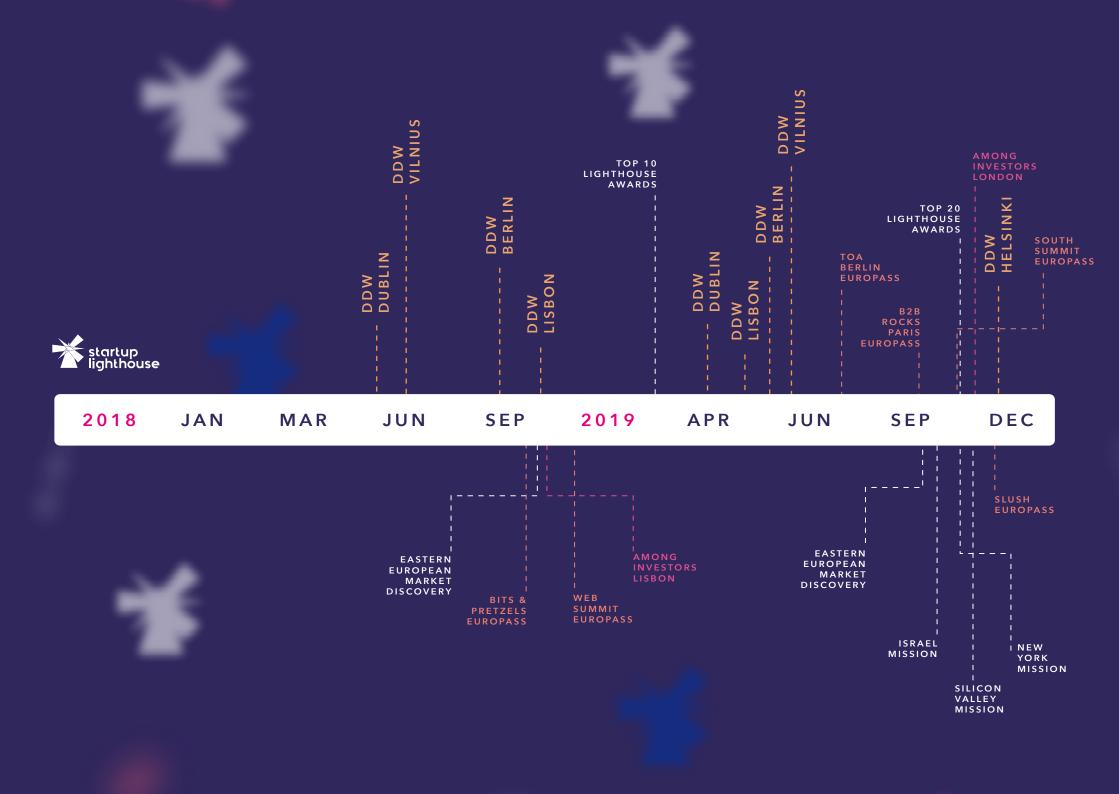
THE #STARTUPLIGHTHOUSE TEAM www.startuplighthouse.eu







ECOSYSTEM BUILDERS: 774 participated in DDWs PUBLIC AUTHORITIES: 16 open to work with our startups MEETINGS BETWEEN STARTUPS AND INVESTORS: 835 1:1 meetings tracked CLIENT, PARTNER OR INVESTOR LEADS: 2241 across all activities NEW MARKETS: 66 new products launched by our startups TURNOVER INCREASE: 39% JOBS CREATED: 217 INVESTMENT RAISED: 8.3M to date



BUILDING BLOCKS OF A DEEP DIVE WEEK

WELCOME

Get to know your hosts for the week, the other founders and the group!

ACTIVITIES:

icebreakers • group speed meetings • workshops on effective networking • stakeholder mapping

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DIVING INTO THE TOPIC

Each Deep Dive Week (DDW) has its own vertical to explore. We dive into these topics directly with those on the ground.

FORMATS:

seminars/roundtables • site visits • workshops or co-creation sessions dedicated to a particular challenge



You'll leave the startup ecosystem having been connected with key local players and having taken your first steps into moving around the local community.

ACTIVITIES:

sessions by accelerators • startup associations • meet serial entrepreneurs • participation in local meet-ups and larger startup events • expert workshops





1-on-1 meetings are often the highlight of any networking activity, as it provides you with a specific opportunity to align your objectives and expand your network.

FORMATS:

curated 1-on-1s • speed meetings • 2-way pitching • office hours





The best you can do to make the most of a DDW is to be an active participant and your host will take an active role to maximise your opportunities and visibility.

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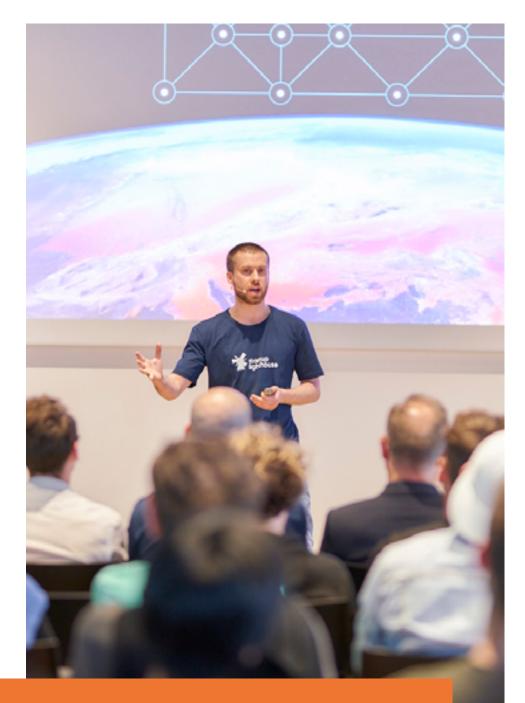
ACTIVITIES:

pitching • roundtables • jury participation



FOLLOW UP

At the end of the DDW you give your feedback, evaluate the progress and determine any potential follow up actions. The Lighthouse team will track the performance of the DDWs against the expected outcomes of each activity via KPIs. After that, you will check with the team how many leads led into follow up meetings and concrete results – as well as remaining available as contact points for any further needs in the ecosystem.



02 **2019: OUR TOP 20**

What does success look like to you? 🕐 Scale up aims for 2019 and beyond? 🏵 Most important mistake you've made and learnt from so far?

