



**GLOBAL
INCUBATOR
NETWORK**
AUSTRIA

**ADVANTAGE
AUSTRIA** WKO

GO HONG KONG

STARTUPS
2023

ABOUT GIN

The **Global Incubator Network Austria** (GIN) is the connecting link between Austrian and international startups, investors, incubators and accelerators with a special focus on startup hotspots in the fast-growing markets of Asia (Mainland China, Hong Kong, Singapore, Japan, South Korea and Israel). As a single point of contact, GIN offers customized services for national and international partners.

GO ASIA: We bring Austrian startups to the world's most innovative startup hubs, help them to build networks with international strategic partners and provide them with essential know-how in terms of market entry and global expansion – strategically and financially.

GO AUSTRIA: GIN is aimed at Asian startups who want to internationalize and seek to further develop their business activities in the EU-market via Austria. A hand-selected mentor supports the startup in order to find the right collaboration partners (corporates, investors,...) and to receive valuable market insights.

Also addressed are investors and accelerators from Austria and the GIN target regions. We offer investors the internationalization of existing investments, access to international startups and new investments as well as networks with private and public co-investors. Accelerators can benefit from hosting our most promising pre-selected Austrian startups and facilitate the internationalization efforts of their startups via our GO AUSTRIA program or through one of our GIN partner incubators.

Initiated by the Austrian Federal Government and managed by the public agencies AWS (Austrian Promotional Bank) and FFG (Austrian Research Promotion Agency), GIN offers an international network of key players in innovation and finance that fits your individual needs.



INQUIRIES



GLOBAL INCUBATOR NETWORK AUSTRIA Chiara WITZEMANN

Program Manager – GO ASIA
*For outgoing startups, international investors,
incubators & accelerators*

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ABOUT ADVANTAGE AUSTRIA

ADVANTAGE AUSTRIA is the trade promotion organisation of the Austrian Federal Economic Chamber. With more than 100 offices in over 70 countries, it provides a broad range of intelligence and business development services for both Austrian companies and their international business partners.

With its extensive network, Advantage Austria connects Austrian companies to global partners, creating access to markets, innovation and technology. It works to generate more international business opportunities by promoting the products and services of Austrian businesses around the world, by helping companies and organisations outside Austria to build strong relationships with Austrian companies and by promoting Austria as a place to invest in. Other services provided by Advantage Austria range from introductions to Austrian companies looking for importers, distributors or agents to providing in-depth information on Austria as a business location and assistance in entering the Austrian market.

For more information visit:
www.advantageaustria.org

**ADVANTAGE
AUSTRIA** WKO



INQUIRIES



**ADVANTAGE
AUSTRIA** Hong Kong

Jennifer VEIGEL

Head of Advantage Austria Hong Kong

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**MEET OUR
STARTUPS**

ECOLYTE

Sustainable energy storage inspired by nature

LOGO



COMPANY
Ecolyte GmbH

SECTOR
Energy Technology & Generation

STAGE
Pre Seed

WEBSITE
www.ecolyte.at

DATE OF INCORPORATION
01/2022



CEO
Stefan SPIRK

WANTED
Corporates, Investors /
Venture Capitalists / Business Angels

CURRENT TARGET RAISE
n/a

CONTACT DETAILS
stefan.spirk@ecolyte.at

SERVICE DESCRIPTION

Ecolyte develops and provides redox-flow battery technology for large scale stationary energy storage systems of up to and over 500 kWh. Their unique design uses biobased, inexpensive and non-toxic material in all components as well as patented, sustainable electrolytes. In particular, residual materials from the pulp and paper industry and from agriculture are made accessible for use as ecologically sustainable energy storage through a specially developed process. Ecolyte have succeeded in utilizing the flavouring agent vanillin in a redox flow battery as electrochemically active components. The novel membranes/separators are also a breakthrough, giving the technology a cost-competitive advantage.

CORE CAPABILITIES

(TECHNOLOGY, COMPETITIVE EDGE)

Ecolyte provides a truly bio-based solution for large scale energy storage and conversion systems. By using exclusively used bio-based feedstock from waste streams for the manufacturing of their battery systems, they differentiate themselves from the competitors. The major advantage over conventional battery types is that the energy is stored in a liquid electrolyte whose storage capacity can be increased as desired simply by increasing the tank volume. The power of the battery can also be easily scaled via the number of cells. The developed technology helps to ensure any countries security of supply in terms of electricity supply, as the batteries are ideal for backup storage of wind and solar energy.

