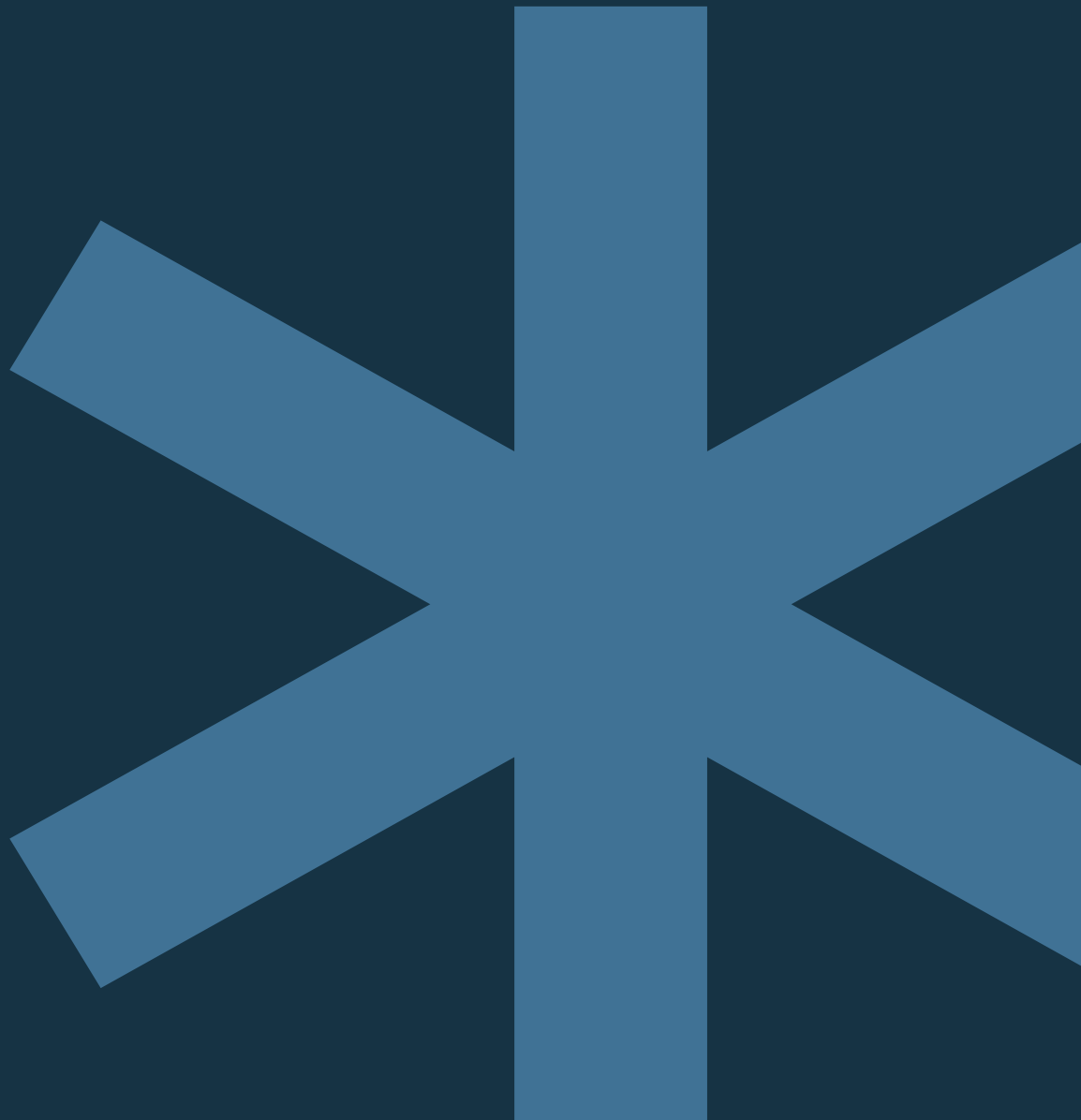


Catalyst | Inbound
Investors

Inbound Investors 2023

Company Roundup



AilseVax

One line pitch: *Discover, Develop, Deliver therapeutic cancer vaccines*

Sector: *BioTech*

Ambition: *AilseVax has the potential to a Billion-dollar business*

Revenue: *'pre-rev'*

The problem: *1 in 2 people forecast to have a cancer diagnosis and the costs of drugs increasing pressure on health systems. Covid has left huge manufacturing infrastructure needing to be utilised.*

Your solution: *Vaccines and now with new mRNA vaccines have opened new treatment opportunities and prevention for cancer patients globally.*

Competitive landscape: *Competitors currently offering individual cancer vaccines.*

USP: *We are identifying cancer indication specific vaccine e.g colorectal and also methods to half the dose of any mRNA vaccine while improving efficacy. We have multiple IP filed.*

Who will purchase from you: *Pharma or large Biotech.*

Business model/route to market: *Licence deal or M&A of IP assets to large pharma / Biotech*



Company Details:

AilseVax limited
Date founded 2021
Belfast / Dublin

Main Contact

Dr. Paul G. Kerr
paul@AilseVax.com
+447929734619

Non-revenue traction to date: Discussions with Pfizer and MERCK confirming interest in technologies. Current preclinical validation of technology and clinical trial planned to commence in 2026.

Funding to date: £840K

Next raise: round A, \$10 mid 2024

Tax status: SEIS, EIS eligible

Revenue forecast: Pre-revenue, with product revenue anticipated in 2027.

Market: Cancer global vaccine market was \$8.1B in 2021, forecasted to rise to \$11.6B by 2026

Team:

CEO Dr Paul Kerr ex CEO of Fusion Antibodies plc IPO 2017 raised £10M

David Moore Board member Head of Spin outs and investments QUBis

Founders

Prof Dan Longley-QUB Cancer Centre Director

Prof Chris Scott- QUB Ex Fusion Antibodies

Prof Ed Lavelle- TCD Vaccine and adjuvants

Dr Mehdi Jarfarnejad -QUB mRNA expert

Dr Simon McDade -QUB Genomics expert

Dr. Sarah Maguire -QUB Genomics informatic expert



Novel Biologics. Designed by Evolution. Discovered by AI.

AMPLY deploys **machine learning** and **synthetic biology** to mine vast biological data to discover novel drug and nutraceutical candidates. Using a proprietary *in silico* and *in vitro* platform we discover first-in-class molecules. AMPLY is helping tackle some of humankind's greatest challenges such as **cancer**, **metabolic** diseases, and **MDR** infections.

Sector

Biotechnology. Drug Discovery. AI.

Ambition

To **transform** the treatment of genetic-mediated diseases with novel **first-in-class biologic drugs**. Become the go-to drug discovery studio for genetic-mediated diseases. Reach an IPO and \$1b valuation by 2028.

Revenue

Pre-revenue.

The Problem

Biologic drugs, such as **RNAi**, and **protein** and **peptide** therapeutics, are changing the treatment paradigm for some of the most challenging diseases, such as genetic-mediated cancers, diabetes and MDR pathogens. Leveraging the potential of these molecules against entirely new drug targets for maximum patient benefit and optimum speed to market is a complex technical challenge.

Our Solution

The **AMPLYfolioAI** platform combines the best of AI with wet-lab synthetic biology to drive biologic drug discovery and validation at a significant scale. Our proprietary platform takes a non-obvious approach to produce molecules which have inherent value against novel targets.

Competitive Landscape

The AI-driven drug development market is experiencing exponential growth. New companies are leveraging AI to solve many aspects of the development process. Globally there are around ~50 companies which are focused on pre-clinical candidate discovery and ~15 have a focus on biologics. Uniquely **we combine target discovery, molecule discovery, and wet-lab validation** to create a complete pre-clinical IND-ready package.

USP

A complete target, compound, and wet-lab approach. We leverage nature's resources to discover molecules that have been perfected through millions of years of evolution. We:

- leverage AI but apply a human-centric decision approach;
- use multiple types of unique **data**;
- use multiple **algorithmic** approaches; and
- have created a library over 20,000 **novel candidates**.

Customers

Medium-large Biotech and Pharma companies.

Business Model

Discovery studio. IP development. Licensing, asset sales, and joint partnering programmes.

Company Details

AMPLY Discovery Limited. NI676691.

Incorporated Feb 2021.

63 University Road, Belfast, BT7 1NF.

Contact Details

Dermot Tierney, Co-Founder and Chief Commercial Officer.

E: dermot.tierney@amplydiscovery.com

M: +44 (0) 778 830 0279

Progress to Date

- Spin-out from Queen's University Belfast.
- Technology based on 8 years of academic research.
- 2 years of customer discovery through LLP, ICURE, and EIT pre-accelerators.
- Success in non-dilutive grants, IUK £295k (Sep'21) and £605k (Sep'23) for MDR pathogens.
- Deep in vitro characterisation and validation in AMPs.
- Pre-clinical animal safety trials conducted in AMPs.
- Advancing infectious disease programmes against respiratory infections.
- Advancing RNAi programme against AML.
- Adopts a model to partner with disease experts.

Funding to Date

- **£1.5m.** £900k in non-dilutive funding from Innovate UK and £600k pre-seed equity from NI-based VCs & angels.

Future Fundraising

- SAFE/CLN round targeting £700k in equity and £700k non-dilutive funding in Q1 2024; and
- Full seed round targeting \$USD5m+ (£4m) later in 2024.

Tax Status

SEIS/EIS approved.

Revenue Forecast

-2024: £175k (partnering only)

-2025: £500k

-2026: £1.5m (infection programmes)

-2027: £38.8m (cancer and metabolic programmes)

Market Size

-Global Chemotherapeutic drugs \$157b (>7.5% CAGR)

-Global Metabolic Disease drugs \$107b (>7% CAGR)

-Global anti-infective drug market \$140b (~30% CAGR)

Team

- Highly experienced founding team. **Record of execution.**
- >100yrs combined in biotech, computational biology, anti-infectives, & IP licensing.
- CEO: >20yrs predictive analytics & computational biology.
- CCO: >18yrs IP licensing and Business Dev.
- 4 FTE staff. Synthetic biology, AI, and business ops.
- Scientific Chair is leading computational biology professor.
- Non-Executive Chair with >30yrs industry experience in life sciences.

ANGOKA

ONE LINE PITCH: ANGOKA secures communications for Smart Cities and Smart Mobility.

SECTOR: CyberTech

AMBITION: \$1 billion valuation, \$150 million in revenue

REVENUE: £800k 2022, £1.8m 2023

THE PROBLEM:

There are predicted to be 1 Trillion connected devices by 2035. Their end-to-end security cannot be guaranteed. As such IoT devices require a radically different approach to Identity and Key Management. ANGOKA is targeting a \$25B Total Addressable Market.

YOUR SOLUTION:

ANGOKA's solution represents a paradigm shift – our unique and patented Device Private Network (DPN) technology provides an integrated Identity and Key Management platform tailored to IoT devices as an alternative or complement to PKI

COMPETITIVE LANDSCAPE:

ANGOKA is the only integrated Identity and Key Management solution, which give us a unique advantage for securing complex and dynamic IoT systems for Smart Mobility

USP:

ANGOKA's approach represents a paradigm shift – secure communication on a Device level, not network level

WHO WILL PURCHASE FROM YOU:

We have two target markets: Smart Mobility (including Automotive, Drones, Maritime and Aerospace & Defence) and Smart Cities (including Industry 4.0, IoT & Telecoms and Critical National Infrastructure). We are in advanced discussions with major suppliers in all these sectors regarding adoption of the ANGOKA solution for specific applications.

BUSINESS MODEL/ROUTE TO MARKET:

Our revenue model is based on recurring licensing revenue for our Management & Monitoring platform and a combination of unit sales for our hardware modules.

COMPANY DETAILS:

Angoka Limited
February 2019
Northern Ireland

MAIN CONTACT

Steve Berry
s.berry@angoka.io
07949 119863

NON-REVENUE TRACTION TO DATE: ANGOKA RANGER 1 Hook on Device delivered to major Telecom company
Named 'Most Innovative Cyber SME' by DSIT

FUNDING TO DATE: £7.7 million

NEXT RAISE: Q3 2024

TAX STATUS: EIS Eligible

REVENUE FORECAST: \$150 million

MARKET: \$25 billion

TEAM:

Steve Berry- Chairman, co-founder
Serial Entrepreneur, 2 IPOs
MBA Harvard, BSc Economics Wharton

Yuri Andersson- CEO, co-founder
Co-founded 4 Deep Tech + 2 FinTech companies
Investment banking background
Exec. MBA. PhD-level Physics CERN, Stanford

Daniela Menzky - COO, co-founder
Ex-MD of Global Corporate
MA Economics, Hannover

Shadi Razak - CTO, co-founder
Tech Entrepreneur and Innovator, exit to Microsoft
MBA, MSc Information Security, Royal Holloway



One line pitch: Patented Antenna Technology that transforms the wireless experience through better connectivity for the current and Next Generation of Wireless Applications.

Sector: Health, Sport, Lifestyle Wireless Wearables, Audio and IoT

Ambition: Number 1 - Globally Leading Antenna Technology for Difficult Platforms

Revenue: £100k+ 2022

The Problem: As the world moves up in frequency, wireless performance quality for non-line of sight wireless coverage is a problem that impacts the growth of future wireless applications.

Your Solution: An antenna product that solves the 'bottleneck' in future wireless communications from platforms in difficult environments.

Competitive Landscape: Five core antenna manufacturers, providing off the shelf antennas, not designed for use on difficult platforms, like the human body. We are already displacing globally leading competition.

USP: Same product across all market segments, ready to scale. **Two strong antenna patents** protecting the geometry of the design, across all applications and market segments.

Who will purchase from you: Original Equipment Manufacturers (OEM's).

Business model/route to market: Business to Business direct product sales and partnerships with leading system on chip silicon vendors.

Company Details:

AntennaWare Limited

Active: April 2021

Located: Belfast, UK

Main Contact:

Dr. Gareth Conway

Gareth@AntennaWare.co.uk

+44 (0) 7379 800 801

Non-revenue traction to date: Validated supply chains, with mass producible AntennaWare product at core operating frequencies. Products on the market, with focus on 3 core customers, for commercial proof points in initial target market segments (Sport, Audio & IoT), that will ramp up to production in Q2 2024. Entering a phase of duplicating and replicating these customers in this round.

Funding to date: £900k TechStart Ventures, QUBIS, Clarendon and Sapphire Capital

Next raise: £2m seed round, close Dec 2023

Tax status: EIS eligible

Revenue forecast: \$2m 2025

Market: \$2bn - 2027

Team:

Founder: Dr. Gareth Conway (CEO)

Founder: Dr. Matthew Magill (CTO)

Sales Director: Jonny McClintock

Previously - Sales and Marketing Director Qualcomm Apt-x

Business Development: Gordon Petrie

Was Head of European Sales CSR & Nokia

Marketing: Sara Dalzell

Engineering: Dr. Robert Orr

China Sales: Danny Cheng – Shenzhen

Advisor: Michael Black- Experienced CFO

Aramune Technologies Ltd

One line pitch: Enhancing immune system modulation, gut health and performance in commercial livestock, companion animals & human health.

Sector: Agtech is the primary focus with opportunities also in nutraceuticals and companion animal health.

Ambition: As a platform technology the company has numerous opportunities that could generate £100M+ revenues. Just one win would mark success. Eg if Aramune captured just 1% of the EU market for Broiler feed it would generate revenues in the range of £87M - £170M pa.