OACP

Diagnostics



We produce chemicals to reduce times and costs of genetic tests for cancer diagnosis. Founder: Enrico Di Oto

) For OaCP success is to be able to change other people lives with our innovations in cancer diagnosis. (?) To improve our presence in the EU and open new markets like China, the US & India. (?) To trust people too much about their claims, instead of their actions.



oacp.it | ceo@oacp.it | Ireland and Italy

4SECURITAS Cybersecurity

4 SECURITAS

4Securitas is a cybersecurity firm developing new technologies for security teams faced with ever evolving security threats. Founders: Donal Kerr, Stefan Uygur

Pootstrapping a firm to compete with billion dollar companies, developing key partner relationships. Develop a network of global resellers, land key enterprise reference customers, hire fulltime sales-people. Over reliance on angel funding and the need to get professional investors involved.



4securitas.com | donal@4securitas.com | Ireland

RVOLT UG (HAFTUNGSBESCHRÄNKT) Smart Energy

rvolt.

The mobile game that helps you to reduce your carbon footprint and earn money. Founders: Quirin Blendl, Ashish Bagri

-? Downloads and user retention on our mobile app. (?) 2019 was ----building and testing of the product. For 2020 and beyond we'll scale the user base. (?) Impatience is not a good adviser.



rvolt.io | quirin@rvolt.io | Germany

PÉARLAÍ Retail



Péarlaí enable retailers to turn anonymous shoppers into loyal customers. Founder: Peter McCaul

Multinational company with millions of happy VIP shoppers and exceeding retailer's expectations. (?) Clients in Portugal, Brazil, Chile, Russia, the UK, Ireland and the US, with the team to back it up. (?) Never under estimate the delivery times of hardware production to your business.



business.pearlai.com | peter@pearlai.com | UK

LUGGIT Tourism

LUGGit

LUGGit is a mobile app that collects your luggage where you are and delivers it at the place and time you want. Founder: Ricardo Figueiredo

To us, success means allowing everyone to travel without luggage while we have fun making it. In 2019 we are in the 2 major cities in Portugal. Our main goal for 2020 is going international. We tried to raise funds too early but we didn't have the right metrics. We learn a lot from that.



luggit.app | hello@luggit.app | Portugal

GECKOMATICS Geotech



Geckomatics creates the next generation of mobile mapping by leveraging the power of AI.

Founders: Bert Cattoor, Joren Van Severen

The biggest success is to see happy customers using our product.
 Grow our team to 8 and triple our customer base. A great team makes all the difference.
 Engage the best people and everything else will follow.



geckomatics.com | bert.cattoor@geckomatics.com | Belgium

INNATE REPAIR LTD Biotech



CONSCRA

Academics, medics, and business people turning our scientific discoveries into new therapies for extremely grave diseases. Founders: Drs. Andreas Androutsellis-Theotokis & Nikos Kassapakis

Generating a fundamentally novel therapeutic strategy for aggressive cancers. Pre-clinical validation of our therapeutic strategy will lead to clinical trials. Not preparing for the fact that some government offices operate at a slow pace.



innaterepair.com | andreas@innaterepair.com | UK

COINSCRAP Fintech/Insurtech

CoinScrap is an asset management app making saving as easy as spending. Founders: David Conde, Juan Carlos López, Oscar Barba

Our success is in helping people to plan their finances without effort.
 Our target for 2019 and beyond is to consolidate as the reference of Microsaving in Spain.
 We tried to solve a lot of problems and the key is to be focused on one problem.



coinscrap.com | david.conde@coinscrap.com | Spain

THE DERIVEUM PROJECT



The first crypto-commodity. Founder: Dimitar Kyosev

Restoring trust in loan repayment through Credit Default Swaps backed by selfexecuting smartcontract. (1) To reach \$20 billion Deriveum backed loans in 2021 (1% of the targeted market).
We assumed people are experts in the CDS processes and scope, but we learnt to simplify our message.



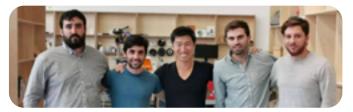
deriveum.com | info@deriveum.com | Bulgaria

ALP TECHNOLOGIES LTD Energy Storage



We displace fossil fuels and leapfrog grid infrastructure in developing nations using renewables & circular economy principles. Founder: James Kong

? We will succeed once we are able to provide clean and affordable energy to the world. ? Potential partnership to further develop and distribute our solution in developing countries. ? We are a team of engineers, and tend to focus on tech and forget the rest.



alp-technologies.com | j.kong@alp-technologies.com | UK

LEXATEXER

LexaTexer.

LexaTexer offers predictive analytics to help corporations direct decision making by analysing data with AI technology. Founder: Dr. Günther Hoffmann

Empowering our customers to be ahead of the game. Adding new verticals and regions to roll out to. Listen to your customers, not to "market experts".



lexatexer.com | contact@lexatexer.com | Germany

TRIUMF HEALTH Healthcare - Pediatrics



Triumf Health offers a personalised approach to improve patient outcomes by delivering digital therapeutics through a mobile game. Founder: Kadri Haljas

Success for us creates a possibility to provide a healthier future for ill children across the world. We aim to become the global leader in digital therapeutics for pediatric patients. Trying to solve all problems with one solution.



triumf.health | kadri@triumf.health | Finland and Estonia

SIZZAPP

Connected Cars

SIZZAPP is an IoT solution that links vehicles with the car owner or user and related services via one application. Founder: Deniss Moldovan

We want to be associated with vehicles just as Google is associated with the search engine. Distribution around Europe, South America and Australia. Price was too low at the beginning and was negatively affecting our customers trust.



sizzapp.com | vf@sizzapp.com | Latvia

ENERBRAIN Energy Efficiency



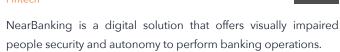
With an IoT kit using AI algorithms, we radically improve the energy management in buildings with high savings and comfort levels. Founders: Giuseppe Giordano, Filippo Ferraris, Marco Martellacci, Francesca Freyria

Our success is to cut CO2 emissions. We now count over 200 installations.
 Our 2019 revenue target is 5M€, 20% in foreign countries.
 Imperfect consideration of time to get a client on board. Now we know it's about 8 months.



enerbrain.com | i.tejero@enerbrain.com | Spain





Founders: Roberto Freitas, Pedro Camacho

For us, success is to keep improving, always doing better than the first time, and achieving new markets. I First we want to expand to the North of Europe, and after that the US & Canada.
 Impulsive decisions. We get so excited sometimes, but we've learned that planning is very important.



nearbanking.com | roberto.freitas@nearsoftsolutions.com | Portugal

RADMOL AI SYSTEMS Medtech



A medical technology company providing on-demand teleradiology, while using AI to improve the accuracy of radiology diagnosis. Founder: Doyin Bademosi

 Significant impact of Radmol AI on customers, a global footprint and healthy gross margin.
 To consolidate collaboration and integration with public healthcare providers in our target markets.
 Involvement of key stakeholders like customers and users in the early product design and business model.



radmol.com | db@radmol.com | Ireland

PAYSTRA

PAYSTRA

Payment acquiring

Payment institution providing payment acquiring and related payment services.

