

# STARTUP MAGAZINE

2025/2026



**Explore 70+ startups within medtech, deep tech, defence tech, and much more**

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**Connecting deep tech and capital: A growing partnership between DTU Science Park and Jyske Bank**

How do deep tech startups find the right investors? DTU Science Park and Jyske Bank are strengthening the connection through Danish Tech Challenge and curated pitch events, creating new opportunities for research-based companies to access capital and scale.

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**Danish Tech Challenge is still a growth program for hardware startups. But much has changed in the decade since it all began.**

When Danish Tech Challenge launched in 2014, hardware startups were largely overlooked in the startup ecosystem. Three program managers reflect on how the accelerator has evolved over the years—and how it continues to be a key platform for deep tech founders.

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**Meet the startups shaping tomorrow's technologies**

Discover the startups behind DTU Science Park's growth programs. From early-stage ventures to scaling deep tech companies, these founders work across medtech, green tech, defence tech, and emerging technologies to address challenges in healthcare, sustainability, security, and advanced engineering.

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**A blood test from CARE-DNA can save lives—and now it can also be good business**

Professor Birgitte Regenbergs turned groundbreaking cancer research into a promising deep tech startup. After winning Danish Tech Challenge, CARE-DNA has strengthened its team, secured major funding, and taken decisive steps toward bringing its life-saving blood test technology to market.

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**Inside DTU Science Park's labs: Discover the groundbreaking technology being developed**

What happens inside the laboratories at DTU Science Park? Meet the companies using advanced facilities to develop breakthrough technologies. Phanofi, Valinor, TOOsonix, and ExpreS2ion are pushing the boundaries of deep tech innovation.

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**Investor focus in transition: Purpose remains crucial for investors. But the purpose has changed**

Financial returns remain key, but investors increasingly look beyond profit. As geopolitical realities shift, new priorities such as resilience, security, and transformative technologies are shaping how both private and institutional investors choose the startups they support.

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**Find out what type of deep tech founder or investor you are**

Not all founders—and investors—are the same. Discover your deep tech archetype, see which investor or founder you match with, and learn which skills you might need to add to your team to build a stronger startup.

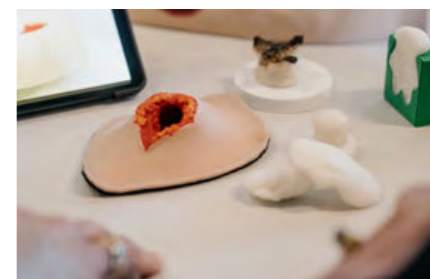
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**Commercial success: Tempty Foods is forging ahead with its plant-based meat alternatives**

Tempty Foods wants to make plant-based meat mainstream using fermented mycelium. After years of development and support from programs at DTU and DTU Science Park, the startup is now scaling production, entering retail, and inviting investors to join through equity crowdfunding.

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**Antibacterial foam can help both chronic patients and wounded soldiers**

AleSac's antibacterial foam was created to treat chronic wounds. But new battlefield needs revealed a powerful dual-use potential. With support from DTU Science Park's MedTech Growth program and Creadis, the startup is now targeting defence applications.

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**Ukraine and the Nordic countries must cooperate more closely in 'the most innovative war since World War II'**

As innovation reshapes modern warfare, Ukraine and the Nordic countries are strengthening collaboration on defence technology. Initiatives like Defence Tech Denmark and Defense Innovation Highway aim to connect startups, industry, and researchers to accelerate innovation and strengthen Europe's defence capabilities.

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## Connecting deep tech and capital:

# A growing partnership between DTU Science Park and Jyske Bank

**Through Danish Tech Challenge and recurring pitch events, DTU Science Park has built a strong platform for connecting research-based startups with investors. In recent years, that platform has been strengthened through a close collaboration with Jyske Bank—a partnership that is gradually changing how deep tech companies access capital.**

Deep tech companies are a different breed than more traditional startups. That creates both opportunities and complexity when it comes to investment, which is one of the topics that is addressed when DTU Science Park and Jyske Bank invite deep tech startups to meet investors at their pitch events.

“There is value in pitch events because they create networks. There is value in participants learning something about how to look at investing in this segment—because it is a different decision-making process and different metrics than in passive equity investing,” says Steen Donner, CEO of DTU Science Park, continuing:

“Deep tech companies are fundamentally different from traditional growth cases. They are research-based, capital-

intensive and often operate with longer development horizons. At DTU Science Park, we work to prepare these companies for investment—but it is equally important that investors gain insight into how this segment works. Through our collaboration with Jyske Bank and the joint pitch events, we see a growing curiosity and willingness among investors to engage with deep tech. That learning process is essential, because it strengthens both the companies and the quality of capital entering the ecosystem.”

### From platform to partnership

Only a few years ago, Jyske Bank began to focus heavily on startups in the growth segment. This was marked by a strengthened collaboration with DTU Science Park, with Jyske Bank now the lead partner in Danish Tech Challenge. Since then, things have moved quickly.

The bank’s specialized Growth team has steadily grown with new team members. Among others, the team has been expanded to include entrepreneur Martin Ersted Schultz, who brings a successful startup journey and hands-on experience as both founder and investor, strengthening the bank’s understanding of the ecosystem and its active role within it.