PERFORMANCE | TRACTION

- Ecolyte already has completed the planning phase of their first pre-commercial battery system and are further developing the technology, which is already both environmentally sustainable and affordable.
- They already received the first letters of interest for large scale energy storage systems.
- Additionally, Ecolyte is involved in an AI guided battery design project of the European Innovation Council, which will cover the development costs of their patented battery system.

FOUR PANELS

The medTech platform that combines AI & knowledge

LOGO



COMPANY
Four Panels GmbH

SECTOR
Big Data, Artificial Intelligence

STAGE
Pre Seed

WEBSITE
www.fourpanels.net

DATE OF INCORPORATION
09/2016



PROJECT MANAGER
Andreas DOBOS

WANTED
Corporates, Investors /
Venture Capitalists / Business Angels,
Potential Customers, Collaboration
Partners (e.g. Joint Venture), Business
Partners/Clients (e.g. Distributors,
Manufacturers)

CURRENT TARGET RAISE
n/a

CONTACT DETAILS
andreas.dobos@fourpanels.net

PRODUCT DESCRIPTION

Four Panels is the world's first medical platform that combines the interdisciplinary knowledge of physicians with artificial intelligence to significantly increase the probability of correct diagnoses and therapies. It offers a secure communication network, provides information on comparable cases and topics, discussion forums and international and interdisciplinary collaborations. Through AI assistance, medical professionals using Four Panels can quickly find and correspond with specialists relevant to a case and increase the likelihood of fast and accurate diagnosis. The product helps healthcare workers to share their knowledge and communicate to improve patient care and enables a quick second opinion.

CORE CAPABILITIES (TECHNOLOGY, COMPETITIVE EDGE)

With their technology, they provide patients with a fully fledged second opinion, which can save lives. Unlike other competitors that merely cover sub-areas of their product, Four Panels offers an all-encompassing solution. The platform is unique in its orientation by providing a holistic interdisciplinary approach. It is fully DSGVO compliant to ensure privacy and data security. The competition focuses on knowledge exchange among physicians and sees itself more as a learning platform and is usually not available in a digital app. Another key differentiator is their commitment to agility. Four Panels constantly evolve and adapt their solution to meet the needs of their target group.

PERFORMANCE | TRACTION

- Four Panels platform is already operational and delivering results, showcasing their dedication to providing a functional and effective solution to their customers.
- Four Panels platform is already operational and delivering results, showcasing their dedication to providing a functional and effective solution to their customers.
- As part of their expansion plans, Four Panels is diligently preparing to introduce their innovative product into the first large hospital, solidifying their position in the healthcare sector.

MUSIC TRAVELER

Connect Musicians with available spaces worldwide

LOGO



MUSIC TRAVELER

COMPANY

Music Traveler GmbH

SECTOR

Creative Industries, Marketplace,
Productivity SaaS, Tourism & Hospitality

STAGE

Seed

WEBSITE

www.musictraveler.com

DATE OF INCORPORATION

06/2016



CEO

Julia RHEE

WANTED

Corporates, Investors /
Venture Capitalists /
Business Angels, Potential Customers

CURRENT TARGET RAISE

EUR 2.5 Mio.

CONTACT DETAILS

julia@musictraveler.com

PRODUCT DESCRIPTION

Music Traveler is a marketplace platform aiming to centralize spaces with musical instruments and equipment for the creative industry, via gathering spaces for all levels and types, sizes, and activities of music. You can find types of spaces like stadiums, recording & rehearsal studios, concert halls, live music venues, museums, palaces, churches, castles, theatres, outdoor performing spaces, festival grounds, arenas... etc all the way to someone's living room with an instrument or equipment. World-renowned ambassadors include Billy Joel, Hans Zimmer, Sean Lennon, Yuja Wang, Adrien Brody, and John Malkovich, just to name a few.

CORE CAPABILITIES

(TECHNOLOGY, COMPETITIVE EDGE)

Music Traveler offers a reservation calendar system, dynamic payment system, automated invoicing system, transaction notifications, coupon management, and RFP operating system for venues, and spaces (Hosts). These product features help profit maximization and added marketing capabilities while enabling operating budget reductions for the hosts. Based on the comprehensive digital features offered by Music Traveler's hosts, the customers (Users) booking the spaces on Music Traveler automatically receive reflected benefits. Such as payment digitalization, transaction notifications, and adjustments. In addition, each booking is covered up to 100k, through Music Traveler's exclusive insurance partner.

PERFORMANCE | TRACTION


- Music Traveler has achieved great success in establishing over 1000+ networks of venues and creative spaces with over 10,000+ transactions to date. They have expanded their presence in numerous cities and 26 countries and their platform has earned the endorsement of renowned artists and the music community.
- EUR 1.4 m pre-seed, seed funding enabled the company's first product launch and business activities in Austria, Germany, and Switzerland.
- Music Traveler is particularly well suited for the Asian market, given the region's burgeoning music industry, rising demand for creative spaces, and the platform's accessibility to Asian musicians, and performing artists.
- This startup has already registered trademarks to protect the brand name and logo.