Founders: Johannes I Kolbeinsson, Gunnar M Gunnarsson

PAYSTRA is successful with a profitable operating margin and ambitious and happy employees. To build up efficient operations and increase our healthy business in new markets and niches. The most important mistake is to stop making mistakes.



paystra.com | johannes@paystra.com | Lithuania

SEPTEC Lifescience



SepTec is a novel diagnostic solution that addresses the twin global health crises of sepsis and antimicrobial resistance. Founders: Elaine Spain, Kellie Adamson

 ?) Empowering healthcare providers with the tools to eliminate the burden of sepsis. (?) Optimise analyser and cartridge design (design freeze) and expand validation and user testing.
 (?) Building the technology before engaging with the end user and observing their day-to-day workflow.



septec.ie | elainespain@septec.ie | Ireland

RELATE DATA





Innovation-driven solution architect with 18 years of experience in telecommunication and cybersecurity industry. Founder: Deepak Kumar

) Global expansion with a portfolio of satisfied customers. ⑦ Opening a sales and development team in Warsaw and cybersecurity innovation facility in Belfast. ⑦ Carefully plan the go-to-market strategy and perform due diligence on the market and competition.



relatedata.com | dkumar@relatedata.com | UK



SPHEBOTICS

Boosting the sun in the cities.

Energy

Founders: Xavier Thibert, Maksim Timofejev

(?) Growth! (?) Deploying in more and more cities. (?) Getting too much customer traction before securing investment!



sphebotics.com | xavier@sphebotics.com | Estonia



120 STARTUPS



METSOLAR

metsolar

Metsolar is an European manufacturer of tailormade solar solutions. We are developing and producing PV (photovoltaic) for product integration - decorative lighting, building, furniture and gadget integrations. Founder: Dainius Horbačauskas metsolar.eu | 2014 | Lithuania

ANYTHING CONNECTED



Anything Connected offers an internet connected sensor sticker, the Data Node, which allows any product to tell you when it will break down, by simply sticking it on the side. Founder: Frederik Westerouen | anything-connected.com | 2016 | Netherlands

JOURNEY PROTECTOR



We protect drivers and their loads from loss/damage caused by illegal entry to the vehicle, saving time and money. Founders: Anne Lawlor, Fran Lawlor journeyprotector.com | 2017 | Ireland

BLACK BEAR



Capturing data from multiple sensor types, our IoT platform and software solutions provide companies with operational insights that help to increase efficiency and reduce costs. Founders: Alan Dormer, Shane Daly, Uvis Zviedris | blackbear.ie | 2016 | Ireland

LESSS



Lesss creates Smart Cities. We made a new street lighting system, managed through CCTV cameras with data communication and transfer via power lines. Founder: Peter Ostanek lesss.eu | 2017 | Poland

HIVE (PRECISION NAVIGATION SYSTEMS)

HIVE

We provide a solution for super-accurate GPS-navigation and positioning in real time for drones, robots and unmanned systems. Founders: Simon Litvinov, Dmitrii Kislenko hive.geosystems.aero | 2018 | Estonia

ULTRA IOT



We enable organisations to make data-driven decisions by combining insight from our urban sensor networks with open data sets which create actionable insights. Founders: Antoine Zenie, Joris Lam | ultra-iot.com | 2017 | UK

DRONEE

DRONEE

Push of a button solution for industrial drone applications. Founders: Tåmi Piriyev, Ehtiram Najafov | dron.ee | 2016 | Estonia

AIMING



Smart maintenance for industrial legacy equipment. 100% smarter maintenance. Founder: Bastiaan Anink aimingtools.com | 2018 | Netherlands

CAPTE



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The Capte IoT platform includes hardware, software and connectivity to retrieve, process and analyse data from vehicles and assets to reduce costs of operations and maintenance. We create all-inone telematics solutions to help you get the best out of your fleet. Founders: Sergey Vladimirov, Paul Chipault | capte.co | 2016 Netherlands

THINKSMARTER ANALYTICS



We provide advanced footfall analytics from WiFi and IoT based sensors to deliver use-case driven value and monetisation models to multiple industries, in an open multi-vendor, multi-platform environment. Founder: Brendan O'Brien | thinksmarter.io | 2016 Ireland

MINT TEK CIRCUITS LTD.



Mint-Tek is a go-to platform for technologists to design, source and build electronic prototypes. Founder: Siobhán Ní Chofaigh mint-tek.com | 2014 | Ireland

OPTISHOWER



Optishower develops connected-building solutions to achieve operational excellence, decrease utility cost, and ensure the highest levels of comfort in buildings. Founders: Mohammadhossein Ghodsirad, Mojtaba Kamarlouei, Javad Hatami optishower.com | 2016 | Portugal

WOODPECKER MOTORS

Woodpecker is a full-size vehicle platform to create wooden frames for robotics and automotive hobbyists. The open source concept of a modular, inexpensive platform was created to foster tinkering and in-home garage development. Founders: Richard Gailums, Juris Bariss, Rihards Gailums, Valdemars Dambekalns woodpecker.mobi | 2016 | Latvia

RE2YOU GMBH



With re2you, you can drag and drop content from any device to any other device, without needing to up or download. Because your digital life shouldn't be limited to devices. Founders: Ghazaleh Koohestanian, Igor Moiseev, Stephan Plank re2you.com | 2013 | Germany

RELATE DATA

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Mobility involves a large number of IoT Devices which need to be constantly monitored for connectivity and security breaches. Our solution does both and provides 360-degree visibility. Founder: Deepak Kumar | relatedata.com | 2015 | UK

GECKOMATICS



Geckomatics leverages AI in the cloud to create the future of mobile mapping, bringing high-quality spatial data creation within your reach thanks to our integrated smart camera cloud platform. Founders: Bert Cattoor, Joren Van Severen geckomatics.com | 2014 | Belgium

LEXATEXER



LexaTexer offers predictive analytics, to help corporations direct decision making, by analysing unstructured information with machine learning technology. Founders: Guenther Hoffmann, Holger Dornieden | lexatexer.com | 2017 | Germany

SIZZAPP



Sizzapp provides security for your vehicle by connectivity as well as convenience. Track your vehicle's location, protect it from theft and receive notifications on your vehicle status. Founder: Vjaceslav Gorbacov | sizzapp.com | 2017 | Latvia

CHARGE NETWORK



CHRG Network is a SaaS platform that connects all charging stations into a single network, enabling owners to share and monetise their charging stations. The Driver App allows to book and pay for service. Founders: Rokas Danusevicius, Gintaras Kuzmickas, Zilvinas Paliukas | chrg.network | 2017 | Lithuania

RIDER MOBILITY



RIDER Mobility will introduce free-market conditions to the ridehailing market, treating every driver as a unique service provider and stimulating competition for a higher quality customer experience. Founder: Gintautas Kucas | rider.tech | 2018 | Lithuania

CARLILI.FR



Carlili is car rental made convenient . We offer the most convenient alternative to car ownership by delivering and recovering rental cars for an additional price of \notin 20.

