



LABS
OF
LATVIA

JUN
2015

DEALFLOW FROM LATVIA

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InSelly – marketplace for Instagram

About: Small/medium offline retailers, crafters and individual merchants get a fully functional mobile optimized online store on top of their Instagram accounts with a few minutes in a couple of clicks.

Traction: 4500+ registered sellers, +18% monthly user base growth, multiple daily transactions through the platform.

Funding: Part of Startup Sauna, raising a €250K seed round to accelerate growth.

Reach out: Ksenija Rostova, CEO,
<https://lv.linkedin.com/pub/ksenija-rostova/37/486/140>



BranchTrack – flight simulation for salespeople

About: BranchTrack is changing how corporate training works through an elaborate yet very user-friendly customer simulations platform.

Traction: customers include KPMG, HP and Etihad Airways. Among top3 Nordic startups at Arctic15 .

Funding: Joined Seedcamp earlier this year, now raising a € 500K seed round.

Reach out: CEO Sergey Snegirev
(sergey@branchtrack.com) // Twitter: [@branchtrack](https://twitter.com/branchtrack)



MaxTraffic – turns abandoning visitors into customers

About: With MaxTraffic companies can show targeted messages to bouncing visitors and influence their behavior - asking to check out a special promotion, subscribe to a newsletter, or leave their contact info.

Traction: During last year, MaxTraffic has attracted 50+ clients.

Funding: Raising a € 500K seed round for further growth

Reach out: Kristaps Mors,
www.linkedin.com/in/kristapsmors



Conelum – makes mandatory daily tests in dairy industry up to 30x faster

About: quantitative microbiological diagnostics kit based on Conelum proprietary technology. Targeting Europe and CIS dairy products market, also aiming at larger markets in Americas.

Traction: 4 dairy manufacturers in EU enlisted to use as soon as certification process is complete

Funding: € 500K seed in late 2013 commitment for VC from Imprimatur Capital. Raising € 500K smart money for product development and market expansion.

Reach out: CEO <https://lv.linkedin.com/in/aadamovitch/ru>

Slides: [here](#)



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Koatum – 0% implant rejection risk, 2x faster healing

About: unique double coating for implants

Traction: Partnership with London Royal Orthopaedic Hospital to proceed to final clinical trial

Funding: Raised over €100K, looking for additional € 600k to deliver a market-ready product and re-shape the implant coating industry.

Reach out: Sergey Jakimov

<https://lv.linkedin.com/pub/sergey-jakimov/21/36a/210>

Slides [here](#)



ET Tech – HR platform to assess skills based on eye movements

About: B2B SaaS platform for HR and recruiting, which assesses professional competence using person's eyes' movements.

Traction: still in development

Funding: Raised €10K, looking for €150K seed investment to finish the product

Reach out: <https://angel.co/ettech/>, CEO [Vladimir Egorov](#)



Spatial Initiatives – next generation precision rangefinders for 3D imaging and survey instruments

About: Developing next generation precision rangefinders for 3D imaging and survey instruments using only recently available multi-pixel photon-counting detector technologies.

Traction: Positive feedback has been received from recognized companies in 3D scanning GIS and survey instrument markets, an area shown to have a 14% CAGR over the past 10 years. A proof-of-concept bench system is planned for completion in Autumn 2015.

Funding: Raised € 200K in early 2013, looking for additional €500K to finish the product, establish it and enter the market.