PROPXX

Virtual, immersive 3D worlds for real estate

LOGO



COMPANY PropX GmbH		SECTOR Real Estate & Construction, Creative Industries, Virtual Reality & 3D Digital Twins
STAGE Early Stage	WEBSITE propxx.com	DATE OF INCORPORATION 09/2021
 CO-FOUNDER Florian HUEMER		WANTED Corporates, Potential Customers, Public Institutions
		CURRENT TARGET RAISE EUR 600K
		CONTACT DETAILS florian@propxx.com

PRODUCT DESCRIPTION

PropXX ingeniously combines an extensive array of numerous 3D services for real estate ecosystems in one multifaceted product. They adeptly create intricate digital 3D twins of new, visionary buildings at both project and city levels. They also meticulously recreate virtual buildings and entire city districts, providing invaluable tools for property developers, and offer an expansive spectrum of traditional 3D solutions. These include not only immersive 3D virtual tours of planned real estate, but also encompasses the design of big-scale 3D urban city developments along with the design of the surrounding real-world infrastructure for any location in the world. PropXX empowers property developers and city planners to effortlessly present their projects in stunning virtual reality, concurrently enabling real estate developers and city councils to communicate the inherent value of planned big-scale development projects to investors and public stakeholders alike.

CORE CAPABILITIES (TECHNOLOGY, COMPETITIVE EDGE)

PropXX distinctively sets itself apart from competitors by harnessing its innovative 3D technology, delivering an unparalleled superior immersive AVATAR user experience, and offering fully customizable features, exemplified by their remarkable real-time configurator of apartments and buildings. This distinctive suite of products not only meets but surpasses the most stringent industry standards, establishing a competitive advantage, both in terms of functionality and exceptional performance. In an impressive stride further, they go beyond conventions, extending tailored geo-specific 3D solutions for any conceivable location across the globe, powered by their formidable partnerships with industry titans Microsoft, Cesium, NVIDIA or UNREAL.

PERFORMANCE | TRACTION

- PropXX has made already 6-digit sales.
- They have 30+ clients, including DAMAC (Dubai), KAFD (Riyadh), Raiffeisenbank International (AT), S+B Group (AT), EHL or RE/MAX Solutions, and big non-profit housing organizations like "GWS Wohnen".
- PropXX strategically aims to enter the Asian market in 2024. The plan includes comprehensive market research, local partnerships with Real Estate Developers, aligning products with cultural and regulatory norms, and focused marketing for brand visibility.
- Through VR Experiences every product can be tailored to the region's specific needs and individually address any specific location in Asia.

ROOFSEC

World's first B2B fully automated flat roof monitoring

LOGO



COMPANY
roofSec GmbH

SECTOR
Real Estate & Construction, Sensors

STAGE
Seed

WEBSITE
www.roofsec.com

DATE OF INCORPORATION
10/2016



CEO
Thomas STADLER

WANTED

Corporates, Investors /
Venture Capitalists / Business Angels,
Potential Customers, Collaboration
Partners (e.g. Joint Venture), Business
Partners/Clients (e.g. Distributors,
Manufacturers), Public Institutions

CURRENT TARGET RAISE
EUR +500K

CONTACT DETAILS
thomas.stadler@roofsec.com

PRODUCT DESCRIPTION

RoofSec has ingeniously pioneered a one-of-a-kind and exceptionally effective system tailored to safeguard buildings adorned with flat roofs from the relentless threat of water damage. This visionary hardware-software amalgamation births a revolutionary approach, facilitating unceasing surveillance of roofs for potential leaks, deploying an advanced leak detection and pinpoint localization algorithm, and furthermore, propelling the realm of maintenance into the realm of anticipation through cutting-edge predictive maintenance techniques. This all-encompassing solution stands testament to roofSec's unwavering commitment to not only rectify an issue but to transcend and preempt it, reshaping the landscape of building protection with a mere glimpse into the future.

CORE CAPABILITIES

(TECHNOLOGY, COMPETITIVE EDGE)

They stand as the sole producer that seamlessly amalgamates all pertinent characters within a singular, comprehensive system: encompassing monitoring, leak detection, and forward-looking predictive maintenance. Another significant facet of their offering lies in the rapid plug-and-play installation, which is further complemented by the inherent advantage of fully automated evaluation—a process meticulously executed by their algorithms with remarkable precision and devoid of any human interaction. This synergistic combination of innovation and practicality truly sets them apart, redefining industry standards and reimagining the future of building protection.