Founder: Vincent Moindrot | carlili.fr | 2015 | France

GEOFORAGE.IO



Geoforage.io is a tool to conduct surveys focused on a map. It is geared for fast responses, and the data can be licensed flexibly. Founder: Hrishikesh Ballal | geoforage.io | 2018 | Ireland

ALP TECHNOLOGIES



We aim to provide secure and smart energy solutions for developing countries. PowerBRIC is the lowest cost and longest lasting li-ion battery system for energy storage in the world. Founder: James Kong | alp-technologies.com | 2016 | UK



SANCTIFLY

Vanctifly

A global solution to travel wellness at airports. Sanctifly is already the world's largest airport wellness network, with over 200 locations at 90 airports. Founder: Karl Llewellyn

sanctifly.club | 2016 | Ireland

ROSTERBUSTER



RosterBuster makes it easy to view your airline's roster on the go! Join and connect with over 300,000 airline crew professionals worldwide. Founder: Richard Versluis rosterbuster.com | 2015 | Netherlands

BOOKLYNG



Create unique customer experiences to make your visitors love booking on your website. You'll have it done in minutes! No IT support needed. Founders: Francesco Canzoniere, Raffaele Guidi, Gianluca Nerbini | booklyng.com | 2016 | Spain

TRAVTAB



TravTab is a mobile payment solution for travel agencies and their customers. We are streamlining the payment process between the travel agency and the customer. Founders: Alan Masterson, Darren Murray | travtab.com | 2016 | Ireland

YAMGU



The kangaroo YAMGU will help you to organise a magic trip! Founders: Ester Liquori, Mauro Bennici | yamgu.com | 2014 | Italy



DUBLIN

VISITORFLIX



We supply leading tour operators, airline, coach and accommodation partners with our destination video guides to use online, on board, in house and on social media to sell destinations via video without incurring video production costs. Founder: Martin O'Regan visitorflix.com | 2018 | Ireland

STORYTRACKS



StoryTracks is an engaging platform for the travel tech sector to enhance visitor experiences through an immersive, engaging, user-friendly means of showcasing unique authentic local stories. Founder: Fergal Nealon | storytracks.ie | 2017 | Ireland

BLOOKERY



We simplify short travel experiences with fun and excitement through blind booking. There are endless possibilities and long discussions about where to go. We find the perfect offer for you. Founders: Jannis Dorloechter, Kevin Kiesewetter blookery.de | 2016 | Germany

CITY CHECK



City Check helps families have great experiences together by allowing them to play pedagogical and contextual locationbased games while exploring a city. Founders: Tomás Caeiro, Rui Rodrigues | citycheckapp.com | 2017 | Portugal

CITYSWIFTER



The Business Intelligence Platform for optimising urban bus networks. Founder: Brian O'Rourke | cityswifter.com | 2016 | Ireland

GREENTICKETS



We are reinventing the booking of travel tickets. Through our site we gather train, bus, boat and plane schedules to simplify and make it faster for 20-35 year-olds to buy combined tickets.

Founder: Werko Pihor | greentickets.ee | 2017 | Estonia



OPPORTUMEETY

Opportumeety changes the way you travel by making your trips more social. Opportumeety is a social mobile network for events that connects travellers going to an event while they are on the move, on public transport and in waiting areas. Founders: Jordi Amposta, Rodrigo Gonzalez, Loha Hashimy, Francisco Navarro opportumeety.com | 2017 | Spain

PERSONAL TRAVELS

personaltravels

The first online platform where people who attend concerts away from their hometown can arrange all the details of the trip and book the required services around the venue of their chosen concert. Founder: Leopoldo Calabria personal-travels.com | 2014 | Italy

INTROWISE



Personalise big events with Introwise. The first event app made for participants. Get the most from the event by using the power of the community. Connect and share with each other. Founders: Evgenia Trofimova, Denis Anisimov introwise.com | 2014 | Estonia

AICHOM

aichõm

We have a solution to help caregivers of people with Alzheimers. It is an app paired with hardware devices (e.g. an apple watch) worn on the patients hand. It has three main functions: location tracking, health data with personal tips and voice reminders. Founders: Arvydas Pleta, Aurelija Šilinskė

aichom.com | 2018 | Lithuania

AIDPLEX



AidPlex manufactures ready-to-use splints for fractures and rehabilitation. This splint is 6 times lighter than plaster casts, waterproof, easy to use, skin friendly, reusable and recyclable. Founders: Dimitris Moustakas, Harry Yeremtzes aidplex.com | 2018 | Greece

LYMPO.COM



Lympo is an app rewarding people for completing fitness challenges. Behind the app - our first product, we are building a blockchain based user-controlled/user-owned data sharing marketplace. Founders: Ada Jonušė, Tadas Maurukas, Marius Silenskis lympo.com | 2018 | Lithuania

BRACHYDOSE



BrachyDOSE is the cancer treatment quality control tool. It is a dosimetry system which helps oncology doctors to get the best possible treatment results fast and easy. Founders: Neringa Šeperienė, Dainius Bernatavičius, Rimas Šeperys, Rolandas Zakelis brachydose.com | 2014 | Lithuania

DENTIC



We help dental clinics with patient booking, treatment planning and to practice management in the best possible manner. Founders: Auseklis Sarkans, Rolands Bīrons dentic.eu | 2016 | Latvia

FEMTIKA



Femtika is a spin-off from Vilnius University working in the area of research and development of 3D laser precision micro-fabrication. One of the focus areas is fabrication of micro-robots for medicine. Founder: Vidmantas Sakalys | femtika.lt | 2013 | Lithuania

FERMENTEKA

© UAB FERMENTEKA

Patented, clinically tested and effective agent for treating and preventing Bacterial Vaginosis (BV). ProBV formula® fights BV by targeting a toxin vaginolysin. It's a novel method in BV management. Founder: Mantas Kondratavičius probvformula.com | 2019 | Lithuania

INNATE REPAIR



Innate Repair scientists have discovered a new molecular mechanism that allows us to target and kill cancer stem cells, and we have patented methods for doing that. Founder: Andreas Androutsellis-Theotokis | innaterepair.com | 2018 | UK