Revenue: Pre revenue

The problem: Anti-microbial resistance (AMR) has detrimental effects animal and human health. Zinc Oxide (ZnO), is now banned in the EU for environmental reasons for use in animal feeds

Your solution: Aramune is a natural product that rebalances the microbiome to protect against infection and avoid the need for antibiotics.

Competitive landscape: Many Agfeed companies are developing new feed additives that require costly/protracted regulatory approval

USP: ATL's solution is the development of effective novel natural plant extracts that require minimal regulatory approval and are environmentally safe/sustainable

Who will purchase from you: Animal feed, nutraceutical, animal health companies.

Business model/route to market: Control the manufacture and supply of Aramune and licence its use to commercial partners that will incorporate Aramune into their products. Finished product will be supplied to partners on a CoG basis



Company Details:

Aramune Technologies Ltd

Date founded: 01 Feb 2021, spun out of QUB

Location: Belfast, N. Ireland

Main Contact

Name: Stuart Gibson

Email address: s.gibson@aramune.com

Mobile: 07786 166772

Non-revenue traction to date: HoTs signed with first commercial partner for pig feed applications.

Funding to date: Equity £788K (lead by Sapphire Fund, Clarendon) , Innovate UK Grant £297 (completed).

Next raise: Series A seeking £2.5M - £2.75M by end of 2023 to undertake animal feed dose ranging studies to secure commercial partners

Tax status: EIS eligible

Revenue forecast: Potential first revenues in late 2025 / 2026. No revenues included in the series A plan period to end of 2025.

Market: All addressable markets are multi billion US\$ annually and growing

Team:

CEO: Ashley Cooper*

CFO: Stuart Gibson*


CSO: Prof Brian Green - Founder scientist at QUB

CTO: Chris Nicklin*

Dir. Agronomy & Procurement : Ian Marshall OBE

**All have over 20 years' experience each in early stage VC backed life sciences growth companies.*

Inbound Investor Company Summary

<p>ArmadilloPay</p> <p><i>Cross-Border Payments; Confidently, Locally, Responsibly.</i></p>	 <p>ArmadilloPay</p>
<p>One line pitch: Enabling organisations to confidently make payments globally, by reducing friction in the last financial mile for people locally.</p>	<p>Company Details: ArmadilloPay UK Limited Founded: 16 March 2023 City: Belfast</p>
<p>Sector: FinTech</p>	<p>Main Contact: Seamus Cushley (07813127573) scushley@armadillopay.com</p>
<p>Ambition: ArmadilloPay - North Star <i>"One Million Active Accounts in 3 Years"</i></p> <p>The market leader in B2B/B2B2C cross border payments, with a compliance first approach, with a global customer base and sustainable revenue growth.</p>	<p>Non-revenue traction to date: Mastercard Commitments. <u>Year 1: €1m+</u> €600-€750k cash commitment €300-€500k fee reductions <u>Year 2-5: €4m+</u> €500k cash commitment €3.5m fee reductions</p>
<p>Revenue: Pre-Revenue. Our primary objective is to achieve profitability by the end of year two of trading, establishing a solid financial foundation.</p>	<p>Funding to date: €370,000 pre-seed committed €350k invested by founders to date €100k Mastercard</p>
<p>The problem: Global organisations grapple with the friction of access, cost, time, and service when conducting high volumes of relatively low value B2B payments across multiple jurisdictions. Fragmented and complex global payment systems, create pain.</p>	<p>Next raise: Seed Raising: €2,400,000 Pre-Money Valuation: €12,000,000 Equity Give: 10%</p>
<p>Your solution: ArmadilloPay provides a standardised compliance process, common techstack, and a single regulatory environment across multiple jurisdictions, supported by local e-money licences. We eliminate the pain and enable organisations to experience faster, cost-effective, and compliant transactions across multiple geographies.</p>	<p>Tax Status: Advanced Assurance for SEIS/EIS</p>
<p>Competitive landscape: While there are a substantial number of competitors who focus on one jurisdiction, few offer a multiple license B2B/B2B2C offering. An interesting global competitor is AirWallex, which is AsiaPac focused.</p>	<p>Revenue Forecast: Year 1: £ 4,960,565.58 Year 2: £ 19,203,243.12 Year 3: £ 34,978,715.53</p>
<p>USP: a standardised compliance process with a single regulatory environment across multiple jurisdictions, supported by local e-money licence.</p>	<p>Market: Total Addressable Market (TAM) in payments is estimated at \$26 trillion. The Serviceable Available Market (SAM), representing our targeted segment within the TAM, stands at \$2.257 trillion. Initial focus will be Gig Economy marketplaces, a market size of \$455 billion.</p>
	<p>Team: ArmadilloPay benefits from the expertise and experience of founders Liam Sheehan and Rob Anderson.</p>



One line pitch: We will establish Axial3D as the leader in patient specific 3D imaging. Axial3D will be *the most scalable* and widely used platform by medical device companies and hospitals globally, automating the production of patient specific 3D files, models and patient specific medical devices

Sector: Healthcare – hospitals, medical device and med tech companies

Ambition: Creating a new paradigm for medical imaging that makes every set of images a *rich source of patient specific data*, that is interactive, collaborative and 3D by default,

Revenue: model run rate circa \$1m pa – (on track for \$1.5m pa by December 23) – plus \$750k other income

The problem: 3D imaging is a paradigm shift vs 2D (MRI and CT) imaging. A similar impact on healthcare outcomes as colour vs black and white TV had for content consumers

Your solution: We are the first company in the world to be able to turn 2D (MRI and CT) at massive scale, at commodity cost, into incredibly precise 3D – patent protected

Competitive landscape: Our competitors have an “expert user” driven CAD application that can turn 1 2D data set into 3D in a small number of hours – we can do thousands in parallel in minutes

USP: We have fundamental market defining patents, all approved by at least US Patent Office

Who will purchase from you: surgeons/hospitals, medical device companies, medical imaging companies, medical diagnostic companies, public cloud companies

Business model/route to market: primary focus on signing medical device companies, medical imaging companies, medical diagnostic companies, public cloud companies as customers and/or GTM partners

Company Details:

Legal name of company – Axial Medical Printing Limited
Founded 2016
Company Registered in Northern Ireland

Main Contact

Roger Johnston CEO
Email: r.johnston@axial3d.com
Mobile: +44 7500 953714

Non-revenue traction to date: used by over 300 hospitals and 40 medical device companies to date in over 30 countries

Funding to date: Seed \$2m Series A \$15m (Sept 2022)

Next raise: \$5m to \$20m – by June 2024

Tax status: EIS eligible

Revenue forecast: 2024 £4m, 2025 £8m, 2026 £14m

Market: multi \$bn (for each of planning and treatment)

Team: CEO Roger Johnston <https://www.linkedin.com/in/roger-johnston-a5776b/>
CTO Rory Hanratty <https://www.linkedin.com/in/rory80hz/>
CSO Dan Crawford <https://www.linkedin.com/in/daniel-crawford-6b9b6559/>
COO Nigel Hutchinson <https://www.linkedin.com/in/nigel-hutchinson-72b3a46/>
SVP BD/Corp Dev Gilad Lustig <https://www.linkedin.com/in/qilad-lustig-77ba162/>
SVP Sales Caroline McIntyre <https://www.linkedin.com/in/caroline-mcintyre-8345531b7/>
Chairman.Chris Rumana <https://www.linkedin.com/in/christopher-rumana-21b53a189/>
Board Director – Mark Alvarez <https://www.linkedin.com/in/markjalvarez/>
Board Director Hugo Da Silva <https://www.linkedin.com/in/hugorsilva/>
Board Advisor Rene White <https://www.tcg-advisors.com/team>
Board Advisor Teresa Carlson <https://www.linkedin.com/in/teresacarlson/>

Providing hyper personalised communication for Insurance and Mortgage advisors to provide relevant and targeted information to their clients.

Problem

Insurance and Mortgage Brokers have not embraced modern technology effectively and risk losing customers and market share if they do not embrace digital technology.

Doing Nothing Is Not An Option For The Insurance Broker Market.

The Solution

- A digital solution aimed solely at the Mortgage and Protection broker market.
- BrokerIQ is a Customer Engagement Platform focused on providing hyper personalised, scalable communication through simple app based technology.

BrokerIQ Solutions Limited

Founded: Summer 2020
City: Belfast
Sector: Fintech
Purchased Customer: Insurance and Mortgage Brokers/ Mortgage Networks, Insurance and Mortgage providers/ Mortgage/protection software
Revenue: Q2 2024 revenue 19,000 MRR £2000
Tax Status: EIS
Raised to Date: 600,000
Current investors: Symvan capital and Clarendon Capital, Angels - Jenny Ervine, Kim Calvert
Main Contact: Joanne Cole Founder
Email: joanne@brokeriq.co.uk
Mobile: 07851237192


USP

BrokerIQ is the only APP based Customer Engagement Platform built specifically for the Broker market. There is no other product that connects Brokers to their clients on the one platform - a platform that can identify the needs of different clients based on their products and risks and send personalised/automated communication through message, video and voice.

Business Model

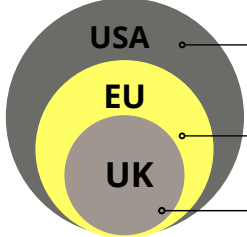
Average 3 users
1 Year contract - £2500 App build/ £35 Per month/Per user
3 Year contract - £2250 App build/£35 Per month/Per user
5 Year contract - £1750 App build/£35 Per month/Per user

A Large and Growing Market

Market 

- The UK Mortgage and Protection industry is the largest in Europe and fourth largest in the world.

Association of British Insurers



1,500,000 appointed representatives

800,000 intermediaries

50,000 appointed representatives

Revenue Forecast

Based on average £2000 app build/3 users per broker firm at £35 Per

Y/E Dec 24 400 Brokers	Total Revenue 1,304,000	ARR 504,000
Y/E Dec 25 800 Brokers	Total Revenue 2,608,504	ARR 1,008,000
Y/E Dec 26 1400 Brokers	Total Revenue 6,076,000	ARR 1,764,000


*North America/Canadian market entry plan 2025 - Revenue not included

Traction to Date

BrokerIQ has now got 25 branded apps being used by 25 broker firms. These firms have paid average £1750 upfront per firm with a MRR of £2000. We have just partnered with a large CRM in the UK with access to 2000 brokers. 300 roll out Dec 24. Integration started. We signed a contract with global tech company, ipipeline (22,000 advisors UK) to integrate their pre quo platform. Integration completed. We are in discussions with the enterprise team within ipipeline to use our technology in other elements of their business. Ipipeline have a large presence in North America and Canada. We are in discussions with Legal and General to integrate with their technology.


Competitors


- Eligible
- Dashly
- Meet Parker
- Nivo



Ambition


As pointed out in the figures above the Insurance Broker Market is huge globally. Our ambition is to target the 1.5 million appointed representatives in the United States, as well as the EU and UK markets. The ambition of BrokerIQ will be to have revenue of circa £4-6 million within the next 3 years Dec 23 - Dec 26. Our ambition is to grow with the partnerships we are making with other software providers in the mortgage and protection space.






Joanne Cole
CEO / Founder

Joanne is an ambitious professional with an obsession to provide hyper personalised scalable communication to businesses within the Mortgage and Protection space.




Des McGivern
CTO / Co-founder

Des is a computer programmer with over 20 years of experience in C,C++ and C# with a full range of programming experience.



Hugh Hessing
Non-Exec Chairperson

Hugh is an experienced Senior Exec in Insurance who now focuses on assisting business design and deliver sustainable profit growth strategies. In his last roles in corporate life he worked as CEO Aviva Ireland and Aviva's UK COO responsible for Service Operations, IT, Data and Operational Resilience.



John McGrann
Interim COO

John founded, grew and successfully sold Park Applications a software product and service company and a Deloitte Ireland top 50 company in Ireland in 2000. 41 years' experience in IT and Services sectors with a history of successful business development from start-up to acquisition and working with Local, European and US multinationals corporations at a senior level.

CADshare

One line pitch: Making it easy for OEMs to sell more spare parts.

Sector: Enterprise Software

Ambition: Market leader in aftermarket support for heavy equipment OEMs with >£4m ARR within 5 years.

Revenue: £220k ARR complimented with £100k non-recurring onboarding services.

The problem: Spare part commerce is a high margin revenue driver to a captive market for OEMs. Yet it is difficult and expensive to service, with wrong parts identified and shipped often fundamentally increasing the time these critical machines are out of service. So their customers end up going elsewhere.

Your solution: Rapid deployment of 3D digital twins in a web application for intuitive, accurate and fast part identification and ordering.

Competitive landscape: Predominantly 2D based, where the paper process has been digitised. Quanos and Components Engine in Europe and Documoto in the US. We have recently displaced all three as incumbents with our latest customers.

USP: The only platform that can manage large scale 3D models on the web.

Who will purchase from you: OEMs of capital equipment

Business model/route to market: Direct selling in UK and Germany, complimented via Autodesk distributors in Nordics and North America (Agreements in place and deals won in both markets.) Annual SaaS model with ACV of £28k per year at a CAC of £8k

Company Details:

Cadshare Technology Ltd

Founded April 2016

Belfast, Northern Ireland.

Main Contact

Chris Acheson

chris.acheson@cadshare.com

+44 (0)7403 100 353

Non-revenue traction to date: Product released with customers in UK, Germany (our biggest market), Sweden, Australia and Canada. Distributors in place in Nordics and North America.

Funding to date: £1.2 million

Next raise: *Series A*

Tax status: *SEIS and EIS pre-approved*

Revenue forecast:

2023: £300,000

2024: £450,000

2025: £1,200,000

Breakeven expected November 2023.

Market: £64 billion

Team:

Chris Acheson – CEO & Founder

20 years Engineering & BD experience in Australia, Canada and UK. Deep market knowledge and good connections.

Andy Brownlie – CTO

20 years enterprise software development

Board: Mark Nodder: Currently NED at Invest NI. Previously Chairman and CEO Wrights Group (Bus manufacturers).

One line pitch: Cumulus has developed technology that revolutionises drug development and diagnosis of Alzheimer's and other CNS diseases.

Sector: MedTech

Ambition: We will be a billion-dollar exit within the decade

Revenue: 2021: £500k, 2022: £1.5M, 2023 YTD £2.4M with full year forecast of £3M.
Last 12 months: £3.6M

The problem: Objective measurement of brain health is expensive and can't scale. This leads to low success rate in CNS drug development and late diagnosis of neurodegenerative diseases.

Your solution: Low-cost and frequent assessment of multiple brain functions such as memory, executive function, mood, sleep and more. Physiological and behavioural measures are collected frequently at home or in clinic. Digital biomarkers derived with ML from our large normative database provide unique insights.

Competitive landscape: competitors are other startups (e.g. Altoida, Linus Health). All use analysis of behaviour only.

USP: Multi-domain: physiological, cognition, mood, language and more. AI/ML from the world's largest proprietary DB provides unique insights at scale and low cost.

Who will purchase from you: BioTechs and Pharma R&D for to speed up Clinical Trials. Ultimately companion diagnostics (CDx).

Business model/route to market: Technology licenses + services. \$20K+ per study participant in clinical trials. Direct selling & delivery now and scale through CROs. First CRO onboarding completed.

