X-EUROPE
connecting the ecosystem of the continent

SUMMARY

In 2020, Design Terminal joined a two-year long project at the request of the world-renowned Dutch organization, **The Next Web**. The project, called **X-Europe** aimed **to connect the innovation ecosystems of Western and Central-Eastern parts of the continent**. The remarkable program helps companies that are based on scientific research and deep-tech innovation with various types of knowledge and a strong network. In the program **Design Terminal pays special attention to startups of the Visegrad region**.

X-Europe was launched by five partners that are inevitable in the European startup scene: **TNW, TechChill, F6S, Growth Tribe** and **Design Terminal**, under the EU program **Horizon 2020**.

The first round of X-Europe focused on **HealthTech and BioTech**. This was followed by a cohort focusing on **Agritech**, and then by a cohort of **Artificial Intelligence** and **Machine Learning**. The last three rounds focus on startups related to **Smart Cities & Sustainability**, **SpaceTech** and **Fintech**.

Each round of the 2-year project has 25 startups from different countries, so within this period of time X-Europe will support 150 deeptech companies. The program gives impetus to them to build investor and corporate relationships through training and promotion. X-Europe also aims to help companies and capital move freely across the continent. **All services of the program are free for participants**, thanks to Startup Europe.

X-EUROPE IN NUMBERS FOR THE FIRST 5 COHORTS

- **719 submitted applications**

- **132 companies in the program**

- **400 mentoring sessions**

- **680 individual trainings**

PROJECT DESCRIPTION

With a focus on the Baltics, the Visegrad region and Western Europe, the Horizon 2020 funded X-Europe remote acceleration programme aims to connect deeptech startups with corporations, investment firms, and ecosystem builders. Deeptech startups are based on tangible engineering innovations or scientific advances and discoveries. Usually, such startups have a 'research', 'science', or 'technology' sections on their websites, explaining the scientific foundations of their business.

Within 2 years, X-Europe will identify and support 150 high-potential deeptech companies at different maturity levels and from a mix of developing and developed ecosystems across Europe. The programme offers the selected startups a range of skills and training services, as well as matchmaking and visibility support.

PARTICIPANTS OF THE PROJECT

X-Europe project is run by five partners:

- **F6S** is a European SME and the largest social network for startups in the world. F6S currently supports the majority of the startup ecosystem through deal flow/applications, jobs listings, free services, communication forms, technology transfer infrastructure, and other areas.

- **Growth Tribe** leads the way in adult education, digital re-skilling, and up-skilling. Growth Tribe teaches people and companies to become increasingly data-driven and bridge the gap between rapidly evolving technology and stagnant skills.

- **TechChill** is a non-profit foundation behind organizing TechChill, the biggest startup conference in Baltic countries. TechChill aims to raise international awareness of the Baltic startup scene, support local and Baltic startups, and tech-educate the general population.

- **TNW** is a global media tech company with a focus on Generation T, which enables people and companies to change their world through tech by inspiring and connecting Generation T, through media, intelligence, events, and workspaces.

- **Design Terminal** is an innovation agency in Central Europe which designs tailored innovation programs that address companies' key business challenges. Design Terminal builds "Innovation Champions" through corporate partnerships, talent acceleration and incubation programs.

The programme is divided into six cohorts, each assigned to a specific industry and X-Europe flagship event:

- **Cohort 1** - HealthTech/BioTech

- **Cohort 2** - AgriTech

- **Cohort 3** - Artificial Intelligence and Machine Learning

- **Cohort 4** - Smart Cities and Sustainability

- **Cohort 5** - SpaceTech

- **Cohort 6** - FinTech

6 cohorts in 2 years. Is there one for you?
Click on the date to learn more.

HealthTech, MedTech, BioTech (TNW 2020)	AgriTech (Design Terminal Event 2020)	AI & ML (TechChill 2021)
May – Nov 2020	Oct 2020 – Feb 2021	Jan – May 2021

Smart Cities, Sustainability (TNW 2021)	SpaceTech (Design Terminal Event 2021)	FinTech (TechChill 2022)
May – Oct 2021	Jul 2021 – Dec 2021	Oct 2021 – Feb 2022

TAKE A LOOK AT THE STARTUPS OF X-EUROPE HERE

As a first step deeptech startups are recruited, selected and engaged in the X-Europe community. A deeptech startup's primary product or service must present a scalable deeptech solution/innovation, such as artificial intelligence, machine learning, 5G/6G, big data, quantum computing, blockchain, etc. Calls to apply to be part of a cohort are released to start-ups in each relevant deeptech domain. The 25 most competitive startup applicants in each cohort are given free support from all the X-Europe partners and Startup Europe. The X-Europe portfolio startups enroll in the 5-month programme, which offers:

- skills and training services, mentoring, acceleration

- corporate, investment and talent matchmaking services, and

- visibility, promotion and networking services.

