

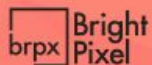


BLOCKCHAIN BEYOND THE HYPE

BlockStart Startups 2nd Demo Day

30 June | 3pm CET | Online event

The session will start in a few minutes
The Demo Day will be recorded and publicly disseminated



CIVITTA



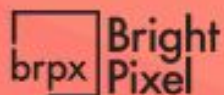
This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 828853.



BLOCKCHAIN BEYOND THE HYPE

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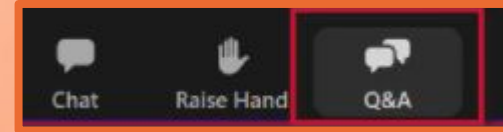
CIVITTA



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 828853.

Before we start...

- Participants will have their microphone and video **turned off** during presentation
- **To ask questions**, please use the **Zoom Q&A function**
- Our moderator will select a pool of questions, depending on the time available, for speakers to answer live. Remaining questions will be assigned to each speaker to answer by writing
- YouTube participants can also ask questions by using the **live YouTube chat**
- Our moderators will make sure YouTube participants questions reach our speakers, so that an answer can be provided by writing in the live YouTube chat



Let's break the ice...

We want to get to know you
and your expectations!

Agenda

15:10 - 15:20 | **2 years of BlockStart** | João Fernandes, Bright Pixel

15:20 - 15:55 | **Keynote speech "B2B Blockchain, the next leg of growth"** |

Carla Puel & David Chreng-Messem bourg, VC investors, LeadBlock Partners

15:55 - 16:30 | **Blockchain startups pitch** | Motoblockchain and LoanXchain

16:30 - 16:40 | **Break** 

16:40 - 17:35 | **Blockchain startups pitch** | Knowtary, IBISA and ComeTogether

17:35 - 17:45 | **Wrap-up and takeaways** | João Fernandes, Bright Pixel

2 years of BlockStart

João Fernandes, Bright Pixel



What is BlockStart

EU-funded **blockchain accelerator**

Support **60 solution providers** & **60 end-user SMEs**

Retail, Fintech, ICT

€795,000 equity free

3 acceleration programmes | **2019-2022**

Run by an **early stage VC, innovation consultancy, startup community**



What does it offer



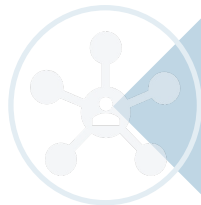
Equity-free funding: up to €20k/startup & €4,5k/SME adopter



Market validation: demos & tests with potential clients



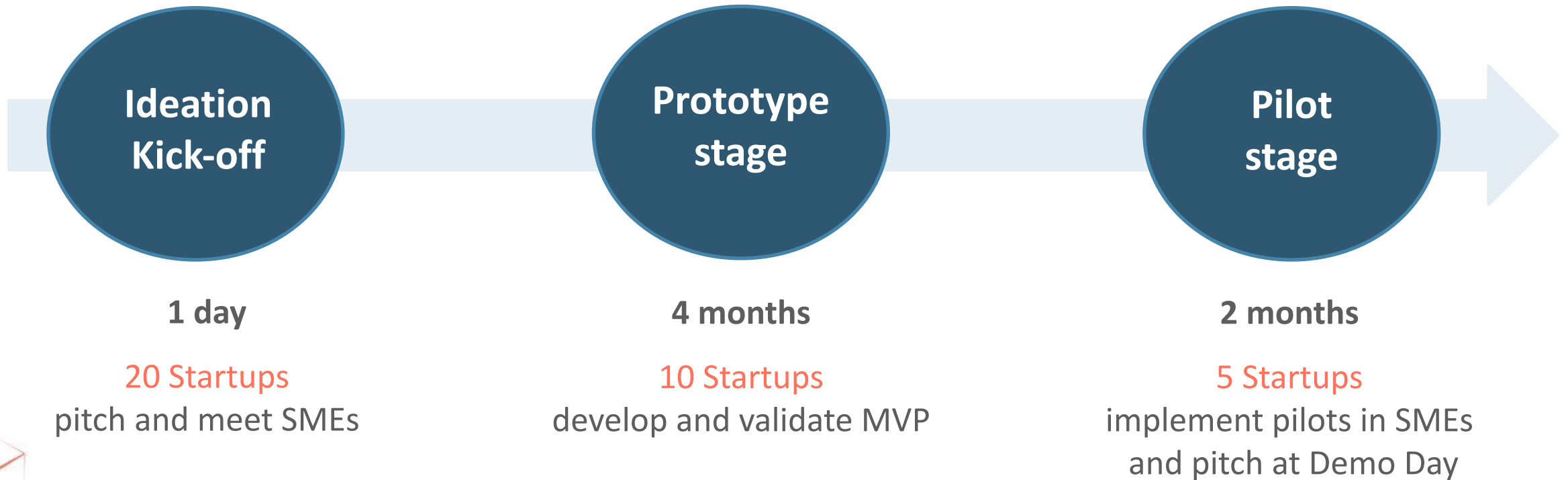
Growth support: mentoring from business & tech experts



Networking: events & matchmaking with investors



How does it work



Who are supporting it



LeadBlock
Partners



r3.



DAO Maker



SPHERIK[®]
accelerator



Startup
Lithuania



DT2
INVEST
LAUNCHPAD



EUROPEAN
BLOCKCHAIN
CONVENTION

... among many other Ecosystem Partners

External Mentors

Investors, Founders, CTOs, Business Developers, Innovation Managers



What was achieved so far

317 startup applications

113 end-user SME applications

42 countries

40 startups supported

34 pilots implemented

150+ mentoring sessions

90% satisfaction rate



1st Acceleration Programme Finalists



2bSMART

IOT app for a corona
free office

2 pilots



DATARELLA

Tracking for
supply chains

3 pilots



infidia

Invoice verification
for invoice financing

5 pilots



kedeon.
SOLUTIONS

Last-mile delivery
monitoring

5 pilots



rex.io

Data notarization

3 pilots

All projects in
www.blockstart.eu/our-startups/



2nd Acceleration Programme Finalists



Ticketing solution
with health passport

2 pilots



Platform for
agriculture insurance

2 pilots



Digital document
certification

5 pilots



Secondary loan
marketplace

3 pilots



Digital identity for
motorcycles

4 pilots

All projects in
www.blockstart.eu/our-startups/



Moderator

Vytautas Černiauskas, CIVITTA



B2B Blockchain, the next leg of growth

Carla Puel & David Chreng-Messembourg
LeadBlock Partners





B2B Blockchain, the next leg of growth

David Chreng-Messembourg & Carla Puel
Partner and VC Associate



Overview

LeadBlock Partners is a venture capital fund investing in **B2B data-driven start-ups**

We focus on start-ups developing B2B blockchain solutions to **solve existing inefficiencies** and **digitalization challenges across industries**



Market opportunity

More Data has been **produced in the last 4 years** than over the history of mankind

Economy feeds on Data. Blockchain technology can help capture the **value of raw Data**

Like the Internet reinvented the way we transact goods and services through e-commerce, **Blockchain will transform how industries own, share and harness Data**



Objectives

1. Invest in the future of the **Data Economy**
2. Drive **Blockchain adoption** across the European economy
3. Fill the European Blockchain **funding gap**
4. Build **strong bonds** between Blockchain start-ups & corporates

Portfolio



Food transparency, real-time audit

Lead Investor, Board Member
€3.1M pre-series A round
February 2020
France

Co-investors
IDIA Capital Investissement (Credit
Agricole)



Local food distribution marketplace

Lead Investor, Board Member
€1.7M seed round
April 2021
France

Co-investors
Alsace Business Angels, Finck Ventures,
Bpifrance (debt)



Digital assets neobroker

Strategic Investor
\$180M series B round
May 2021
Austria

Co-investors
Valar Ventures, DST Global



Tesseract

Institutional Digital Assets Lending

Strategic Investor
\$25M Series A round
June 2021
Finland

Co-investors
Augmentum, Sapphire, Coinbase,
DN Capital

Deep understanding of the blockchain economy

Enterprise Blockchain 2020 Report



200+ start-ups surveyed
9,000+ datapoints
20+ exclusive interviews

Key findings from our 200+ start-ups sample

Early-stage Blockchain ecosystem in Europe is growing :

- **In revenues** – 60% of start-ups generate revenues and 20% generate >€250K/year
- **In ESG-initiatives** – 76% of start-ups address at least one United Nations SDG

Enterprise blockchain requires sector knowledge

- 80% of investors are not familiar about Blockchain tech
- 60% do not differentiate between cryptocurrency and Blockchain tech

➤ **Overall, Europe is now catching up with growing start-up funding needs, client traction and corporations' interest**

Our selection process

Sourcing & Screening

Based on our questionnaire and core investment strategy criteria

Members involved

Anyone

First call

Clarify information about founders, problem, solution, traction and financing

1 person

Dealflow meeting

Weekly team meeting - decision to go/not go further

*Juniors +
Partners*

Due diligence

In-depth analysis of legal, business and tech aspects

*Junior +
Lead Partner*

Investment Committee

Final decision to invest or not

Entire team

What to tackle in a first call?

A collaborative discussions with entrepreneurs, dully prepared beforehand

**Five
themes**



Founders = background, experience in the industry and additional team

Market need = ideation process, target market and market size

Solution = workings, implementation, USP, LT big picture and stage of development

Business = monetisation, go-to-market strategy, sales cycle, revenues, pipeline and competition

Financing = previous funding, terms of the round, use of funds, commitment, valuation, timeline


What are we looking for to invest?



**Team past
experience**



**Sensible
use of
blockchain
tech**



**Good
client
traction**



**Recurring
revenues**



**Market
opportunity
size**



Impact

Connect with us



Our website:

www.leadblockpartners.com

David Chreng-Messembourg, *Founding Partner*

david.chreng@leadblockpartners.com



Carla Puel, *VC Associate*

carla.puel@leadblockpartner.com



Blockchain startups pitch







BlockStart Pilot Program Report



&



A Project by Simone Brighina

(This project has received funding from the European Union's Horizon 2020 research and innovation program under grant agreement No 768892 & 828853)



Second Hand Motorcycle Market: the Problems

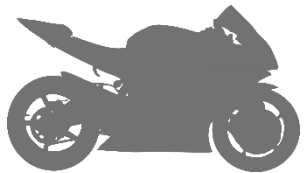
Mistrust between Seller and Buyer



Private
Sales



Dealer
Sales



Low value of Motorcycle



Low Value of Modification and Accessories





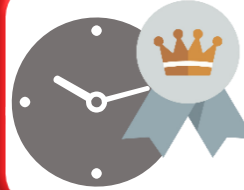
The Solution: Motoblockchain



The Digital Identity of the Motorcycle always up to date



Historical Database



Blockchain



Trust between



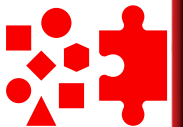
Seller and Buyer



Higher
Sales Price

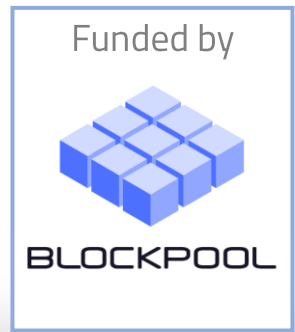


Higher Value of
Accessories and
Modifications





Digital Identity Data Flow: The User



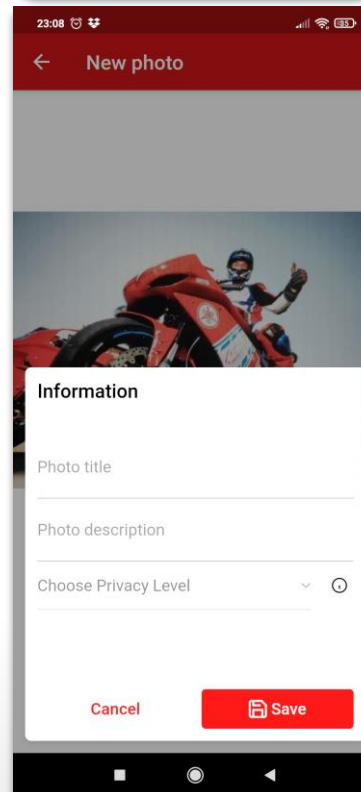
Add Photo
Details

Add Photos

Add
Invoice/Receipt

Add Motorcycle
data

Add Mechanic
Data



23:08

< New photo

Information

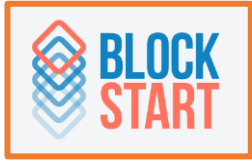
Photo title

Photo description

Choose Privacy Level

Cancel Save





MOBD Prototype: Objective Use Cases

Patent
pending



The MOBD is a HW IOT system connected to the on Board Diagnostic port (OBD) of the motorcycle. It can be additionally bought by the customers who want to access additional functionalities focus on improving the Digital Identity data quality and the safety of riders and people

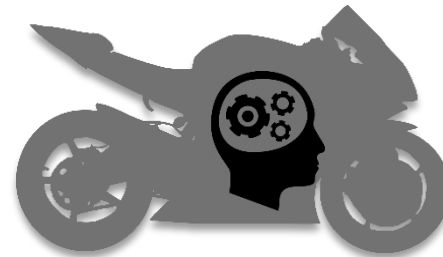
- Mechanic -

- Mechanic -

- Customer -
GPS Alarm

- Customer -

- Mechanic -
Failure Detection



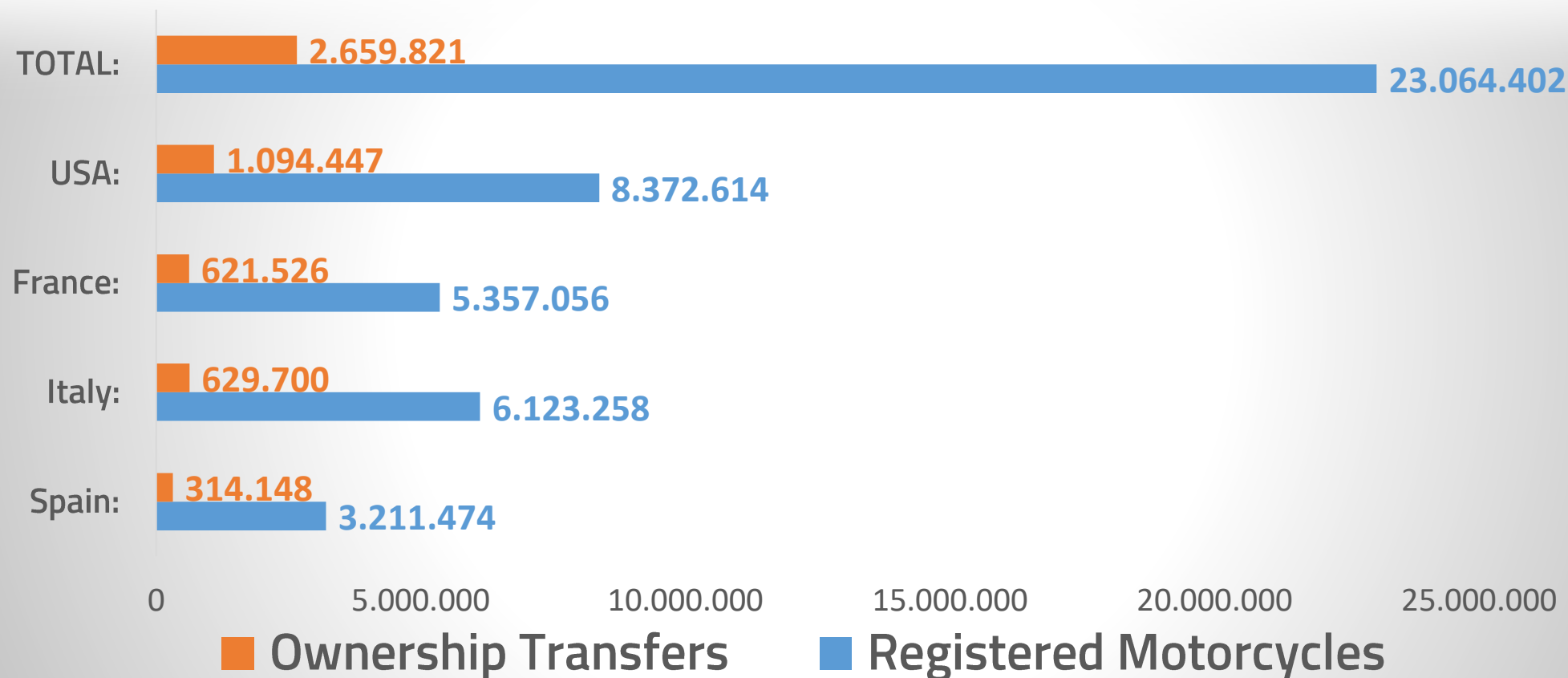
- Motorcycle -
Autonomous Digital Identity Creation:
Autonomously sends data to the Digital Identity

- Customer -



Motorcycle Market: Italy, Spain, USA, France

(*) All data is from 2016



<http://www.dgt.es/es/seguridad-vial/estadisticas-e-indicadores/parque-vehiculos/series-historicas/>
<http://www.dgt.es/es/seguridad-vial/estadisticas-e-indicadores/cambios-titularidad/>

<http://www.statistiques.developpement-durable.gouv.fr/transports/s/vehicules-routiers-immatriculations.html>
http://www.aci.it/fileadmin/documenti/studi_e_ricerca/auto-trend/2018/Auto-trend0118.pdf
<https://www.statista.com/statistics/438068/used-motorcycle-registrations-by-type-in-the-united-states>



Customer Segments

B2C Customer Segments

- **Motero:** Everyone with a motorcycle that uses it simply as a conveyance
- **Motero Loco:** Customers who love their motorcycles, take care of them, invest money and time in improvements like modifications and accessories
- **Motero o Nada:** Customers who also has a second motorcycle dedicated for circuit use, normally completely tuned to improve performance in the circuit



B2B Customer Segments

- Mechanics
- Motorcycle Service Providers
- Motorcycle Manufacturers
- Assurance Companies
- Motorcycle Renting Companies
- Etc.