Company Details:

Cumulus Neuroscience Limited
Founded 2016
Belfast, UK

Main Contact

Siggi Saevarsson, COO
siggi@cumulusneuro.com
+447525817217

Non-revenue traction to date: Pharma advisory group meets monthly and participates in 3 pre-competitive consortium studies. Members are: **GSK, BMS, Roche, Takeda, MSD, Biogen, Pfizer, Lilly, BI and J&J.**

Funding to date: £11.9M in equity and convertible notes

Next raise: £12M Series A. Raising now to scale BioPharma business.

Tax status: EIS eligible

Revenue forecast:

2023: £3M
2024: £7M
2025: £22M
2026: £48M

Market:

BioPharma clinical trial market: £1B+
Pharma co-developments: £4B+
Companion Diagnostics: £5B+

Team:

Ruth McKernan, Chair

Dementia Discovery Fund, Merck, Pfizer, CEO Innovate UK, Head of UK Bio Industry Assoc.

Aman Bhatti, CEO

AliveCor, Sanofi, GSK, Novartis, Reckitt

Brian Murphy, Founder & CSO

Carnegie Mellon, Univ. Trento, Queens Univ.

Siggi Saevarsson, COO

Intel Corp, OpenWave, Kernel Capital

Tina Sampath, CCO

Novartis, Gilead, BlueEarth Dx, AliveCor

CV6 Therapeutics (NI) Ltd



One Line Company Pitch:

CV6 Therapeutics is developing new therapies to transform the lives of patients with cancer and inflammatory diseases. Our approach targets the DNA uracilation pathway with our lead oncology asset, CV6-168, entering a first-in-human, Phase 1a clinical trial in the UK in early 2024.

Sector:

Pharmaceutical / Drug Development / Health

Ambition:

CV6 anticipates a major value inflection and potential Billion \$+ valuation within the next 2.5 - 5 years.

Revenue:

CV6 Therapeutics is pre-revenue.

The Problem:

The primary cause of cancer treatment failure is a lack of efficacious therapeutics. There is a high unmet medical need to develop innovative cancer therapeutics that significantly improve patient treatment outcomes across large cancer patient populations.

Your Solution:

CV6 Therapeutics has developed CV6-168, a novel DNA uracilation agent, that is a first-in-class, specific, small molecule inhibitor of dUTPase. CV6-168 will significantly improve treatment efficacy and patient outcomes across broad cancer patient populations with no additional toxicity or safety concerns.

Competitive Landscape:

There are currently no approved dUTPase inhibitors in the market.

Unique Selling Proposition (USP):

CV6 Therapeutics has developed CV6-168, a specific, first-in-class small molecule inhibitor with key clinical and pharmacological advantages. CV6-168 has broad market application across multiple cancer types. CV6-168 and related compounds are protected by strong composition of matter patents.

Who will Purchase From You:

Pharmaceutical/Large Biotech Company

Business Model/route to Market:

Following a successful CV6-168 Phase 1 trial, CV6 is targeting a major commercial deal (sale, licencing, JV/partnership) with a large Pharma/Biotech company.

Tax Status: Not applicable

Company Details:

CV6 Therapeutics Inc / CV6 Therapeutics (NI) Ltd
Founded 2014. CV6 Inc is a Delaware C-Corp with a wholly owned subsidiary, CV6 (NI) Ltd, headquartered in Belfast, Northern Ireland, UK.

Main Contact:

Robert D. Ladner, PhD
rladner@cv6t.com
+44 (0) 7500444287

Non-revenue Traction to Date:

Oncology drug candidate CV6-168 has successfully completed all pre-clinical development requirements and is now entering a first-in-human, Phase 1a trial.

Funding to Date:

\$16M equity financing and \$6M in non-dilutive, R&D grants.

Next Raise:

CV6 is raising a minimum of \$10M in the next financing for a CV6-168 Phase 1b clinical trial with an additional 45 patients at the recommended dose.

Revenue Forecast:

Targeting a major commercial deal with Pharma/Large Biotech within 2.5-5 years.

Size of Addressable Market:

The annual addressable market for CV6-168 is very large with over 7 million patients that could benefit from this novel treatment approach. CV6-168 has the potential to transform the standard of care in multiple high incidence diseases including colon, gastric, lung and breast cancers.

Team (Key Staff and Board Members):

Robert D. Ladner, PhD. Founder and CEO. Bob is a leading world authority on dUTPase, the enzyme target of CV6-168, and has over 25 years of experience in cancer research, clinical trials, biomarker discovery and drug development. Bob is also a Reader in Molecular Oncology at Queen's University Belfast.

Karl A. Mulligan, PhD. Co-Founder and COO. Karl has over 20 years of experience in cancer research & the commercial life science sector. He is the former Global VP of Almac Diagnostics Ltd., a successful Queen's University Belfast spin out company.

Richard A. Milliken is CFO and Chairman of the CV6 Board of Directors. Dick is also the Chairman of the Lotus Group Ltd and the former Chairman of Catalyst Inc. He is a Non-Executive Director of Ryanair Plc and the Bank of Ireland Mortgage Bank. Previously, Dick was the CFO and Director of the Almac Group Ltd and CEO of Lamont Holdings Plc.

ESTHER International

One line pitch: ESTHER distributes financial aid to people in crisis with trust and transparency.

Sector: FinTech / Enterprise Software.

Ambition: ESTHER operates across 7 US states and aiming for 50 states in 2 years & Unicorn status in 5 years with international expansion.

Revenue: >\$500,000 funds through nonprofits clients. Breakthrough client into Gov Federal Funds in Utah. With line of sight to \$10m fund distribution in 2024.

The problem: It takes teams of local gov admins to operate and audit financial assistance programs, often through layers of smaller nonprofit networks. This process is admin heavy & fraught with fraud and misuse. Cheques & cash are untraceable.

Your solution: ESTHER works through community stakeholders and sets up financial aid programs with local gov to effectively get crisis funding out through nonprofits directly to people in need via pre-paid accounts. Merchant code restrictions allow the lockdown of funds for essentials only. Every step has a digital footprint with automated audit log.

USP: Crisis aid is distributed through our nonprofit client network ensuring every dollar is accounted for and audited from grant to recipient spend.

Business model/route to market:

Direct sales net our nonprofit clients and our first Federal Gov client in Utah. High level in-person networking webinars and podcasts / keynote speaking slots for expansion in 2024.

Company Details:

ESTHER Women Ltd
July 2018
Belfast

Main Contact

Carol Rossborough

Carol@estherinternational.com
07740195074

Non-revenue traction & Ideal customer: Moving from netting nonprofits clients to accessing Gov funding further up the 'food chain'. This is a significant growth inflection in the company. Target client is now local, state and fed level government.

Funding to date:

£1.5m & Raising £2.5m for next round to reach £1mARR which equates to \$20m in fund distribution.

Revenue forecast:

2024 **£700k**

2025 **£3.5m**

Series A

2026 £75m

Market:

£350b across US.

Team:

Carol Rossborough, Founder & COO

Richard Johnston Co-Founder and CEO, Valerio

Criscimanna CTO

GenoME Diagnostics is developing novel blood tests for early detection of diseases in dire need of improvement.

Contact Details

Dr Shannon Beattie CEO, GenoME Diagnostics LTD, Belfast, UK
sbeattie26@qub.ac.uk, Tel: +44 (0) 7972056063

Revenue: Pre-revenue, first sales expected Q4 2024

Problem and Solution:

GenoME Diagnostics is a diagnostic company developing blood-based tests for early detection of ovarian and pancreatic cancer (OvaME & PanME). These provide a step change vs the currently ineffective gold standard tests, which are associated with unacceptable false positive and negative rates. Our tests will provide cost effective, accurate & earlier detection of these cancers based on epigenetic changes in the DNA at the early stages of cancer progression. GenoME is commercialising these tests alongside a platform technology to develop further diagnostics across oncology and other aligned target diseases. The ultimate ambition is to be the world's first screening tool for ovarian and pancreatic cancers, with an ambition to begin economic and clinical analysis in 2024 for ovarian cancer.

Competitive Landscape:

Currently no competitors provide an adequate solution for cost effective early detection for ovarian & pancreatic cancers.

Our main competitor is GRAIL who are conducting studies with NHS employing NGS for 50 types of cancer, however it is as yet unsuitable for early disease detection.

Other competitor technologies include Circulating Tumour Cells (CTC), and multiomic platforms combining machine learning algorithms with proteins, mutations, metabolic factors and patient history. However, these are all much more expensive, variable & unsuitable for early disease detection compared to GenoME methods.

IP:

Biomarker panel patent currently at national examination.

Exclusively licensed from QUB with option to assign.

Future pancreatic cancer patent planned.

Team possesses substantial know-how in process optimisation & validation, enabling a platform for future disease expansion.

Market Size in 2022:

Ovarian cancer diagnostics market: \$1.8B 2022

Pancreatic cancer diagnostics market: \$2.4B 2022

PCR diagnostics market (ddPCR & qPCR): \$5.31B

CA125 market: \$440M.

GenoME will seek insurer endorsement and supply our assay kits to end user (healthcare/genetic laboratories) via distribution partners.

Exit:

- Successful commercial deployment of blood tests and follow-on technologies for disease monitoring, diagnostic and/or screening purposes
- Acquisition of company through development of significant diagnostic market access (trade acquisition) i.e. Roche, BioRad, Thermo, Danaher, Menarini
- IPO

Highlights to Date:

- 3-month ICUR customer discovery journey
- Won highly competitive InnovateUK funding, Intertradelreland All Ireland Award, Women in Innovation Award, pre-seed SEIS and seed EIS funds
- Successfully validated OvaME test on tissue cohort with potential 99% accuracy, now validating in blood
- Early development in pancreatic cancer
- Technology developments to enable biomarker identification and validation from blood
- Refined development pipeline to expedite development of future indications
- Interest from large dPCR developers for collaboration studies

Funding to date:

2020 - **£50k** Intertradelreland All Ireland Best New Start

2021 - **£210k** ICUR follow on InnovateUK funding

2021 - **£300k** pre-seed equity finance

2022 - **£50k** Women in Innovation Award

2022 - **£500k** Biomedical Catalyst Grant (QUB collaboration)

2023 - **£1.4m** Seed-Plus equity finance

Required Funding:

£6-8m Series A Raise to close Oct 2024

Use of Funds –

- Achieve regulatory accreditation & market initial OvaME ovarian cancer technology in several geographies
- Establish commercial function & distribution network
- Expand research and sales teams
- Expand product pipeline to new disease indications and bring PanME to regulatory submission

Management Team

Dr Shannon Beattie (CEO) – PhD cancer research

Prof Paul Mullan (CSO) – Co-Founder and Professor of Oncology

Christopher Mosedale (CBO) – Significant SME experience and selling products into NHS

Dr Mark Street-Docherty (Executive Chair) – Seasoned CEO selling multiple diagnostics into international markets. Led acquisition of Elucigene by Yourgene in 2021.



One line pitch: *A Conscious-like intelligent intelligent to advance the human experience.*

Sector: *Artificial Intelligence*

Ambition: *Revenue of £50 million by 2028*

Revenue:

- £49,000 to date
- £12,000 recurring revenue.

The problem: *Every human has a goal or set of sub goals. To achieve these we must work around our limitations, such as: time, computation, communication, emotions or physicality.*

Our solution: *An intelligent engine that understands human behaviour, experience and the world around us. It uses this knowledge to work alongside humans to create & utilise intelligent assistive technologies, to remove our limitations and advance society. It can be integrated into how we live, work & learn.*

Competitive landscape: *Genysys Engine has very few competitors due to its unique system. The nearest competition is:*

- *Open AI; offers a generalised approach to AI to help all humanity.*
- *Google Deepmind; focuses on deep reinforcement learning.*

USP: *Developed three areas of patentable technology.*

Who will purchase from us: *Corporations & Organisations such as: commerce, law enforcement, healthcare, electronic marketing and Defense as well as most sectors of government.*

Business model/route to market: *Primary: Corporate collaborative research and development. Secondary: Engine created and operated solutions for businesses.*

Company Details:

Genysys Engine Ltd
March 2021
Northern Ireland, UK

Main Contact

Emma McClenaghan
emma@genysysengine.tech
07880815537

Non-revenue traction to date: Development and initial release of models, research paper, Minimum Sellable Product, paying customers, 'AI Startup of the Year 2023' Award, featured on BBC News, 'One to watch in the future' Award. Gold & Silver Innovator Awards.

Funding to date: Bootstrapped.

Next raise: Seed investment, 10 Million, 20%, raising now.

Tax status: SEIS

Revenue forecast: £50 million

Market: Our addressable market is £60 Billion and growing at a rate of CAGR 12%

Team: Emma McClenaghan, CEO and Co founder, Matthew Eaton, CTO and Co founder.

External Research Assistance: Queen's University, Ernst & Young, and Flax and Teal.

Gig Grafter Limited



One line pitch: *Gig Grafter is reorganising the world of shift-based work, helping SMEs attract and retain great staff.*

Sector: *Workforce Management (WFM)*

Ambition: *£X0MM ARR – Trade exit within 5 years*
Revenue: *£18k MRR*

The problem: *Chronic staff shortages and a shift in employee expectations toward greater flexibility is affecting business's ability to attract & retain great staff. With attrition at over 66%, the cost to small businesses of 50 employees can range between £23k-160k per annum.*

Your solution: *Gig Grafter provides a SaaS based staff management platform from planning to payroll. It reduces attrition by helping employers provide predictability, flexibility, and fairness.*

Competitive landscape: *Local incumbents offering legacy, on-premise software with bulky expensive hardware (Timepoint.ie). International VC backed SaaS with focus on the employer (PlanDay, Deputy).*

USP: *Optimizing for Employees will Optimize for the Business.*

Who will purchase from you:
SMEs in Retail, Hospitality & Manufacturing

Business model/route to market:
£1200 per annum per site
Monthly recurring subscription

GTM

Inside sales
Distribution via wholesalers,
Partner programs for accountants and HR professionals.

Company Details:

Gig Grafter Limited
Feb 2016
Newry, N. Ireland

Main Contact

Barry Lynch
barry.lynch@giggrafter.com
+44 (0)7961536051

Non-revenue traction to date:

Higher value (10k pa) manufacturing product live with 1 customer (Encirc Glass).
This is already revenue generating but requires some additional development to fully commercialise and bring to market in 2024.

Funding to date: *£529k (Techstart + Angel)*

Next raise: *Seed 2024 (£750 – £1m)*

Tax status: *EIS eligible*

Revenue forecast:

Y1(Mar '24) £257k, Y2 £394m, Y3 £800k

Market: *£225m in UK and Ireland (Hospo + Retail)*

Team:

Barry Lynch *is a Computer Science graduate who previously co-founded niftynosh.com which was acquired by Just Eat PLC. Prior to that he worked as an IT consultant in London. Clients included UBS, Reuters, Disney, Vodafone, Barclaycard.*

Ciaran Lynch *is a Business graduate with an MSc in Computing and Information Systems. Ciaran also co-founded niftynosh.com. Prior to that he worked in sales & marketing roles for Mackie International & FG Wilson and as a Sales & Marketing consultant for Mantis Cranes Classic Marble, Shalvey Poultry, Rocwell Mineral Water, Frylite, Nvolve Limited*

Inbound Investor Company Summary



POWER RANGERS EV TECHNOLOGIES LTD

NI697254

Incorporated as a private limited company in Northern Ireland on 14th August 2023.