METHOD

- **Matchmaking with investors and corporations**

Through investor matchmaking X-Europe engages investors and public funds in portfolio companies, with a particular focus on supporting cross-border investment opportunities. Investors are not only informed about the participating startups, but they are invited to X-Europe events, so companies are directly and personally connected to funding opportunities.

- **In-person and online training**

A series of in-person and online trainings are delivered, focusing mainly on growth marketing processes that enable start-ups to carry out self-reliant, fast, data-driven work. Training participants have the opportunity to learn from hands-on exercises and examples guided by professional trainers, ensuring tailor-made approach.

- **Access to incubator and accelerator services**

The programme provides a five-day-long sprint for three selected startups at Design Terminal's Acceleration Programme. Through the incubation services, startups have access to physical workspaces and community. Three selected companies in each cohort get a 3-month membership at TNW community spaces in Amsterdam and TechChill's incubation space in Riga.

- **Helping startups gain exposure**

Via programme communication, partners' channels, local, regional and international media coverage, X-Europe provides valuable publicity to startups, creating high exposure. Thanks to diverse and widely visited channels, content about the programme and startup success stories can reach various relevant stakeholders.

- **Giving startups an opportunity to create sustainable business partnerships**

Selected corporations define a unique innovation challenge while startups are invited to offer tailored solutions to these challenges. Companies have the opportunity to publicly pitch their solutions, and after the pitches roundtable sessions are organised for startups and corporations to discuss potential future collaboration.

RESULTS

Until now, the scouting and dissemination efforts allowed to contact over **2,500 companies**, resulted in **719 submitted applications to the first five open calls** and **132 deeptech companies enrolled in the first five cohorts**. X-Europe also delivered four flagship events, organized by the TNW, TechChill and Design Terminal.

Over 400 mentoring sessions were given, and **680 individual trainings** were completed for the first four cohorts. Furthermore, **the community connections and idea exchange fostered by acceleration and incubation services have helped startups find investors, build partnerships and hire talent**. X-Europe has also engaged large numbers of investment stakeholders through network leveraging, events attendance, synergies with programmes and partner activities and direct outreach. **Corporate matchmaking** within X-Europe has been a very successful action, with **a total of 15 innovation challenge meetups** held so far and **a total of 36 corporations engaged in the programme**. As result of the services oriented towards connecting startups to funding, **120 investment firms were engaged through matchmaking and 100 startups were connected to public funding opportunities**.

Design Terminal has been actively involved in building the mentoring session framework. We worked together with more that 20 mentors and 132 startups so far and organised over 400 mentoring sessions for them. Moreover, a combined acceleration service was delivered in the form of **Design Terminal's Acceleration Week** for four cohorts. **The Future of Agritech Online Summit, powered by Design Terminal,** took place in November 2020 and focused on the newest trends and digitalisation of agricultural technologies in the next 5 years. Our next big step is the **Space Terminal Budapest - Online SpaceTech Summit**, a flagship event focusing on Space Tech trends, which will be held on 10-11 November 2021.

MEET THE HUNGARIAN STARTUPS IN X-EUROPE

HealtTech & BioTech:

APPERCELL - High-throughput and data automation arriving in vitro electrophysiology.

Their goal is to revolutionise biomedical research and drug development by commercialising a high-throughput microelectrode array system with automated data analysis platform, which enables faster, safer and more efficient drug discovery, while minimising the need for live animal experiments. They are also specialized in data science projects that help pharmaceutical, medical, biotech and sports technology companies to turn large datasets into business value through clear, affordable and scalable technology processes.