“We run our business departments in a highly specialized manner. In the agricultural department, our advisers know about plant seeds and land prices. We have developed a similar specialization in startups within this ecosystem, where DTU Science Park is an extremely important partner. We want to get closer to the ecosystem, so today we work with founders, companies, investors, and venture funds,” says Kim Dalsgaard, Business Director for Private Banking East at Jyske Bank.

Through its partnership with DTU Science Park, Jyske Bank has gained close access to the startup ecosystem. This has given them a clear understanding of what founders and startups expect from the bank. As a result, the bank is now better positioned than before to help scale-ups in particular towards

### Pitch events in collaboration

- Four times a year, DTU Science Park invites a number of startups to a pitch event, while Jyske Bank ensures investors attend.
- The aim is to give startups access to smart money, while investors gain insight into the latest technology and access to unique investment opportunities.
- The event takes place in an informal setting, allowing investors and startups to get to know each other before signing an agreement.
- Erletek (Robotics & automation), CPH Innotech (Defence tech), Lithium Optima (Clean tech), Wren Bioscience (Food tech), and Measurelet (MedTech) participated in the latest pitch event.



**Kim Dalsgaard, Business Director for Private Banking East at Jyske Bank and Steen Donner, CEO of DTU Science Park.**

funding possibilities. For more immature startups, the bank has opened additional liquidity channels through pitch events and networks, where investors and private banking customers can invest in growth companies.

“We have gone from baby steps to actually being a real player in the ecosystem. We embrace founders much better than before, we help them with what they need—and we can see that it works when they grow. And it’s a huge pleasure to be a part of,” says Kim Dalsgaard.

### A broader bridge between startups and the bank

It is important for both founders and the startup community that a large bank such as Jyske Bank has chosen to focus on growth companies, according to Steen Donner, CEO of DTU Science Park. Not only because the bank has a better understanding of startups and their business models. This focus carries over when the bank advises founders and startup employees, as private individuals, on personal finance matters.

At the same time, he points to the significant effort required to get more affluent clients, who traditionally invest in property and shares, to consider startups. And he is currently seeing this

“  
**Deep tech companies are fundamentally different from traditional growth cases.**  
 ”

happening to an increasing extent. And Kim Dalsgaard is seeing the same thing in the private banking department.

“There are really exciting things happening in the ecosystem, and it’s great to see that Jyske Bank has reached a point where customers view access to the ecosystem as an attractive value proposition that we can also help them with,” he says.

Therefore, he will not rule out the possibility of further concrete initiatives in the future that could strengthen the collaboration between Jyske Bank, DTU Science Park, and the startup ecosystem. And who knows—with the bank’s new Defence department and a new startup program focusing on defence tech at DTU Science Park, the next step may not be so far off in the future after all.

# Danish Tech Challenge is still a growth program for hardware startups. But much has changed in the decade since it all began.

The startup ecosystem is in a completely different place today than when Danish Tech Challenge started in 2014. What has the program done to keep up, so that it still plays an important role in Denmark in 2026? We have asked three program managers over the years to shed some light on this.

Twenty hand-picked hardware startups were to undergo an ambitious accelerator program, and the Danish Industry Foundation had supported the project financially. That much was clear. But much else was still up in the air when Jakob Svagin took on the role of the first Program Manager for Danish Tech Challenge in 2014.

“The program was supposed to last four months, and it was supposed to start in what felt like four seconds. It dawned on me quite late in the process how compressed the timeline was,” Jakob Svagin recalls with a smile.

The hardware program was unknown, and he quickly realized that most people in the startup environment perceived ‘tech’ as ‘software’—which made the name ‘Danish Tech Challenge’ a bit challenging at first.



“When I showed up at TechBBQ, which at the time was for tech entrepreneurs who were making apps, they all wrinkled their noses and didn’t understand what hardware was. For startups, it was all about apps. There was a significant barrier. The startup environment existed, with events, programs, and investors, but hardware was a blank slate in that context. And the term ‘deep tech’ was completely unknown,” says Jakob Svagin.

However, this did not mean that there were no hardware entrepreneurs and startups in Denmark. They were simply not used to being included in the mainstream start-up scene. But with persistent effort, they assembled a strong first team – in fact, it turned out better than he expected.

“There was definitely a ketchup effect. There was a pool of companies that could be tapped into, but no one had spoken to them in years. That’s why we received 100 applications for 20 places in the first year. There was clearly a need in the market. It’s just that no one before us had looked at hardware—and certainly not the heavy end of it,” says Jakob Svagin.

With 20 participants in place, it was also possible—thanks in large part to the considerable assistance from people in the startup ecosystem, for example from Jan Rosenbom from, at that time, the Keystones investor network—to create a program for the participants in record time.

“To begin with, there wasn’t much of a program. There were a few lectures, workshops and events—and we called it a program. We didn’t have the first actual script until the second cohort,” says Jakob Svagin.

He also remembers that it made a particular difference when a mentoring scheme was added to the program, allowing participants to bounce ideas off a wide range of industry veterans. Of course, it also helped that there was a large cheque

*During Danish Tech Challenge 2013–2023, His Majesty visited the participating startups each year during the season.*



**When I started in 2017, it was a really good day if we could gather 10 business angels who were serious about investing in hardware. It was really difficult to find anyone who was genuinely interested.**

Camilla Gilbro



for the winner—and that they somehow managed to convince the then Crown Prince Frederik to attend the program’s award show.