THE PITCH

We at GoPlugable are the "Airbnb of Private Electric Vehicle Home Chargers". Our Greentech marketplace platform allows EV drivers without home charging access to rent a charger from someone in their community.

THE VISION

We plan to be the biggest EV charging network on the island of Ireland by the end of 2024. We also want to have scaled into mainland UK and the EU by the end of 2025.

THE PROBLEM

The UK and Ireland are banning the sale of petrol and diesel cars in 2030. From our market research with over 1,000 respondents; 37% of current EV drivers or those switching soon do not have home charging access due to their home having no private parking.

USP AND COMPETITION

Unlike ESB, Weev and EasyGo, we offer a base charging solution. Our community charging solution differs from our closest competitor CoCharger as it is hardware integrated, has secure user verification and has a competitive pricing map that also shows public charging points. We are building a one stop shop for all charging needs.

FOUNDER CONTACTS

Maebh Reynolds
maebh@goplugable.com
07596503523

Andrine Mendez
andy@goplugable.com
+353 89 45 7 8057

MILESTONES

App Development completed & pending user trials. Scheduled market release in September 2023.
Winner of QUB Dragon'sDen, 10K Techstart POC & INVENT finalist

FUNDRAISING

Aiming to raise investment of 1 million pounds by 2024. This will enable increased marketing spend, solidifying an in-house tech team and expansion into the UK and beyond. We are also planning to apply for SEIS status.

THE BUSINESS MODEL

Goplugable makes a commission of 15% on each transaction as well as a 30pence flat fee.

OUR SOLUTION

The GoPlugable app allows "Chargees" to book a charger from a "host" on a scheduled basis. The host defines the price they are willing to rent their homecharger per kWh.

THE TEAM

Our team is made up of Andrine Mendez (60%) who is a digital marketing specialist and has previous business experience with one successful exit. He has been driving EVs for the past 4 years. Maebh Reynolds (40%) is a graduate Mechanical Engineer and face of the company. She brings industry knowledge and skills in product design. She is an experienced public speaker and is very active in the mobility community

REVENUE

Currently Pre-rev with projections to meet revenues of £3,000,000 in three years with a current addressable market of 1.2 million across UK and EU.

FEB 2023

€60,000 funding secured through grants, competitive pitches and accelerator programs to pay for development so far

SEPT 2023 LAUNCH

Target of 5,700 downloads
With 1,180 active hosts

£25,000 projected app revenue

JAN 2024 B2B LAUNCH

Target of 30,000 downloads
With 6,000 active users
50 B2B leads

£500,000 projected revenue from app and B2B leads

£1,000,000 investment secured

JAN 2025 EXPANDED INTO MAINLAND UK

Target of 250,000 downloads
With 50,000 active users
200 B2B leads

£3,000,000 projected revenue from app and B2B leads

Ilimex Ltd.



One line pitch: *We design and develop air sterilisation equipment and we're currently working on an application called Flufence, that will be used in air handling systems in poultry houses, to prevent bird flu and other airborne pathogens.*

Sector: *Agtech for our new application.*

Ambition: *We believe we can achieve a turnover of £75mn for Flufence within 5 years.*

Revenue: *Pre-rev on Flufence.*

The problem: *500Mn farmed birds have died or been culled since the latest outbreak of bird flu. 140Mn of these in the UK, EU and US. The combined compensation paid across these three regions is almost £1Bn. £42Mn has been paid by the UK government alone. Insurance companies are withdrawing cover, putting the whole industry at risk.*

Your solution: *We've developed an application of our air sterilisation system to be fitted into existing air handling units to eliminate airborne pathogens as they pass into a poultry house. They have been lab tested in Ulster University and been proven to remove 99.9999% of a surrogate pathogen as they pass through the system. We have just started a live trial in Preston where we have fitted 2 poultry houses with air sampling equipment and 1 with our UVC system. By sampling air in both, we will be able to measure how much of a difference we are making to the air quality in the poultry house. As a bonus we believe cleaner environments for birds will produce bigger birds and larger yields. We are partnered with a lab that believes removing harmful pathogens from poultry houses, provides an opportunity to insert good bacteria such as probiotics and prebiotics further boosting health, bird size and bird yields.*

Competitive landscape: *Competitors have looked at using filters, but they are not practical because the level of dust means they clog quickly. No one else has tried with UVC.*

USP: *We are patent pending in the UK and EU and have recently submitted a patent application to the UK. We are currently working with patent lawyers in the UK, HGF to ensure our IP strategy is correct and we are covered.*

Who will purchase from you: *Poultry farmers and producers i.e., Aviagen and we expect insurance companies and retailers will insist on their vendors installing our equipment to protect flocks.*

Company Details:

Ilimex Ltd.

1/10/2020 first incorporated
Northern Ireland, Ballycastle

Main Contact

Gerry Corrigan
gerry@ilimex.co.uk
00353 87 9839450

Non-revenue traction to date: *Product is currently undergoing real world testing on a poultry farm in Preston, UK. It has already successfully completed lab trials in Ulster University.*

Funding to date: *£40,000*

Next raise: *Currently seeking co-funding to raise £900,000 over the next 12 months. Initial investor has committed £100,000 available through EIS. Advanced Assurance in place.*

Tax status: *EIS eligible.*

Revenue forecast:

Year No	Customers	Revenue £
1	15	375,000
2	50	1,250,000
3	250	6,250,000

Breakeven within 2 years.

Market: *TAM £6.5Bn Globally, SAM £1.2Bn across the UK, EU and US, SOM £75Mn across 5 years.*

Team: *CEO Gerry Corrigan – 20 years' experience in renewable projects. CTO Richie McCauley – 15 years' experience in lighting. Senior Engineer Anthony Fanning – 25 years' experience Mechanical and Software engineering. Drs Nigel Ternan & Paddy Dunlop, Microbiology UU. Dr Louise Allcroft Co-founder Complement Genomics lab.*

Business model/route to market: *We have contacts in Defra, the NFU and farmers on the ground in the UK. It is a community works closely together, a lot of these groups are aware of our current trial and are eager to hear the outcome.*

ITUS Secure Technologies (CYBRISC) (EIS Advanced Assurance)

One line pitch: *We help insurance providers to understand the level of cyber risk in SMEs before writing cyber insurance.*

Sector: SaaS solution in Cybersecurity (Insurtech)

Ambition: *Secure 5% of SME cyber insurance market in Europe as users by Year5 (Net income €9.7M).*

Revenue: *CYBRISC is pre-revenue but we are revenue generating through consultancy (£235,000 in 2022).*

The problem: *Underwriters lack access to quality data to help quantify cyber risk in SMEs. The current paper-based 'self-disclosure' does not reflect security posture or cyber management and has led to high loss ratios and poor profitability for insurers.*

Your solution: *CYBRISC provides a personalised cyber risk assessment (Security score) for a SME. This data can be used by underwriters to augment the current pricing procedures. CYBRISC alerts the user to threats and vulnerabilities, prompts remediation and educates them cyber risk, preventing cyber incidents.*

Competitive landscape: *Cyber risk ratings available to enterprise organisations via BitSight, Security Scorecard, UpGuard (all with established relationships with insurers). Coalition and Boxx Insurance offer cyber insurance to SMEs who avail of their consultancy services.*

USP: *CYBRISC approaches risk from an 'inside looking out' approach and is designed for use by non-technical business owners. CYBRISC uses a unique, propriety algorithm specifically for SMEs. Trademark registration completed in UK, EUIPO application pending.*

Business model/route to market: *2 stage approach*
Stage 1: Using Managed Service Providers (MSP) as a distribution channel to SMEs. Approximately 2500 MSP generating £300M in 2022. LOI from two Large distributors. Revenue based on yearly contracts using SaaS model
Stage 2: Partnerships with key insurance providers. Revenue based on 2% of written premium plus licencing fee with opportunity to upsell within platform.

Company Details:

Name: ITUS Secure Technologies Ltd
Date founded 2018
Location: Belfast (UK) & Letterkenny (Ire)

Main Contact

Dr Clare Ryan clare@itus-tech.com
+44 77033 65433

Non-revenue traction to date: MVP developed with 30 SMEs onboarded. Zurich Innovation Champion for Ireland (2020), National Start-up Awards Fintech Bronze winner (2021), Cyber Runway UK participant (2022, Intertrade Ireland Seedcorn Competition Regional Winner (2022), NCSC Cyber Den Winner (2023).

Funding to date: €50,000 equity funding.

Next raise: £500,000 pre-seed round.

Tax status: EIS advance approval Jan 2023.

Revenue forecast: Yr1 £0.7M, Yr 2 £1.9M Yr3 £4.8M. EBITA positive at Y3.

Market: *Cyber insurance market (Key target market) forecasted to reach \$36B by 2030 with CAGR 24%.*

Team: Clare Ryan, CEO & Co-founder (PhD). Extensive experience in information management and data protection
Paul Daly, CTO & Co-founder (MSc). Extensive experience in network security and software implementation.
Board of advisors in place including Jenny Ervine (Raise Ventures).



One line pitch: *Seedling is a no-code platform that enables educational publishers to create games, affordably and at scale.*

Sector: *Educational Technology*

Ambition: *To become the leading authoring tool for creating game-based learning.*

Revenue: *Pre-revenue*

The problem: *The digital shift in schools has increased demand for educational games. New disruptors are fulfilling this demand (Kahoot, Quizlet etc.) With a lack of skills in this area, traditional educational publishers are losing market share.*

Your solution: *Seedling is a no-code platform that enables publishers to produce educational games affordably, quickly and at scale. This enables publishers to exploit their vast catalogues into new digital revenue streams.*

Competitive landscape: *There are many game- and quiz-based authoring tools (Kahoot, Minecraft Education, Quizalize, Quizlet). But these companies have minimal pedagogical credentials. Our platform enables publishers with these credentials, to better compete with new digital disruptors.*

USP: *Our no-code platform creates educational games at a fraction of the cost and time involved in standard game development. With InnovateUK funding, we are also building an AI language model & API to automate the generation of educational content, making the platform even more efficient for users.*

Who will purchase from you: *K-12 Educational Publishers.*

Business model/route to market: *SAAS model with support services depending on individual customer requirements.*

Company Details:

Jetpack Learning Limited

Date founded: 30/01/2019

Location: Belfast Northern Ireland

Main Contact

Name: Roisin Maguire

Email address: roisin@jetpacklearning.com

Mobile: 07712532335

Non-revenue traction to date: *Innovate UK Grant (£50K) to create MVP that includes an AI content generation engine.*

Funding to date: *Two Angel investors - £25K each, for 5% each*

Next raise: *Pre-Seed - £750K for 15%*

Tax status: *EIS eligible*

Revenue forecast:

2023 - £60K / 2024 - £265K / 2025 - £670K / 2026 - £1.4m / 2027 - £2.5m

Breakeven – Q4 2024

Market: *Size of **addressable** market - £900m*

Team: *Co-founders - **Roisin Maguire (CEO)** Rosin has over 20 years experience in learning design, having started with the BBC's education department, developing what was to become the BBC's vast online education repository, and going on to found her own educational design business.*

***Tony Woods (COO)**, Tony is a learning designer of over 20 years, previously working as Design Director of Riverdeep (now Houghton Mifflin Harcourt Publishing), prior to founding his own educational design business. Board Members – Mary McKenna & Gillian McColgan.*

One line pitch: *The world's leading communications platform for elite sports teams*

Sector: *Sports Tech*

Ambition: *Acquisition at minimum \$50m valuation*

Revenue: £800k ARR

The problem: *It is clear that effective communication is a key component of successful sports teams however elite sports teams still use outdated methods such as Whatsapp/SMS to share schedules in the form of Excels turned into PDFs. 1-2-1 appointments being booked on white boards, emails to share commercial information and google forms to understand surveys. This noise and chaos negatively affects the performance of the athlete and save huge amounts of time for staff.*

Your solution: *Kairos is the sole digital interface between club and player saving significant time for staff and allowing athletes to focus on what matters – their performance.*

Competitive landscape: *Our main competitor has significant traction in the US with a decade old platform that does not effectively serve the modern day needs of an elite sports team which has resulted in us already displacing them with many large sporting brands. In Europe the main competitors are those old ways of doing things – whatsapp/SMS/calendars/Google Forms etc.*

USP:

- *The only centralised communications hub built specifically for elite sports teams*
- *Designed from an intrinsic understanding of our market, driven by our Co-founder informed by various peers and validated by the biggest brands in world sport*
- *Where other 'logistics' platforms tell players where to be and when Kairos empowers athletes by giving them access and ultimately ownership of the information and data that allows them to do what matters most - perform.*
- *Individual scheduling - Players and staff only get updates about events that apply to them,*
- *Travel, training, medical and commercial events are all collated in one centralised location*
- *integrations and visualisation of data and information to players in a meaningful manner that allows them to own their preparation and ultimately their performance.*

Who will purchase from you: *Professional and amateur elite sports teams and organisations across any sport. Our current customers will give a sense of the opportunity – We currently support 100 customers from 13 different sports across 14 countries globally, including Manchester United FC, Liverpool FC, Orlando Magic, Toronto Blue Jays, Milwaukee Brewers, European Ryder Cup Team, Liverpool FC, Feyenoord, RFU, etc*

Business model/route to market: *SaaS business with customers paying per team annually in advance for multi year deals. We utilise a direct sales model with sales reps in UK/US/AUS*

Company Details:

Kairos Sports Tech Ltd

Main Contact

Gareth Quinn

Co-founder & COO

gareth@kairostech.io

+44 7766548755

Non-revenue traction to date: *We work with some of the biggest brands in sport across multiple league and disciplines: Manchester UTD, Liverpool FC, RFU, Orlando Magic, Toronto Blue Jays, to name a few.*

Funding to date: *Pre-seed of £2m raised*

Next raise: *£1.5m*

Tax status: *EIS eligible*

Revenue forecast (billings):

21/22 - £430k

22/23 - £1m

23/24 - £1.9m

24/25 - £3.3m

Market: *£400million*

Team (17 in total):

Andrew Trimble, Co-Founder & CEO

Gareth Quinn, Co-Founder & COO

Daniel Hendrie, VP of Engineering

Conor Branson, Commercial Director

Inbound Investor Company Summary



LOADAR

One line pitch: *Online transport management platform which enables shippers to drive out cost, radically improve efficiency and stay 100% in control of their supply chain.*

Sector: B2B Logistics

Ambition: +£500M revenue with +£30B GMV

Revenue: £2k p/m

The problem: *Freight transport is becoming more expensive and more complex. Shippers want to continue to work with their trusted Carriers in a more simple and less expensive way.*

Your solution: *Loadar gives Shippers the tools to work with their trusted Carriers in a more optimised way. This leads to less cost, easier comms/admin and ability to track loads real time.*

Competitive landscape: *No direct competitors. An alternative offering to solve the problem is 3PLs which is an outsource option.*

USP: *We specialise in giving Shippers the tools to work directly with their trusted Carriers. We are built from the perspective of the Shipper who are the demand side of the equation.*

Who will purchase from you: *Our primary customer is large global manufacturers who care about strategic partnerships in their supply chain.*

Business model/route to market: *Onboard Shippers through inside/field sales hybrid. Carriers are brought to the platform by invite by their Shippers (PLG) Shippers use for free, Carriers are charged % of load value.*

Company Details:

Legal name of company: Elvstone Holdings Limited
Date founded: Oct 2021
City or country of company: Northern Ireland

Main Contact

Name: Ciaran Doherty
Email address: ciaran.doherty@loadar.com
Mobile: +44 7879 470621

Non-revenue traction to date: Highly developed V3 product in full production. Disciplined and structured CRM system driving sales with Commercial team having evolved from founder led sales..