The Core Team



Simone Brighina

CEO & Co-Founder
Master: Agile Project Management
Certifications: PSM I & PSPO I



Manuela Del Romano
CMO & Co-Founder
Copywriter & RRSS Expert



Carlos Callejo
CTO
Blockchain Architect



Diego Markich
HW Developer
Electronics and Communications
Engineer

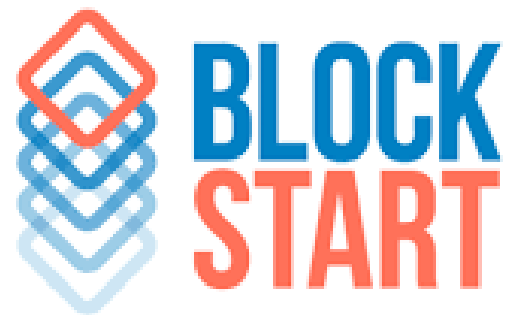


Alessandro Buzzi
AWS Cloud Specialist
Enterprise Project Manager





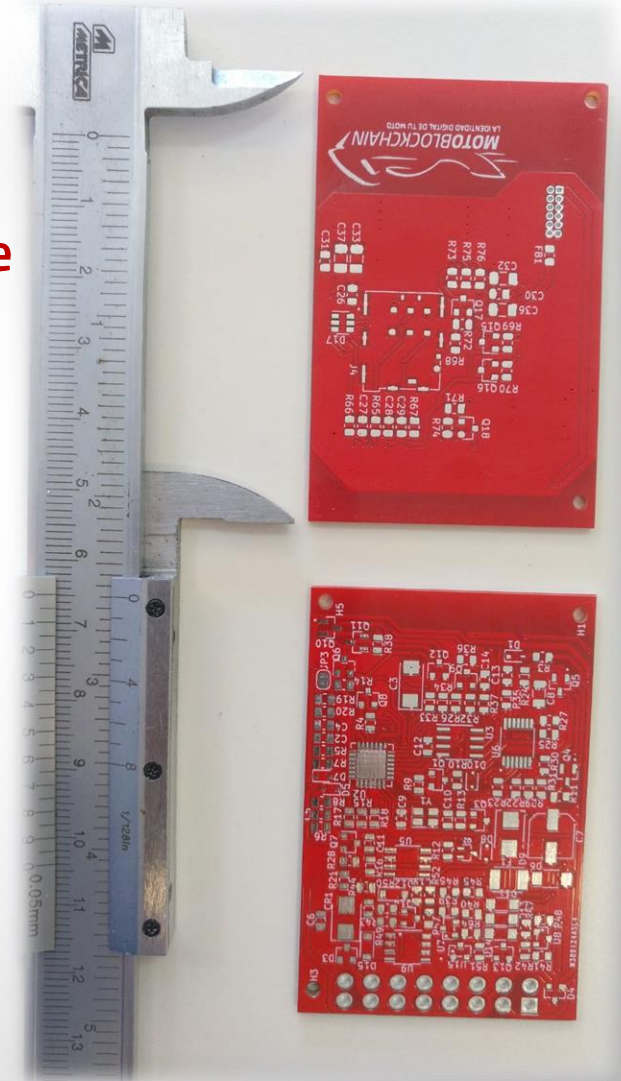
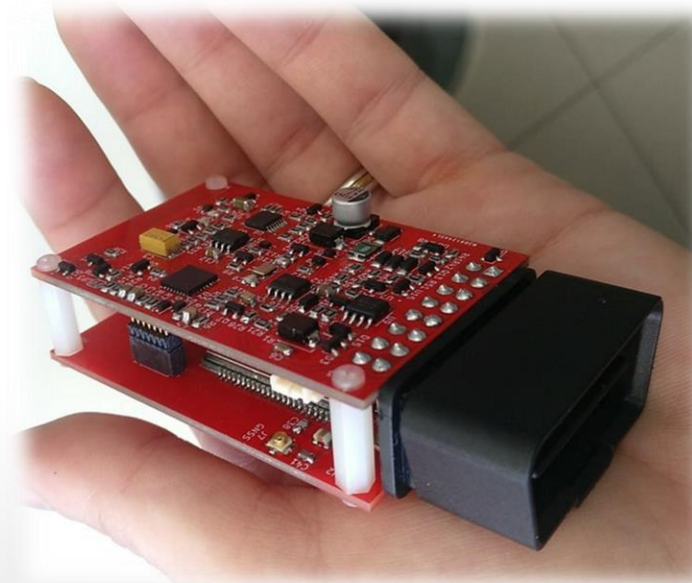
Pilot Stage Development & Test





From Prototype Stage to Pilot Stage

- **Miniaturization** need for motorcycle mounting
- **New Chipset**
- New 3D **accelerometer** and 3D **gyroscope** for a 6D effects
- **New OBD**: faster data broadcast channel
- ...



V2

V1



The new challenge: MOBD V2

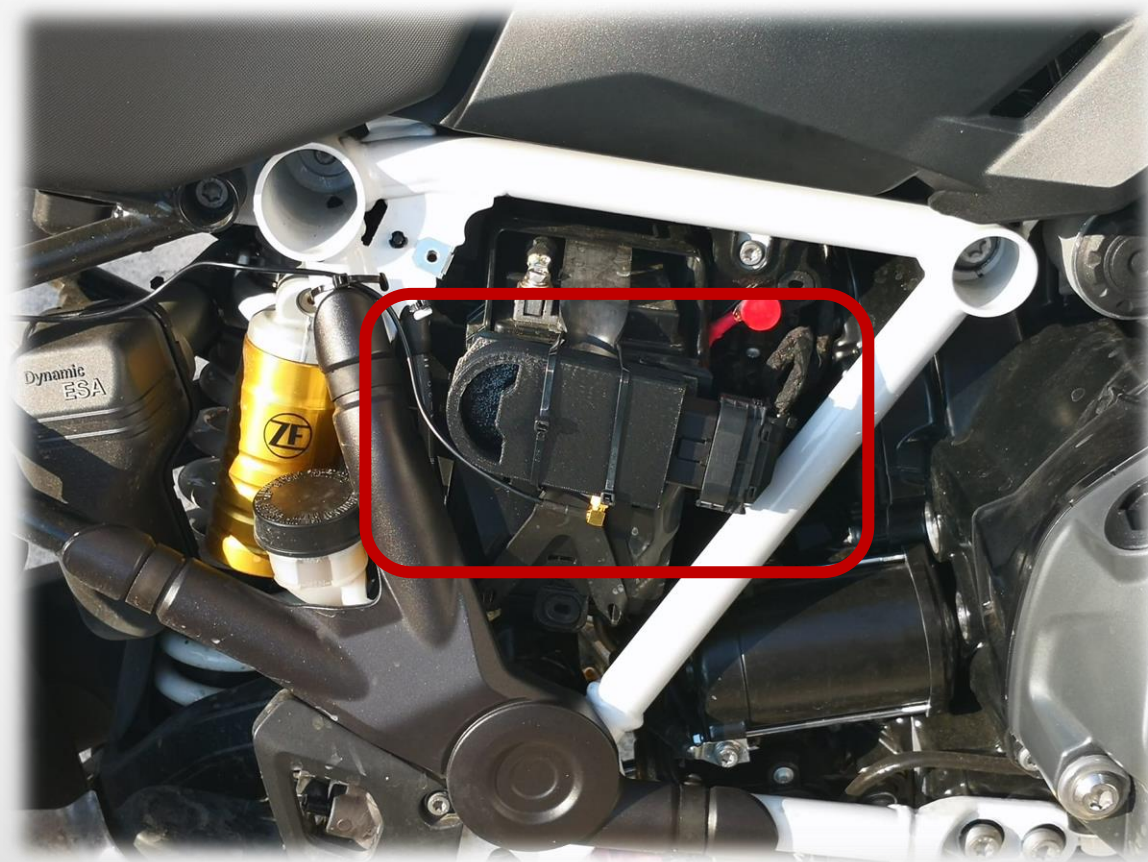
3 Months time

Upgraded HW
Upgraded FW
New external Box
4 Prototypes





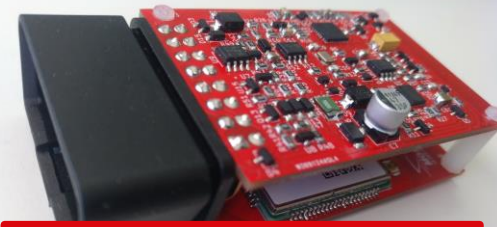
Pilot Stage Testing





Pilot Stage Program

April-June 2021



MOBD

Moto On Board Diagnostic
Connected System

Four early adopters ready to test the MOBD



Rome
Italy



Málaga
Spain



Málaga
Spain



Barcelona
Spain



MOBD V2 Test Plan

Due to the time required for the new development we had to limit the test period at 2 weeks

- Prototype delivery: **1st June**
- Test timeframe required: **2 weeks**
- Motorcycle required: **1 Motorcycle**
 - Required: Mechanics motorcycle
 - Optional: User motorcycle
- Tests:
 - 1. Failure Detection**
 - 2. Alarm**
 - 3. GPS Route Tracking**
 - 4. Data Recording**



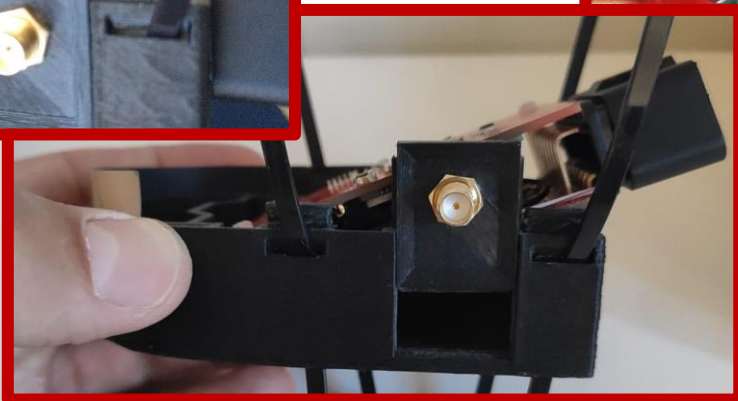
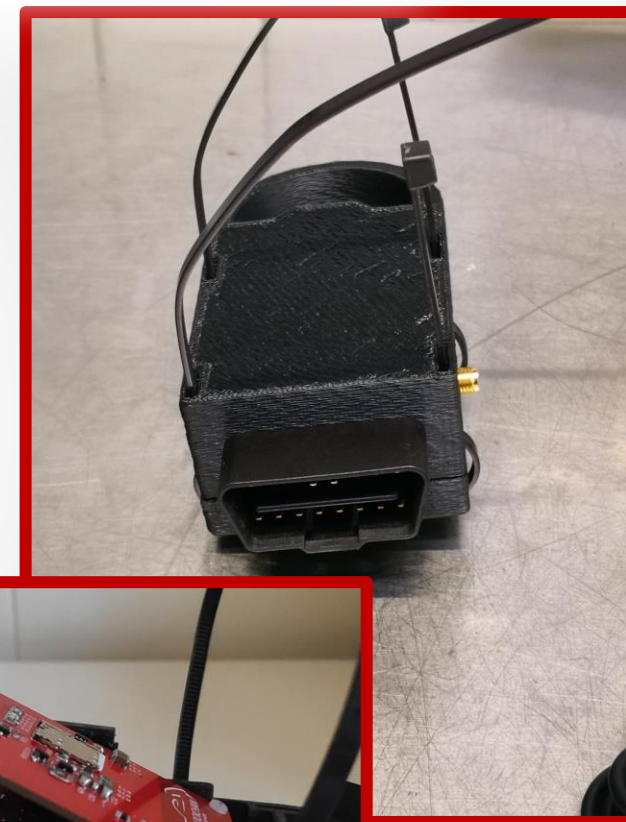