“I think Steen (Donner, CEO of DTU Science Park ed.) came up with the idea. The crown prince was invited—and somehow he wanted to show up. And that meant that everyone who was anyone in the media and investment world turn up. The fact that he has continued to support it has really done a lot for the project,” says Jakob Svagin.

## How do we make hardware sexy?

After a hectic start, Danish Tech Challenge consolidated and found its footing in its first three years. Nevertheless, Camilla Gilbro had a somewhat hectic start when she took over the role as Program Manager in 2017.

“I had a bit of a crazy start—because I started on Friday and the program began on Monday,” she recalls.

During her tenure, the program itself was adjusted and refined slightly from year to year. However, she believes that the major changes occurred in the surrounding ecosystem.

“When I started in 2017, it was a really good day if we could gather ten business angels who were serious about investing in hardware. It was really difficult to find anyone who was genuinely interested. And I had to fight to change that attitude: in my first interview with TechSavvy.media, the headline was ‘Hardware is not unsexy,’” says Camilla Gilbro.

However, attitudes towards hardware changed dramatically during her time at the helm of Danish Tech Challenge. Investors discovered strong cases with international prospects that were worth investing in despite the long road to market. And the many app entrepreneurs gradually shifted their focus—there was still a need for a hardware program in Denmark.

## Fine-tuning a professional program

Four years and two program managers later, Mads Rømer Svendsen took over management of the program in 2024.

“When I joined, Danish Tech Challenge had already been running for ten years. I have no doubt whatsoever about the program’s



core and value. I think everyone involved in the program today is very aware of that,” says Mads Rømer Svendsen.

He also has the advantage of knowing the program from the inside: he participated himself with the startup Sentar.io in 2017. And perhaps this has helped shape his focus on what Danish Tech Challenge should actually excel at.

“The role of a program manager is basically to understand companies from a holistic perspective. This allows you to help founders prioritize their tasks and use their time wisely. There is so much that constantly affects them, but much of it is something they all have to go through, such as product, investment, and recruitment planning, so you can help them plan for that,” he says.

Participants are often technical experts in their own product. This also means that they pursue their own milestones. However, this focus shifts when investors become involved—and Danish Tech Challenge must prepare them for this, according to Mads Rømer Svendsen.

“In this way, Danish Tech Challenge has developed to become very founder-focused. As they receive investments along the way, they also face expectations from outsiders. If they have already addressed these requirements in a slightly more professional manner, it can make the difference between whether they get the right valuation—and ultimately whether they survive or not,” he says.

*Mads Rømer Svendsen, Program Manager, Danish Tech Challenge*

### Continuous effort never goes out of style

The entrepreneurs in Danish Tech Challenge have become more mature. Investors have become more mature. Hardware, and deep tech in particular, has taken on a completely different focus today. But some things remain the same: Danish Tech Challenge is still about hardware, which still faces some of the same challenges as it did 12 years ago.

“It takes a long time to bring hardware to market, and everything takes much longer than the four months we have the startup in the program. But when participants leave Danish Tech Challenge, investors can be sure that they are being presented with the truth—each startup has their house in order on every important aspect, so to speak,” says Mads Rømer Svendsen.

Camilla Gilbro, who is currently Head of Startups Services at DTU Science Park, also notes that many years with Danish Tech Challenge have made certain patterns among participants very clear.

“The founders constantly want to improve the product and add more features—then the customers will come. We still have to challenge them on this at Danish Tech Challenge—because what if they spend three years building something before they realize that no one wants to buy it? Over the years, we have become better at pushing them into the commercial disciplines,” she says.

It was not set in stone that Danish Tech Challenge would still be relevant a decade after its launch now with Jyske Bank as sponsor. But perhaps it is precisely this long experience that helps keep the program relevant, believes Jakob Svagin.

“It’s incredibly cool to hear that the program has become more grounded in commercial requirements and the theories behind them. That’s part of what makes the program so successful – it’s been running for so long, which means we know that our method works.”

### Winners throughout the years:

|      |   |
|------|---|
| 2014 | <b>Nordic Power Converters ApS</b>              |
| 2015 | <b>MedTrace Pharma A/S</b>                      |
| 2016 | <b>Bifrost Communications ApS</b>               |
| 2017 | <b>Hydropen ApS</b> (prev. Rosenby Engineering) |
| 2018 | <b>Miwire ApS</b>                               |
| 2019 | <b>Pentalock ApS</b>                            |
| 2020 | <b>Athlee ApS</b> (prev. SwimCam ApS)           |
| 2021 | <b>Simplewire ApS</b>                           |
| 2022 | <b>Droplet IV ApS</b>                           |
| 2023 | <b>Clair Scientific ApS</b>                     |
| 2024 | <b>Care-DNA ApS</b>                             |

#### Jakob Svagin

Director, Quantum - BII.  
Program Manager:  
2014-2016



#### Who are three prominent alumni from your time?

- Eupry—provides automated, compliant hardware and software for temperature/humidity monitoring, calibration, and mapping in the pharmaceutical, biotech, and logistics industries. They serve 500+ customers across 50+ countries, recently securing over DKK 170 million (approx. \$24M) in Series A funding to expand.
- Mash Makes—converts organic waste and agricultural residues into sustainable, carbon-negative energy products, including biofuels and biochar.
- Medtrace Pharma—a startup developing a device to produce radioactive pharmaceuticals.