"We loved the idea of participating in TNW2020 and other TNW related conferences, like couch conferences. This allowed us to extend our network and we were also exploring a potential collaboration opportunity with one of the HealthTech & BioTech portfolio companies. X-Europe is a great and equity-free initiative to get connected to the European ecosystem in your field of expertise." Andras Bencsik, Head of Business Development

YOURANASTOMOSIS - Making surgical education data-driven

Their vision is to provide innovation for surgical education across the globe. Our service and products give an option for surgeons as affordable 'take-home simulator', an 'online course' for improving access and democratize novel concept of skill training. They combine cutting-edge technologies for developing a method for the analysis of vessel structures. This enables clear inspection for surgeons how to improve their work. Their case-specific models bring the problem-oriented learning in surgery to the next level. These together give a realistic option for teaching and improving skills solving real problems in cardiac, vascular, plastic, orthopedic surgery and interventional procedures.

"We think X-Europe was a great and comprehensive program to get to know new companies and business opportunities." Noemi Horvath, Project Manager

AgriTech:

AGRONINJA - Providing innovative digital solutions for cattle farmers

They have made a mobile application you can use to weigh your cattle from a safe distance (3-6 meters), so the weighing process becomes stressless, quick and cost-effective. They are able to collect all the measurements in their cloud-based farm management system, so you can monitor and manage your heard easily on your desktop or your smartphone. In addition, they have developed stationary measuring solutions as well.

"The X-Europe programme was an interesting opportunity for us to meet with a wide variety of agritech companies with different difficulties, solutions, motivations and way of thinking. As we are in a later stage, the program was good feedback for us, what we have we done well, and what we could do better. These indications can help to fine-tune our further operation." Tamas Bodnar, CEO

INVENTORI SOLUTIONS - Certification compliant platform for agricultural product-tracking

They are providing a sustainability and food safety compliant web platform for agricultural and food companies, where they can easily monitor their inventory flow and verify their transaction on the blockchain. When connecting an entire supply chain in Inventori, traceability and product tracking are transparent and accessible to end customers too.

"X-Europe provided us with excellent training and mentoring sessions. After benefiting the services of the program, we are actively looking for new partners and customers to scale up in Europe." Mark Ferencvari, Chief Sales and Marketing Officer, Co-founder

SMAPP LAB - Developing automated pheromone traps to detect pests

Their solution is a new wave pheromone trap system that collects data from the field automatically. They combined AI and the traditional pheromone traps to save time for the farmers and give them exact predictions on when is the right time to protect against insects. The farmers only need to visit their own online interface, the traps do everything else.

"X-Europe allowed us to take part in useful trainings, mentoring sessions, workshops and to meet other amazing agritech startups from all around Europe. X-Europe assisted us to connect our startup with international VCs. Overall, we gained valuable contacts and the program helped us to improve SMAPP LAB." Anna Bereczki, Co-founder

AI & MI:

LynxKite - The Complete Graph AI Data Science Platform

LynxKite is the complete graph data science platform designed for data scientists, data analysts as well as enthusiasts to gain insights from BigData using Graph Models with advanced Analytics and AI-ML features, as a result generate more accurate prediction. They also aim to democratize and remove the obstacles of adopting Graph AI in several ways.

"We found the X-Europe accelerator extremely useful due to the comprehensive events, activities and topics very applicable and useful for our startup." Gabor Krivachy, CEO

A few international startup successes:

- One of X-Europe's startups, iLoF secured $ 1M funding to use AI to create a digital library of disease biomarkers and help find Alzheimer's cure. With a patented cloud-based library of 'disease fingerprints', the company is improving screening processes, speeding up drug discovery for complex diseases like Alzheimer's, and shining a light on COVID-19 infection.

- X-Europe's startup SidekickHealth, which operates a gamified digital care platform for multiple therapeutic areas, raised $20M in Series A funding to advance European growth and expand US operations.

- The energy start-up company Fusebox, which is balancing the electricity market and developing a virtual power plant product, brought in €1,3M to grow the team and expand into new markets.

- Agrivi, €4M https://www.agrivi.com/news/agrivi-secures-4-million-eur-for-further-expansion-of-its-global-leading-farm-management-software/

- Hargol FoodTech, €3M, https://www.trendlines.com/sirius-venture-co-leads-3m-funding-in-grasshopper-protein-producer-hargol/

- BaseTracK has raised the first external funding, €1M debt and $1M seed investment, to scale its Fuel Economy service for heavy-duty trucks and to launch the adoption of existing all-weather automated driving technology on heavy-duty trucks. BaseTracK | LinkedIn

Read about other startup success stories on the website of X-Europe!

Click to listen to the X-Europe 'Founder's Journey' 6 part podcast mini-series!