Reach out: <https://angel.co/spatial-initiatives>



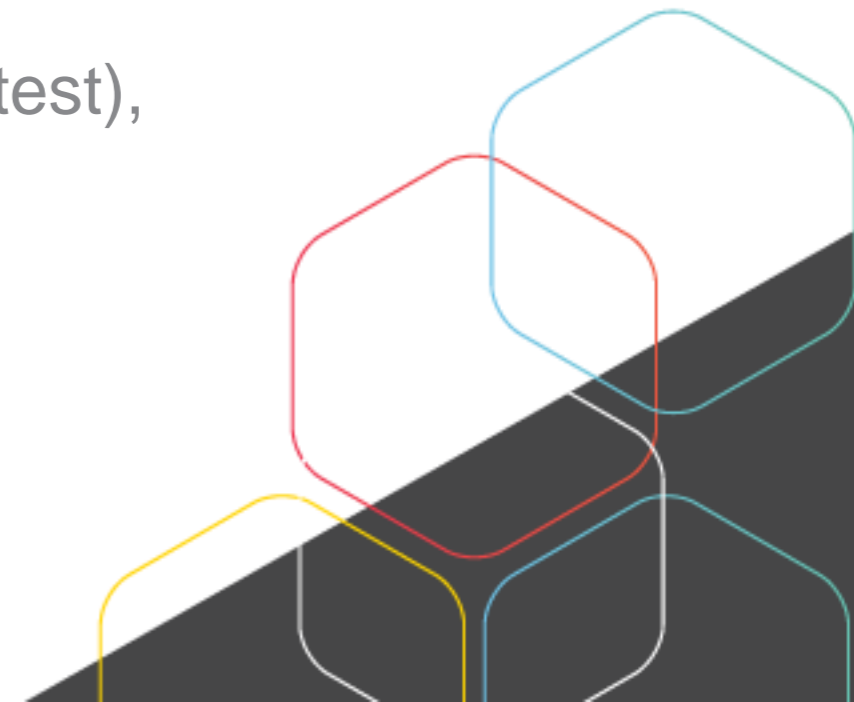
PranaJet – breathing game for stress management

About: gadget for stress management by breathing using unique biofeedback method. Users will play breathing games designed for stress management on their smartphones. Game is controlled by breathing with the help of a gadget.

Traction: agreement with Orrb.com about integration of our device into capsule for positive work culture. Test arranged at Baltic International Bank in autumn 2015.

Funding: Raising pre-seed investment of €50K (trial test), and seed investment of €150K (production)

Reach out: <https://lv.linkedin.com/in/lapkis>





Trip.Center – travel planning app without defined user paths

About: A simple yet robust unified framework to encompass the entire planning process, which gives users complete freedom in the way they create, arrange, and visualize their trip plans – no required or blocking fields, no “preferred user paths”

Traction: Completed the MVP, conducting first marketing tests and moving towards a full beta (to be released in early autumn 2015)

Funding: Imprimatur Capital funded MVP, now raising a € 300K seed round to grow the user base, commercialize the free consumer version, build and launch subscription-based business version.

Reach out: [Andrii Shekhirev](#) directly, as well as on [AngelList](#) and [CrunchBase](#)

Investor section: <http://www.trip.center/invest>



Nano55 – one-step production of carbon nano tubes (NCT)

About: The simplest, fastest and cheaperst CNT production method

Traction: Low costs will allow us to take part of 1,14 bln USD yearly market very quick (according to market research – it will grow till 3,42 bln USD in 2022). Online CNT prices comparison with our potential sales price shows, that company have to become profitable till the end of first year.

Funding: 5 businessmen (Business Angels Club) invested in first synthesis, Raising € 1.023M to produce the CNY furnace and promote it to customers.

Reach out: aleksandrs.stupans@pdfbaltic.lv Mobile +371 29556077 Slides [here](#)



Adaplab –software for industrial controllers in oil, gas and wind farm industries.



About: Key advantages are self-tuning function that works even under intensive external disturbances, in real time and without personnel assistance. After successful yard tests in oil drilling process (the technology worked 3X faster and 2X more efficient than competing solution)

Traction: signed first partnership agreement with oil drilling company from the US to develop first software product for their equipment. There are talks with several other companies in Oil&Gas Industry.

Funding: Raising €150K for software development, entering new industries

Reach out:CEO: Raivis Nikitins <https://lv.linkedin.com/in/raivisnikitins>

Slides [here](#), video [here](#)



Eventech – high-precision timing electronics



About: Positron Emission Tomography (PET), flow cytometry, airborne un space lidars, time synchronization and time transfer research, space applications, and for any other applications, where extremely precise event timing and signal processing is necessary.