#### Camilla Gilbro

Head of Startup Services,  
DTU Science Park.  
Program Manager:  
2017-2019



#### Who are three prominent alumni from your time?

- Reshape Biotech—they've built a robotic platform with built-in incubation and automated imaging, to make R&D labs more efficient and data-driven.
- ATLANT 3D—they're building atomic-scale advanced manufacturing.
- Lapee—they built a urinal for women and are now selling to pretty much every single continent on earth.

#### Mads Svendsen

Program Manager,  
Danish Tech Challenge.  
Program Manager:  
2024-present



#### Who are some prominent alumni from your time?

- CareDNA—Developing a novel platform technology to detect pancreatic cancer at an earlier stage increasing the likelihood of treatment and survival significantly. The platform technology does also show potential to detect other types of cancers at an earlier stage improving the possibility of treatment.
- Tergy Sagava—Power Tomorrow with the Waste of Today. Developing a novel pyrolysis unit to produce biofuel for the maritime industry. The novel production method enables usage of the oil directly in existing marine engines, lowering the transition costs significantly for the shipping companies.

# The startups in Danish Tech Challenge 2025

This year's participants span a wide range of fields—from green transition and medtech to defence and advanced materials.

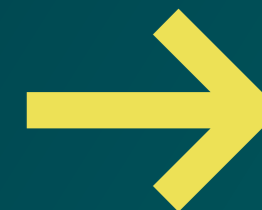
- Anorit Medical
- Biio
- BÆTA Carbon Solutions
- Celloop
- CETO Innovation
- Copenhagen Medical Cryo
- ecoblaq™
- ERLEtek
- GLYON
- Godwit Systems
- MultiBiopsy
- NAMODAN
- NDURE
- Solstice
- Wren Bioscience

## Meet the startups shaping tomorrow's technologies

Throughout this magazine, you will discover the diverse range of startups we work with in DTU Science Park. All of them are part of one of our growth programs, spanning everything from early-stage startups to scaling deep tech companies.

Working across fields such as medtech, green tech, defence tech, and deep tech technologies, these founders are tackling some of society's most pressing challenges—from improving healthcare and advancing sustainability to strengthening security and enabling new engineering solutions.

Read on to explore the ideas, technologies, and founders driving the next generation of innovation.



# Maripure

■ AgriTech

## What problem are you solving—and how does your solution make a difference?

Maripure aims to be a conduit between aquaculture and agriculture, building the infrastructure to convert aquaculture waste streams into natural methane reduction in cattle. Today, 49% of all agricultural emissions are from cattle methane. The Government has introduced a livestock carbon tax, highlighting that the time to act is now! Maripure's approach—circular production through bioremediation of waste water, and a fully natural, seaweed-based feed supplement to significantly reduce methane emissions.

## What challenges have you encountered, and how have you overcome them? Have you received specific help anywhere?

Obviously 'challenges' are just part of the path. What we have particularly found though is that there are key chokepoints

in the external evaluation process of both universities and industry. This hasn't been kind to our timeline. We have had to secure additional resources and focus on secondary revenue opportunities as mitigation for this. Having both an ownership group and colleague group that is committed to the long-term outcome has been critical.

## How would the world be without your product?

### In +10 years?

If we get this right, we see a future where farms have a key tool in their drive towards more sustainable beef and dairy. A tool that meets their safety, consistency, and commercial expectations. A tool that helps ensure we can collectively continue to benefit from the nutritious food they produce, without harming the climate. And for Maripure, well, get this right and we see a presence across Europe and beyond on our way to the removal of 100+ million tonnes of emissions.

# NDURE

■ SportsTech

## What problem are you solving—and how does your solution make a difference?

Measuring lactate currently requires a blood sample, which takes time, is expensive, and often requires a coach to interpret. NDURE is developing a continuous tracker that delivers lactate readings directly to your phone, watch, or laptop.

## Who should buy your product and why?

We help athletes and amateurs optimize their training by giving them a clear understanding of their fitness and training status.

## What do you look for in an investor—besides capital?

We are looking for someone who matches our mindset and work ethic—someone who understands why we do what we do.



# Replan GmbH

□ AI & Machine Learning

Replan Cheaper, faster and smarter way for city authorities, mobility providers, and consultants to predict and plan mobility with the power of AI and reinforcement learning.

# Erletek

■ Robotics & Automation

ERLEtek is a technology provider delivering automation equipment to the construction industry. The company's first product, a mobile 3D concrete printer equipped with multi-material printing technology, constructs walls using only 40% of the typical workforce and reduces costs by 30%. ERLEtek is initially focusing on climate adaptation projects related to flooding and coastal protection, such as floodwalls and dikes, and is advancing the technology in collaboration with its construction partners.

# Biio

■ AudioTech & VoiceTech

Biio is developing the lowest-power edge-AI chips. Starting with health devices, the company's chip enables on-device AI and supports health applications (e.g., cardiac, gait, neurology) without relying on the cloud, thereby removing a major bottleneck.

# Better Choice

■ FashionTech

BetterChoice is a digital platform empowering fashion companies to meet sustainability regulations, accelerate performance, and transparently communicate their environmental and social efforts to consumers.

# CETO Innovation

■ **Robotics & Automation**

## What problem are you solving—and how does your solution make a difference?

The problem we are solving is the lack of surveillance and inspection in district heating pipes. And our solution introduces a proactive approach by inspecting these pipes from within to make the industry economically and environmentally sustainable.