Funding to date: £600k pre-seed Dec 2021. £250k CLN April 2023

Next raise: £4M seed round Q1 2024

Tax status: SEIS and EIS eligible

Revenue forecast: 5 year forecast
Revenue = £100M. Loadar forecasts to be cash generative in the UK & Ire market by Q4 2024

Market: Size of addressable market = £478B

Team: Ciaran Doherty, Founder and CEO. 20+ years leading large scale FMCG UK business. Immediately before founding Loadar, Ciaran had full P&L responsibility for €200M multi-site packaging business.
Pete Matsyburka is a full suite developer with extensive experience building platforms from concept to market across +8 years mainly in the US market.

Machine Eye Technology

About us

Machine Eye is an AI powered Computer Vision platform for controlling risk and compliance in Industrial Settings – proactively monitoring behaviour and compliance across worksites. We provide a means for businesses to digitise the monitoring and tracking of statutory compliance; while protecting against the ramifications stemming from non-compliance and incidents.

Sector

The platform is targeted at operators of mobile industrial machinery – primarily in material handling, recycling, construction, and manufacturing sectors. There is huge future application in industrial insurance; and the development of autonomous machines.

Ambition

To not only be recognised as the industry experts in this area, but to sustain growth to exceed £15M turnover per annum within the next 5 years, while building a technology portfolio which is essential to future operation of any industrial business, or development of any industrial autonomous machine.

Revenue

Revenue in 2023 has increased 100% from 2022 as we moved from pilots to commercial agreements. Feb-April 2023 £22,500 revenue, May-Jul 2023 £30,000, Aug-Oct 2023 approx. £35,000 due. Contracts and quotations close to £500,000 to be delivered.

The Problem

Businesses operating in the primary industries (e.g. ports, factories, construction) are critically reliant upon mobile machinery (e.g. forklifts, diggers, tractors) for their business. Safety is difficult to maintain, and each year thousands of workers are killed worldwide, with multiple more injured leading to lost revenues, litigation, and reputational damage. Monitoring, controlling, and decreasing this risk is still a largely manual task.

In the UK, in the last reporting year (21-22) 36.8m workdays were lost to injuries received at work, costing £18.8bn. Our opportunity: Businesses will invest heavily in tools to modernise this process and reduce overall risk and severity of incidents.

Our Solution

Our technology is fitted to all mobile machines within a business, while our software platform is configured to their needs. We use edge computer vision onboard mobile machinery to continually monitor behaviours, compliance and incidents involving workers – while providing operators with early warning feedback. Summary data is returned to the cloud and presented to businesses in various forms for quick and simple analysis and actions.

Quote from one business *“This platform has suddenly become a real-time risk assessment for us – we can take one look and see where we need to act”.*

Competitive landscape

The use of computer vision for worker safety, monitoring and compliance is a rapidly growing area. While there are some competitor businesses, we are very familiar with their capabilities. Our application and approach has been identified by industry leaders, including the Health and Safety Executive, as particularly innovative.

USP

We provide customers with a means to automate a currently manual, labour-intensive task; access and analyse currently unavailable data insights; and reduce the overall occurrence rates of non-compliance and serious incidents. This saves money, protects business continuity, and gives a strong return on investment.

Business Model

Currently, we supply directly to customer businesses via contractors, with capital weighted sales to establish the technology in market. We are moving towards a recurring sales model via distributors, with the long-term aim to solely licence technology to OEM customers across the sector.

Machine Eye Technology Ltd

NI654390

Founded April 2018

4 Sugarhouse Quay
Newry,
Co Down, Northern Ireland

Brendan Digney, Founder
brendan@machine-eye.com
07588197395

Non-revenue traction to date:

Recognised as Leading Innovator in Industrial Safety; RAEng Fellowship; Extensive Public Engagement Activities; Partnership with UK Health and Safety Executive.

Successful industry pilots converted to sales.

Investment to date:

Equity £301k
Deepbridge £150k, QUBIS £101k, EIS 50K

Grant funding £235k

Including: Royal Academy of Engineering, Invest NI, Innovate UK, Techstart NI

Current raise: £1.5m

Tax Status: EIS eligible

Revenue forecast (gross):

2023 - £500k, 2024 - £3.5m, 2025 - £8.3m
Direct Sales model transitioning to reseller model and licencing.
Breakeven est. Q1 2025

Market – TAM

37,500 new machines entering the UK each year; while global machinery market is estimated at £160bn. Market has huge scope for technical transformation – we can grow globally.

Team

Brendan Digney
Founder, CEO
Sean Gilmore, Tom Reader, Tireoin McCabe
Technical Leadership Team
Richard Kennedy, Stephen McVittie, Toby Mottram.
Advisory and Guidance

Memory Echo



One line pitch: Personalised brand interactions at the edge.

Sector: AI

Ambition: To unlock cross-sector brand personalisation at a global scale, achieving a \$1B valuation by 2028.

Revenue: Pre-rev

The problem: Under 30s spend > \$21B/yr on location based entertainment alone. 73% want personalised experiences, but only 18% say their expectations are being met.

Your solution: We provide the software platform for multi-modal, personalised brand interactions at the edge using optimised models for language, vision, and speech.

Competitive landscape: Digital twins for customer experience are all cloud focussed (e.g. Uneeq, Soul Machines), as is the chatbot market (e.g. ChatGPT, CharacterAI, InworldAI).

USP: Deploying AI at the edge is hard, but critical for rapid response. Our extensive know-how in building AI for the edge, computer vision, and voice assistants, gives us a competitive advantage that is difficult to replicate.

Who will purchase from you: Software development teams such as Acquire Digital (leading digital signage software manufacturer), and hardware manufacturers such as Samsung.

Business model/route to market: Land-and-expand across Leisure and Retail.

Company Details:

Memory Echo is a trading name of Venture Base Ltd (NI692345). Incorporated in Northern Ireland on 4th November 2022

Main Contact

Rolf Baxter (rolf@memoryecho.media)
+44 7703 139701

Non-revenue traction to date: Building and testing prototypes. Partnerships with Edinburgh University (talent), Leisure Consultants Group (Dubai Mall, Club Med) and Business Creative (Butlins).

Funding to date: No outside investment, \$30k re-investment from consulting.

Next raise: We need to raise £500k for 12 months to identify and get traction with our first customers and market.

Tax status: EIS eligible

Revenue forecast: Revenue forecast currently under revision after pivot.

Market: \$21.5 Bn. based on avg. customer value for 3 verticals within Leisure and hospitality.

Team:

Rolf Baxter, PhD – CEO. Co-founded AnyVision (Unicon); Co-founded Zenith AI (Acquired by Opentrons in < 12 months).

Alan Wenden – COO. Technical Program Manager for Amazon Alexa in MENA region

Jarno Ralli, PhD – CTO. Expert in R&D and embedded computer vision products.

Steve Cottle – Dir. Prod. Design. Ex User Experience designer at Financial Times

Alaina Macri, PhD – Dir. Engagement. Expert in visitor experience & research.



One line pitch: *Transforming how the world interacts with sports content. We provide enhanced insights and engagement in sport through intelligent integration of data and video.*

Sector: *SportsTech*

Ambition: *We aim to be the market leader in sports content – both for amateur athletes and fans.*

Revenue: *£750k per annum. New agreements will make this approximately £1.5m ARR equivalent by November 2023.*

The problem: *Amateur players long for content from their games, for social sharing, self-promotion and wider enjoyment. Fans want more control over what they see and how they consume it. Traditional media still follows a one to many, push, approach to highlight dissemination.*

Your solution: *All of the MPS platforms are underpinned by our unique approach to capturing and quantifying sports data, facilitated by our proprietary in-house watcher software.*

Competitive landscape: *There are a number of competitors across the different strands of fans (LiveScore, OneFootball etc), clubs (Statsbomb etc.) and athletes (NCSA etc.), but none of these offerings span the range of users that we can serve.*

USP: *We have developed a unique approach to capturing and quantifying sports data and video. This allows us to serve users with individualized, short form content, aligned to their interests.*

Who will purchase from you: *Football clubs, players, federations and fans*

Business model/route to market: *Varies by strand. With current club offering we sell directly to clubs while the player offering is a blend of direct to consumer and federation level (USYS & MLS NEXT) deals*

Company Details:

MPS Data Ltd
Date founded: 2019
Northern Ireland

Main Contact

Mark Shields (CEO) - Mark@mps-data.co.uk
+447916123000

Non-revenue traction to date: *Ongoing discussions with Veo, the number 1 camera provider in the world, on a strategic partnership as well as governing body wide deals with US Youth Soccer and Major League Soccer, not covered in revenue*

Funding to date: *we have £4.5m raised to date via Clarendon & some angels*

Next raise: *Seeking to raise £3-5m in early 2024 to facilitate growth of the fan pillar and wider expansion of athlete offering*

Tax status: *EIS eligible*

Revenue forecast:

- FY23 (31 Aug 23) - £750k
- FY24 £2M - £1m+ already agreed with MLS Next and USYS
- FY25 £6.5M
- FY26 £20M

Market: *5m amateur soccer players in the US alone
Premier League boasts an annual TV audience of 4.7 billion*

Team: *Mark Shields – CEO - Adam Smith Prize Winner in Economics at Cambridge University, former sports modelling consultant*

Paul Smyth – COO (Co-Founder) - Former Lead Trader at successful football betting syndicate. Chartered Structural Engineer with 12 years experience in engineering consultancy and a senior leadership role

Chris Cooper – CFO - Big 4 ACA qualified Accountant, FP&A Manager FTSE 100 company, Finance Ops lead for NI based FTSE 250 Tech company

David Noble – CPO - Previously a Senior Manager at Deloitte where he worked on implementing eCommerce and Digital Marketing Technology to enable FTSE 250 clients to engage and convert prospective customers.

Jamie Mudge – CFO – CIMA Qualified Mgt Accountant. Ex Deloitte Consulting where he led the health team and led major transformation programmes.

NEUROVALENS

Non-Invasive neurostimulation

Sector: Our non-invasive medical technology provides safe, effective, and low-cost treatments for a range of disease. From the comfort of the patients own home, the device is used for only 30 – 60 minutes per day.

Currently, pending three FDA approvals (Treatment of Insomnia, Anxiety and Obesity) with trials in Type 2 Diabetes and PTSD ongoing

Revenue: Pre-revenue

The problem: Over 2.5 billion people currently experience symptoms of insomnia. Additionally, Mental Health disorders are amongst the most prevalent conditions globally, with both anxiety and insomnia now being classed as pandemics.

Obesity and Type 2 diabetes (T2D) are also global epidemics with T2D being the single most expensive chronic condition globally (\$760 billion p.a.).

The solution: Neurovalens' technology allows treatment with a low-risk, non-invasive, drug-free alternative that aims to stop the progression of the issue at a much earlier stage.

Competitive landscape: Across all devices, Neurovalens can provide high levels of efficacy without increasing the risks that are typically associated with prescribed drugs. This approach provides an opportunity to enter the treatment pathway much sooner with a low-risk intervention.

USP: Patent granted in US. IP protects method of neurostimulation delivery into brain.

Company Details: Belfast, United Kingdom
20 Team Members

Current Investors: IQ Capital, Wharton Asset Management, Angel Co Fund, Future Fund, Clarendon, Techstart NI, Beltrae

Funding to date: £11m equity funding.
£2m grant funding.

Business model & Route to market: Our primary target is to enter the US Market and to secure reimbursement through healthcare insurance. In parallel, direct to customer sales can be started immediately following FDA approval.

Other key markets include China and India where the world's fastest rates of T2D and mental health issues are currently experienced.

Who will purchase from you: Our primary target is to collaborate with healthcare providers and clinics, with a focus on reimbursement through insurance. Other channels include placements in pharmacies, corporate partnerships, and through a range of e-commerce channels.

Phase III Trials Completed:

Insomnia – Positive outcomes
(Approval expected Q3 2023)

Anxiety – Positive outcomes
(Approval expected Q4 2023)

Obesity – Positive outcomes
(Approval expected Q1 2024)

Phase III Trials Ongoing:

T2D – 70% enrolled. Approval Q4 2024

PTSD – 30% recruited. Approval Q4 2024

Next raise:

Interim Round (Q3 2023) - To complete FDA approvals and commercial launch of Insomnia device.

Series B (Q2 2024 ~ £30m) - Growth stage of commercialisation and larger clinical trials for reimbursement.



Nuada

One line pitch: Nuada builds energy-efficient filtration machines that capture CO2 from industrial sources.

Sector: *Cleantech/Decarbonisation sector*

Ambition: *Our ambition is to become a unicorn company that provides world-leading carbon capture solutions.*

The problem: *Carbon capture is vital to realise our Net Zero ambition, however its deployment in industry has been hindered by cost and energy barriers.*

Your solution: *Nuada provides the next-generation of carbon capture technology that overcomes energy, cost and integrational hurdles to make carbon capture in industry a reality.*

Competitive landscape: *Incumbent solutions suffer from energy and cost inefficiencies.*

USP: *Our ultra-energy-efficient technology provide industrial emitters an efficient and economical solution to decarbonise.*

Who will purchase from you: *Companies in hard-to-abate industries, such as cement and steel which are under regulatory pressure to cut emissions in the next decade(s).*

Business model/route to market: *Pilot demonstrations in several sectors to enhance the market confidence to commit in large scale projects.*

Company Details:

Legal name of company: MOF Technologies Ltd
(Trading Name: Nuada)

Date founded: 2012

City or country of company: Belfast, Northern Ireland

Main Contact

Name: Jose Casaban

Email address: j.casaban@nuadaCO2.com

Mobile: +44 7531422115

Funding to date: *We have received £10m equity funding and £4m grant funding to date.*

Next: *The next raise is expected to take place in 1.5-2 years to accelerate further the go-to-market route.*

Market: *The global carbon capture market is currently estimated at £3b. This is a rapidly growing market, and its addressable size is forecasted to exceed £600b by 2050.*

Team: *Nuada is co-led by Dr Conor Hamill and Dr Jose Casaban, two globally recognised CCUS experts with rich technology commercialisation experience. The core team consists of Ph.D.-qualified scientists, engineers, and commercial professionals. The company is backed by strong climate venture capital funds such as CGF, Barclays and BGF.*

One line pitch:

Sustainable Chemistry Redefined: Biogas and Porous Liquids Drive Carbon Capture and Energy Efficiency Innovations

Ambition:

To develop and deploy our new low-cost technology as a new paradigm in carbon capture.

Revenue:

2023 - £210K in early-stage research from ConocoPhillips for a DAC project
Licence and recurring revenues will come on reaching biogas commercialisation.

The problem:

The main industry pain point is addressing the need for sustainable and energy efficient carbon capture. Traditional methods come with high energy demand (and their own carbon footprint) and low stability chemistries that need to improve to make capture more eco-friendly.

Your solution:

Porous liquids act as flowable, selective sorbents that can capture single chemical species from mixed gas streams. This makes them perfect for carbon capture, among other chemical separations.

The mechanism of capture and release differ from traditional chemical capture, making them significantly more stable and lower energy to regenerate.

USP:

PLT create advanced materials from commodity precursors, providing a low-cost, patent-protected, and sustainable carbon capture materials. These materials are chemically stable, non-volatile, and environmentally benign, compared to traditional carbon capture methods.