BESTHEALTH4U

BestHealth⁴u

BestHealth4U's strength is in delivering "foundational" strategic products to companies that want to differentiate medical devices. Founders: Sónia Ferreira, Nélson Oliveira besthealth4u.pt | 2017 | Portugal

MEDAID

🕂 medaid

An intelligent communication tool between patients and their GP, where patients can describe their symptoms through a helpful mobile application and the physician can take an initial decision before their appointment. Founders: Kert Pjatkin, Eleri Pärna, Kaspar Puksand, Siivi Liikane | medaid.io | 2018 | Estonia

MEDMEE

MedMee is making it easy and painless for patients and consumers to buy medicines via our app by making it cheap and effortless for pharmacies and drugstores to sell online using our cloud platform. Founder: Saif Ali | medmee.co | 2016 | Germany

NOCTURNE

Onocturne

Nocturne offers a web service to diagnose and monitor neurologic disorders through imaging of the eye. Our solution is fast, costeffective and disease specific compared to current diagnostic tools. Founders: Ella Maria Kadas, Sunil Yadav nocturne.one | 2014 | Germany

OACP



We produce chemicals to reduce time and costs for cancer genetic diagnostic tests. Founders: Enrico Di Oto, Andrea Faviere, Eros Venturini, Fabrizio Bugamelli, Francesco Villa, Matteo Allegro oncology-and-cytogenetic-products.com | 2017 | Ireland and Italy

OPCO.HEALTH



OPCO.health empowers and supports patients throughout the process of undergoing surgery. Helping healthcare providers to shorten lengths of stay, decrease cancellations and improve outcomes. Founders: Jesper Hessius, Kerem Aktas operationskollen.se | 2018 | Sweden

PEACS



Peacs's mission is to save lives through enhanced electrocardiogram (ECG) technology. We bring the ECG, invented 100 years ago, to the next level by quadrupling the clinical alue within the current process. Founder: Hans Slijp | peacs.nl | 2018 | Netherlands

RADMOL AI SYSTEMS



By removing the delay in diagnosis patients can access prompt medical care. Radmol AI is focusing on helping healthcare providers and patients accelerate access to radiology diagnosis. Founder: Doyin Bademosi | radmol.com | 2018 | Ireland

SEPTEC



Rapid Sepsis diagnostics will improve patient outcomes, saving 5.2M lives and generate 12bn in hospital savings per year. Founders: Elaine Spain, Kellie Adamson | septec.ie | 2019 | Ireland

SPARK WORKS



Spark Works delivers an IoT-based solution that addresses medication errors at systemic level, potentially reducing them up to two thirds by automating the matching process of patients, prescriptions, health records and medical treatment. Founders: Orestis Akrivopoulos, Evi Vasileiou | sparkworks.net | 2013 | UK

TEMPID



TempID is a disposable (hospitals) or reusable (home usage) smartpatch that measures and records body temperature data. It reduces the resource required to collect health data and treatment costs. It increases the effectiveness of the monitoring and the accuracy of treatment diagnosis. Founders: Rait Rand, Mihkel Tedremaa tempid.ee | 2016 | Estonia

TRIUMF HEALTH

Behavioral therapeutics for pediatric patients delivered through a mobile game. The solution features a dashboard for the care team, giving further value for our customers and hospitals.

Founder: Kadri Haljas | triumf.health | 2016 | Finland and Estonia

VEINSOUND SAS



Our product treats varicose veins using ultrasound with a totally extracorporeal method called VEINOTRIPTOR. We support phlebologists and vascular surgeons with an office-based practice. Founder: Bernard Greillier | linkedin.com/company/veinsound 2017 | France

VERITACELL



VeritaCell produces an advanced therapy medicinal product that enhances the skin's regeneration process in the case of complex wounds when the skin's natural ability to regenerate is disrupted. Founders: Aigars Vitolins, Arseniy Sergeyev, Evija Vascenko, Kaija K | veritacell.com | 2018 | Latvia

VISIONHEALTH GMBH



VisionHealth will vastly improve respiratory patients' quality of life with Kata: a digital therapy enhancement using AI to increase the effectiveness of inhalations simply by using a smartphone. Founders: Sabine Häussermann, Marianne Seyffertitz, Philipp Kroneberg | visionhealth.gmbh | 2017 | Germany



AETHON ENGINEERING CONSULTANTS



AETHON aims to be a leader in behavioural analytics. Our product is a data assimilation model that incorporates user feedback to enrich existing data sets to improve the quality of services of PTOs. Founder: Alexandros Papacharalampous aethon.gr | 2016 | Greece

COINRULE



Coinrule: trade while you sleep. Coinrule is a beginner-friendly platform to send automated trading instructions to your favourite exchanges. No coding required. Founders: Gabriele Muse, Oleg Giberstein, Zdeněk Höfler | coinrule.io | 2018 | UK

CRYPTOPROFILER

cryptoprofiler

Cryptoprofiler is empowering better investment decisions by bringing the first banking-grade investor profiling and product risk classification for retail and institutional investors into the crypto space. Founders: Gino Wirthensohn, Jelena Jakovleva cryptoprofiler.com | 2017 | Switzerland

ECAPTURE 3D



eCapture3D is a startup focused on cloud-based generation of 3D content, with photos taken with any kind of device, like a smartphone, without the need of prior knowledge of 3D content generation. Founder: Miguel Cuétara | ecapture3d.com | 2012 Spain

EXIT ENTRY



Exit Entry showcases and measures the soft skills of college students and connects them with multinationals and corporations for employment opportunities. We match students skills with job skills. Founder: Lewize Crothers | exitentry.com | 2017 | Ireland

GROWEE



A smart platform that connects small scale farmers to their plants using IoT and AI technologies. Founders: Idan Avitan, Keren Shechner, Maor Avitan, Shmulik Doron getgrowee.com | 2016 | Israel

KFACTORY



KFactory provides unconventional ways to maximise productivity in manufacturing. It deep dives into a 360° performance analysis and predicts where problems can occur, before causing losses. Founders: Adrian Dima, Vlad Cazan | kfactory.eu | 2016 | Romania

NANOPRINT

NanoPrint

Smart printing (like a sculptor) with focused nano-drops and deep learning via sensors for digital recognition. Decrease mistakes for nano-printing perovskite solar cells and concentrators.