## How did you get the idea for your product?

The idea started a course work introduced in X Tech program by DTU Entrepreneurship. And FORS, a district heating company were the project proposers for this.

## How would the world be without your product? In +10 years?

Ten years later without our product would just set the industry back because we would have wasted millions of tonnes of pipeline material as well as millions of cubic metres of water.



# VivaDrive Polskasp.z.o.o

□ **AI & Machine Learning**

The AI Autopilot for Fleets & Mobility

# full&fast

■ **GreenTech & Sustainability**

Your Flexible energy and recharge provider

# ecoro GmbH

■ **Robotics & Automation**

Seamless Automation for Pallet Transport

# Syntonym Limited

■ **Cybersecurity, Security & Surveillance Tech**

Lossless privacy for vision-based AI

# AviBike

■ **UrbanTech**

Popularize urban micromobility usage (cycling and scooter riding) and to eradicate theft.

# PANTO-health GmbH

□ **AI & Machine Learning**

Transform Railway Maintenance with AI-driven Predictive insights

# Mobility Signage

□ **AI & Machine Learning**

The AI-native OS for Mass Transportation

# Wren Bioscience

■ **FoodTech**

## What problem are you solving—and how does your solution make a difference?

Dairy factories run on rigid six-hour cleaning schedules, which are often unnecessary. We have developed a 15-minute microbial test for process optimization, enabling real-time, data-driven decision-making. The result is a double bottom line: a profit gain of 10% EBIT with 0% CAPEX, while significantly reducing the environmental footprint.

## How did you get the idea for your product?

The research originated from a human challenge: helping milk banks and mothers determine whether breast milk and milk formula were safe to ingest. The technology developed became a platform enabling real-time, data-driven microbial monitoring across different types of milk matrices.

## What's your long-term vision—how could your solution change the world (or your industry)?

Our platform technology is scalable across many markets involving bacterial monitoring in milk matrices. It can also be used to detect bacteria in other matrices across the global food sector—industries that are commodity-driven and operate on rigid cleaning schedules, where there is significant potential for both financial gains and more sustainable production.



# Crabaride

■ **Cybersecurity, Security & Surveillance Tech**

The long-distance carpooling platform adapted to the African environment.

# K2 Mobility GmbH

□ **AI & Machine Learning**

Integrated Charge Management-making Electric Commercial Vehicle Operations work

From basic research to entrepreneurship:

# A blood test from CARE-DNA can save lives—and now it can also be good business



She was outside her comfort zone when she stood on stage in the final. But after her triumph in Danish Tech Challenge, Birgitte Regenberg has strengthened her team, secured millions in funding, and paved a clear path to market for her cancer technology.

Birgitte Regenberg was unusually nervous a year ago when she took to the stage to pitch her startup, CARE-DNA IP ApS, in the final of Danish Tech Challenge. And for a seasoned professor with countless lectures under her belt, it was an unusual feeling.

"I haven't been this nervous in years. I felt like I owed it to a lot of people to do well. I was outside my comfort zone—I'm used to being at University of Copenhagen doing basic research," says Birgitte Regenberg, continuing:

"A business like this is a bit like a small child. My co-founders and I had worked so long to make it a success. It was like the fruit of all the work we had done over many years."

The competitive element of Danish Tech Challenge was evident from the outset. In fact, she also noted that several people

predicted CARE-DNA's solution, which can detect multiple aggressive forms of cancer at an early stage, would be a winner. However, she herself did not believe it would happen. But then it did: CARE-DNA won.

"It was awesome to hold the cheque and win with the CARE-DNA team. It was fantastic. It felt like the culmination of the business part—but in reality, it was just a fantastic start for the business."

## From research to business

Birgitte Regenberg was already involved in raising around DKK 50 million starting back in 2018. However, this was not for the start-up; it was for basic research at the University of Copenhagen. Here, she and a research group discovered that circular DNA circulating in the blood might serve as a biomarker to detect multiple cancer types at an early stage.

The basic research led to technological development. A patent application was filed for the technology. And Birgitte Regenberg has taken the technology further with the ambition of being able to detect pancreatic cancer and a number of other types

of cancer earlier—simply by analysing a single blood sample. If CARE-DNA succeeds with its early-detection method, a much higher proportion of cancer cases can be cured.

For the startup to achieve this, CARE-DNA must, of course, also become a business. And that was one of the reasons the startup participated in Danish Tech Challenge.

"We were far ahead with the technology, but we hadn't really done anything about the business. We had tried to sell a little chemistry, but we didn't have a real business plan. So it was Safa (Alizadeh, COO of CARE-DNA, ed.) and I who participated, and we worked really hard to learn these business disciplines. We didn't know much about it beforehand, but I think it's the best way to learn: by working with your company and being forced to do what it takes to get a business plan," says Birgitte Regenberg.

## Proof of entrepreneurial skills

One year after its victory, CARE-DNA is in a significantly stronger position as a business. The company employs ten people across Copenhagen and Aarhus. Participating in and winning Danish Tech Challenge was a significant step along the way:

"It made me believe in myself as an entrepreneur and as a leader. I think it's the best entrepreneurship course I've ever taken. You really feel empowered. And perhaps even more importantly, I met Roald Forsberg and Kenneth Graabek Johansen, who have extensive experience in building medtech companies and have now joined CARE-DNA as CTO and CEO," says Birgitte Regenberg.