Who will purchase from you:

Providers of carbon capture engineering and chemistry to point of source carbon producers.

Business model/route to market:

PLT's model is built on licencing our protected chemistry and plant design IP.

Companies will purchase a licence to deploy the technology and recurring fees will be generated from operators using our technology over the plant lifetime.

Company Details:

Porous Liquid Technologies Ltd.
10th July 2017
Belfast, Northern Ireland

Main Contact:

Name Andrew Osnowski
Email andrew.osnowski@porousliquidtechnologies.com
Mobile +44 (0)7794 580 777

Non-Revenue Traction:

Negotiating JDA to deploy biogas technology through Pentair. Agreement, in principle, to deploy at Future Biogas facility in UK.

Funding to date:

£166,524 from founders and universities

Next Raise:

~£2.1M seed, this will be used to:

- construct and deploy biogas pilot plant (150 Nm³/h).
- confirm production data and system stability.
- demonstrate small scale commercial production system.
- Portable asset that can be used in different industries and feedstocks for demonstration.

Tax Status:

Eligible for both SEIS and EIS

Executive Team:

Mr David James CEO
Prof Stuart James CTO
Dr Andrew Osnowski Business Development
Advisory Board
Dr Barry Murrer (retd. Johnson Matthey)
Mr Steve Mogose (retd. Fluor)
Dr Tony Bastock (retd. Contract Chemicals)
Prof. Andy Cooper

ProAxis Limited



One line pitch: We provide highly novel protease biomarker tests to enable respiratory disease patients to receive appropriate treatment faster.

Sector: Health & Life Sciences – in vitro diagnostics.

Ambition: >£100 million valuation within 5 years.

Revenue: £700K revenue forecast for 2023 from existing CE Marked research assays.

The problem: Existing protease assays are neither specific nor sensitive enough to provide sufficient clinical utility.

Your solution: ProAxis' technology enables development of small molecule inhibitors, which bind covalently and irreversibly to the active site of the target protease, thus supporting assays which are highly specific and sensitive.

Competitive landscape: Assays offering measurement of total protease levels, or non-specific activity assays. No other PoC test available.

USP: ProAxis' core ProteaseTag® technology is protected by granted patents in both Europe and the US.

Who will purchase from you: Pharmaceutical companies, academic researchers, respiratory healthcare teams.

Business model/route to market: Combination of direct sales and partnerships with experienced local distributors.

Company Details:

ProAxis Limited
Belfast, Northern Ireland, UK
Founded 2013

Main Contact

Dr David Ribeiro (CEO)
Email: david.ribeiro@proaxis.com
Mobile: +44 (0) 7872 542336

Non-revenue traction to date: Received non-dilutive grant funding >£1.5 million via a variety of competitive processes, including from NI, UK and EU sources.

Funding to date: £4.2 million from NetScientific and QUBIS.

Next raise: Seeking total of £5.5million (up to £2million initially) to give sufficient runway for development, clinical trial and launch of digitally-enabled PoC test. Initial £135K from private investors received Aug 2023. Key milestones in 2023/24 – initiation and subsequent successful completion of pilot trials for POC test.

Tax status: Not eligible for SEIS or EIS.

Revenue forecast: £12 million in 2027.

Market: SAM of ~£1.6 billion.

Team:

- **Dr. David Ribeiro, CEO since 2015.** Previous senior management positions within respiratory field at Pharmaxis, Pfizer, Solvay.
- **Dr. Louise Ryan Murphy, Head of Business Operations.** Previous roles at Abbott Diagnostics, Horizon Discovery and Predict Immune with focus on IVD medical devices.
- **John Clarkson, Chairman.** Highly experienced business professional and qualified accountant.
- **David Moore (QUBIS), NED**

Inbound Investor Company Summary Template

Pulse Sales Solutions



One line pitch: Pulse provides business critical information to enhance performance in automotive sector.

Sector: Enterprise software.

Ambition: Dominate automotive retail software with a global reach, delivering solutions for retailer and manufacturer and future diversification into industries with similar needs.

Revenue: Pre-Rev

The problem: Complexity in the financial transaction creates a poor customer experience with high risk of error in calculations making it difficult to track performance in real time.

Your solution: Removes the risk of error when preparing customer quotations and provides management information in real time to enhance decision making.

Competitive landscape: There are Dealer Management System (DMS) providers e.g. Pinewood, CDK and Dealerweb who offer solutions for each functional area but fail to interpret manufacturer sales campaigns.

USP: Integrated solution to manage opportunity from every aspect of the enquiry, accurately processing manufacturer sales campaigns providing accurate and timely financial information.

Who will purchase from you: Independent retailers, Dealer Groups and OEM's

Business model/route to market: SaaS solution selling directly to franchised outlets complement with licencing agreement with existing suppliers to the sector.

Company Details:

Name : Pulse Sales Solutions Ltd
Date founded : Trading from June 2022
City or country of company : N.I.

Main Contact

Name : Stephen Stewart
Email address : stephen@go-pulse.co.uk
Mobile : 07802 213195

Non-revenue traction to date: MVP is currently in operation in 5 franchised outlets.

Funding to date: £300K
Inc. Angel Investors/Techstart/Clarendon

Next raise: Seed, £500K, Q4 2023

Tax status: EIS eligible

Revenue forecast:
Year 1 : £48K ;Year 2: £300K ; Year 3 £950K
Projected breakeven December 2025

Market: Software Solutions in the Automotive sector by 2026 projected
TAM: \$29.3 BN
SAM: \$5.8 BN EU & UK
SOM: £670M UK

Team:

Stephen Stewart, Founder with a background in automotive retail. Majority shareholder in Mervyn Stewart Ltd, a group of 5 franchised car dealerships.

Joseph Smyth, Lead Developer, 15 years' experience in PHP , HTML5, CSS3 and JavaScript. Developed the Alpha version of the Pulse software.

Jason Collins, Developer, 14 years experience developing range of software based in agency specialising in banking and financial software solutions.



Respiratory Analytics Ltd

One line pitch: aflo™ automates respiratory inhaler technique to improve patient self management and clinician remote monitoring for the 750M people around the world with chronic respiratory conditions.

Sector: Digital health – hardware enabled SaaS/ deeptech

Ambition: Global revenue of \$100M by 2028

Revenue: Pre-revenue

The problem: Poor inhaler technique – causing suboptimal drug delivery and uncontrolled symptoms – affects 90% of the **750M+** patients with asthma and COPD, contributing to 3.6M deaths each year, costing \$440B in the US, EU and UK alone. **Covid** accelerated adoption of data/ digital tools for improved self management and physician remote monitoring.

Your solution: aflo™ is a **CE marked** device, app, clinical portal and data analytics hub, automating correct inhaler technique for patients, providing real-time user data analysis for clinician & provider monitoring

Competitive landscape: Focused on dose reminders/ usage monitoring eg US based Propellor Health (acquired for \$225M in 2019) & Adherium. Newer tech - Teva GoResp Digihaler & CapMedic offer limited technique analysis. None automate correct technique.

USP: Patented AI driven automation of correct inhaler technique, aggregated with air quality and user specific clinical data permits fully personalised self-management and accurate remote monitoring. First in market.

Who will purchase from you: Public healthcare systems, insurers, Healthcare Managed Organisations

Business model/route to market: Multiple revenue streams - **B2B** device, real-time feedback user App, AWS data analytics hub & clinical portal. **B2C device-app product** for less developed markets. Future **predictive product iteration**, non respiratory drugs. Data package.

Company Details: Respiratory Analytics Ltd
Nov 2019
Northern Ireland

Main Contact: Dr Susan Kelly
susan@afloanalytics.com
Mob: 07730348303

Non-revenue traction to date: Tallaght, Beaumont Hospital **paid pilots (paeds, severe asthma)** end 23. Brompton Hosp trial interest. Positive usability outcomes. Innovate UK £800K. **MHRA approved clinical trial.** A+LungUK support. Partnering interest. A+LungUK support.

IP: UK patent granted Aug 2023, favourable PCT search report, National Phase Sept 23 (EU, US, Canada, China, India)

Funding to date: £800K grants, £1M equity

Next raise: Seed round, £3M Q3 2023

Tax status: EIS eligible

Revenue forecast: Expected UK revenue Yr one is £2M, £5.8M in Yr 2, £10.5M in Yr 3. US revenues \$14.4M year two.

Market: TAM is 400M asthma and COPD users of Metered Dose Inhalers.

Team:

Founders: Dr Susan Kelly CEO former Market Access/ Govt Affairs at Novartis, respiratory expertise

Prof Jim Harkin CTO Head of Intelligent Systems at Ulster University – electronics and firmware

Prof Liam McDaid Ulster University R&D ML/AI lead

Board: Chair Bob Rosenberg (investment/ US advisor)

Investor lead: Mary McKenna (Oxford Foundry, EU Horizon Europe), UK & EU Angel Investor of the year 2023

Clinician: Dr Martin Kelly, respiratory physician

UK commercial advisor: Dr Rafiq Hasan, CEO Complement Therapeutics (raised 77M euro)

US commercial and clinical advisor: Dr Jack Cochran (former Exec VP Kaiser Permanente Foundation)

One line pitch: Right Revenue is a data analysis, rate recommendation and forecasting solution designed specifically for independent hotels.

Sector: Enterprise software for the hospitality industry

Ambition: £10M+

Revenue: ARR: £550k current

The problem: Every hotel room, in every hotel in the world is priced differently for every night of the year, dependent on how, where and when you book.

Your solution: Imagine just 5 room types, priced for 5 different business segments on 5 different sales channels – that is over 45,000 pricing decisions to be made every day. Right Revenue solves that problem by forecasting demand and pricing every day for two years in advance. Average revenue growth is +10% and our average forecasting margin of error is less than 2%

Competitive landscape: Our competitors are mainly Silicon Valley based and aimed at branded and large groups.

USP: Our solution is aimed at independent hotels and small groups. This is a market rarely touched by our competitors. Also, and very importantly, our solution has been designed by a Revenue Manager with over 25 years experience. That means that we approach the problem very differently to a company that is built around an algorithm which then looked for an industry to apply it to. We have the ability to branch into RM for golf/spa/restaurants etc

Who will purchase from you: Our beach-head customer is independent/non-branded hotels

Business model/route to market: Direct sales/
Tech vertical referrals / Events / Seen as an
authority in revenue

Company Details:

Right Revenue Limited

Date founded: April 2016

City or country of company: Northern Ireland

Main Contact

Name: Adrienne Hanna

Email address: adrienne@rightrevenue.co.uk

Mobile: 07801 076300

Non-revenue traction to date: We are revenue generating with 166 paying hotels to date.

Funding to date: 1.8M

TechStart: 18.5%

Crescent Capital: 30.3%

Future Fund: 13.8%

Founder: 22.1%

Team and Private: 15.3%

Next raise: £2M – Jan 2024

Tax status: EIS eligible

Revenue forecast: BE: May 2024 with 207 hotels
and ARR at BE - £780k

Market: Size of **addressable** market

UK & Ireland – 8000 hotels - £56M

Spain/France/Germany/Holland – 68,000 hotels and
£476M

USA & Canada – 250,000 hotels and £1.75B
(independent and non-branded hotels)

Team: Adrienne Hanna – Founder – 38 years
experience in travel and hospitality

Michael Barr – CTO – 25 years experience at
Founder or CTO level

Heather Hart: NED – Exited RM Software Founder

One line pitch: *Lead generation platform for scientific companies.*

Sector: *Life Sciences*

Ambition: £20million ARR by 2026.

Revenue: *3.8million Annual Recurring Revenue*

The problem: *Current lead gen platform don't capture sales signals found in research publications, clinical trials and millions of other scientific sources. This means it's impossible to find and target the right customers.*

Your solution: *SciLeads uses machine learning to aggregate millions of data points and create unique company and lead profiles specifically for the life sciences industry.*

Competitive landscape: *Major competitors offer something akin to LinkedIn. Basic profiles with job title, current company, and very little context on their work.*

USP: *What makes you different or protects you from competition. Defensible IP?
We have created and refined identity resolution algorithms that map billions of data points into accurate single company and lead profiles. This has been trained over the last 6 years to create the most relevant, comprehensive, and accurate dataset available.*

Who will purchase from you: *state your customer type eg distributors, insurance companies, banks, consumers, clubs etc.*

Biotechnology companies e.g. *Thermo Fisher, Nikon, Andor Technology.*

Business model/route to market: *SciLeads offer annual subscriptions based on the number of users purchased. The operate a direct sales go to market motion.*

Company Details:

Legal name of company: SciLeads Ltd

Date founded: 2016

City or country of company: United Kingdom

Main Contact

Name: Daniel McRitchie

Email address daniel@scileads.com

Mobile 604 722 2459

Non-revenue traction to date: *Pilots or other indications. State if product/service at MVP, developed stage etc.*

First product launched and established.

Second product launched in April 2023 and now accounts for 5% of ARR.

Funding to date: *Total equity so far £550K*

Next raise:

Tax status: *State if SEIS, EIS eligible or state not applicable
EIS eligible.*

Revenue forecast: *3 years minimum. Also state date of cashflow breakeven if known*

ARR Forecast

Sept 23 = 4,000,100

Sept 24 = 6,090,128

Sept 25 = 9,038,502

Breakeven occurs January 2025.

Market: *TAM = £884 million*

Team:

CEO [Founder]

Daniel McRitchie

Identified the opportunity for SciLeads while leading the Inside Sales Team at life science company Andor Technology

CTO [Founder]

James Campbell

Worked in healthcare SaaS product.

Architects the product and technology. Built the team

Fractional CFO

Michael Black

Experienced CFO who has been involved with successful exits through acquisition of Aepona (by Intel) Clavis Insights (by Ascential) and Titan IC (by Mellanox Technologies).

Inbound Investor Company Summary Template

SEQO



One line pitch: *SEQO is a Product Lifecycle Management solution that streamlines production companies in the TV and Film industry.*

Sector: *Creative*

Ambition: *£50M in Revenue by 2030*

Revenue: *Pre-Revenue*

The problem: *TV & Film artifacts and metadata are highly complex, siloed and unsecured. This leads to slow, inefficient workflows, lost IP, delays and re-shoots. These inefficiencies cost the TV and Film production industry £5BN a year.*

Your solution: *We at SEQO are building a full-spectrum PLM platform to secure, control and automate all aspects of the entire production lifecycle, including data storage, scheduling, automation and communications.*

Competitive landscape: *Various companies involved in different stages, ie Script writing, scheduling software, but not a complete PLM platform.*

USP: *SEQO manages the entire production lifecycle from concept to release, no other company exists in this arena.*

Who will purchase from you: *Production Companies in the TV, Film and Entertainment Sectors.*

Business model/route to market: *SaaS model, selling to production companies leveraging the significant amount of freelancers, via an ambassador program.*

Company Details:

Legal name of company: *SEQO Ltd*

Date founded: *March 2023*

City or country of company: *Belfast*

Main Contact

Name: *Brendan Lowry*

Email address: *hello@seqo.co*

Mobile: *07895816720*

Non-revenue traction to date:

MVP going live in Q4 2023

Funding to date:

£65k (SAFE)

£65k (Grants)

Total: £130k

Next raise:

Pre-Seed Q1 2024

Tax status:

SEIS Ready

Revenue forecast:

Y1: £0.11M

Y2: £0.59M

Y3: £4.90M

Breakeven: Year 2.5

Market:

£5.15BN (TAM)

£1.03BN (SAM)

Team:

Claire McCaffrey: Freelance Designer in the TV & Film Industry (ex GoT)

Brendan Lowry: Senior Innovation Partner, and ex founder of Tech business.



