



Executive Agency for SMEs

International Private Equity Market 2017

25-27 January, Cannes

35 innovative companies for your investments





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Dear IPEM Participants,

The Executive Agency for Small and Medium-sized Enterprises (EASME) was set up by the European Commission to manage a number of EU programmes. EASME awards grants worth several hundred million euros per year to European companies and organisations in the area of innovative SMEs (all sectors), Energy, Environment and Maritime affairs.

We are very pleased to participate in the 2017 edition of the International Private Equity Market. We bring with us 35 high-flying, innovative companies. They are all supported by the Enterprise Europe Network and/or the European Union's very competitive SME-Instrument grant scheme or the Eco-Innovation programme. These companies represent some of the best investment opportunities in small companies in Europe.

Since our programmes support many projects that are very close to market, we are keen to help "our" companies find the investments they need for a successful market entry. Linking up with you, the investor community, is therefore a strategic choice for us.

In turn, we bring added value by offering you to choose highly qualified projects, based on their potential. We organise a very competitive selection process where external experts assess both the technical and market value of each proposal. In some ways, this can be seen as "filtering" particularly high quality proposals that you can easily find on our website, on an interactive map of the SME Instrument champions.

We are also proud to support the Enterprise Europe Network, the world's largest support network for small and medium sized enterprises (SMEs) with international ambitions. It has 3 000 experts across 600 member organisations in more than 60 countries. Our member organisations are experienced in mobilising private investors at local, regional and national level and we would like that IPEM offers you the opportunity to be put in touch with the EEN. The Network can connect you to valuable business projects and invite you to pitching sessions they organise.

I wish you all a successful IPEM 2017 and I look forward to the outcome of this event that is a new start for establishing an investment environment that is lean and efficient for European companies and for you as investors.

Marco Malacarne
EASME Acting Director



EASME at IPEM

Get to know our companies

EASME and the Enterprise Europe Network have selected 40 high-flying, innovative companies which we have brought to IPEM. They are all supported by the Network and/or the European Union's highly competitive SME-Instrument grant scheme or the Eco-Innovation Programme. These companies potentially represent some of the best investment opportunities in small companies in Europe.

Right now, you are looking at the detailed catalogue with individual profiles of each of the 35 companies. Furthermore, EASME organises **two pitching sessions** - Healthtech (25/1 at 16:30) and Fintech (26/1 at 16:30) which you are very welcome to attend.

If you want to meet some of these companies, just pay a visit to our stand and we will put you in touch with their representative at the event. The "Entrepreneur Happy Hour" – sponsored by EASME - on 25/1 at 17:30 is another good opportunity.

The Enterprise Europe Network

The Enterprise Europe Network is the world's largest support network for small and medium sized enterprises (SMEs) with international ambitions. It has 3 000 experts across 600 member organisations in more than 60 countries. Member organisations include chambers of commerce and industry, technology centres, and research institutes. The Network helps companies innovate, manage innovation processes efficiently and enter new markets abroad. It also connects companies with investors. At EASME, we can put you in touch with Enterprise Europe Network experts in your region. Some of these experts from France, Italy, Greece and UK are present at our stand.

The European Investment Profile Portal

The European Investment Project Portal (EIPP) was established by the European Commission in order to provide greater transparency about EU investment opportunities. It is part of the Investment Plan for Europe and is designed to support investment in the real economy. The Portal offers private and public project promoters in the EU a convenient way to boost the visibility of their investment projects. EIPP show-cases these projects in a structured, user-friendly way and attracts investors worldwide. Meet the people in charge of this portal at our stand!

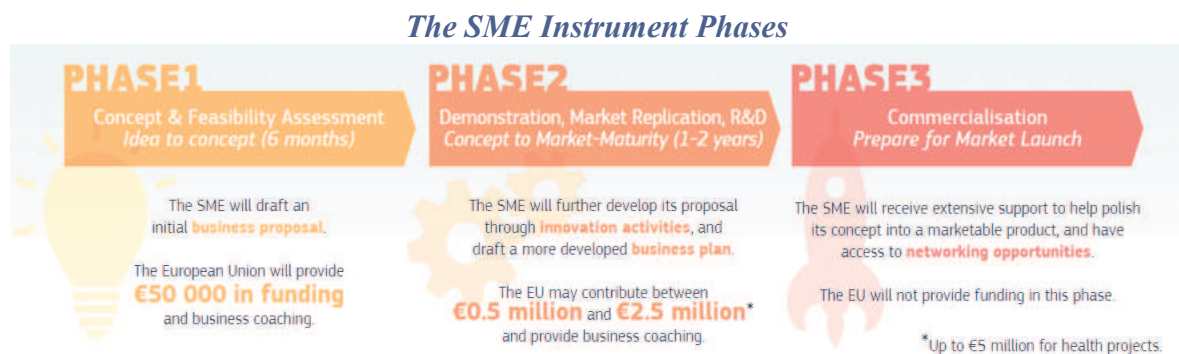
Our stand at IPEM

To meet our companies outside the pitching session, or to learn more about EASME, the Enterprise Europe Network or the European Investment Project Portal, please visit our stand right in front of the entrepreneur's forum.