With the combination of a well-thought-out business model, a strong new team, and an endorsement from Danish Tech Challenge, CARE-DNA has gained momentum over the past year.

"So, we won Danish Tech Challenge, and then we got everything we asked for afterwards, and it's really cool. We have received an DKK 18 million grant from EIC Transition, we were quickly accepted into BII Venture Lab, and we now have a fairly clear path to market – even though it's a few years down the line. But it's great to have a big, clear goal—and a product that has the potential to save many people's lives," says Birgitte Regenberg.



## CARE-DNA IP ApS

- CARE-DNA ApS is a Danish medtech company developing technology for early cancer detection via a blood test. The goal is to increase survival rates through faster diagnosis.
- The company analyses circular DNA (eccDNA) to detect pancreatic cancer, liver cancer, colorectal cancer, cervical cancer, breast cancer, and bladder cancer. These types of cancer are particularly common in people with type 2 diabetes and pancreatic cancer currently claims the lives of 1,000+ Danes every year, mostly because the cancer is detected too late.
- CARE-DNA ApS is currently refining its classifier for multiple cancer types and raising capital to build the best possible technology to detect cancer with the highest sensitivity.

## Danish Tech Challenge

- Danish Tech Challenge is run by **DTU Science Park** and sponsored by **Jyske Bank**
- **More than 200 companies** have been a part of Danish Tech Challenge
- **Since 2014** Danish Tech Challenge has been a part of the Danish startup ecosystem
- The companies in Danish Tech Challenge have created approx. **1,500 jobs**
- The companies in Danish Tech Challenge have secured approx. **DKK 3.0 billion in funding**
- The companies in Danish Tech Challenge have a **survival rate of more than 80%**

# Anorit Medical

■ Mechanical

## What problem are you solving—and how does your solution make a difference?

Anorit Medical is on a mission to improve survival from cardiac arrest, by solving a critical gap in bystander CPR; early and effective ventilation. During cardiac arrest, oxygen is depleted fast, leading to irreversible brain damage and eventually death in a few minutes. Data shows that high-quality ventilation can triple chances of survival, yet bystanders rarely perform mouth-to-mouth ventilation due to the intimacy and complexity of the task.

We are developing an automatic ventilation device specifically designed for bystanders. With a combination of technology and high usability we remove the barriers to timely ventilation, making the task easy, hygienic, and effective.

## What's your long-term vision—how could your solution change the world (or your industry)?

Our goal is to drastically increase and democratize survival from cardiac arrest. Today, survival is below 10%, while women, older adults, racial minorities, and those from lower socioeconomic backgrounds are less likely to receive bystander CPR.

We envision our device being available next to every AED (defibrillator) and being introduced in first aid training worldwide, thus bringing the benefits of ventilation to everyone, regardless of where the cardiac arrest occurs or who is nearby.



## What challenges have you encountered, and how have you overcome them? Have you received specific help anywhere?

Deciding and focusing on the right priorities was challenging at the beginning of our startup journey. With many possibilities and a not fully defined product and business strategy, it was easy to get distracted and carried away by external opportunities and timelines. With help from expert advisors and mentors in R&D, Regulatory, and Business, we defined our product strategy and built the business strategy around it. Naturally, as the company progresses, you can see the end goal more clearly, allowing you to say no to some opportunities and instead focus on the most impactful actions.

Fundraising is a challenge for most startups, and especially first-time founders. Fundraising is about a lot more than booking conversations with investors. For us, finding the right support for the different aspects of fundraising was invaluable:

- Through the DTC Ownership & Financing discipline, Jan Rosenbaum provided feedback on the fundraising strategy, how to align parallel conversation tracks with investors, and how to combine that with a soft funding strategy
- Our legal adviser, Michael Pilegaard, helped outline the fundraising process and clarify the steps needed for each stage
- Our adviser Bjørn Broby Glavind, who has experience fundraising for another startup in the cardiac arrest space, took a hands-on approach and helped us define the round and refine all material relevant to this process.

This input made it possible to navigate the fundraising process and secure financing to bring Anorit Medical to the next stage.

# Rapunzel

■ Mechanical

## What problem are you solving—and how does your solution make a difference?

Hair loss during chemotherapy doesn't only change how you look. It affects quality of life, self-image, and the experience of control loss in an already vulnerable time. At Rapunzel, we work to change that.

We provide CE-marked mobile scalp cooling systems that help reduce hair loss during chemotherapy, giving patients a real choice and the opportunity to take an active role in their treatment. Because hair is about identity, dignity, and a sense of normalcy.

Our mobile scalp cooling system allows patients to use it locally and manage it themselves. This increases patient access, flexibility, and autonomy.

We are not just offering a product. We are helping preserve confidence, strengthen resilience, and improve quality of life during and after treatment, which can support patients' ability to remain active in work, family life, and society.

## How did you get the idea for your product?

Both my business partner, Anette Paisol, and I have had breast cancer. When Anette went through chemotherapy, scalp cooling with stationary systems was still publicly available in selected hospitals and she was able to keep her hair. Already then, the idea to make a more accessible solution was sparked.

A few years later, when it was my turn, the public offer had been removed. The stationary systems were considered too resource-demanding for hospitals. I lost my hair during treatment.