Step 1: MOBD assembly

Install the battery



Take note about IMEI



Close the box





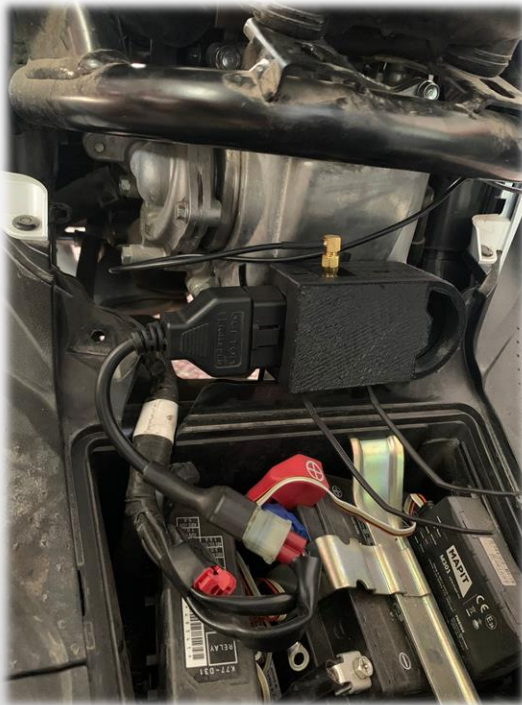
Step 2: MOBD Physical Mounting



BMW 1200 GS



Honda SH 125



BMW S 1000 RR



Suzuki Burgman





Step 2: MOBD Physical Mounting

ANAYA
MXMOTOS

Honda SH 125



Suzuki Burgman





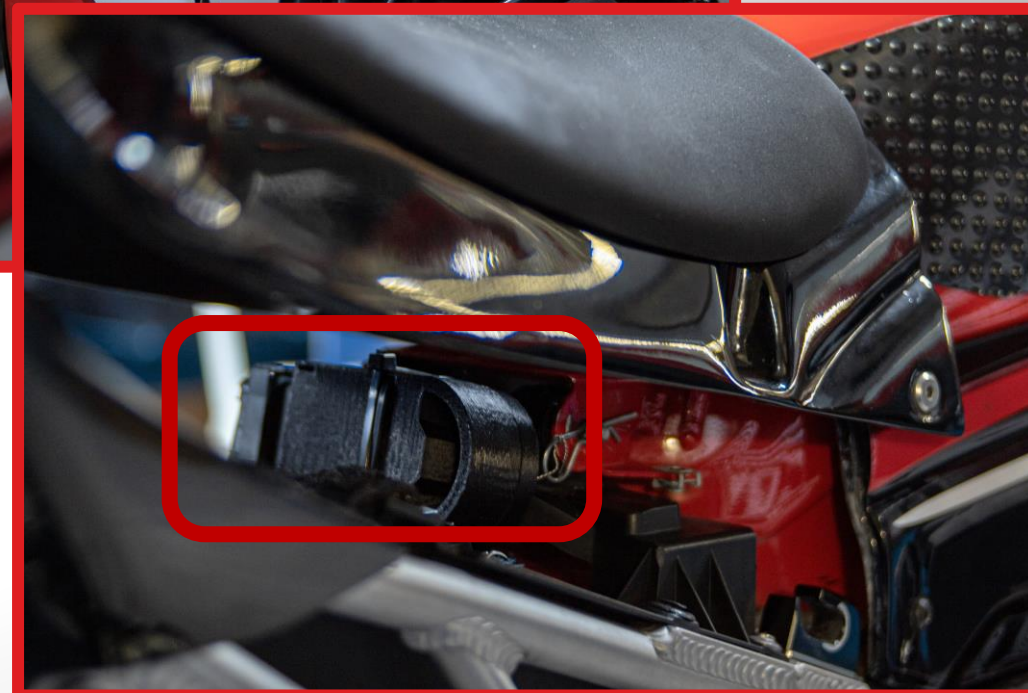
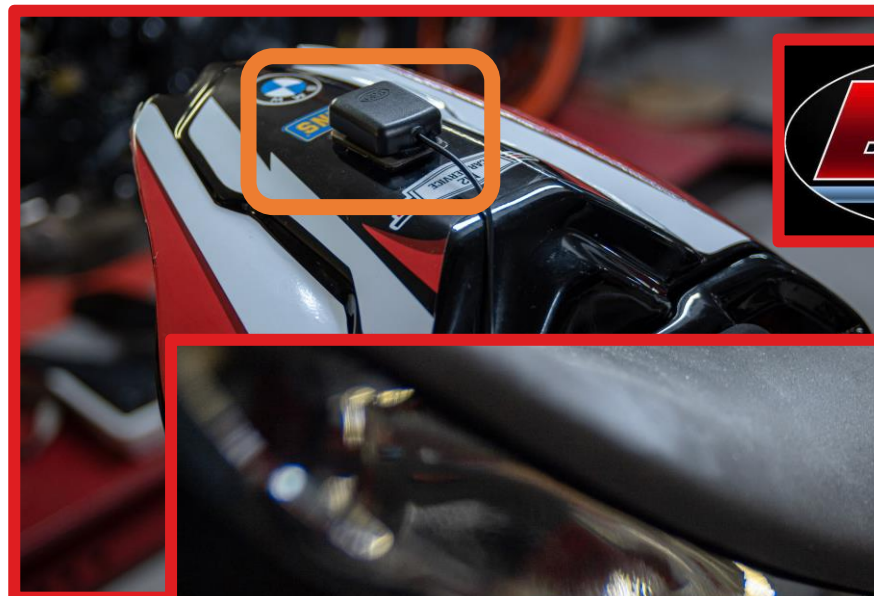
Step 2: MOBD Physical Mounting



BMW 1200 GS



BMW S 1000 RR





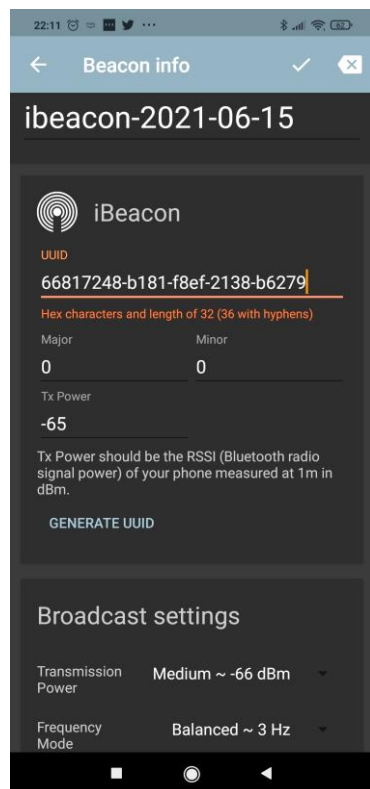
Step 2: MOBD Physical Mounting





Step 3: MOBD BLE Pairing

iBeacon App Simulator



FUNCTIONS

- Turn ON WIFI network for first configuration
- Activate/Deactivate alarm based on proximity

iBeacon





Step 4: MOBD WIFI access

FUNCTIONS

- Configure mechanic telephone number for SMS
- Configure user telephone number for SMS
- Insert VIN number (if not automatically detected)
- Direct access to recorded data





Step 5: Live Testing

	Test	Execution	Goal
1	Failure Detection	Manual failure simulation	SMS
2	Alarm	Motorcycle vibration or movement simulation	SMS
3	GPS Route Tracking	Standard motorcycle street usage	Longitude and latitude data registration
4	Data Recording	Standard motorcycle street usage	Sensors data registration



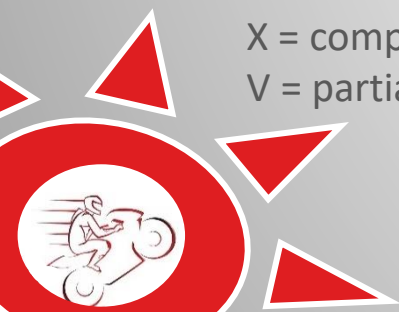


Test results

	Battery assembly	Box Mounting	Gps Antena mounting	BLE pairing	WIFI Access	SMS	4G	Failure Detection	Alarm	GPS Route Tracking	Data Recording
Co.Mo	X	X	X	X	X	X	X	X	X	X	V
Anaya MX Moto	X	X	X	X	X	X	X	X	X		V
BMS Racetech	X	X	X			V	X	X		X	X
Slick Eixample	X	X	X			V	X	X		X	X

X = completed

V = partially completed





Data Traffic Report

Análisis

Tráfico de datos a lo largo del tiempo

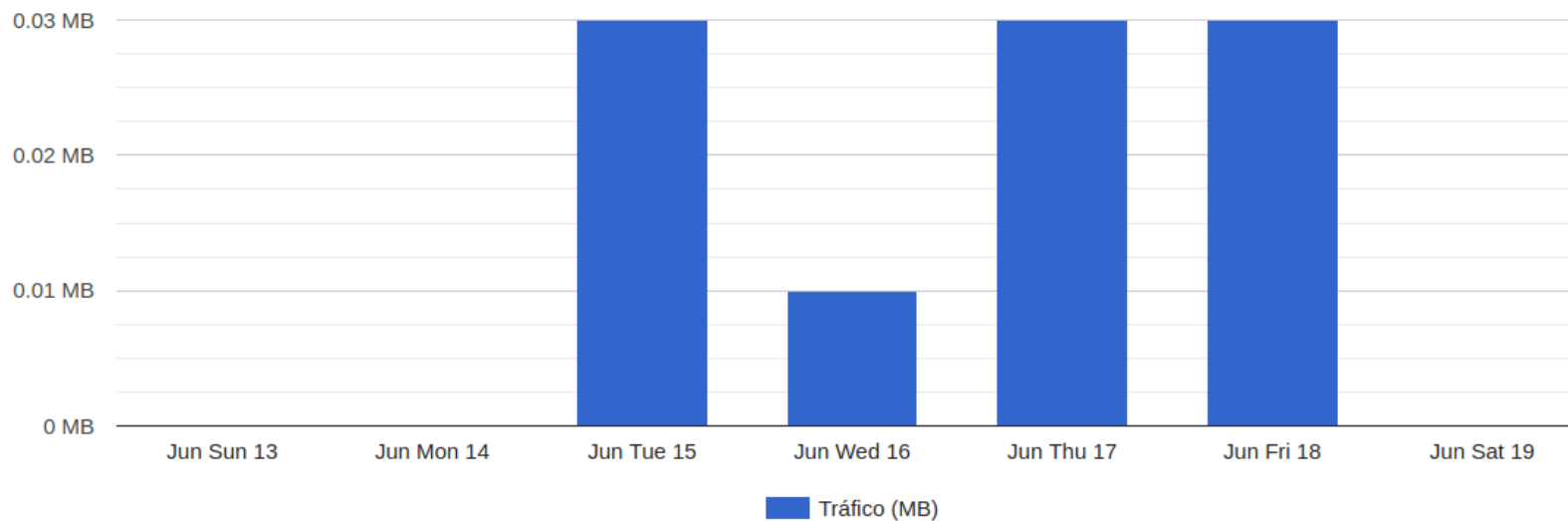
Tráfico



Esta semana



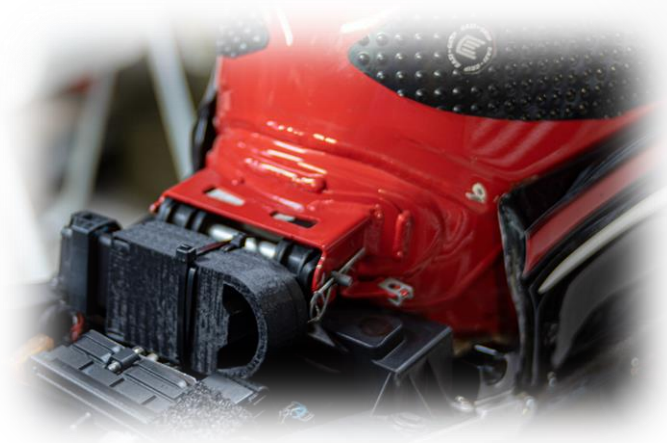
Nombre, etiqueta o Número (MSISDN)





Feedback received

1. External box design
2. Button and connector
3. HW & FW improvements
4. Pairing system improvements
5. New application requirements





Roadmap

1. Modify MOBD V2 and repeat tests
2. Complete MOBD app design
3. Search funding for development
4. Design MOBD V3
5. Develop MOBD app
6. Repeat test with V3 and proprietary app
7. 2022 Go to market





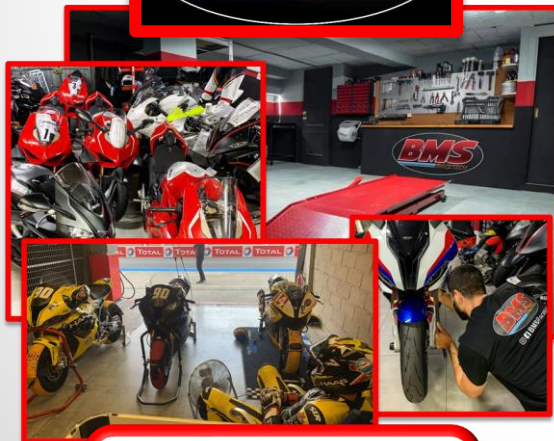
MBC Pilot Stage Program



The Four Early Adopters are now waiting to test the MOBD V3



Rome
Italy



Málaga
Spain

ANAYA
MXMOTOS



Málaga
Spain



SLICK
EIXAMPLE

MOTOS
VENDA
REPARACIÓ
PNEUMÀTICS



Barcelona
Spain



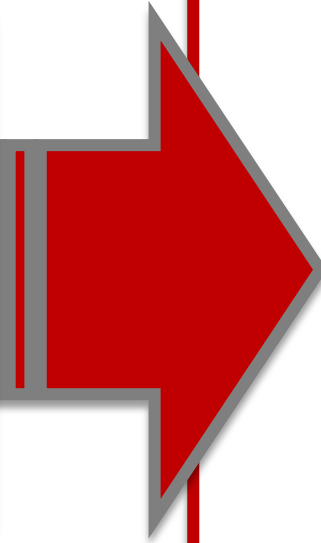
Are you interested?





B2C: Early Adopters Program for Customers

If you are a **motorcycle owner** who invests money and time in taking care of your **loved motorcycle**



Register at

- www.motoblockchain.es

Contact us at

- info@motoblockchain.es

Follow us at

- www.linkedin.com/company/motoblockchain
- www.twitter.com/Motoblockchain

Beta
Rewards
Previews
Discounts

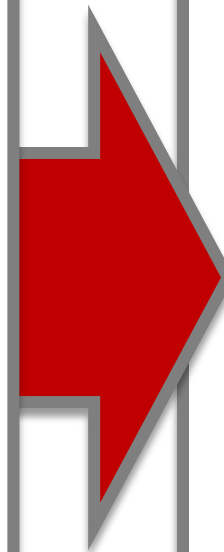




B2B: Early Adopters Program

If you love innovation, you like being ahead of the competence and you are:

- Mechanic
- Assurance Company
- Motorcycle Renting Company
- Motorcycle Service Provider
- Motorcycle Manufacturer
- Accessories Manufacturer



Contact us
for collaboration at
info@motoblockchain.es





Investors

Motoblockchain **first investment round**
is planned for last quarter of 2021



Contact us at info@motoblockchain.es if
you want to stay up to date about
investment opportunities in the first
Motorcycle Digital Identity Platform
available worldwide





More info at:

- Digital Identity:
 - <https://blockpool.eu/25-selected-smes/motoblockchain-2/>
- MOBD IOT:
 - <https://www.blockstart.eu/portfolio/motoblockchain/>
- Registration for App Lunch:
 - www.motoblockchain.net

Note: you can contact us at info@motoblockchain.es to receive this information by email



A motorcycle racer in a red, white, and blue suit is leaning into a turn on a paved track. The background is a hilly, grassy landscape under a bright sky.

The best way to
predict the **Future**
is to **Create** it.

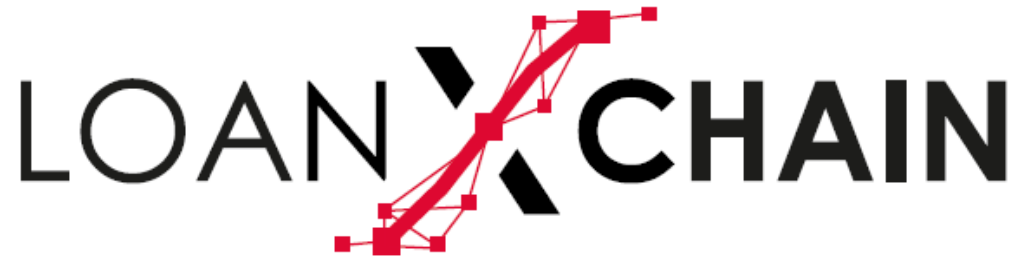
Simone Brighina

+34/678312981

info@motoblockchain.es

www.motoblockchain.net

Almeria Circuit – 11.05.2019



Enabling Lending in an Ecosystem World

AGENDA

LoanXchain

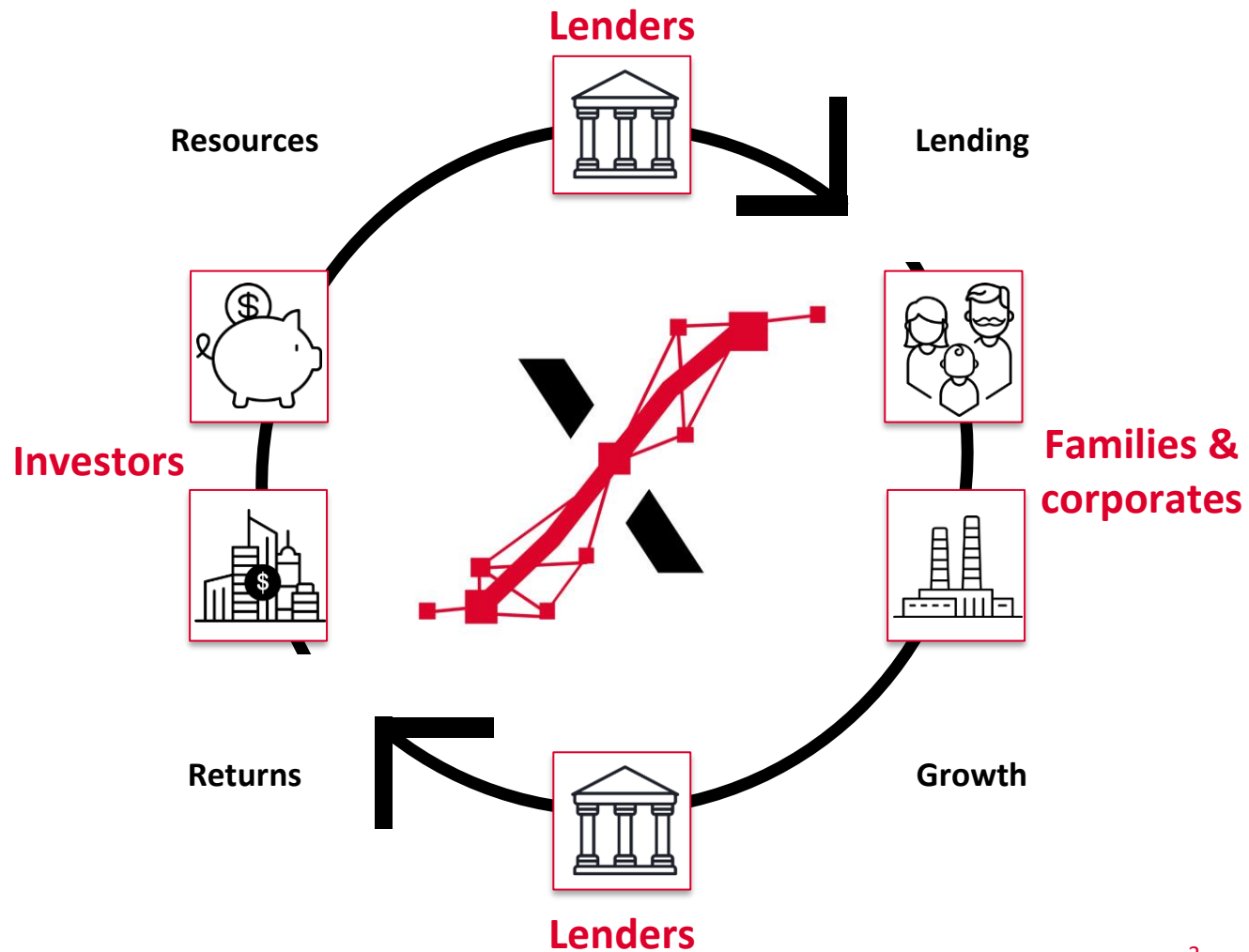
Blockstart Pilot

Annex:

- Achievements

Our Vision ...