Founder: Dimitry Lopatin | solarprint.technology | 2014 Germany

NEOSOUND

neocound

Turn any sound into data! Founders: Denis Ardabatsky, Andrew Matusevich neosound.eu | 2016 | Germany

NEUROLABS

🚯 neurolabs

We aim to prevent food waste by helping supermarkets optimise their inventory levels. Neurolabs has one of the most comprehensive AI algorithms used to achieve accurate demand forecasts. Founders: Paul Pop, Patric Fulop, Remus Pop neurolabs.eu | 2016 | UK

NEXTASOFT LTD

Nextasoft

Project analysis and development of cutting-edge digital technologies for start-ups, encouraging the making of new business in Europe. Founder: Alberto Cervini nextasoft.com | 2018 | UK

ONEAIRE

DneAire

OneAire offers integration of NexGen technologies to support the aircraft management solutions that provide aircraft operators with real-time insight into how their aircrafts are being operated and maintained. Founder: Rajiv Tayal | oneaire.eu | 2017 | Estonia

POPERTEE



Popertee is building a programmatic platform enabling brands to find target audiences for campaigns, book a space and measure the results of their campaign. Founder: Lucinda Kelly popertee.com | 2016 | UK

GHOSTWRITERAI BY YAMGU



GhostWriterAI, by You Are My Guide, is the first Italian content marketing strategy platform based on Artificial Intelligence. We put AI to work to take you ahead of your competition. Founders: Ester Liquori, Mauro Bennici youaremyguide.com | 2014 | Italy

NALYTI

C



A Smart IoT solution for monitoring distribution water networks including buildings' water consumption and detecting leakages. Founders: Tidhar Tsuri, Adi Lapter alpha-sense.online | 2018 | Israel

BEPOOLER

ALPHASENSE



BePooler, the best way for companies and municipalities to keep up with mobility innovation and green-sustainability. Corporate carpooling is a new way to travel by car, sharing the journey between home and work with colleagues and sharing expenses. Our technology easily aggregates users' supply and demand for urban trips. Founders: Andrea Moglia, Dario Mazzocchi, Paolo Mastrobuono | bepooler.com | 2016 | Italy

ELECTRIFY NETWORK



Electricity P2P trading platform. It provides a solution that enables prosumers to freely manage and sell their excedent of electricity, on a blockchain based peer to peer trading platform, with full respect of data privacy. Founders: Mohamed Mnif, Boubaker Selmi, Haythem Chedid, Yasmine Ben Miloud electrify.network | 2018 | France

ENERBRAIN



Smartly controls HVAC systems in non-residential buildings, cutting over 30% of energy use, reducing CO2 emissions and improving comfort levels, thanks to a scalable IoT kit with advanced algorithms. Founders: Filippo Ferraris, Francesca Freyria, Giuseppe Giordano, Marco Martellacci | enerbrain.com | 2015 | Spain

PARKHERE



Offers tailor-made solutions for parking space management – across all industries. With our hardware, we recognise free parking spaces and make this data available to our customers and users. Founder: Sarah Plück | park-here.eu | 2015 | Germany

PÉARLAÍ



Péarlaí Ltd gives high streets access to more detailed and accurate consumer data than available online. Péarlaí enables the identification of shoppers and further opportunities to monitor, reward and measure the effectiveness of engagements. Founders: Patrick Brennan, Chris Mccabe, Peter McCaul business.pearlai.com | 2016 | UK

THINKSMARTER



ridemind

People movement and footfall analytics using WiFi and IoT sensors. Founder: Brendan O'Brien | thinksmarter.io | 2016 | UK

RIDEMINDGR

Ridemind improves the quality of life in cities with the first online marketplace for peer-to-peer car rental. Tourists and travelers can rent cars from local owners. Founders: Antonis Karaloulis, Christos Karolemeas | ridemind.gr | 2017 | Greece

RVOLT



Empowers everyone to contribute to the Energiewende through their smartphone. We gamify smart meter data, provide value-added services to end-users and make demand follow renewable supply. Founders: Quirin Blendl, Ashish Bagri | rvolt.io | 2016 | Germany

SIPUP



Sipup helps busy people in large cities to access quality and safe drinking water in an easy way with a network of water refill stations being located where people are, helping to lower plastic waste production. Founders: Aivars Lipenitis, Agija Rumpe sipup.app | 2019 | Latvia

LUGGIT

LUGGit

A mobile app that will allow travelers around the world to better enjoy their time, by allowing them to do it without their luggage, in a revenue-share model. Founders: Ricardo Figueiredo, Diogo Correia, Hugo Fonseca, João Pedro | luggit.app | 2018 | Portugal

BREEZE TECHNOLOGIES



Breeze Technologies provides hyperlocal air quality data and tailored advice to improve local air quality based on advanced artificial intelligence. The Breeze Technologies' air quality sensor networks and external data sources are designed for both in the urban environment as well as in indoor environments. Founders: Robert Heinecke, Sascha Kuntze breeze-technologies.de | 2015 | Germany

LAAVA TECH



Laava Tech has developed a technology that decreases light energy consumption by up to 90% and increases yield by up to 20% for indoor farms. Founders: Filippo Ferraris, Francesca Freyria, Giuseppe Giordano, Marco Martellacci | laavatech.com | 2015 | Estonia

SWITCHE

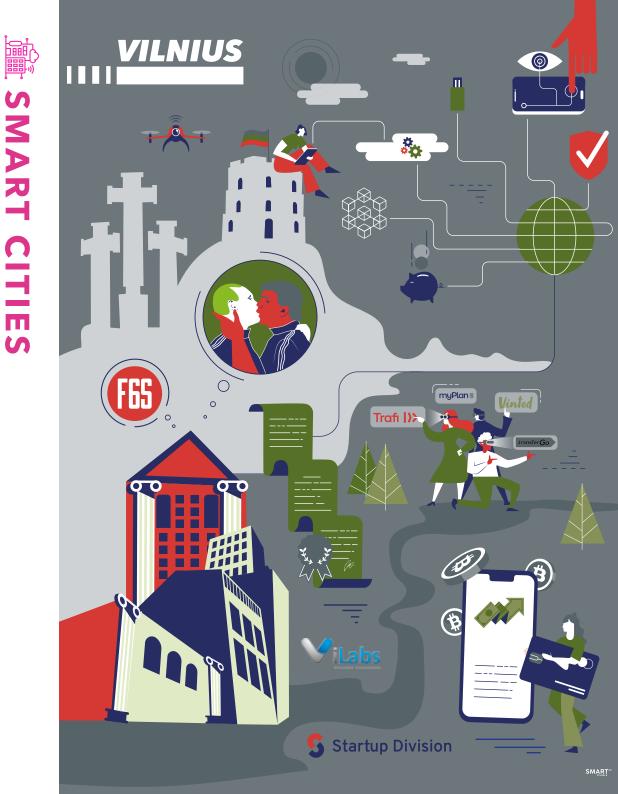


Via its Al-powered switches Switche helps consumers save energy costs and earn income by flexing their energy needs, thereby reducing carbon, costs and constraints. Founder: Parth Mehta switchelabs.com | 2019 | UK