PERFORMANCE | TRACTION

- RoofSec has been recognized as a pioneer, winning several prestigious awards for its groundbreaking product and innovative solution.
- Without initially raising any capital, RoofSec have secured Austrian and international patents, including the UK and Germany, solidifying their position as a global leader.
- Furthermore, their trademark is registered throughout the EU, providing exclusive protection for their brand and products.
- The challenges posed by the Covid-19 crisis and the ongoing recession were substantial. Yet, RoofSec's commitment to innovation and excellence remained unshaken. They attracted investors who shared their vision and commitment, raising more than 200,000 Euros.

SAPHENUS

The Feeling Prosthesis – a Bionic Feedback System for Amputees.

LOGO		
		
COMPANY SAPHENUS Medical Technology GmbH		SECTOR BioTech & MedTech
STAGE Early Stage	WEBSITE saphenus-med.com	DATE OF INCORPORATION 05/2016
 <div>CEO Rainer SCHULTHEIS</div>		<div>WANTED Potential Customers, Collaboration Partners (e.g. Joint Venture), Business Partners/Clients (e.g. Distributors, Manufacturers), Public Institutions, R&D Institutions (Universities, Laboratories, etc.), Other</div> <div>CURRENT TARGET RAISE n/a</div> <div>CONTACT DETAILS rainer.schultheis@saphenus.com</div>

PRODUCT DESCRIPTION

PERFORMANCE | TRACTION

SURALIS, the innovative sensory feedback system by SAPHENUS, empowers amputees to enhance their prostheses with advanced walking movement sensors and precise vibration feedback controllers. The revolutionary sensor sock allows the system to be fitted to any type of prosthetic foot. It adeptly registers and transmits essential sensory information derived from walking to the wearer through the prosthetic limb via gentle, non-invasive vibrations. This ground-breaking gait feedback not only effectively reduces phantom pain in the wearer but also significantly augments walking stability, ultimately improving overall mobility.

- Saphenus raised 2 Mio. EUR in capital. They are accelerating their efforts to create transformativ healthcare solutions that benefit individuals and societies alike.
- They have five internationally protected patents.
- Saphenus won awards around the world: Sensors - Good Design Award in Chicago in 2019, the Born Global Champion Award in 2021, and EY Scale Up Bronze in 2023. These awards validate their commitment to excellence and innovation.
- This startup established R&D labs in Tunisia and Ethiopia.

CORE CAPABILITIES

(TECHNOLOGY, COMPETITIVE EDGE)

SURALIS by SAPHENUS is the world’s first medical product that fights phantom pain. The patented sensor sock symbolizes the pioneering realm of „feeling-leg prosthetics,“ marking a monumental stride for amputees worldwide. This ground-breaking innovation effectively addresses the two paramount challenges of phantom pain and gait instability, while seamlessly facilitating a near-natural return to walking. Notably, its remarkable affordability, user-friendliness, and non-invasive approach further distinguish Suralis from competitors, setting an unprecedented and remarkable new standard in the field.

SILANA

The very first automated sewing robot,
revolutionizing the trillion dollar apparel industry

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PRODUCT DESCRIPTION

Silana occupies a groundbreaking position as the premier provider of an entirely automated sewing solution, seamlessly deployable across diverse production environments. Their solution revolutionizes the trillion dollar apparel industry sustainably and economically. Setting a new global standard, their cutting-edge machine achieves the extraordinary task of meticulously crafting comfortable T-shirts from fabrics, all without resorting to chemical agents or intrusive methodologies. This pioneering fusion of automation and eco-consciousness heralds a transformative chapter in textile production, where innovation intertwines with sustainability. Silana’s revolutionary stride redefines industry paradigms, paving the way for a future where efficiency and environmental responsibility harmoniously coexist.

CORE CAPABILITIES (TECHNOLOGY, COMPETITIVE EDGE)

Through optimizing the manual labor aspect within textile manufacturing, Silana not only enhances working conditions and expedites textile deliveries but also democratizes production for smaller manufacturers, thereby advancing industry sustainability. This comprehensive strategy simultaneously elevates product quality and trims production costs. Silana’s groundbreaking approach revolutionizes textile manufacturing, paving the way for enhanced efficiency and positive industry-wide transformations. With their solution the production of clothing can be speed up 4x faster. Additionally, it saves 74% costs and reduces 53% of CO2 emissions.