Enabling a
*cooperative lending
ecosystem*



... to solve the problems of the loan market

Governments & Regulators

Concern about credit crunches

-> support for new lending models



Lenders

Capital & Liquidity constraints

-> € 400bn loans lacking in EU



Investors

Few investible alternative assets

-> € 300bn dry powder in private debt

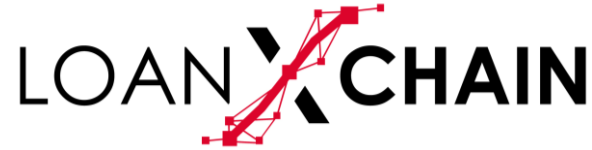
Our Solution ...

is

connects

answers

enriches



the first **digital multilateral secondary loan marketplace**

**lenders and institutional investors providing a new digital
channel to purchase/ sale loans**

market needs increasing **liquidity, transparency, speed and participation**

the marketplace with an entire **ecosystem of value-added services**
powered by **blockchain, AI and API**

B2B web platform based on Corda blockchain

Architecture open and easy to integrate for players of any size



... beating traditional solutions on any metric



Market-level benefits

Transparency
standardised data

Liquidity
concentration of trades

Inclusivity
easy access for small player



Transaction-level benefits

Speed
from months to weeks

Cost
from 3% to 0.15%

Openness
VAS just one click away*

Huge target market ...

Estimate

WHERE

TARGET
MARKET

WHEN

Initial market



€ 100bn loans traded
€ 300mln fees

2021 - 2023

Scale up



€ 1.2trn loans traded
€ 3.8bn fees

From 2024

... and many new initiatives and opportunities

SME funding gap



- € 400bn EU funding gap
- € 300bn private debt dry powder

Institutionals pouring money in private debt



Clear and ambitious roadmap

1

- First release



- Consumer & SME loans (performing)

2021

Loan Marketplace

2

- Product extension



- All types of loans (performing)

2022 & 2023

Italian Leader

3

- Geographic scale up



- All types of loans (performing & non performing)

From 2024

Main European player

WHERE

WHAT

WHEN

The team: experience and diversity



Maura Rossetti
*Co-founder & Executive
Chairman*



Mattia D'Alessandra
Co-founder & CEO



Maurizio Bertoldi
Chief Technology Officer



Riccardo Mazzei
*Lead Architect and
Developer*



Marco De Zio
Developer



Damiano Enerli
Developer



Riccardo Tambara
Business Analyst

- **Strong experience in credit and tech**
- **Diversity as core value**
- **2 successful entrepreneurs**

Strong ecosystem of development partners

Financial institutions

Deutsche Bank 

 **mediolanum**

 **DYNAMICA**
RETAIL

Tech

r3.

 **sinapto**
TECHNOLOGY CONSULTING

Legal & Acceleration

 **F10** FINTECH
INCUBATOR &
ACCELERATOR

LE VILLAGE
Coopérer pour innover


INVITALIA

PEDERSOLI
— STUDIO LEGALE —

[**riskprofiles**)

AGENDA

LoanXchain

Blockstart Pilot

Annex:

- Achievements

Pre Pilot: market validation

We collected very positive feedback by market participants

Goal: **Testing market interest**

Results:

Player	Feedback
International consulting company	Interest
B4Bi	Participation to Pilot phase
International IT company	Strong interest
Innova Solutions	Participation to Pilot phase
Hoop srl	Participation to Pilot phase
Italian major consulting company	Strong interest
Italian major IT company	Interest

Pilot: features

Relevant pilot test defined

Scope: Testing the solution with potential users

Goal: Verifying the solution:

- Adherence to market desiderata
- Performance and robustness

Identifying areas of improvements

Perimeter: Test transaction involving:

- Financial institutions and an institutional investor
- Real loan data
- Fully digital workflow

Pilot: participants

SME adopters identified
clients interested in
participating the pilot

SMEs



Innova
Solutions



Test

Use the solution with a credit
institution

Use the solution with an
institutional investor

Use the solution with a credit
institution

Activities

- Integration
- Onboarding
- Sale auction launch/
participation
- Transaction simulation

Pilot: results

**Pilot transaction
successfully executed**

Results:

- Platform matches market needs
- Integration faster than expected (1 month instead of 2 months)
- Financial institutions involved expressed interest in becoming test customers

Pain point:

Platform complexity involves a learning curve, so we are working on:

- Improving UX
- Writing a clear user manual

AGENDA

LoanXchain

Blockstart KPIs

Annex:

- **Achievements**

2021 initial results:

Forbes ITALIA

100 NUMBER ONE

L'ITALIA DEI GIOVANI LEADER DEL FUTURO 2021

ENTERTAINMENT <ul style="list-style-type: none"> *LUDOVICA BIZZAGLIA *MATILDA DE ANGELIS *LUDOVICA MARTINO *LUDOVICA PAGANI *LORENZO ZURZOLO 	VENTURE CAPITAL <ul style="list-style-type: none"> *RICCARDO ANGIOLI *ROBERTO SFOLETTA *LORENZO CASTELLI *ALESSANDRO PETRICH *FRANCESCO ZAMBELLI *ANDREA ZORZETTO 	SOCIAL IMPACT <ul style="list-style-type: none"> *ADRIANA BIANCO *GIORGIO CIRIN *ANDREA EVANGELISTA *CHIARA RENZI *MARIA GARRONE *FEDERICA GASBARRO 	ENTERPRISE TECHNOLOGY <ul style="list-style-type: none"> *ENRICO BERTINO *GIANLUCA MARUZZELLA *ANDREA TANGREDI *FELICE BIANCARDI *FEDERICO DUBINI *GIUSEPPE DIPIERRO *MATTEO GIOVANNETTI
SPORT <ul style="list-style-type: none"> *NICOLÒ BARELLA *MARTA BASINO *KIANA FONTANESI *LARISSA IANICHINO *BENEDETTA PILATO 	GAMES <ul style="list-style-type: none"> *DIEGO HICHAM AZZI *FORTUNA "XEL KOW" IMPERATORE *MATTEO MARZORATI *MASSIMILIANO ROSSI *ZHIGJIANO "SHADOW" ZHAO 	E-COMMERCE <ul style="list-style-type: none"> *ALBERTO GIACOBBAZZI *MARCO LAGANA *MARCO PEREGO *ANGELO ROLLO *IRIS SKRAMI 	FOOD & DRINK <ul style="list-style-type: none"> *PAOLO GRIFFA *NICOLÒ LENOCI *FEDERICO IONELLI *MARCO MORREONE *MARIANNA PALLELLA *PIETRO RUFFONI
MEDIA <ul style="list-style-type: none"> *GIANLUCA DALUSO *FEDERICO GRAZIANI *MARTINA MACCHERONE *VIRGINIA STAGGIANI *AMELIA TOMASCOCCIO 	ART & STYLE <ul style="list-style-type: none"> *MANUEL BIFARI *ALESSANDRA CAMILLA MUSTACCHI *PASQUALE DI VINO *MATTIA FERRARI *DOMITILLA RAPISARDE 	FINANCE <ul style="list-style-type: none"> *FELICE PANCOSCOLO LENCIONI *MATTIA D'ALESSANDRA *ILIESELA LIGUSTO *FRANCESCA TOSCATELLI *DONATO RUBERTO 	SOCIAL MEDIA <ul style="list-style-type: none"> *CECILIA CANTARANO *TOMMASO CASASSA *NORMA CERLETTI *CARLOTTA PEREGO *CAROLINA SANSONI *LUDOVICA TOFANELLI
CONSUMER TECHNOLOGY <ul style="list-style-type: none"> *ANDREA CAROLLO *MARCO GIARMOLI *ANDREA FERRERO *ALEXANDRU STEFAN GHEBAN *DANIELE RAIMONDO *ANDREA DEGLI INNOCENTI *FRANCESCO MARTINI *RICCARDO MATTEONI *ANDREA PRINZIVELLI *SAVERIO MIRTO *ANGELICA PERETTI *RICCARDO GUARDI *GIULIANO VITA 	MANUFACTURING & INDUSTRY <ul style="list-style-type: none"> *MARCO BIRAL *GIAMPIERO GIUNTA *ANDREA MECACCI *ANDREA RUINELLI *GIACOMO E TOMMASO CHINELLATO *DOMENICO CAGLIARDI *COSIMO MARIA PALOPOLO 	REAL ESTATE <ul style="list-style-type: none"> *GIANLUCA ABATE *MAURIZIO CAMPIA *THOMAS PULIN *FRANCESCO BRACOTTI *ELISA COLOMBO *DANIELA DI STEFANO *CARLO PAUTRIE 	MARKETING & ADVERTISING <ul style="list-style-type: none"> *CHIARA BACILIERI *FEDERICO DALPOZZO *MARCO MARINO *FEDERICA PASINI *FRANCESCO JACCOPO VALERI
MUSIC <ul style="list-style-type: none"> *GAIA GOZZI *MADAME *CHRIS NOLAN *ENRICO SAVERIO PAGANO *THA SUPREME 	ENERGY <ul style="list-style-type: none"> *ANTONIO ANDREACCHIO *LUCA DALLARA *MICHELLE FRANCESCHETTI *MARCO MOSTARDI *MATTIA STORIEZZA *LORENZO TAPINI *ANDREA BERNARDELLI *FRANCESCA BONA *MATTIA GRESTINI *DONATO PIANGIVINO 	EDUCATION <ul style="list-style-type: none"> *EDOARDO DI LELLA *MARCO SCIOI *GABRIELE FERRIERI *LOUIS GAY *GIULIA LAPERTOSA *ELISA PISCITELLI *MARIAVOLA TESTA 	
SCIENCE <ul style="list-style-type: none"> *ALESSANDRO BENNETTON *GIULIO DE ANGELI *GIOVANNI PANDOLFI BARTOLETTO *GIACOMO VALLE *VANESSA ZIMA 			

IN COLLABORAZIONE CON

INTESA SANPAOLO
 COMIN & PARTNERS
 Club Deal Online
 flowe
 acer
 European School of Economics
 NTT DATA
 Trusted Global Innovator
 MISSONI
 VEM sistemi
 cisco Partner
 MURAGLIA
 ANTICO TRAMITO
 snam

Forbes Under 30
 Mattia D'Alessandra co-founder & CEO of
 LoanXchain ranks among Forbes' top under 30 in
 Italy

Main achievements: 2020



Block.IS call – 28th & 29th January 2020

LoanXchain won access to the Experiment phase (€ 53k award) of the European-Commission-sponsored Block.IS program, which aims at finding the best EU blockchain startups



F10 Batch V graduation – 18th August

LoanXchain successfully graduated at the SIX's accelerator F10



Global Startup Program

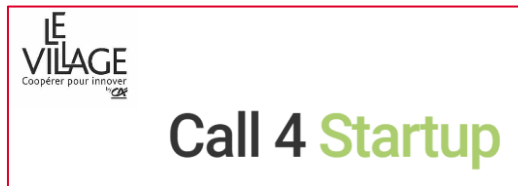
– 24th September

LoanXchain was participated by the Italian Trade Agency (ITA) to join the Global Startup Program. The program will support LoanXchain to develop business relations in London in Q1 2021

Main achievements: 2019



Paris Fintech Forum - 29th & 30th January
LoanXchain participated the Paris Fintech Forum, being also awarded a stand



Le Village startup call - 31th January
LoanXchain won the call 4 fintech startup launched by Le Village by Credit Agricole in Milan



Trusted Smart Contract Association - 27th February
LoanXchain won the call 4 smart contract thanks to the best smart contract concept presented



Bocconi & Citi Foundation StartupDay – 16th April
LoanXchain was selected to participate the StartupDay organised by Bocconi and Citi Foundation



LoanXchain successfully executed 1st pilot transaction – 24th September
Pilot (salary-backed consumer loans worth € 1 mln) executed at Village by Crédit Agricole Milano. Partners used the platform as sellers and buyers



F10 Batch V – 24th October
LoanXchain is the only Italian startup selected by F10 (accelerator of the Zurich Stock Exchange)

Main achievements: 2018



R3 Showcase Call - 28th February
LoanXchain participated the R3 monthly showcase call (>100 participants)



R3 Showcase Call - 16th April
LoanXchain was presented to the Frankfurt Corda blockchain event organized by R3 and the consultancy firm Micobo



Invitalia Smart & Start - 17th July
LoanXchain won the Smart & Start financing grant



R3 Partnership - 13th September
LoanXchain becomes an official R3 partner, also sponsored on R3 marketplace

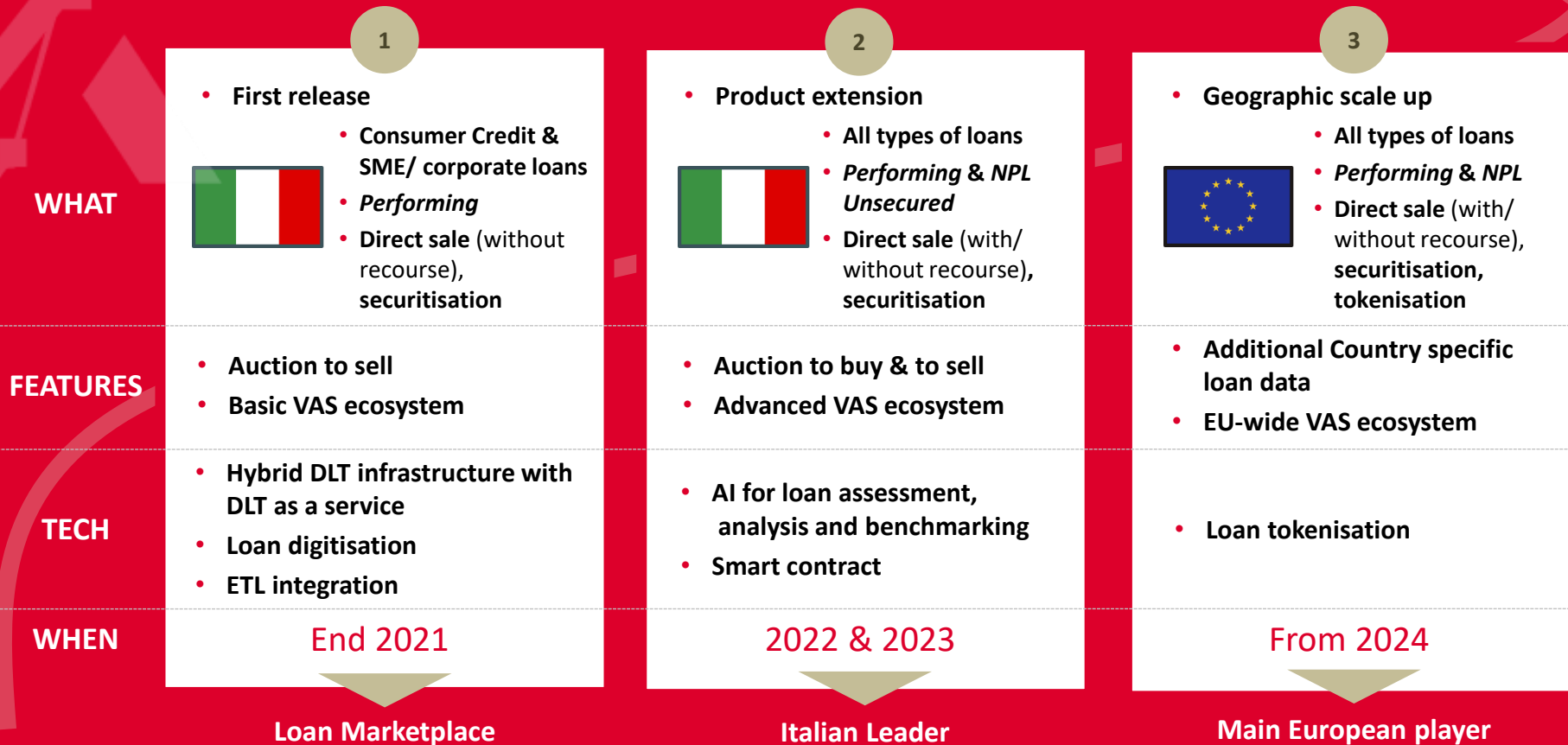


Corda Dream - 28th October
LoanXchain participated the 1st Corda Dream, event in Milan organized by Mediolanum and R3



Leadership Forum - 12th December
LoanXchain was presented to the Leadership Forum, one of the most relevant event for consumer finance in Italy

High level roadmap



Product WP 1 – securitisation framework

Features of the securitisation framework	
Time	<ul style="list-style-type: none"> Set-up: about 30 days New portfolio: 2 weeks
Structure	<ul style="list-style-type: none"> Underlying asset: credits One compartment for each investor Mono tranche note without retention <i>Partly-paid</i> note dematerialised and managed by Monte Titoli Notification of the sale in GU and communication to borrowers by the originator
Investor	Institutionals
Legal	Allen & Overy
Servicer	Leading Player
Sub-servicer	Originator
Rating/ listing	Not included

Component	Standard	Launch (2021)
Compartment set-up	80k	80k -> 70k
Annual maintenance	55k	55k -> 45k
New portfolio acquisition (same originator)	9k per transaction	8k per transaction
New portfolio acquisition (new originator)	15k per transaction + 7k added to maintenance	13k per transaction + 6k added maintenance

Product WP 2 – definition of SME loan template

Defined the loan template to be used on platform and shared with digital lender specialised in SME loans.