SPHEBOTICS

SPH-BOTICS

Sphebotics helps city dwellers to access solar energy by booking clean sun electricity with a simple, flexible and affordable mobile app. Founder: Xavier Thibert sphebotics.com | 2017 | Estonia



CLOUDYBOSS

Our business environment has never been so complex. cloudyBoss NEXT+ empowers industries, organisations and entrepreneurs to codelessly configure their own safe ecosystems and smart contracts for any use case. Founders: Lou Schillaci, Giovanni Di Noto cloudyboss.eu | 2016 | Australia, France, Germany, Portugal, Italy

ZENODYS



We are developing a decentralised marketplace that enables anyone to collect, build and trade digital assets - tasks until now reserved for developers only. Founders: Jernej Adamic, Andrea Scotto Di Minico, Tomaž Vinko | zenodys.com | 2015 | Netherlands

WEGO EUROPE



At Wego we provide a web app based on the most advanced technologies such as blockchain, for solving issues related to transport and mobility. We allow people to rent out their vehicles to other users. Founder: Marco Filippi | wegoeurope.eu | 2016 | Italy

KRYPTOWATT INVESTMENTS



The world's 1st decentralised energy and commodity exchange for cryptocurrencies. Founders: Ceyhun A. Derinbogaz, Firat Aytas kryptowatt.com | 2017 | Germany

COPPAY



CopPay is a Cryptocurrency Payment Platform designed for small and medium businesses, e-commerce and retail networks. It consists of a payment gateway with a cold crypto wallet and a point of exchange. Founder: Ina Samovich | coppay.io | 2017 | Belarus, Switzerland, Lithuania

OPEN SOURCE UNIVERSITY (OS.UNIVERSITY)



We are building the world's first learning and development ledger on the Ethereum blockchain and financing it through the world's first university-led ICO campaign. Founders: Karl Llewellyn Jordan Jambazov, Georgi Mishkov, Hristian Daskalov | os.university | 2015 Bulgaria

NINJAMOBA



NinjaMoba makes Sentiment Analysis straightforward and simple to use by providing an easy to understand consumer app and business dashboard. Founders: Bryan Ogden, Manuela Maranhão ninjamoba.com | 2017 | Malta

INQUIM



We are focused on developing the NextGen of technologies to address the growing challenges within Aviation Logistic Supply Chain processes. Founders: Rajiv Tayal, Rishi Tayal, Sally Zeng inquim.com | 2017 | Estonia

4SECURITAS



Simplify cybersecurity, secure critical servers for enterprises, help manage security effectively and efficiently, leaving people to take higher level decisions and get on with business. Founder: Donal Kerr | 4securitas.com | 2017 | Ireland

COINRULE



Coinrule is developing a smart assistant to enable people that trade crypto currencies to build trading bots without having to program a single line of code. Founders: Gabriele Muse, Oleg Giberstein, Zdeněk Höfler | coinrule.io | 2016 | UK

ATLANT

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ATLANT is addressing two of the most pertinent problems in real estate with its blockchain platform: Tokenized Ownership and global P2P Rentals. Founders: Julian Svirsky atlant.io | 2017 | Portugal

BUSINERO.COM

Businero is a crowdfunding and trading platform designed to automate and optimise processes for startups, investors, and traders. Startups will be able to get funding from VCs, crowdfunding, or both. Founders: Audrius Vrubliauskas, Arminas Keraitis, Marius Petrauskas, Martynas Račkauskas, Tomas Vitkauskas businero.com [2015] Lithuania

ZASTER LTD



Zaster creates a new marketplace which fosters competition while being totally secure. Clients save money and Fintechs generate revenue. Founders: Gunnar Bless, Lukasz Musial zaster.co | 2018 | UK

NEARBANKING



NearBanking develops alternative digital banking channels for solutions, our goal is total financial inclusion. This first product is mobile banking for the visually impaired. Founder: Pedro Camacho nearbanking.com | 2018 | Portugal

BRAIN INSURTECH



Software for insurance companies, agents and brokers for increasing sales efficiency and productivity. Founder: Vasilis Plavos braininsurtech.com | 2018 | Greece

EVOESTATE



EVOEstate sources the best real estate investment opportunities. Investors can easily earn 10-15% annual returns, with property backed investments in 10 countries. Founder: Gustas Germanavičius evoestate.com | 2019 | Lithuania

FININBOX



Fininbox provides a complete banking system that is suitable for any financial institution from EMI to bank. Our software is integrated with CENTROlink and fully complies with regulatory requirements. Founder: Anton Zujev fininbox.com | 2015 | Lithuania



IDENFY

iDenfy

Helping companies' to onboard new customers while providing personal document scanning and facematching tools. Strictly complying with Lithuanian requirements for KYC, which is beneficial for EMI owners. Founders: Gediminas Ratkevicius, Domantas Ciulde | idenfy.com | 2017 | Lithuania

PAYSTRA

PAYSTRA

Advanced technology usages in payment card acceptance and acquiring, with fast onboarding, advanced technology for KYC and AML and new income stream for our partners. Founder: Johannes Kolbeinsson | paystra.com | 2018 | Lithuania

COINSCRAP FINANCE



We make saving as easy as spending! Our mission to revolutionise the user saving journey is based on our belief in the behavioural economy. We offer users a set of micro-saving rules based on their behaviours so they can save money hassle-free and frictionless. Founders: David Conde, Oscar Barba Seara coinscrapfinance.com | 2016 | Spain

MEDITERRANEO HEDGE FUND



The Hedge Fund for the Al and blockchain era. The goal is to become the first blockchain speculative investment fund in the world and provide concrete solutions. Founder: Antonio Censabella mediterraneohedge.com | 2015 | Ireland

FIELDCOIN LTD.