One line pitch: "Sonrai Analytics unlocks the full potential of precision medicine data to discover and develop drug candidates, novel biomarkers and clinical algorithms with life-saving potential."

Sector: Precision Medicine

Ambition: improve patient outcomes; build diagnostics for clinical care; to achieve sales of \$3m by Mar 2025. Mar company YE date

Revenue: \$800K ARR, From April 23 to date

The problem: The complex nature of drug development and diagnostics requires accurate analysis of diverse and large-scale data, leading to inefficiencies and delayed breakthroughs.

Your solution: Our AI-powered technology unifies and analyses omics, clinical, and imaging data, providing actionable insights for faster, more accurate drug discovery and diagnostic development.

Competitive landscape: While other players offer data management or imaging solutions, Sonrai stands out as a precision medicine company that seamlessly integrates diverse data types, offering unprecedented accuracy and efficiency.

USP: Through Sonrai's core products; Sonrai Cloud, Sonrai Discovery and Sonrai Diagnostics:- continuity and efficiency throughout the entire journey of data utilization, research, and clinical translation is ensured.

Who will purchase from you: Biotech and Pharma based globally (already happening) and Commercial Plan externally validated

Business model/route to market: Sonrai employs a hybrid business model, offering software licensing and subscription plans (PaaS), with a strong emphasis on strategic partnerships and collaborations within the biotech and pharma industry.

Company Details:

Sonrai Analytics
Founded 2018
Belfast

Main Contact

Darragh McArt, CEO
d.mcart@sonraianalytics.com
07720 820280

Non-revenue traction to date:

- Product sold to multiple US clients
- £2.2m contract to develop oncology diagnostics for the NHS
- £7m collaboration with Roche (one of world's largest biotechs): IP generated and global partnership term sheet being finalised
- Recently passed final audit to obtain ISO13485. Makes us a 1-in-14 company worldwide
- MOU with Cancer Research UK to supply platform instances to their grantees/portfolio businesses

Funding to date: £2.2m Seed Plus Round (2022), £700k Seed Round (2020)

Next raise: Series A round planned late 2023/early 2024 (£6m)

Tax status: EIS

Revenue forecast:

March 2024-\$1.5 Breakeven ; March 2025-\$3m ; March 2026-\$7M

Market: In vitro diagnostics \$83.4b, Biomarker: \$41.47b, Drug Discovery: \$11.1b, Preclinical CRO: \$4.5b

Team: Executive Management team has significant experience across pharma, biotech, data science, engineering, product design, regulatory, marketing and sales/growth.

35 staff at present.

One-line pitch: Srotas Health Ltd offers **Srotas Connect**, an AI-Powered Patient recruitment platform for clinical trials.

Sector: Life Sciences & Healthcare Technology

Ambition: Our ambitious goal is to transform the clinical trial industry by making trials 10X faster, reaching a revenue of \$100 million in the next decade, and achieving a billion-dollar valuation. We plan to establish a strong global presence across the US, EU, and India the fast-growing digital nation.

Revenue: pre-revenue phase

The problem: Pharma companies face difficulties in bringing new treatments to the market, impacting millions with Chronic diseases. Clinical trials are an important step in the drug development process, but patient recruitment challenges such as eligibility criteria and manual screening, lead to delay, limited diverse participation and impact pharma with a huge financial burden.

Your solution: AI-powered data-driven platform that identifies the right patients for clinical trials and recruits them in a faster and more efficient way, enabling Pharma, CROs, and Research Institutes to expedite trials.

Competitive landscape: In the competitive landscape, most players rely on conventional methodologies for trial recruitment and have strong partnerships with healthcare institutes. However, a smaller group of competitors utilizes AI-driven platforms, but they lack comprehensive digital tools and patient-centric features.

USP: AI-based patient recruitment, precision matching, high patient retention, and a large site network. It includes medical adherence technology & remote monitoring for enhanced patient engagement. With a mobile-first approach and advanced data analytics, we streamline clinical trial recruitment.

Who will purchase from you: Pharma & Contract Research Organisations

Business model/route to market:

Cloud-based SaaS platform with Value-based pricing.
Route: Targeted Marketing, Strategic Partnerships, Direct Sales.

Company Details:

Srotas Health Ltd

Date founded: 16 December 2022

Hollywood, Northern Ireland, BT18 0DJ

Main Contact

Name: Suman Bhaskaran

Email address: Bhaskaran.suman@gmail.com

Mobile: 07448167373

Non-revenue traction to date: Prototype Stage, gained interest from Pfizer, in contact with Novartis & Roche for collaboration opportunities.

Funding to date: No

Next raise: Pre-Seed, Seed

Tax status: SEIS & EIS

Revenue forecast:

Subscription Revenue	1 st Year	2 nd year	3 rd Year
No of Clinical Studies	1 (Pilot Study)	5	15
Avg price per Study	50,000	75,000	100,000
Revenue	50,000	375,000	1,500,000
Gross Profit	-950,000	-1,250,000	-400,000
Operating Expenses			
Product Development	650,000	950,000	1,100,000
Infrastructure	100,000	200,000	250,000
Research	150,000	175,000	150,000
Commercialisation	100,000	250,000	300,000
Customer Service	0	50,000	100,000
Total Expenses	1,000,000	1,625,000	1,900,000

* All currency numbers listed are indicated in GBP

Market: Our addressable market is the global clinical trial industry valued at 54.24 billion USD. The patient recruitment & retention cost accounts for 21.7 billion of the trial budget. We aim to capture a significant portion of this market.

Team:

Suman Bhaskaran - Co-founder: Seasoned software professional turned entrepreneur, previously oversaw operations at Ganvian Technologies, with expertise in healthcare AI and blockchain technologies.

Vikram Parimi - Co-founder: Accomplished technology leader with a strong background in life sciences, healthcare, & media. Expertise in AI and computer vision.

Tom Bell - Head of Partnerships: Experienced business development professional in human and veterinary pharmaceuticals, specialised in global partnerships and business planning for Startups.

Dr Murdi - Clinical Researcher: Lead clinical trial researcher in Belfast oversee research studies.

StimOxyGen Limited



One line pitch: Supercharging radiotherapy for cancer patients worldwide.

Sector: Life and Health Science, Pharmaceuticals.

Ambition: Become a world leader in advancing cancer care, with an eye on strategic partnerships for global reach and potential acquisition.

Revenue: Currently pre-revenue.

The problem: Cancer treatment resistance, particularly due to tumour hypoxia (lack of oxygen), undermines patient outcomes. Current therapies struggle to overcome this challenge, leading to reduced efficacy and survival rates.

Your solution: Our proprietary oxygen-generating nanoparticles address tumour hypoxia with precision. Our technology supercharges radiotherapy by up to 300% by delivering oxygen directly to tumour sites, breaking treatment resistance barriers.

Competitive landscape: Novel radiosensitisers such as Theraguix (AguIX), Nanobiotix (NBTXR3), and Kortuc (KRC-01).

USP: Precision-driven oxygen infusion combined with strategic nanoparticle delivery to overcome hypoxia.

Who will purchase from you: Hospitals, clinics, and cancer treatment centres seeking to enhance radiotherapy efficacy and treatment outcomes.

Business model/route to market: Premarket approval by the FDA i.e., Clinical Phase I-III Trials to assess safety and efficacy. We plan to partner with pharmaceutical giants to streamline trials and amplify marketing reach. We operate in a highly acquisitive space and expect to be acquired by a major player.

Company Details:

Legal name: StimOxyGen Limited

Incorporation date: 9th March 2021

Location: Coleraine, Northern Ireland

Main Contact

Sian Farrell

sian.farrell@stimoxygen.com

+44 (0)7907 082260

Non-revenue traction to date:

- Exclusive licence, with rights to sub-licence, patent applications from UU
- Pre-clinical in vivo proof of principle of enhanced radiotherapy in breast, prostate, and pancreatic models
- Pre-clinical toxicology data demonstrating safety of technology
- Feasibility scale-up manufacturing

Funding to date: £150K equity plus £350K grants

Next raise: £1.5m seed funding (Q2 2024)

Tax status: SEIS and EIS eligible

Revenue forecast: Revenue not expected for 7-10 years due to Clinical Studies.

Market: Total addressable radiation oncology market value \$11.8bn. Serviceable obtainable market value \$11M.

Team:

With 10 years clinical and R&D experience in oncology, CEO **Sian Farrell** drives success. Accomplishments: £350K (IUK); £150K (IUL), Overall winner INVEST21 (26K), MIT's U35 Europe 2022.

Prof Tony McHale has >20 years of experience in novel technologies for oncology and has previously founded 2 companies in the field (Gendel, SonoTarg).

Dr Les Russell has >40 years of experience in commercialising technology, fundraising, IPO, R&D and clinical trials in medical devices such as OrganOx metra.

One line pitch: We use machine learning to detect problems in wastewater networks .

Sector: AI SaaS within water

Ambition: £50mn+ valuation

Revenue: Current contractual revenues are £5mn

The problem: Wastewater utilities struggle to identify blockages, points of ingress and infiltration etc. which cause pollution events, limits capacity and damages expensive infrastructure.

Your solution: With best-in-class accuracy, we identify where these network problems occur which in turn facilitates a proactive maintenance intervention.

Competitive landscape: As this is new technology, competition is low-medium globally. StormHarvester leading in terms of innovation and proven results.

USP:

Category leading. Best in class accuracy.
5 machine learning patents submitted.

Who will purchase from you:

Customers will be wastewater utilities.
Stormharvester currently have paying contracts with **9 out of 12 UK** water utilities.

Business model/route to market:

We are selling successfully direct and will sell through a blend of partners and direct in other key international markets.

Company Details:

StormHarvester Ltd.
Formed in 2017
Belfast, Northern Ireland

Main Contact

Jonathan Lavercombe
COO
jonathan@stormharvester.com
Mobile: 07931391206

Non-revenue traction to date:

2 pilots in US
River level prediction product approved for Innovation UK grant

Funding to date: £4m

Next raise: A round in Q4 2023 - £3m-£6m

Tax status: EIS eligible

Revenue forecast:

2023 £2m
2024 £3m
2025 £5m

Market: This is a new market but current products operate in a space of £1bn market.

Team:

CEO Brian Moloney (Co-founder, ex-hydraulic modeller and civil (drainage) engineer)
COO Jonathan Lavercombe (Former GM in software, telecoms and fintech sectors)
CTO Stevie Gallagher (Experienced software engineer, team leader and machine learning practitioner)
Board Member Ben Tam, CEO of Isle Utilities

Inbound Investor Company Summary



SureCert | Trusted and Inclusive Digital Identity Verification | Trust but Verify

One line pitch: SureCert is a digital identity and document verification partner to both the public and private sectors – making it easier for individuals and organisations to prove they are who they say they are.

Sector: Identity Verification Software

Ambition: Our ambition is to become the global standard for secure, digital identity and document verification, reshaping how credentials are managed and authenticated while fostering trust and efficiency across industries and geographies, putting an end to manual edge case processing.

Revenue: £3m since 2021.

The problem: Identity verification processes tend to be fragmented and still require significant manual processing – leading to mounting inefficiencies, poor user experience, lack of business control and reduced capability to tackle fraudulent activity.

Your solution: SureCert delivers a seamless and automated process for verifying credentials, in particular when traditional approaches fail – increasing trust, reducing costs, eliminating fraud and enabling efficient access to services.

Competitive landscape: Collectively, competitors offer a range of solutions for identity verification, fraud prevention, and digital onboarding, often employing AI, biometrics, and blockchain to enhance security and user experience.

USP: Our USP is our IP in the area of inclusive digital identity and document verification. We are harnessing the power of AI to extend digital verification pass rates from <80% to <98%.

Who will purchase from you: Public Sector, Regulators of People, Regulators of Organisations, Competitors, Call Centres and Financial Services.

Business model/route to market:

Primarily our business model incorporates tiered subscriptions, usage-based pricing, customisation and integration fees and value added services. Our route to market is currently direct sales with plans to enhance our online platform, content marketing, presence at events and strategic partnerships.

Company Details:

CDS New Ventures Ltd | 13 June 2014 |
Belfast, Northern Ireland

Main Contact

Ian Savage | ian@surecert.com | 07515816158

Non-revenue traction to date:

2019 Background Checking Platform
2020 COVID Response Pivot for NHSx
2021 Digital IDSP to NI Direct COVID Certs
2022 Edge Case IP “Last Mile” Technology
2023 Inclusive DID Strategy for Thai Gov.
2023 Corporate Identity Verification

Funding to date: £900,000

Next raise: August 2023 - £400k.

Tax status: EIS Eligible.

Revenue forecast: 3 years minimum. Date of cashflow breakdown – 2024.

Y23/24	£1,200,000.00
Y24/25	£5,200,000.00
Y25/26	£8,795,000.00

Market: CAGR estimated at 16.7%, with total market for digital identity estimated to be \$77Bn by 2030 (Source: Maximise Market Research PVT Ltd)

Team:

CEO – Ian Savage
CTO – Gareth Clarke and three Engineers
Chair – Ronnie Geddis

Surgery Hero

One line pitch: Surgery Hero is the world's first digital prehabilitation clinic - helping people prepare for and recover from surgery at home.

Sector: Digital Health

Ambition: Our mission is to help 100M people have a successful surgery.

Revenue: Year 2022 - £713,493

The problem: The majority of people arriving for surgery are underprepared with approx. 90% of people engaging in at least one unhealthy behavior before their procedure.

Your solution: Surgery Hero is a mobile app-based multi-behavioral intervention personalized for people undergoing elective surgery. The solution combines 1-to-1 health coaching support, digital guidance and access to a library of educational resources to deliver remote prehabilitation via a smartphone.

Competitive landscape:

- Remote patient monitoring (RPM) solutions eg Huma
- Specialty focused solutions eg. Hinge Health (MSK)
- Other health coaching for surgery solutions eg. Alvie Health

USP: What makes you different or protects you from competition. Defensible IP?

Surgery Hero is the first digital solution to provide;

- Whole-person approach to perioperative care
- Surgery-agnostic solution
- Surgery coaching before and after surgery

Who will purchase from you: Providers and payors

Business model/route to market:

Via channel partners
Via industry events
Via company advisors

Company Details:

Surgery Hero
May, 2020
London and New York

Main Contact

Dr Matthew Beatty
matt@surgeryhero.com
07309850381

Non-revenue traction to date:

Multiple studies including first RCT complete.

Funding to date: £2.5M

Next raise: ~\$10M (£7.8M)

Tax status: EIS

Revenue forecast: Attachment to follow

Market:

50M people undergo elective surgery annually in the US
156M people covered by employer-based health insurance
\$3Bn est. market opportunity

Team:

CEO – [Dr Matthew Beatty](#)
COO – [Luke Eastwood](#)
CPO – [Adam Robinson](#)
CMO – [Dr Robbie Huddleston](#)

Directors also include:

[Damien Lane](#) – Episode 1 Ventures
[Imran Hamid](#) – LifeArc Ventures

TEAMFEEPAY is a sports themed fintech platform for grassroots football clubs. Our platform helps these clubs with payment technologies, financial reporting, member management, digital fundraising and e-commerce solutions.