Here below some extraction:

Data type	Position	Field name	Definition	Field type
General loan data	1	Unique Identifier	The unique identifier assigned by the reporting entity.	TEXT
General loan data	2	Batch identifier	The unique identifier of the batch, as assigned by the reporting entity.	INTEGER
General loan data	3	Original Underlying Exposure Identifier	Unique underlying exposure identifier. The identifier must be different from any external identification number, in order to ensure anonymity of the obligor. The reporting entity shall not amend this unique identifier.	TEXT
General loan data	4	New Underlying Exposure Identifier	If the original identifier in field Original Underlying Exposure Identifier cannot be maintained in this field enter the new identifier here. If there has been no change in the identifier, enter the same identifier as in Original Underlying Exposure Identifier. The reporting entity shall not amend this unique identifier.	TEXT
General loan data	5	Original Obligor Identifier	Unique obligor identifier. The identifier must be different from any external identification number, in order to ensure anonymity of the obligor. The reporting entity shall not amend this unique identifier.	TEXT
General loan data	6	New Obligor Identifier	If the original identifier in field Original Obligor Identifier cannot be maintained in this field enter the new identifier here. If there has been no change in the identifier, enter the same identifier as in Original Obligor Identifier. The reporting entity shall not amend this unique identifier.	TEXT
General loan data	7	Data Cut-Off Date	Note: "data submission" here is related to the submission to LXC	DATE
General loan data	8	Pool Addition Date	The date that the underlying exposure was transferred to the SSPE. For all underlying exposures in the pool as at the cut-off date in the first report submitted to the securitisation repository, if this information is not available then enter the later of: (i) the closing date of the securitisation, and (ii) the origination date of the underlying exposure.	DATE
General loan data	9	Date Of Repurchase	Date on which the underlying exposure was repurchased from the pool.	DATE
General loan data	10	Geographic Region - Obligor	The geographic region (NUTS3 classification) where the obligor is located. Where no NUTS3 classification has been produced by Eurostat (e.g. a non-EU jurisdiction), enter the two-digit country code in {COUNTRYCODE_2} format followed by 'ZZZ'.	GEO
General loan data	11	Geographic Region Classification	Enter the year of the NUTS3 classification used for the Geographic Region fields, e.g. 2013 for NUTS3 2013. All geographic region fields must use the same classification consistently for each underlying exposure and across all underlying exposures in the data submission. For example, reporting using NUTS3 2006 for some geographic fields relating to a given underlying exposure and reporting using NUTS3 2013 for other fields relating to the same exposure is not allowed. In the same way, reporting geographic region fields using NUTS3 2006 for some underlying exposures and reporting geographic region fields using NUTS3 2013 for other underlying exposures in the same data submission is not allowed.	YEAR
General loan data	12	Special Scheme	If the underlying exposure is governed by any special public sector arrangement, enter the full name (without abbreviations) of the arrangement here.	TEXT
General loan data	13	Origination Date	Date of original underlying exposure advance.	DATE



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Mattia D'Alessandra

+39 349 3307919

mattia.dalessandra@loanxchain.com



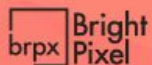


BLOCKCHAIN BEYOND THE HYPE

BlockStart Startups 2nd Demo Day

30 June | 3pm CET | Online event

**Time for a break
We will be back soon**



CIVITTA



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 828853.

Blockchain startups pitch

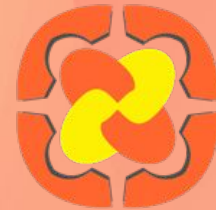


Knowtary

Digital Document Certification



ibisa



ComeTogether



Knowtary

Digital Document Certification



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 828853.

The Problem



Takes a long time

Lawyers, accountants and notary agents need many hours with in person customer signing of documents and verification of identities



Costs a lot of money

Both customers and agents spends money with costs associated with the notarization process



International Validation

Many companies and individuals need an international way for validating identities and signatures on contracts across borders

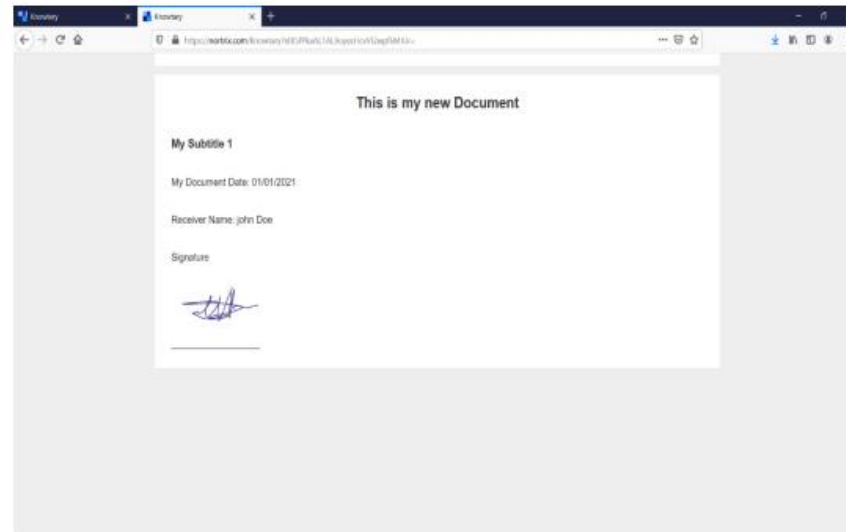
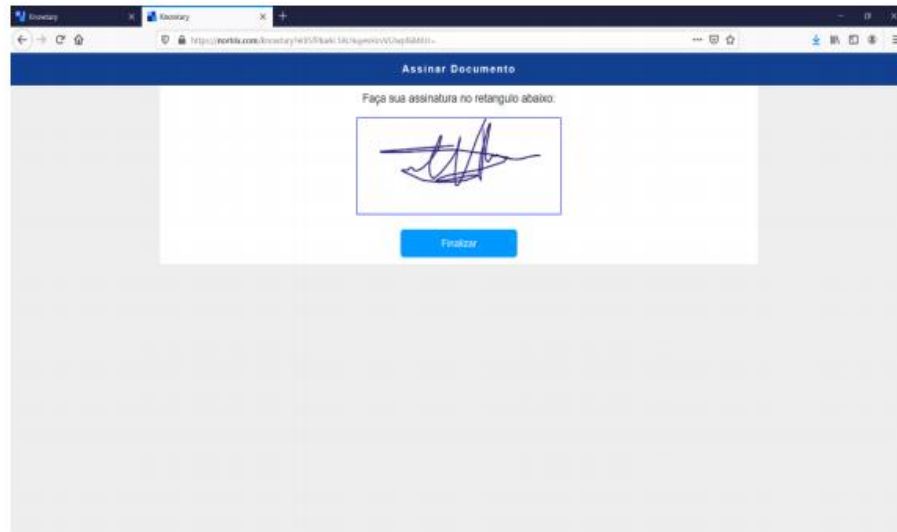
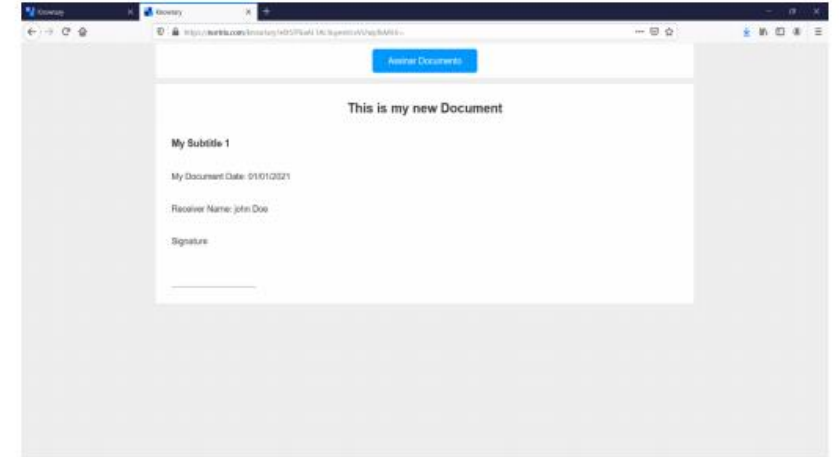
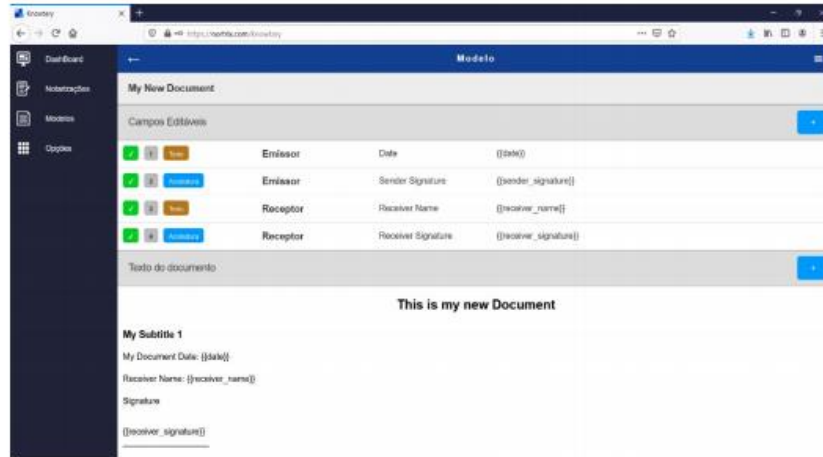


Our Solution

- Web Based App that can be customized for lawyers, accountants, notary agents and certification companies.
- Custom online document creation
- Online signature direct inside the app
- Blockchain notarization
- KYC validated on the blockchain for international certificates



Product Screenshots



Market Size

TAM: U\$ 767.1 billion

(Size of the global legal services market 2015-2023 - Statista Research Department) *1









SAM: U\$ 14.1 billion

Digital Signature Market *2

*1 <https://www.statista.com/statistics/605125/size-of-the-global-legal-services-market/>

*2 <https://www.marketsandmarkets.com/Market-Reports/digitalsignature-market177504698.html>

Competition

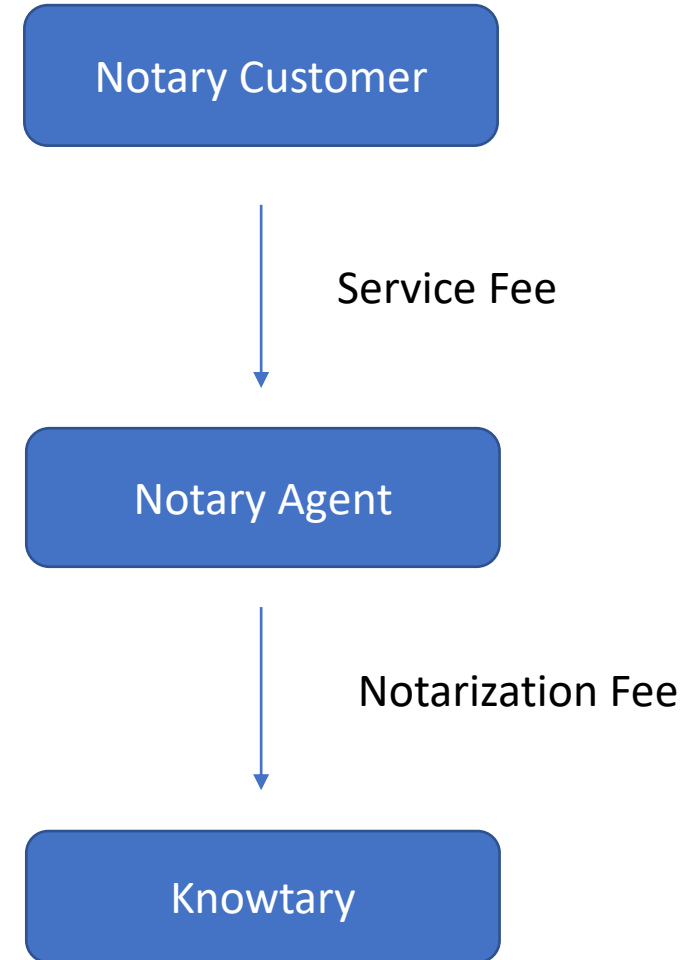
<u>Existing Notary Framework</u>		
	<u>YES</u>	<u>NO</u>
<u>YES</u>		
<u>NO</u>	   <u>NO</u>	   <u>YES</u>
		<u>Blockchain Notarization</u>

Business Model



Notarization Fees

For every notarization our customers make on our blockchain we charge a fee that can either be paid with crypto currency or with fiat money



Pilot Stage Progress

Business

- 2 SMEs under test
- 3 SMEs with technical requirements defined for development
- Other SMEs approached

Technology

- 2 Custom Apps deployed: accountant firm and a green certification company
- Hyperledger Blockchain configuration
- Frontend refactoring to support multiple document formats



Our Current Traction

App deployed



Technical scope defined



App deployed



Technical scope defined



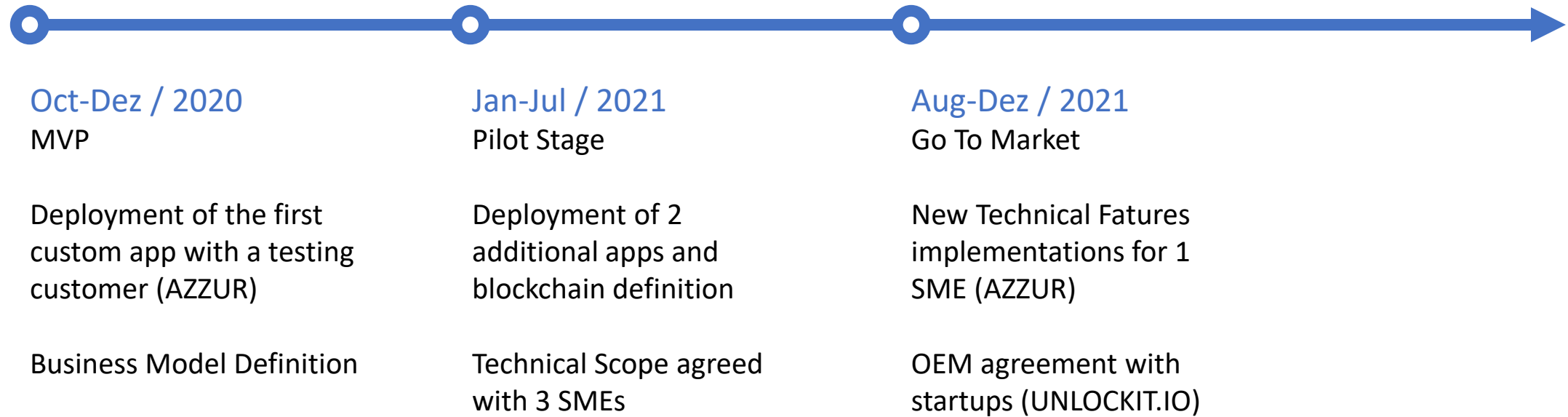
App deployed



Technical scope defined



Road Map



The Team



Rui Serapicos
CEO

entrepreneur with international context experience and career in several organizations, including a Gartner & GE Capital

<https://www.linkedin.com/in/ruiserapicos/>



Thiago de Souza

CTO

15 years of experience as Chief Technology Officer with a demonstrated history of working in the internet industry.