How to use this catalogue?

The companies are sorted by sectors. Nevertheless, many companies are active in different ones. Therefore, it is recommended to go through the whole catalogue. The different sectors are indicated just below the name of the company.

In the "investment information", you can see if the company has benefitted from any EU grant. Both Eco-Innovation and the SME-Instrument projects are subject to strict evaluation from external experts and the implementation of these projects require very thorough internal management.



TERRA HUMANA Clean Technology Development, Engineering and Manufacturing Ltd. (Hungary)

Sector(s): Industry; Technology

Client group : B2B

Business Project:



Edward Someus



The Investment Proposal Offer: Implementation of industrial replication franchise model for Bio-Phosphate recovery targeting EU, Australian and USA markets. Industrial installation for conversion of 20,800 t/y low value food grade animal bone grist by-products (un-exploited biomass resources) into high added value organic fertilizer and adsorbent natural products (ABC Animal Bone bioChar and formulated BIO-NPK-C). **The results are >€15 million/year EXW business and >€100 million/year franchise business expansion opportunity (30 replicated franchise units) before 2025.** Terra Humana Ltd. is the only organization in the EU specialized on high nutrient dense bio-phosphate recovery from food grade animal bones and having high end, comprehensive and economical solution. The knowledge intensive company is specialized for carbon refinery, carbonization recycling technology and carbon products reuse specialized industrial engineering organization since 1989.

THE PROJECT: construction (takes <12 months) and full production operations of the bio-phosphate industrial replication franchise model for processing of 20,800 t/y throughput food grade animal bones for production of 12,500 t/y ABC Animal Bone bioChar and 4,000 t/y bio-oil output natural products, generating over €15 M/y EXW based revenue over the next >20 years. The feed material "just in time" supply is already organized. This comprehensive installation meets all the EU, AU and US industrial/environmental norms/standards together. The advanced technology applied is the revolutionary 3R zero emission pyrolysis and its auxiliary installations. The 3R field demonstration plant with 2,000 t/y throughput capacity is also located close by the project location and proven long run demonstrated-operated-tested-validated since 2004. Based on the long run test/development results the comprehensive industrial engineering for the replication franchise model has been developed/designed past five years. Hungary has been selected to implement the first industrial replication franchise model as of significant cost benefits that decreased the CAPEX/OPEX of this project. In franchise replication model set ups the German CAPEX/OPEX scenario costs calculated as standard model. The EU is >95%, but most MS 100%, is importing the mineral phosphate (contaminated with Cadmium and Uranium), therefore Phosphate is a critical raw material as of European Commission decision. The project is strategic important to improve the European food safety and supply security, and at 30 franchise system offering ~5% substitution potential for the EU imported mineral phosphate fertilizers before 2025 and further on <27% <2035.

Core Team

Edward Someus: age 65; profession: Swedish biochar S&T senior engineer; graduated at the University of Lund, Sweden; years in the carbon refinery and processing industrial and business sector: 35 years; coordinator, key technology designer and industrialization scale up engineer for the European Commission RTD circular economical recycling projects since 2002. Owner and managing director of the Terra Humana Ltd since 1989. **Magdolna Halasz:** age 42; M.Sc. Bioengineer, graduated at University of Technology and Economics, Department of Agricultural Chemical Technology, soil microbiologist. Employed by Terra Humana Ltd. since year 2000. **Sandor Somfai:** age 37; profession: chartered accountant; specialized on the agricultural sector business, economical, financial, accounting and taxation management, incl. development of agro investment plans, factoring, taxation strategy, banking and insurance programmes. As the project is expanding the professional international management team will also be expanded.

Investment information

Amount to be raised = €5,000,000 (CAPEX €4M, OPEX year one €1M). IRR = 20%, pay back = 3 years, full value technology insured. Franchise industrial replication model locations at two sites in West Hungary, located in the center of logistical hubs = (1) 20,800 t/y throughput capacity commercial production (new installation 2017/2018) and (2) at close location interlinked industrial training/education site for franchise partners (already completed and operating). EU/MS Authority permits = valid, already available. Industrial installation locations are owned by Terra Humana Ltd. Amount cash already invested to reach full industrial status = €14,324,592. **IPR =** Strongly IPR protected original solution with core element of confidential and not publicized industrial engineering design documentation and know-how. The 3R technology has been developed since 2002 under European Commission FP5/FP6/FP7 applied research programmes, which are strictly IPR regulated according to the EU regulations. In all cases Terra Humana Ltd. has been the core technology provider and product developer, also beneficiary of the EU grants. All IPR and results are solely owned by the inventor Edward Someus and the Terra Humana Ltd./ which legal/financial status is clean/clear.

Number of employees = 13. Project web = <http://www.3RagrocCarbon.com>,

video pitch = <https://www.youtube.com/watch?v=2HCNIYLcxDw>.