TRACTION: Currently: we have over 900 clubs using the platform from across UK and Ireland. Across our 900 clubs, the platform interacts and serves over 25,000 coaches and over 125,000 footballers. This customer base brings us in rev of £1.25mil on an ARR Run Rate Basis. We launched in Aug 2021, and have achieved £1.25mil in ARR in less than 2 years. Churn is less than 1% per annum. **We will achieve £1.7mil ARR by Dec 2023**

Problem/Opportunity: <ul style="list-style-type: none">➤ 90% of Football clubs across Europe use cash or outdated membership collection methods➤ Lots of volunteers involved in the collection of this cash, results in wasted time / not all the money gets collected;➤ Clubs are using old ‘in person’ methods to support their fundraising, team tours and e-commerce transactions.	Solution: <ul style="list-style-type: none">➤ We help grassroots football clubs with digital income payments from their members➤ Provide Instant reporting, reconciliations & clear audit trail;➤ Digital first football themed fundraising tools➤ Emerging digital ‘club shop’ and e-commerce technology (with large retail partners)
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MARKET SIZING: There are 33k footballs clubs in UK and Ireland and a further 225k clubs in Europe. Based on our target ACV of £3,000 per customer, we believe the UK serviceable market to be worth an estimated £100mil per annum (European Market worth £750mil) with our core and fundraising solutions. The E-commerce potential however of the platform will be at least 10 times that.

BUSINESS MODEL: We operate an ‘annual license + ongoing transaction’ business model. Our annual license fee to use the software per club is £349 and then we have a charge of approx. £0.80 (after stripe and bank interchange fees) for all payments that we collect on behalf of our clubs. The majority of our clubs complete more than 1000 transactions per annum through the platform. We have a fundraising, team tour and e-commerce bolt-on service that generates us additional revenue per customer.

COMPETITORS: There are a number of ‘multi-sport’ membership management and payment companies that operate in the space. Sport Engine (a ComCast company) are the biggest in the world and there are a few well organised competitors across the UK called Pitchero, Clubforce and Player 360 however we are growing faster than anyone in the space across UK and Ireland.

USP: We are the only ‘football focused’ service provider in the market and our laser focus on the ‘grassroots space’ is helping us to win the market quickly. We have 5 unique differentiators when compared to the competition;

1. We are a fully account managed service.
2. We provide advice and guidance (resources, tools) on grassroots football funding, club development and access to online training.
3. We provide our clubs with ‘non stock’ club shops that is helping them generate revenue and profits on club branded merchandise.
4. We have an exclusive partnership with the UK’s largest online football retailer (football boots).

Key Contact – Liam McStravick (CEO)
Contact: liam.mcstravick@teamfeepay.com / 07909 514416

FUTURE FUNDING ROUND (Q4 of 2023):
We will raise £2.5mil In Q4 of 2023 that will fund the business and its growth to Dec of 2025 (2 Years) and achieve:

- Grow to 6500 Customers in UK / Ireland
 - Grow ARR to at least £10 million in ARR by end of 2026
- Increase our ACV per customer to target of £3k
 - Complete 2 large int market tests (USA & Spain)

This investment round will qualify for EIS Tax Incentives. We currently have £1.8mil committed to the upcoming round

Investors – All NI based institutions and High Profile Angels (equity investment of £2mil in past 30 months).
Chairman – Michael Black (MBE) – Has overseen 3 exits of more than \$100 million.

Trimedika Limited

One line pitch:

TriMedika is a multi-award-winning innovative medical technology Company dedicated to redefining the global thermometer market with sensor technology

Sector: Health

Ambition: *By 2027 company expects to have 60 employees, Turnover £64 mill., EBITDA £44 mill.*

Revenue: *Revenue 2020 £4.7 million, Forecast Revenue 2023 - £600k, 2027 - £64 mill.*

The problem: *Current devices touch the patient and present a risk of infection transfer. Accuracy is questionable and may have a negative impact on diagnosis. They utilise single-use plastics which have a negative impact on the environment. Expensive and time-consuming to use. Poor patient, user and engineer experience.*

Your solution: *Successfully deployed >45k units TriTemp™ thermometer across 21 countries within acute clinical settings. At prototype stage for next generation connected device.*

Competitive landscape: *Market leaders are offering inferior quality devices that utilise single-use plastics. Physically contact the patient, have a high breakage rate, and have accuracy challenges. Time consuming to use. Are not connected.*

USP: *Trimedika Products – Non-touch, no single-use plastics, more cost effective, positive patient experience, accurate. Easy to use and time efficient, Gen 2 connected to Medical Records and monitors. Adding data dimension to value proposition.*

Who will purchase from you: *Sales will be to a blend of distribution channels, and direct to acute and clinical customers (country specific)*

Business model/route to market: *Sales via distributors, Big-box resellers under own brand and white label, direct to acute clinical customers in specific geographies.*

Company Details:

Trimedika Limited
Date founded 01 Feb 2016
Belfast, Northern Ireland

Main Contact

Paul Molloy
pmolloy@trimedika.com
07769 738225

Non-revenue traction to date: >45k units placed of TriTemp™, multiple trials / evaluations going on, conversations with GPO's, IDN's, Integrated Care Systems, Buying Groups and Hospital Trusts

Funding to date: £292k

Next raise: £5 million, Round A

Tax status: EIS eligible

Revenue forecast: 2024 - £5.4 mill, 2025 - £16 mill., 2026 - £31 mill., 2027 £64 mill.

Market: £5 billion +

Team: *Dr. Roisin Molloy – CEO PhD Bio-chemist with 25+ years experience in Medical Device development and global sales*

Paul Molloy – CFO – 25+ years experience within commercial financial roles

Julie Brien – COO – 25+ years experience within international sales and marketing

Marie Rooney – Regulatory Director 25+ years experience in medical device manufacturing roles for international corporates



Inbound Investor Company Summary Template



One-line pitch: Transforming the global supply chain through digital assets and actor verification supporting companies and brands to trade on the trust economy.

Sector: The three sectors we specialise in are Product and Brand Provenance, Frictional Broder and Digital Trade.

Ambition: ubloquity has been identified and supported as a high-growth start-up founded in the UK with ambition and drive to support global brands and businesses

Revenue: £1+ million ARR with a secure pipeline of £2.5 million

The problem: Due to Brexit and the war in Ukraine, the global supply chain seeks to automate and streamline to remove cost, risk and administration. ubloquity is working with global brands and industry leaders to showcase our paVe blockchain platform to address their objectives.

Your solution: ubloquity has partnered with AWS to establish a global platform on which to deliver low-impact next-generation distributed solutions built and developed using blockchain technology.

Competitive landscape: While many blockchain companies and solutions offer point solutions, ubloquity is in a unique position to provide end-to-end solutions addressing a £ 15 billion market with a SOM of £ 300 million.

USP: ubloquity owns its own IP and is developing unique ways to modularise and embed our technology with multiple global solution providers.

Who will purchase from you: Brands, Companies, Government, System Integrators – B-2-B

Business model/route to market: Our growth is through our network and global relationship with AWS.

Company Details:

ubloquity Ltd
Date founded: 2021.
31 Old Mill Rd,
Scarva
Co Armagh
BT63 6NL

Main Contact

Kieran Kelly - CTO & Founder
kieran@ubloquity.io
+44 (0) 7557904931

Non-revenue traction to date: £1+ million
ARR with a secure pipeline of £2.5 million

Funding to date: £1.95M

Next raise: £3 million – Seed Plus to close in November 2023

Tax status: EIS eligible

Revenue forecast:

2024 - £2.9M
2025 - £8.9M
2026 - £18.8M

Market: Size of the **addressable** market

TAM - £15BN
SAM - £10BN
SOM -£300M

Team: 15 Team members made of 4 Senior Management Team and 11 DevOps and Dev members.

EX SVP of Apple APAC – Investor
2 x Ex Senior EY Partners Advisors

One line pitch: VascVersa are developing novel cell therapies to treat vascular diseases.

Sector: Regenerative Medicine/ Advanced Therapies

Ambition: Success will allow us to deliver a 20X return to investors through a trade sale in late 2020s for £400+ million.

Revenue: Currently pre-revenue

The problem: Poor blood supply limits the supply of oxygen/nutrients leading to poor healing, poor quality of life and a huge financial burden for healthcare providers. For example, up to 25% of diabetics will develop a Diabetic Foot Ulcer (DFU) at some time in their life and 39% of these will fail to heal. In the UK DFUs cost the NHS over £1 billion pa.

Your solution: Our cell therapy, called Angicyte, is composed of cells derived from umbilical cord blood. Research has shown that these cells promote the creation of new blood vessels to improve blood supply, regenerate tissue and promote healing. Using propriety methods, we can produce huge quantities of cells from a unit of cord blood. These form a pure, highly potent and stable cell product which can be frozen, shipped around the world as an off-the-shelf product and easily delivered directly to the patient.

Competitive landscape: Wound care treatments (eg from Smith and Nephew and J&J) focus on specialized dressings for DFUs - Current treatments manage the symptoms rather than address the need for the patient to regenerate blood vessels in the damaged tissue.

USP: Angicyte provides human cells which directly stimulate blood vessel repair. This contrasts with the vast majority of wound care treatments. In addition, companies that are developing cell therapies are not targeting direct blood vessel formation. This distinction is the basis of our patent filings.

Who will purchase from you: Healthcare providers

Business model/route to market: Business model is focussed on achieving key product development milestones and patents which will enable us to secure co-development and IP licensing agreements with large pharma and biotech companies.

Company Details:

VascVersa Ltd, Founded December 2018
Belfast, Northern Ireland.

Main Contact

Dr Christina O'Neill, christina.oneill@vascversa.com
07835219748

Non-revenue traction to date: Development of GMP Angicyte, proof of concept and safety testing.

Funding to date: £1.5M (£750K Equity & £750K grant).

Next raise: £750K required by late 2023.

Tax status: EIS eligible

Revenue forecast: Revenue generating after clinical testing

Market: While VascVersa's primary focus is on non-healing ulcers, Angicyte has the potential to be applied more widely. Fortune Business Insight estimated the global DFU market to be worth \$11.05 billion by 2027.

Assuming a sales price of £10,000 and a market penetration of 2% would suggest potentials UK sales of c£97 million based on expected incidence in 2030.

Team:

CEO-Christina O'Neill

Christina has worked in the field of vascular biology for over a decade and pioneered work in the generation and optimization of Angicyte technology.

Chairman- Aidan Courtney

Aidan has 20+ years' experience of founding and managing early-stage technology companies. He was formerly CEO of Roslin Cells and Censo Biotechnologies.

Co-Founders: Prof Alan Stitt & Reinhold Medina

Both Alan and Reinhold are NEDs and support the Company's scientific strategy & development.

One line pitch: Applying advanced manufacturing and design to create a new generation of products

Sector: Manufacturing, deep tech, additive manufacturing, Green tech

Ambition: We aim to become the global leader in 3D thinking and Human centred manufacturing creating next generation composites.

Revenue: Pre-revenue

The problem: manufacturing methods are limiting the creation of better products. Most composites are stacked 2D layers formed around a mould. This does not allow for best geometries or flexibility

Your solution: We have created a new manufacturing process allowing for truly innovative products to enter and disrupt multiple markets, the first being armour

Competitive landscape: current stab resistant armour allows 30mm of blade penetration and tests female armour to 50% of the impact force of male armour. It also produces tonnes of CO2 in production and wastage

USP: Our patent pending manufacturing process and materials allows us to create products that move with the body rather than restrict it.

Who will purchase from you: Paramedics, Police, Aid workers, charities, sports competitors, construction, heavy industry.

Business model/route to market:

Vikela has a letter of intent for 10,000 units of stab protection (£3m value)
Replacement of current plate armour, Upgrade with extremities protection, Licence to reach foreign markets (US etc)

Company Details:

Vikela armour LTD
01/07/20
Belfast Northern Ireland

Main Contact

Peter Gilleece
peter@vikela-armour.com
07522441944

Non-revenue traction to date: Product developed, tested and ready to launch. LOI signed for 10,000 units (£3m value) Premises chosen for manufacturing and partnerships created with 3D printer manufacturers.

Funding to date: £150k equity funding
£350K non equity grant

Next raise: £3m raise at seed

Tax status: EIS applicable

Revenue forecast: product will launch November 2023 and will begin making sales. Sales forecast for year 2 £1m, year 3 £10m

Market: £70B for the global composites market.
£12B for the global body armour market

Team:

Staff

Founder and CEO - Peter Gilleece
Materials and manufacturing – Robert Stewart
Product design and implementation – Jenny Gregg
Product design and testing – Adam Smith
Grant applications and marketing - Rose Winter

Advisory

Business mentor – Darren Mawhinney
Financial – Hannaway chartered accountants
Business advice and growth – Daniel Crawford
Customer and feedback - Kingsley Donaldson

Zendra Health



One line pitch: Zendra Health is helping over 50 healthcare services and MedTech companies enhance their offering of care through developing a "Shopify" for medical-grade digital health solutions.

Sector: Health, MedTech

Ambition: £100M valuation in 2027.

Revenue: £200k - Incl. recurring revenue.

The problem: Healthcare services and MedTech companies want to enhance their offering of care through digital health solutions but building digital health solutions take a lot of time (15 months), cost a lot of money (£380k) and is highly-regulated (security, medical device).

Your solution: Zendra Health has developed a ready-to-assemble EU MDR/FDA-ready digital health platform that enables healthcare services and MedTech companies to enhance their care pathways at a fraction of the time, cost and complexity.

Competitive landscape: Huma, My mHealth, Connect Health Group and ISO 13485 certified software providers.

USP: Unlike its competitors, Zendra Health is a medical device company and is ISO 13485 Certified (takes 2 years). Clients use Zendra's technology to provide virtual wards, accelerate CE marking, coordinate care and streamline health data collection.

Who will purchase from you: Service leads/Consultants in Healthcare. Co-Founders in MedTech companies.

Business model/route to market: B2B Subscription model. Zendra wins customers through Direct B2B Sales, Procurement and Strategic Partnerships.

Company Details:

Legal name of company: Zendra Ltd

Date founded: Feb 2017

City or country of company: Enniskillen/Dublin

Main Contact

Name: Thomas Coleman

Email address: thomas.coleman@zendrahealth.com

Mobile: +353 87 6388222

Non-revenue traction to date: Zendra Health's product is built and is helping over 50 healthcare and MedTech in US, UK and Ireland. 3 deals are on a national scale. The company is co-designing a mental health care pathway for the NHS with an AHSN. In addition, Zendra just won a new deal which will put Zendra's solution in another 30 healthcare services.

Funding to date: Self-funded

Next raise: The company seeks a seed investment opportunity in Feb 2024 of £900K with state-provided match funding of £150K. The funds will be used to expand into NHS mental health services and grow the sales team to reach €1M in revenue in 2024..

Tax status: EIS eligible

Revenue forecast:

2022	2023	2024	2025
£250K	£342K	£1M	£3M

Market: £371M

Team: The team consists of twin brothers David and Thomas Coleman and Matteo Gubellini. David (CTO) was a Director of Engineering for a Silicon-Valley based Digital Health Start-up that successfully got acquired. Thomas (CEO) is an award-winning business consultant. Matteo (CRO) is a medical device regulatory expert with deep domain expertise in rolling out hardware and software medical devices in US, UK and EU markets.