<https://www.linkedin.com/in/thiago-souza-66707818/>



Livia Thomé

Legal Expert

State Attorney with experience in international law, litigation, and GDPR. MA in Intl Law, a Ph.D. student in Public Administration

<https://www.linkedin.com/in/l%C3%ADvia-thom%C3%A9-46a161188/>

What we are looking for



Paying customers

- Notaries
- Law Firms
- Accountants
- Green Certification Companies

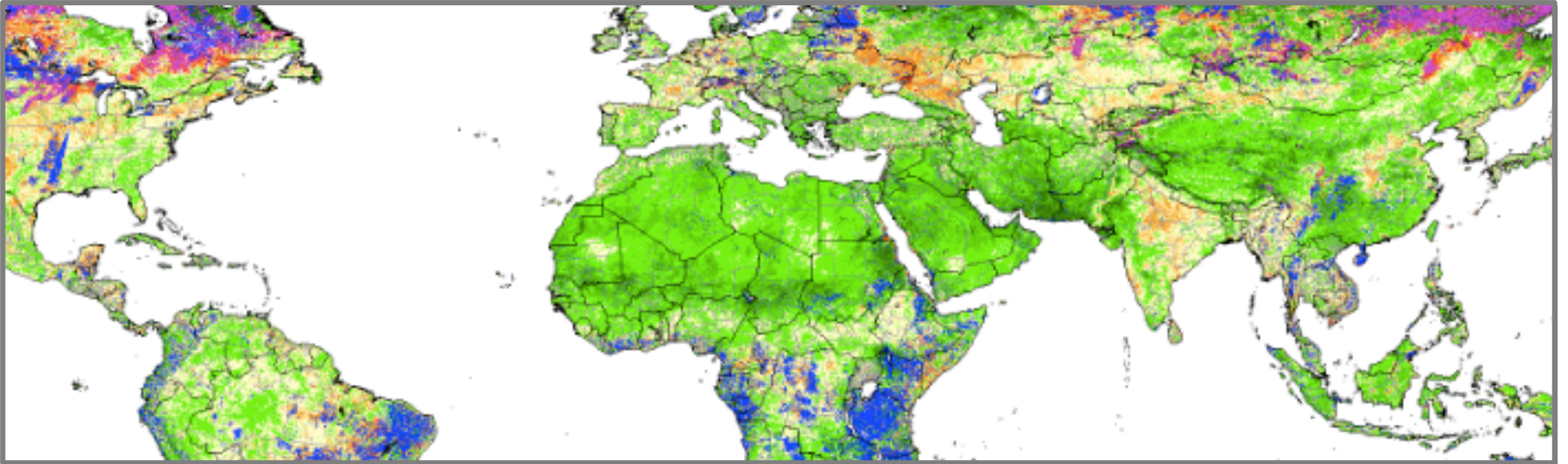
+ Funding of € 500,000.00



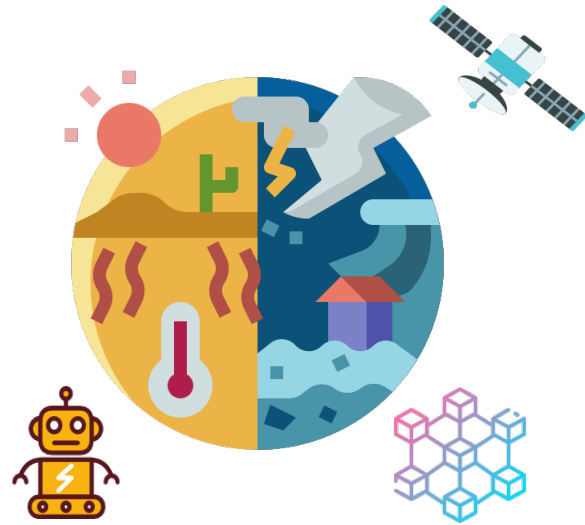
This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 828853.

MINORKA (Manage, Identify, Notify and Oraclize Risks in Agriculture)

AN IBISA EXTENSION



IBISA is an InsurTech start-up developing the next generation of insurance platform and products for agriculture using Earth Observation satellite data, machine learning and blockchain.



MEET THE TEAM



Antoine Detante.

Blockchain architect and developer.



Konrad Jarocki.

Geomatics engineer and developer.
Remote sensing & photogrammetry.



Maria Mateo.

Telecom Engineer.
Satellites & blockchain.



Jean-Baptiste Pleyne.

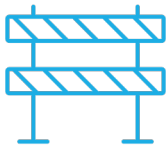
Actuary, insurance and blockchain expert.

USE OF SATELLITE DATA FOR AGRICULTURE HAS A HUGE POTENTIAL

But benefits of Earth Observation data are not accessible to SMEs

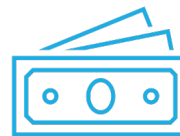
High barriers to use satellite
data

Development of the required
expertise, knowledge and tools



Expensive

No solution affordable by design
and suited for SME

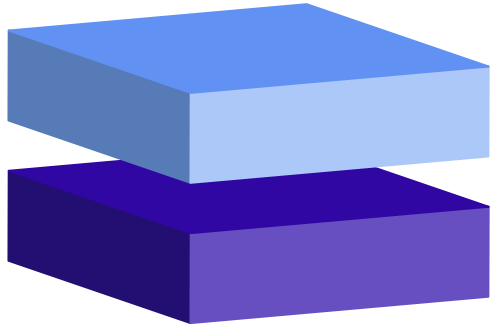


Only for big players

Only accessible to corporations



SOLUTION



Minorka

Platform on top of IBISA crowdsourced solution, in order to allow external companies to request remote and distributed loss assessment

IBISA Loss Assessment

Proven platform for agriculture insurance with more than 15,000 assessment to data

A platform for SMEs to easily identify, request and use actionable satellite data for the businesses.

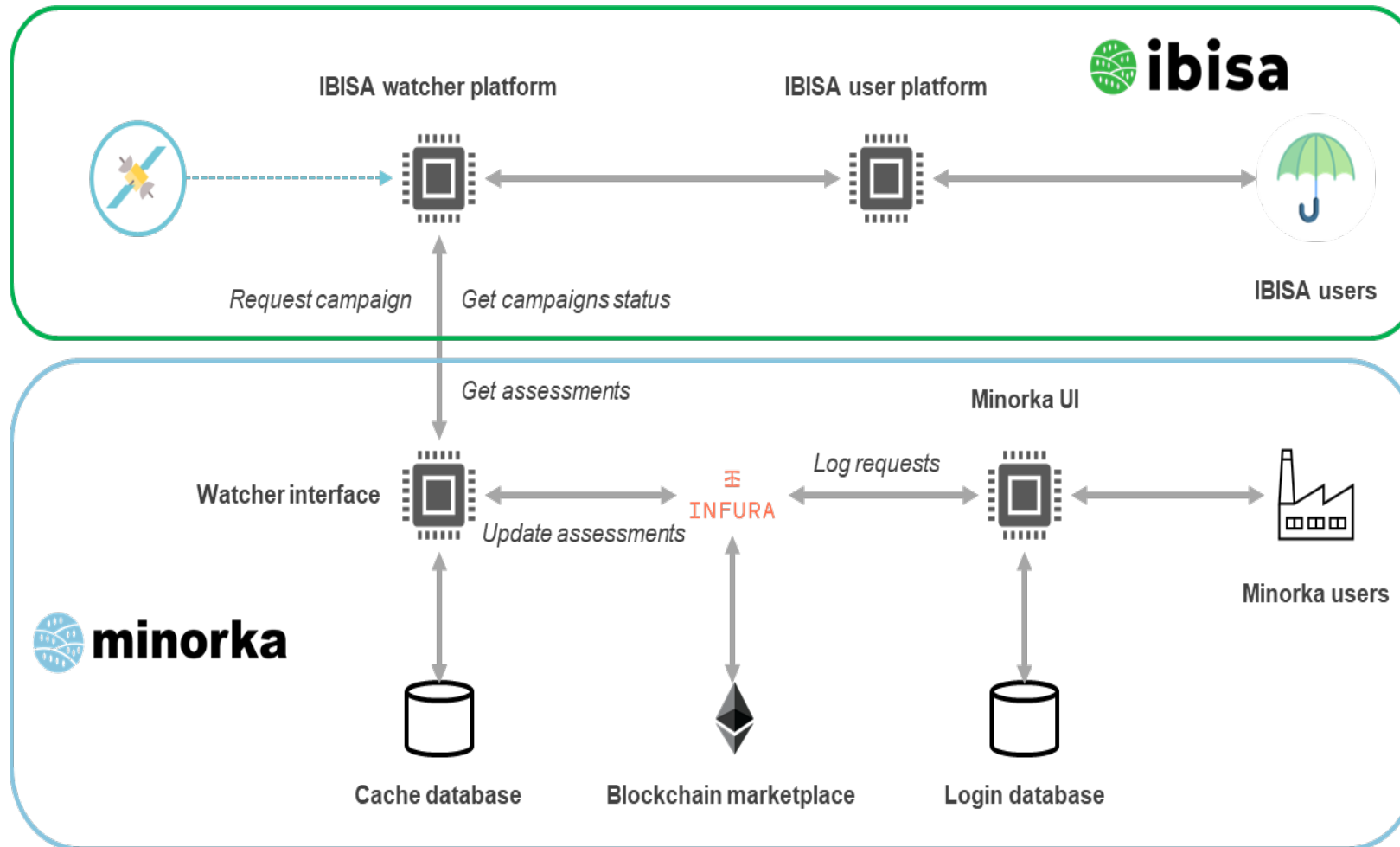
Cost-efficient.

Simple, easy to understand and use.

Proven value.

Minorka democratizes the access and use of satellite data, delivering results in an actionable way.

MINORKA DAPP



Ethereum Dapp that can trigger the IBISA Earth Observation platform


HOW IT WORKS

Create a login
(admin)

Ask for an
assessment

Update status
(automatic)

Consult
assessment status



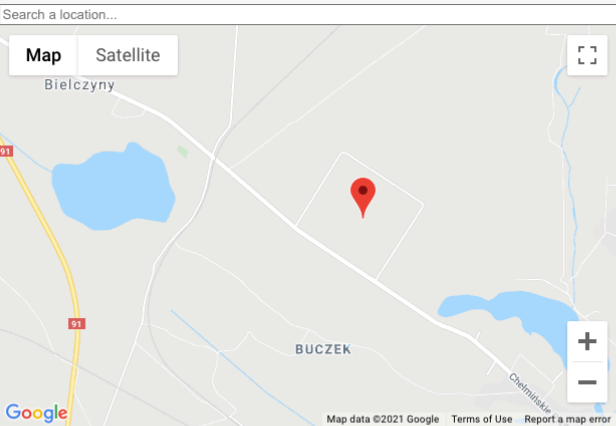
KONRAD@IBISA.NETWORK

Assessment on the field situation compared to previous years

Search a location...

Map

Satellite



Map data ©2021 Google Terms of Use Report a map error

Pin your field

53.20595832951381 °N, 18.590406266464555 °W

Name your field

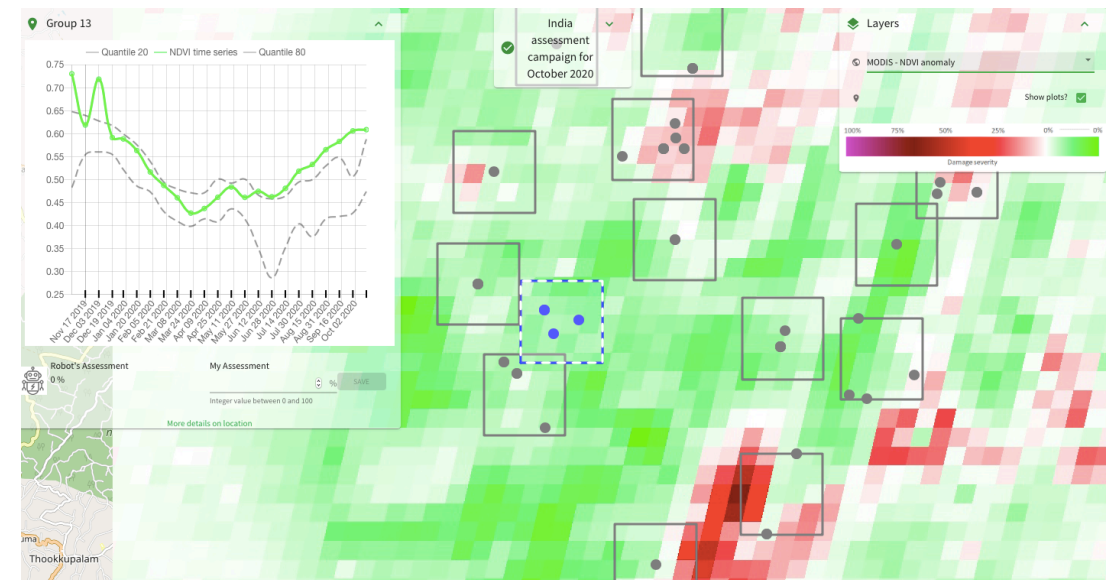
Test field 1

Select month to assess

2020

JAN	FEB	MAR	APR
MAY	JUN	JULY	AUG
SEP	OCT	NOV	DEC

3 month(s) selected - clear all



Robot's Assessment

My Assessment

Integer value between 0 and 100

More details on location

India assessment campaign for October 2020

Layers

MODIS - NDVI anomaly

Show plots?

Damage severity

7

DEMO



minorka

KONRAD@IBISA.NETWORK 

Hello konrad@ibisa.network!

Your past assessments

ID	Order Date	Field name	Month assessment	Status	Damage
----	------------	------------	------------------	--------	--------

ASK FOR A NEW ASSESSMENT

RESULTS FROM PILOTS IMPLEMENTATION



Smart!Rem specializes in Risk Management and insurance claims handling



BioDAC is a company focused on data analysis services to companies and institutions

SMART!REM


Case study: fire damage assessment on the farm and analysis of such a damage a few months after. Fire occurred in June 2020.