Our experiences with chemotherapy were profoundly different. Not only physically—but also emotionally.

That contrast became the starting point for Rapunzel ApS. We decided to develop a mobile solution that patients can bring and manage themselves, making scalp cooling accessible without adding burden to hospitals. Because access should not depend on geography, hospital capacity, or timing.



Hair is not just hair and having a choice makes a real difference.

## Who should buy your product and why?

Today, our users are patients who are concerned about hair loss and how it may affect them physically, emotionally, and socially during chemotherapy.

But Rapunzel is ultimately for patients who want to take back control. While no one chooses cancer, patients should be able to influence how they experience treatment—including its side effects. Reducing hair loss is not about vanity; it is about dignity, identity, and maintaining normalcy in a vulnerable time.

We believe mobile scalp cooling should in the future be publicly offered as a standard option, allowing patients to choose freely—regardless of geography or financial situation. Access should not create economic inequality.

Beyond the individual impact, there is a broader benefit: patients who feel supported and less visibly marked by illness often require fewer additional psychosocial resources and are better able to remain active in work, family life, and society.

Supporting quality of life is not only compassionate, it is socio-economically responsible.

# Measurelet

■ Sensors and data analytics

Automating fluid balance monitoring for more precise, dignified, and efficient patient care.

# Sylvia Health

■ Mechanical

A simple and effective way for every woman to manage pelvic organ prolapse.

# Nanosticstech

■ Mechanical

## What problem are you solving—and how does your solution make a difference?

In this day and age, it is considered normal to have insight into our heart rate, glucose levels, and blood pressure. Yet access to our immune system data is suboptimal—it is centralized, fragmented, and reactive. We lose a decade of health span due to chronic disease, and the signs can be seen decades earlier in our immune system, but we don't look there. We are creating a device that makes this possible from the comfort of your home.

## What do you wish you had known when you started? What advice would you give to other startups heading in the same direction?

Bringing new technology into the world demands sacrifices. That is part of the game—it is the price that must be paid to turn a vision into reality.

My advice to others is to optimize and develop for resilience and adaptability, as these traits determine whether a startup will survive, thrive, or fail trying.



## How would the world be with your product? In +10 years?

A decade from now, we will all have a personalized AI healthcare assistant integrated into our smart wearable sensing devices, providing live molecular data for an optimized health experience and computing the optimal nutrition and exercise plan for each day. This future is inevitable.

# Insai

■ Sensors and data analytics

Insai is developing an AI-powered headband that analyses brain activity during sleep to enhance the diagnosis and treatment of neurological patients—all from the comfort of their own beds.

# Zeta Diagnostics

■ Sensors and data analytics

The missing diagnostic device for the 400 million suffering from middle ear problems.

# nervapax

■ Sensors and data analytics

nervapax is developing a non-invasive wearable for home use that leverages neuromodulation to help people living with cluster headache regain their sleep and quality of life.

# Sens Vue

■ SaaS

Sens Vue fight glaucoma with AI; built on our GlaukomaAI, they help billions of people retain vision and decode brain health.

# Rheia Medical

■ Sensors and data analytics

Rheia Medical is developing a solution that prevents and detects ureter injuries, making pelvic surgeries safer and faster.

# danBots

■ 3D imaging and computer vision

DanBots develops next-generation 3D scanners for dental clinics. By integrating AI, they simplify hardware, reduce costs, and revolutionize workflows.

# ATECH

■ Sensors and data analytics

ATECH's bracelet monitors heart attacks, blood pressure, and non-invasive blood glucose levels. Among other features, it can predict heart attacks four days before and detect sepsis immediately.

# Aisel Health

□ AI & Machine Learning

Aisel is the AI OS for psychiatry, connecting the end-to-end clinical pathway—from intake and assessment to in-session documentation and ongoing monitoring—enabling clinics to grow without compromising care quality.

# Mood HeadBand

■ Sensors and data analytics

MoodHeadBand is an electromagnetic medical device for treatment of depression at home. It uses 55 Hz. With different Hz frequencies, it can be used to treat other psychiatric diseases, e.g. insomnia, dementia, and ADHD. Via an App treatment data can be monitored, reported, and controlled and feedback given to patients.

# Pillican

■ Mechanical

Swallowing pills remains a significant challenge, particularly for children, impacting adherence and treatment outcomes. Pillican develops a novel pill-swallowing device designed to transform medication intake into a seamless, intuitive experience that makes swallowing a pill as simple as taking a sip of water.

# Spiromagic

■ Sensors and data analytics

Spiromagic streamlines lung health management with a pocket-sized durable turbineless spirometer, an intuitive patient app, and a clinician portal—delivering accurate insights while reducing HCP workload. A patented solution, ready to scale in a fast-growing market.

# ABH Optics

■ Deep tech

ABH Optics develops the world's thinnest and lightest eyeglass lenses with nano technology. Giving users the freedom to choose more comfortable glasses without being limited by specific frames.

# EchoVice

■ Mechanical

A device that fixates and stabilizes transesophageal ultrasound probes during TEE scans. This innovation enhances workflow efficiency and improves image quality, which is crucial for heart valve procedures and examinations, benefiting both doctors and patients.