PERFORMANCE | TRACTION


- The company’s founders were able to secure an impressive EUR 700 in preseed grants, a testament to the strength of their idea and fully working prototype.
- Silana already established a collaboration with Austria’s biggest fashion retailer Fussl Moderstraße for their first pilot factory in 2024.
- Furthermore, the company collected Letters of Intent with value of over EUR 4 Mio. from fashion retailers and fashion producers.
- They have established a network of more than 200 producers with whom they will collaborate prospectively.
- Silana has 6 utility patents filed on Germany.

VALUTICO

Valutico is an integrated, end-to-end equity valuation platform

LOGO



COMPANY Web Value GmbH		SECTOR Business & productivity solutions, Big Data, FinTech & InsurTech
STAGE Growth	WEBSITE www.valutico.com	DATE OF INCORPORATION 11/2014
 <p>CEO Paul RESCH</p>		WANTED Corporates, Investors / Venture Capitalists / Business Angels, Potential Customers, Collaboration Partners (e.g. Joint Venture)
		CURRENT TARGET RAISE EUR 5-10 Mio.
		CONTACT DETAILS s.karner@valutico.com

PRODUCT DESCRIPTION

Fin-tech startup Valutico offers an integrated, cloud-based equity valuation platform that accelerates business valuations by 50% or more. It combines leading valuation methods with advanced algorithms, simplifying the process. Valutico aids clients, especially in advisory, investment, and corporate sectors, by automating complex financial data handling, letting experts focus on core analysis. It includes modules for private/listed enterprises, a marketplace, valuation services, and training. The newly launched “ValutECO” module adds ESG factors to valuations, boosting accuracy. Valutico streamlines processes, enhances data reliability, engagement, and reduces valuation risks for professionals.

CORE CAPABILITIES (TECHNOLOGY, COMPETITIVE EDGE)

Unlike its competitors, Valutico has embraced an accessible, web-based, and scalable solution. This empowers clients with an intuitive yet robust self-learning tool, enabling efficient and methodologically precise business valuation analysis. The platform employs a standardized, algorithmic approach, focusing on private market valuation, drastically reducing valuation time from weeks or days to mere hours or minutes, often handled by a single individual. Valutico boasts:

- Over 50% acceleration in business valuation procedures
- Seamless digital end-to-end valuation processing
- Provision of dependable, high-quality data
- Enhanced client engagement
- Mitigated risk in business valuation endeavours.

PERFORMANCE | TRACTION

- Currently Valutico globally distributed team serves around 600 national and international clients in over 80 countries including the APAC region .
- On the sales side, they are currently at an ARR of EUR 3m.
- In 2022, Valutico could secure up to EUR 6m in pre-Series A funding to propelling their growth.
- Introduction of multi-channel GTM strategy, leading to rapidly increasing number of inbound opportunities.
- Valutico closed first enterprise deals with Standard Chartered Bank in Singapore and Erste Bank in Austria. In addition, partnerships with academia and expert networks (eg: ISCA, BVA, AVA, ACCRA and IMDA) have been established in order to further increase brand awareness and trust.

GIN SERVICES FOR INVESTORS

**ARE YOU A PRIVATE EQUITY INVESTOR,
A VC FUND OR A BUSINESS ANGEL?
GET ACCESS TO AUSTRIA'S TOP STARTUPS AND
CONNECT WITH LOCAL AND INTERNATIONAL
INVESTORS THROUGH GIN.**

GIN takes a fresh approach to new investments and offers customized services for investors interested in Austrian startups.

**CO-INVESTMENT & PITCHING EVENTS AS
WELL AS MATCHMAKING SERVICES**

GIN preselects the most promising startups to match with your individual investment profile. Get insights into the Austrian equity market and find potential co-investment partners.

USE LEVERAGE

Investments in Austrian startups can be enhanced by co-investments under several public equity programs and by additional loan financing.

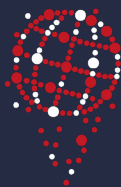
NETWORKING EVENTS

Exchange your knowledge and experience at our exclusive events and become part of our network with more than 350 Business Angel and all Venture Capital funds operating in Austria.

WHY INVEST IN AUSTRIA?

- A fluid equity market facilitates attractive transactions with Austrian & European startups
- Benefit from a great number of funding programs
- High political stability and a reliable legal system ensures a business-friendly environment
- Ideal test market due to multifaceted demographics
- Easy access to more than 600,000 startups in Europe





**GLOBAL
INCUBATOR
NETWORK**
AUSTRIA



**GLOBAL
INCUBATOR
NETWORK** AUSTRIA

Chiara WITZEMANN

Program Manager – GO ASIA

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**ADVANTAGE
AUSTRIA**
HONG KONG

Jennifer VEIGEL

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