Assessment on the field situation compared to previous years

40.298472, -4.300944

Map

Satellite



Google

Map data ©2021 Inst. Geogr. Nacional Imagery ©2021, CNES / Airbus, Maxar Technologies Terms of Use Report a map error

Pin your field

40.298774401886824 °N, -4.299795392524111 °W

Name your field

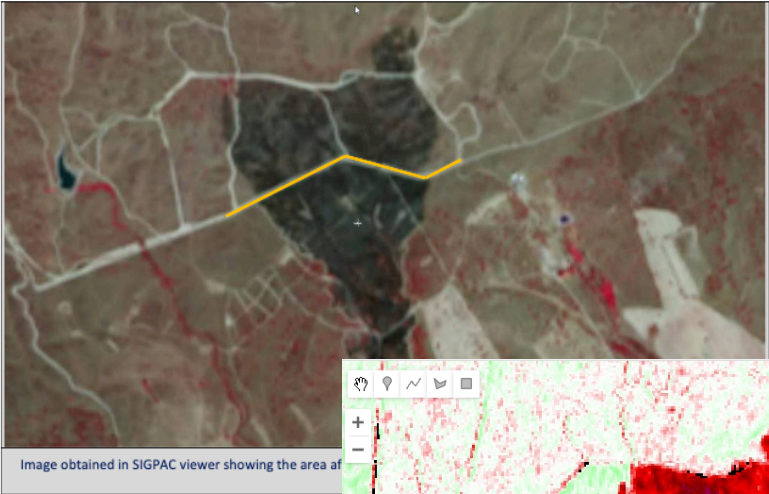
SmartREM Analysis Fire

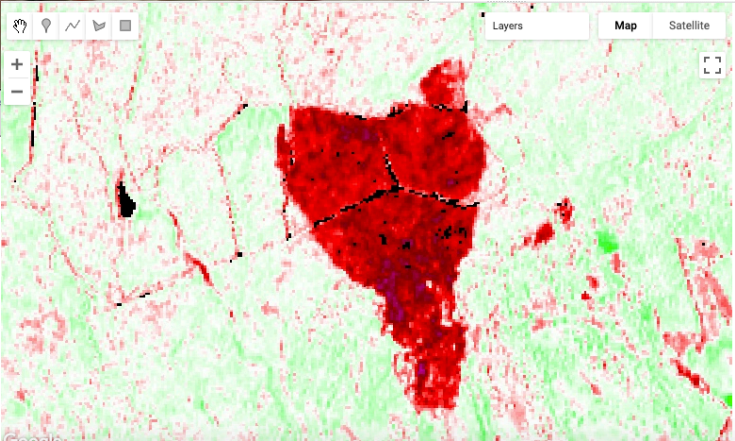
Select month to assess

◀ 2020 ▶

JAN	FEB	MAR	APR
MAY	JUN	JULY	AUG
SEP	OCT	NOV	DEC

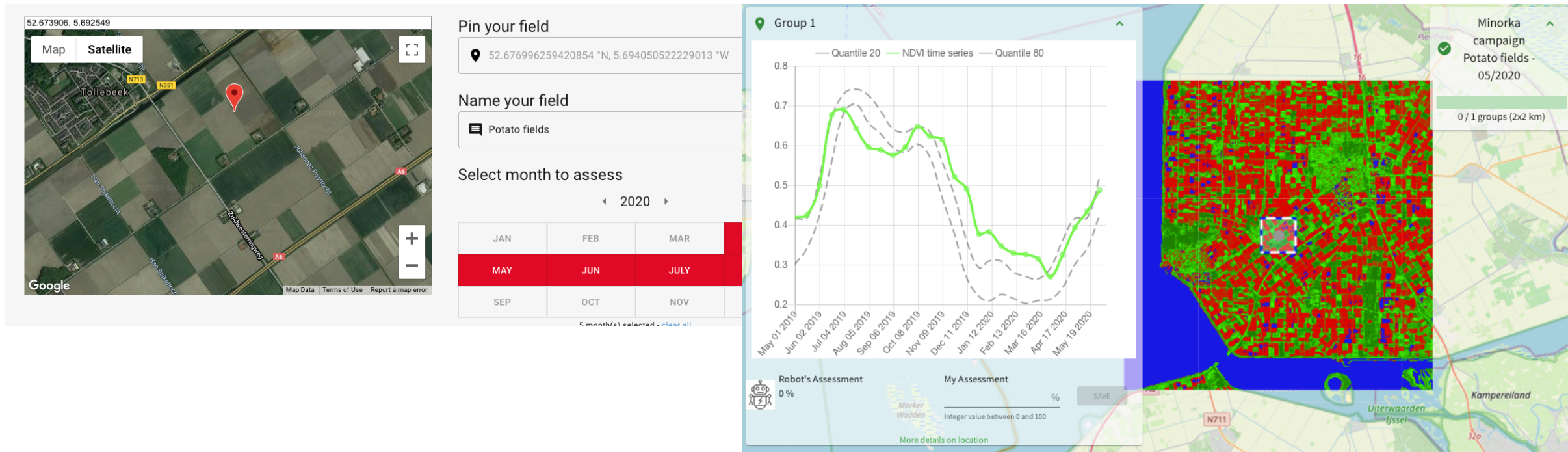
2 month(s) selected - [clear all](#)










BIODAC

Case study: Potato yield forecasting


















SUMMARY AND LESSON LEARNED

KPIs		
1	Product improvements recommendations (features and/or usability) from the SMEs adopters.	 Possibility of choosing custom period of time for the assessment. + datasets.
2	2 tests performed for SME's clients	+4
3	Definition of the collaboration strategy and principles with the SME adopters post pilot	
4	Business Development beyond SME adopters. 2 new B2B leads	  

IBISA FOOTPRINT



CHANNELS

MUTUAL	INPUT PROVIDERS	FINANCIAL PROVIDERS	NGOS	OFF-TAKE BUYERS	INSURANCE PARTNERS
		SEED COMPANY			
		SEED COMPANY			
 					
					 

POST PILOT TECHNICAL ROADMAP

This first version of Minorka is a PoC that demonstrates the feasibility and the interest of this type of product. After the blockstart project, the following technical improvements will be done :

- [Technical update of the platform](#). Improve the scalability of the solution and allow more concurrent connections and utilization of the solution.
- [Open an API to users](#), so that they can request directly with our backend without the need of the front end. This will allow technology friendly SMEs to integrate Minorka as part of their IT system. This obviously has impact on security, access management, scalability, etc.
- [Incorporate recommendations](#). Custom periods, automated standard reporting and additional datasets.

BUSINESS MODEL



Pay per use

Launch pricing

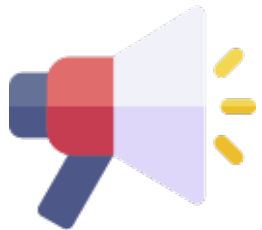
Order Summary	Pricing
Email konrad@ibisa.network	First assessment FREE 2.5 EUR per assessment
Field Test field 1 <ul style="list-style-type: none">53.20595832951381 °N18.590406266464555 °W	Total 5 EUR
3 Month(s) to assess <ul style="list-style-type: none">06/202007/202008/2020	Terms Advance payment You will receive a confirmation email with your request and a second email with the assessment in one week time.
EDIT	Support support@minorka.lu

Tiered pricing

Seed	Shoot	Sapling
25 requests/month	100 requests/month	200 requests/month
100 EUR/month	375 EUR/month	700 EUR/month

Once we have more data on the value that we bring to each customer group, and the offer is more finetuned to help them taking all advantage of the data we will increase the options and adjust the price accordingly

POST PILOT BUSINESS ROADMAP & THE ASK



We look for:

- Early Adopters in the AgriFood sector to bring new use cases to Minorka
- New hires – Full stack developer / Agronomist developer

Contact us!



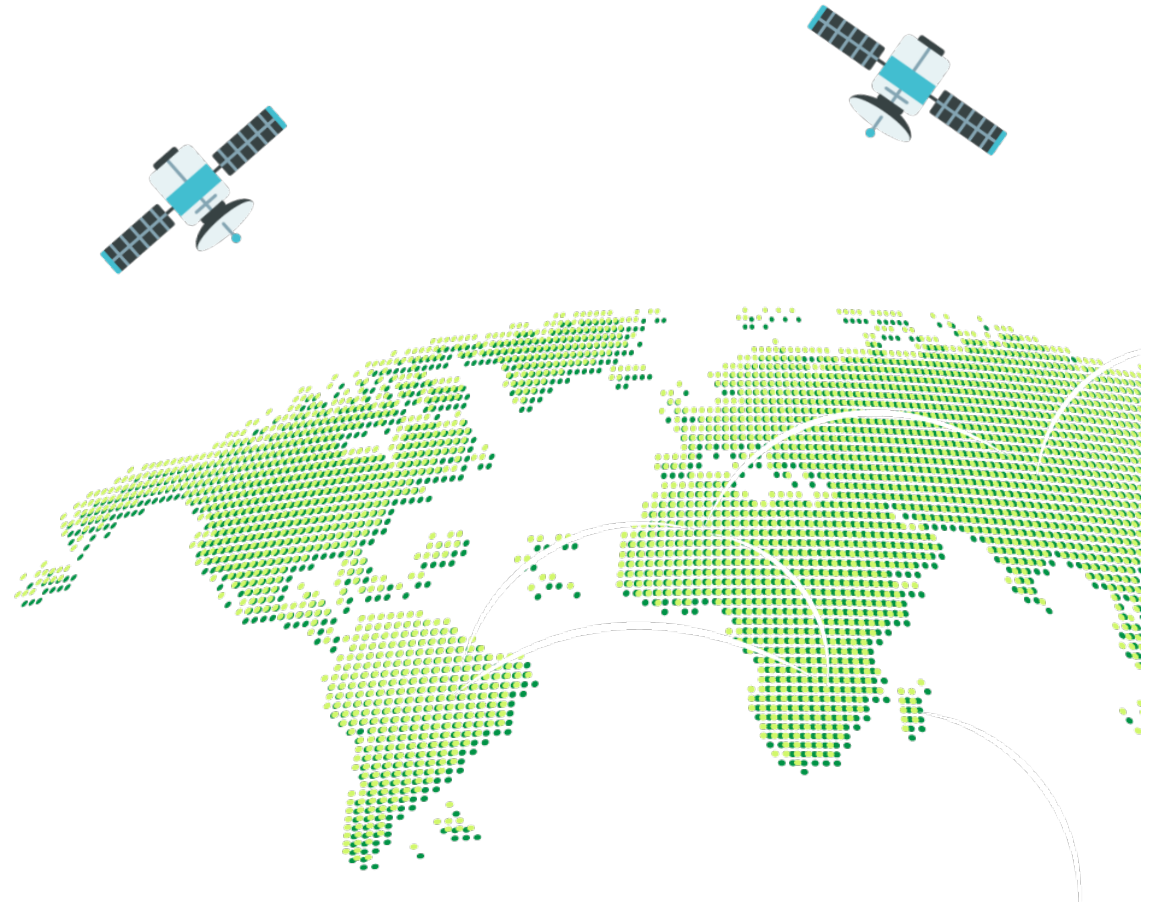
www.ibisa.network

maria@ibisa.network

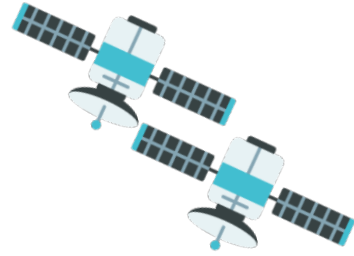
jeanbaptiste@ibisa.network

antoine@ibisa.network

9 rue du Laboratoire 1911 Luxembourg



COMPETITION



Data Providers

Research
centers

EO downstream
applications providers



\$\$\$

\$\$\$

\$

Governments
And research
community

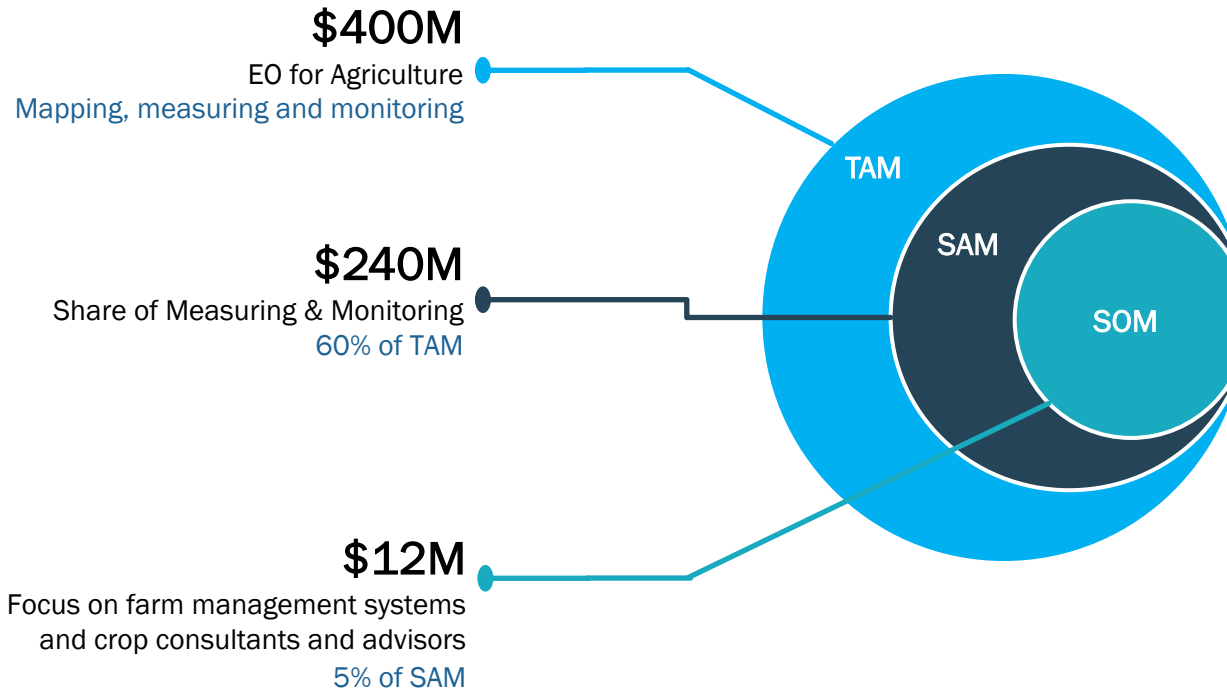
Multinational
companies
(Insurance, food, etc.)

SMEs
Agri-cooperatives
Independents
farmers

*Transforming raw data into
actionable data*

*Minorka offers immediately
actionable & usable EO related
data, cost-efficient, usable for
SMEs, farmers, cooperatives,
etc.*

EARTH OBSERVATION FOR AGRICULTURE



- Agriculture retailers
- Chemical & seed companies
- Farm management information systems
- Food companies
- Crop insurance
- Crop consultants and advisors

The total Earth Observation-based services and products addressing the agricultural market is expected to double by 2029



ComeTogether

ComeTogether gives control of the entire ticket lifecycle to event organizers,
with the power of blockchain

TICKET SCALPING & FRAUD

INFLATED SECONDARY MARKET PRICING

0 1 1 1
1 1 0 1
1 0 0 1

**Ticket
bots**



**High resale
prices**



**Organizers
lose revenue**



**Fake or already
scanned
tickets**



THE ROOT OF THE PROBLEM:
STATIC QR CODE TICKETS

NEW FORM OF DIGITAL TICKET



**EOSIO TICKETING ENGINE
(BLOCKCHAIN PROTOCOL):**



Non Fungible Token (NFT) Ticket
Embedded organizer rules

INNOVATIVE TICKET DELIVERY:

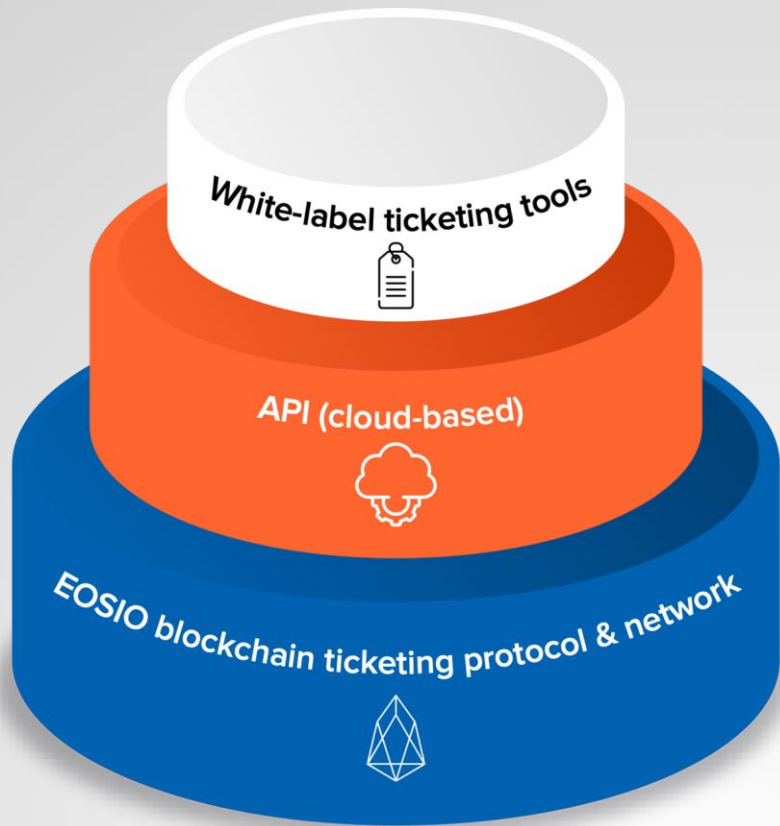


Dynamic qr code (currently)