Buy land, empower people. Introducing blockchain technology to land property transactions and agricultural crowdfunding projects. Founder: Jani Viellard | fieldcoin.io | 2017 | UK

NAVCHAIN



NAVchain Financial Services is developing technology for fund administrators so they can automate their information collation processes using DL technologies. Founders: Mark Sweetman, ACA, Andrew Moran, Brian Kennedy | navchainfs.com | 2018 | Ireland

SILKSOFTGROUP



Instant money sharing. Founder: Gani Uzbekov silksoftgroup.com | 2017 | Kazakhstan

1KROWD



Blockchain based ticket resale platform that protects ticket buyers from fraud and exorbitant ticket prices. Founder: Melvin Wong 1krowd.com | 2019 | South Korea

DERIVEUM



Solving the uncertainty problem facing the \$8.3 trillion credit default swap market. Founder: Dimitar Kyosev deriveum.com | 2018 | Bulgaria

OTHER ECOSYSTEMS



ALPHAGAMMA



AlphaGamma is a business portal for young professionals. We designed a unique content marketing method to inform and inspire founders, young executives and students from around the world to succeed in their careers. Founders: Arthur Gopak, Eric Gopak | alphagamma.eu | 2016 | Netherlands

ARIZE



ARize, the first community driven AR platform that matches your needs. Founder: Aryan Behzadi | arize.io | 2018 | Netherlands



BITDEGREE

Reinventing education through decentralisation with blockchain. Founders: Danielius Stasiulis, Ervinas Rimdeika, Ginvile Ramanauskaite | bitdegree.org | 2017 | Lithuania



CYBER MANTIS GAMES





Boosting human performance using neurotechnology. Founders: Carlos Moreira, Carolina Amorim, Hugo Alexandre Ferreira emotai.tech | 2017 | Portugal

JUST JUNO



We create mobile games to empower young girls and woman to reach their full potentials. Founder: Mia Sari | justjuno.co | 2019 | Germany

LILHEADS

Screen free gaming, immersive tech - life-like agents: mimic written or spoken human speech for the purposes of simulating a conversation in game or interaction with a real person. Founder: Meir Biton | 2019 | UK

MAZE KINGDOM



Maze Kingdom - hard puzzler that uses chess concepts and presents them in entirely new environments. Founder: Gintaras Jakimavicius | codebit.studio/maze-kingdom/ maze-kingdom-presskit/index.php | 2018 | Lithuania

ORCZ EVOLVE VR



Orcz Evolve VR is an orcz-and-other-filth slaying action, where you take control of dozens of legendary helmets and harness their powers your way. Founders: Arman Atoyan, Levon Demurchyan, Torgom Bleyan | orczevolvevr.com | 2017 | Armenia

VILIKE



Set the active learning free! Founders: Jenni Lehtonen, Kirsi Ekberg vilike.fi | 2014 | Finland

AKARA ROBOTICS



Akara Robotics Ltd. is an AI and Robotics company with a mission of developing social assistance robots that can support staff and residents in retirement communities.

Founder: Conor McGinn | akara.ai | 2017 | Ireland

EDIS



EDIS is the Upwork for fashion. It is the first marketplace for custom made clothing, connecting users to tailors globally. EDIS is the alternative to the standard sizes, designs and 'fast' fashion that brands offer. Founders: Gabi Champagne, Tiago Silva edisfashion.com | 2019 | Portugal

FEMYO



Femyo is a one stop health app dedicated to millennial moms who are unhappy with the waiting time or price of getting quality health information and advice. Founder: Daniel Stan femyo.co.uk | 2018 | Romania

HARVEST LONDON

A harvestlondon

We aim to transform the sustainability and biodiversity of the food systems to which we all belong through controlled environment agriculture. Founder: Chris Davies harvest.london | 2017 | UK

HIVEONLINE



hiveonline is a toolkit of services that gives micro-businesses a reputation based on what they've done, so it doesn't matter who they are or whether they have formal ID. Founder: Sofie Blakstad hivenetwork.online | 2016 | Denmark

HUG-A-GROUP



Hug-a-Group is a web and mobile mental health platform that connects people that want to improve their mental health with certified psychologists. Founder: Pedro Marques hugagroup.com | 2019 | Portugal

MAMOQ



MAMOQ is a UK-based online fashion marketplace on a mission to transform the fashion industry. We seek out and vet the best in sustainable fashion, bringing nearly 100 independent labels together in one home. Founder: Madeline Petrow mamog.com | 2016 | UK

NUTRICARE.LIFE



We democratise access to precision nutrition for everybody providing free access to a digital platform. Using genetics and a patent-pending algorithm we provide personalised therapeutic nutritional solutions. Founder: Bogdan Ivanov | nutricare.life 2019 | Romania

VOLVERO



The Volvero app is based on the most innovative technologies for owners (private and professional) to share their vehicles with the community, in a simple reliable and sustainable way. Founder: Marco Filippi | volvero.com | 2018 | Italy

PARTNERS



ViLabs is a private research and innovation laboratory, acting as an innovation hub in Greece and Cyprus. ViLabs is the coordinator of Startup Lighthouse, bringing together the different ecosystems and compiling the lessons learnt from all our programmes and activities into best practices for the future.

Vasia Madesi | madesivk@vilabs.eu | vilabs.eu

F65

F6S has become the largest startup/SME community globally with over 1.3 million startups/SMEs and 1.7 million entrepreneurs. F6S delivers more than €2 billion every year to startups and SMEs with the leading CRM for deal flow, corporate challenges, structured programmes, startup services, corporate partnering, recruiting, government grants and free startup resources.

Sofia Esteves | sofia@f6s.com | f6s.com



Etventure supports mid and large-size companies on their digital transformation and innovation journey. The main focus of our work within Startup Lighthouse has been on supporting IoT and mobility scale-up startups from around Europe that want to connect with the Berlin innovation ecosystem. We worked with BASF, SAP, and Deutsche Bahn among other partners.

Daniel Salgado | daniel.salgado@etventure.com | etventure-startup-hub.com

💁 Startup Division

Startup Division is a leading startup support organisation in the Baltics. Blockchain startups were the first ones to explore the Baltic scene, with the fintech startups following in year 2, all of which met with state representatives, corporates, fellow startups and other ecosystem players.

Dorota Skusevičienė | dorota@startupdivision.eu | startupdivision.eu

ACADEMY

DCU Ryan Academy promotes and accelerates early stage entrepreneurship in Ireland. We help startups transform great ideas into successful businesses. The Deep Dive Weeks focused on traveltech in 2018 and medtech in 2019 with an emphasis on scaling, investment talks and meetings from leading investors and Irish market insights.

Kate Hogan | kate.hogan@ryanacademy.dcu.ie | ryanacademy.ie

fast tracke

FastTrack work with seed stage tech startups. In year 1 data and analytics startups were introduced to opportunities for talent in Lisbon, along with pitch training for the Among Investors event. This year green energy and smart city startups tackled challenges set by corporate partners EDP, Altice and Accenture.

Tim Brown | tbrown@fasttrack.vc | fasttrack.vc



UPCOMING PROGRAMMES



STARTUP EUROPE startupeuropeclub.com



EUROPEAN DATA INCUBATOR edincubator.eu





BLOCKSTART blockstart.eu







Slock.IS



DEMETER tssg.org/projects/demeter

BLOCK.IS



🍇 demeter

NGI EXPLORERS explorers.ngi.eu



TRINITY trinityrobotics.eu



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STARTUPLIGHTHOUSE.EU

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💲 Starbup Division





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