Traction: Currently Eventech produce electronics for Satellite Laser Ranging (SLR) purposes and hold more of the 50% worldwide market, with clients come from Europe, Asia, USA, Russia and other countries. Actively looking for new technology applications.

Funding: Private. Looking for smart money to expand into new technology applications.

Reach out: aleksandrs.stupans@pdfbaltic.lv Mobile +371 29556077



DexLab – turns chemical waste into dextran



About: allows to produce dextran from natural, cheap and widespread materials, one of which is considered chemical waste. The by-product produced from dextran synthesis by DexLab method is non-toxic waste that is easily disposed.

Traction: In process.

Funding: Raising €200K in two rounds (€50K pre-seed and €150K seed round)

Reach out: CEO: <https://www.linkedin.com/in/davidkonovs>



Nano Ray-T – all types of carbon nanotubes with extreme 99.5% purity

Traction: In collaboration with 2 producers of 3D-printing materials (CA & USA), has started to develop new generation of materials with CNTs as a unique element. Companies have carried out all the necessary tests and will start implementation in 3D material test samples.

Funding: Funding: Raising €50K (pre-seed for FTO, Preparation for testing & certification, Marketing & Promotion materials for potential customers) and €150K (seed investment for further integration with clients' production line).

Reach out: CEO Maryna

Petrychenko <https://www.linkedin.com/profile/view?id=217838483...> (
m.petrychenko@gmail.com, +37127624536,
Skype:marina.petrychenko), **Video** [here](#)



Snowision – measures snow cover in ski resorts

snowision

About: automatic sensor system to monitor snow cover in ski resorts, offers 50% cost savings on artificial snow

Traction: finished prototype outdoor tests in Finland, now developing a market version with partners in France – expert in ski resorts “Dianeige”, potential customers among ski resorts and Meteo France.

Funding: Raising € 200 K to develop product market version (software, certification and marketing materials), and start first sales

Reach out: CEO Aleksey Korabovsky, aleksey@snowision.com Skype: Aleksey Korabovsky
Mob. [+371 29809104](tel:+37129809104)



Mahydy– new technology for anti-corrosion treatment of structural steel



About: The developed equipment is better than existing hot-dip galvanizing lines for the following reasons: it reduces bath maintenance costs 6X, reduces payback period till 2-3 years, improves the environmental friendliness of production, allows you to use not only zinc, but also aluminum.

Traction: alpha prototype confirms scientific and technical soundness. Patent analysis confirmed the patentability of the technology

Funding: Raised €150L, raising € 500K to build industrial line prototype, pilot with signed up test customers, implement demonstration sales.

Reach out: Runova Ekaterina
(runova@mahydy.com), <https://ru.linkedin.com/pub/ekaterina-runova/52/a9...>



Socialphotos - connects brands with user-generated content



About: A web solution eliminates UGC management pain for the brands, making it easy to aggregate, store, organize and display content from social networks.

Traction: Customers include Click&Grow, iStabilizer, ZeroUV, DistilUnion and Blink 182.

Funding: Looking for smart money or representatives to help build their partner presence in Asia region.

Reach out: max@socialphotosapp.om or via LinkedIn <https://www.linkedin.com/in/sadurskis>



Game as a Service

About: A game startup in stealth mode is creating a highly social mobile games as a service. Currently developing the first game prototype for iPad.

Funding: raising €50K pre-seed round to launch the first playable game on App Store.

Reach out: co-founder Igor Buhovec [linkedin.com/in/igorbuhovec](https://www.linkedin.com/in/igorbuhovec)



[Reach.ly](#) - engages e-shop visitors in real time



About: empowers e-retailers with information about individual behavior of a visitor and provide tools to engage in real-time.

Traction: Fully operational for several years, growing steadily

Funding: always on a lookout for angels with SaaS or e-commerce background who could help with their experience and network.

Reach out: CEO [Ernests Stals](#), ernests@reach.ly



Q&A



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Thank You!