CONTROL & TRACKING OF THE TICKET



- ▶ Better fan experience: Fraud & scalping prevention
- ▶ Access secondary market revenues
- ▶ Targeted marketing
- ▶ COVID-19 tracing
- ▶ Compliance with regulations
- ▶ New revenue stream
- ▶ Extra incentive for fans to attend
- ▶ Expand addressable market worldwide



**Event organizers &
Ticketing
companies**



**Under their
own
branding**

White-label ticketing tools



**Plug
and play**



**Primary & secondary
ticket marketplace**



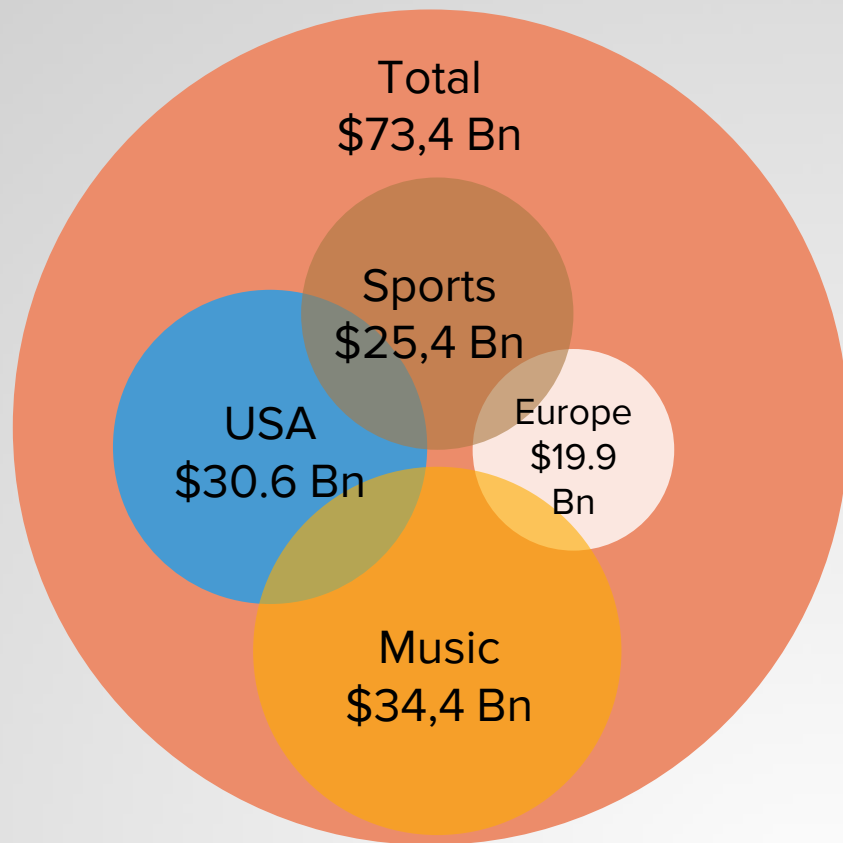
**Ticket
wallet**



**Organizer's
dashboard**



Market



Event Tickets Worldwide (2019)
Total Available Market - Statista



New Revenue Stream
for the organizers

Secondary ticket resales (2019)
Serviceable Available Market - Forbes

AND NOW WITH COVID-19?



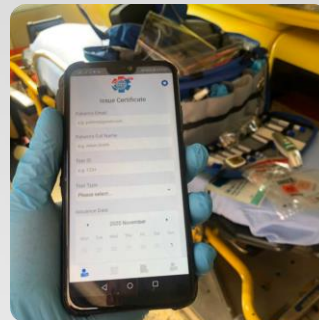
CANCELLED

POSTPONED



HEALTH CERTIFICATE

COVID-19 test status,
Antibody test,
Vaccination status.



with customer's
branding



Issued by
Health Centers



Impossible to
transfer or forge



European
Commission

Privacy and
interoperability

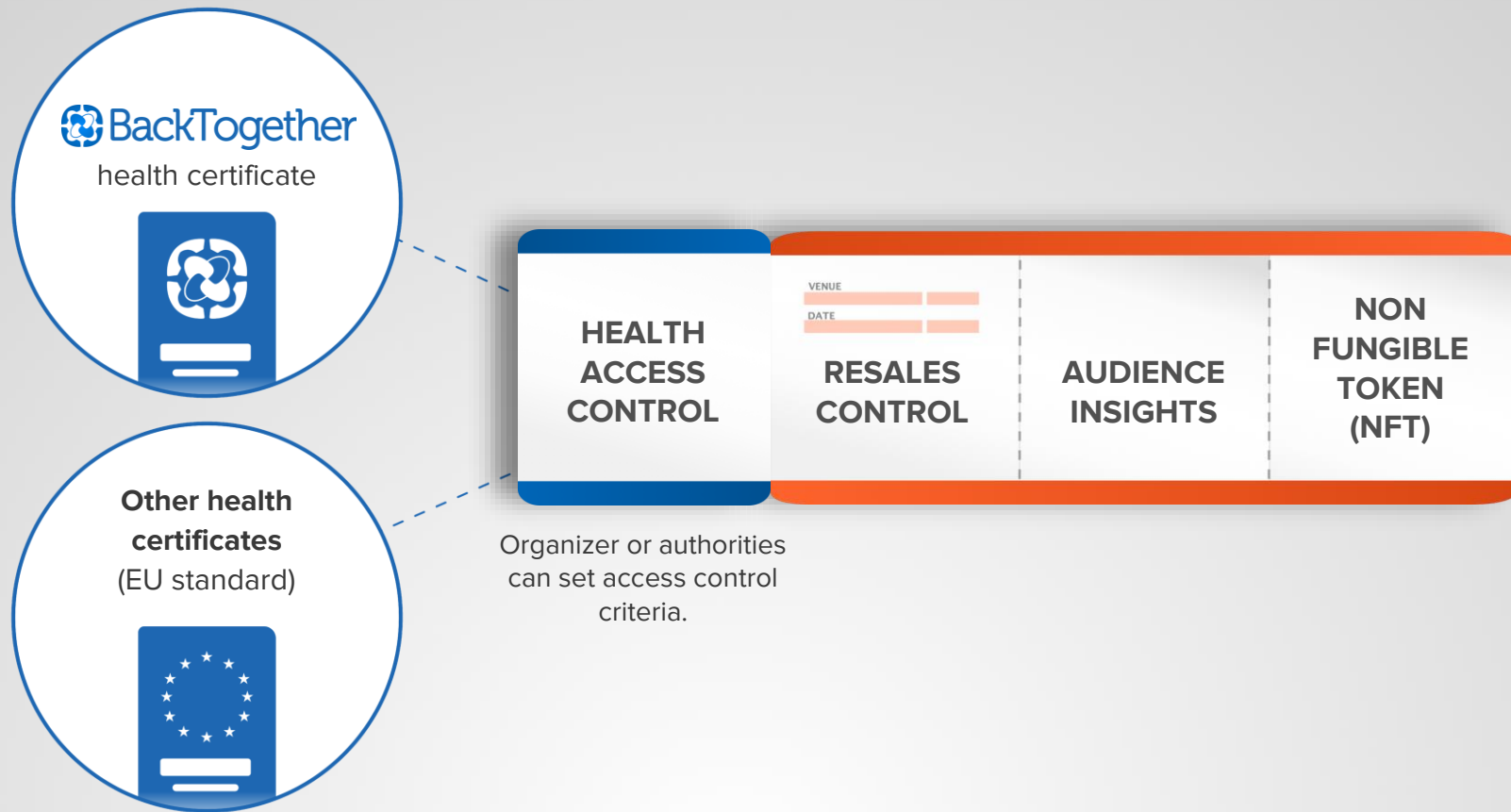
in compliance with the new
EU regulation for the Digital
Green Certificate



Greek government
COVID-19 hackathon

1st & 2nd Antivirus
Crowdhackathon

Restart live events



LICENSING

WHITE-LABEL & CLOUD API








ISSUE NATIVE TOKEN

BLOCKCHAIN NETWORK



Competition

	COVID-19 LIVE EVENTS ADAPTATION	UNLOCKING SECONDARY MARKET REVENUE FOR ORGANIZERS AND PERFORMERS	DIGITAL COLLECTIBLES	OPEN ECOSYSTEM	HIGH SCALABILITY & LOW COST
	✓	✓	✓	✓	✓
	✗	✗	✓	✓	✗
	✗	✗	✗	✓	✗
	✓	✗	✗	✗	✓
	✗	✓	✗	✗	✓




Launched in
October 2019

First 5 months
14 live events



Customer
"ABOVE THE
HOOD"

The most popular hip hop label in Greece
 200M+ views



Contract (white-label and API integration)
ticketsforgood.co.uk
tickets.partyforthepeople.org

Ticket sales since 2014: **£5M+**
Targeted launch - Q2 2021



White-label contract
emergencyhelp.eu

Partnership



Thought Leadership



Launched
"ChatTogether"
podcast series
May 2021

Industry Events



Restart events



Acceleration



March - June 2021



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Co-Founder/ CEO
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Stavros Antoniadis
Co-Founder/ COO/
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Stathis Mitskas
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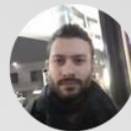
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Advisors



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Top Achievements

1. Released Ticket **Scanner App**
2. Released the 'Tickets For Good' **Web App** and **Ticket Wallet App**
3. Released the 'Emergency Help' **Health Certificate Mobile App**

Demos

[Tickets For Good **Web** App](#)

[Tickets For Good **Wallet** App](#)

[Emergency Help **Mobile** App](#)

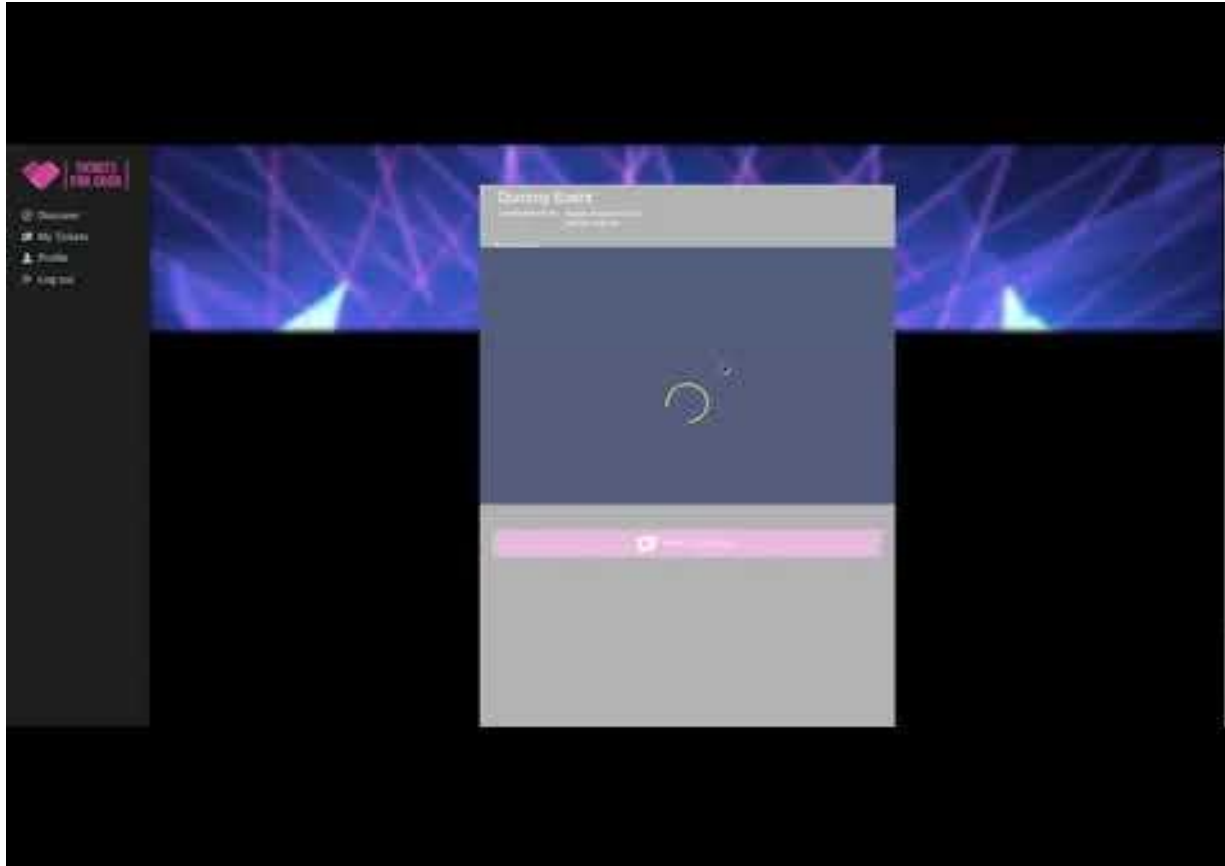
DEMO

 ComeTogether



2. SETTING TICKETS FOR RESALE:

Tickets For Good Web App



Tickets For Good Wallet App



Emergency Help Mobile App



Future plan

1. **Continue Collaboration** with both Tickets For Good and Emergency Help - white-label contracts
2. **Business development** in Europe and MENA region as:
 - a. **technology providers** for ticketing companies and sports clubs
 - b. **white-label providers** for music events

€500,000

FUNDING SO FAR

LOOKING FOR €500,000



Grow team

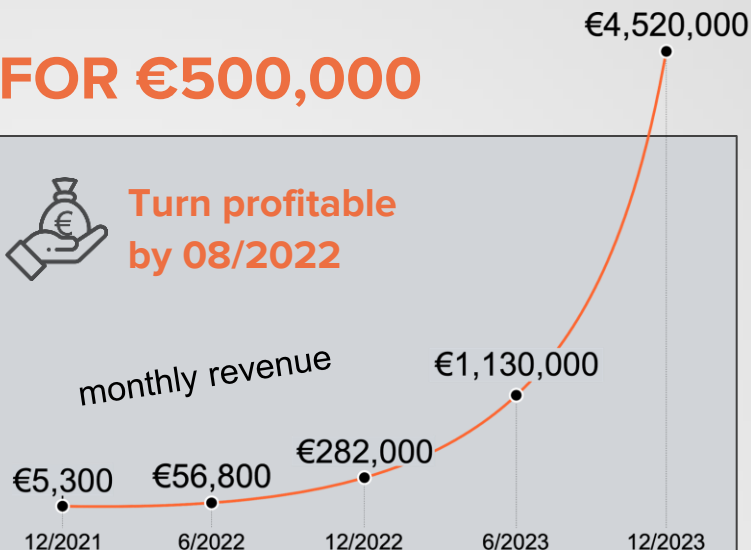
- Part time ► Full time
- 6 new hires



20 months
runway



Turn profitable
by 08/2022





cometogether.network

lp@cometogether.network

+30 6948 896 353

Wrap-up and takeaways

João Fernandes, Bright Pixel



2nd Acceleration Programme Finalists



Ticketing solution
with health passport

2 pilots



Platform for
agriculture insurance

2 pilots



Digital document
certification

5 pilots



Secondary loan
marketplace

3 pilots



Digital identity for
motorcycles

4 pilots

All projects in
www.blockstart.eu/our-startups/



Next week we'll send you

Video of the event

Blog post with main takeaways

Startups' profiles

Videos about the startups' pilot implementations

Call for meetings with the startups

Feedback survey



What's next



**Ideation
Kick-off**

2 days
27-28 Jul 2021

24 Startups
pitch and meet SMEs

**Prototype
stage**

4 months
Aug - Nov 2021

10 Startups
develop and validate MVP

**Pilot
stage**

2 months
Dec 2021 - Feb 2022

5 Startups
implement pilots in SMEs
and pitch at Demo Day



Last opportunities

3rd Call for SME Adopters

1st cut-off - 6 July

2nd cut-off - 10 November

www.blockstart.eu/adopters/

Do you need blockchain? tool

www.blockstart.eu/dlt/



Thanks!

Carla Puel & David Chreng-Messembourg
LeadBlock Partners



Thanks!

20 DLT Developers



Thanks!

16 SME Adopters



BioDAC



INNOVA 



Thanks!

BlockStart Consortium



CIVITTA

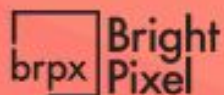




BLOCKCHAIN BEYOND THE HYPE

BlockStart Startups 2nd Demo Day

30 June | 3pm CET | Online event



CIVITTA



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 828853.