# Copenhagen Medical Cryo

■ Cryo tech

Copenhagen Medical Cryo is developing an N<sub>2</sub>O-based cryoneurolysis platform for pain and spasticity treatment. Their probe reaches -80°C within seconds, enabling precise, affordable, and ambulant procedures. With strong clinical partnerships at Hvidovre Hospital and Copenhagen Cryo Center, and a multidisciplinary team, Copenhagen Medical Cryo is accelerating toward CE marking to improve patients' lives without opioids.

# GimTech

■ SaaS

Best healthcare platform under the sun—for emergencies and every day life, serving tourists, business travellers and expat residents with wound infections in crisis and in care.

# NeoCare Nordic

■ Mechanical

CareFold closes the gap between the risk of moving neonatal children out of the incubator and the need for skin-to-skin contact between child and parents, by facilitating a simple transfer where control is in focus.

# Multibiopsy

■ Mechanical

## What problem are you solving—and how does your solution make a difference?

Biopsies are the only definitive way to diagnose cancer, yet current biopsy devices take only one tissue sample per needle insertion. In practice, doctors often need three samples to ensure an accurate and reliable diagnosis, which means three separate needle insertions into the organ.

This creates a clear dilemma: reduce invasiveness but risk an inconclusive diagnosis due to fewer samples, or prioritize a fast and accurate diagnosis but significantly increase the risk of complications due to multiple needle insertions.

Our device, the MultiBiopsy Device, allows doctors to collect all three biopsies through a single needle insertion, meaning we improve diagnostic certainty while reducing patient risk and resource burden.

## How did you get the idea for your product?

The idea came from first-hand clinical experience.

Our co-founder Kristian is a medical doctor with experience performing various biopsy procedures. During these procedures,



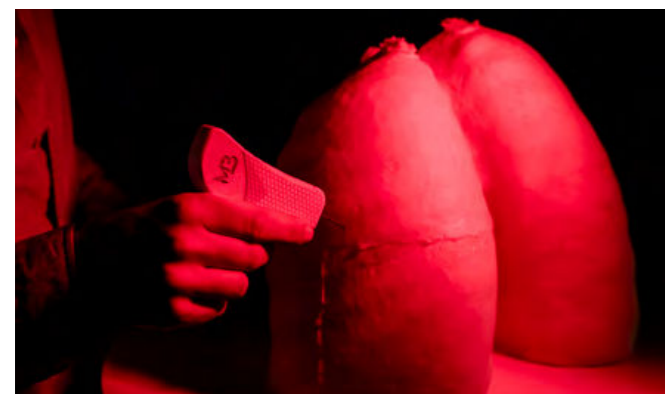
he repeatedly faced the same compromise between diagnostic certainty and patient safety. The devices had not meaningfully evolved, and the limitations were increasingly frustrating.

At the same time, technology was advancing, enabling earlier tumour detection and the handling of more complex cases; however, biopsy devices had not evolved to meet the growing need for more procedures and better tissue sampling. MultiBiopsy emerged from the conviction that this compromise wasn't necessary.

## What do you wish you had known when you started? What advice would you give to other startups heading in the same direction?

We wish we had understood earlier how important structured documentation is, especially for due diligence and data rooms. Danish Tech Challenge helped us realize this and guided us in building the right structure and materials.

Our advice would be to invest early in key documents across product development, IP, regulatory, finance, and business model areas. Treat them as working documents. They help create clarity, highlight gaps, and provide structure as you grow. It also makes the due diligence process much easier.



# Paral

■ Sensors and data analytics

With over 300 million ischemia patients globally and up to 90% of transient events undetected by current short-term monitoring technologies, PARAL is bridging the diagnostic gap by developing a non-adhesive 12-lead wearable sensor platform for continuous cardiac data collection.

# Celloop

■ Biotech

Celloop is a biotech startup protecting promising therapies from late-stage failure. We build lab models of human organs that replicate human organ physiology with high relevance, enabling more predictive preclinical testing. Our platform helps pharmaceutical teams identify true therapeutic potential earlier, reducing costly clinical setbacks and reliance on animal testing.

# Meet our partners

During each of our Growth Programs, they help and guide the startups. They are an essential part of each program. Each and everyone contribute with knowledge, advice, and services in order to help the startups grow.

Jyske Bank

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# Sponsors of prizes at the DTU Science Park Startup Awards

Jyske Bank

The winner of Danish Tech Challenge 2025 wins  
Jyske Bank's Innovation Award 2025  
DKK 500.000

:INDUSTRIENS FOND

The GreenTech Award 2026  
DKK 50.000

Christian Nielsens Fond

The DeepTech Award 2026  
DKK 100.000

# Inside DTU Science Park's labs

## Discover the groundbreaking technology being developed

There are more than 300 deep tech companies in DTU Science Park - meet four of them here

### ExpreS2ion Biotechnologies

DTU Science Park, Hørsholm

ExpreS2ion Biotechnologies is a platform-based biotech company with its own research & development (R&D).

They use their proprietary manufacturing technology platform, ExpreS2™, to develop a pipeline of immunotherapeutic cancer treatments (initially targeting breast cancer) and preventive vaccines against infectious diseases (including malaria, influenza, and Nipah virus). In addition, their ExpreS2 platform is used to support customers who require recombinant proteins produced in the ExpreS2 system.

ExpreS2ion is part of DTU Science Park's deep tech community and have their own laboratories for cell culture development, as well as purification and process development.

Right now, their breast cancer vaccine project, ES2B-C001, is a key focus and is currently being investigated in a clinical phase 1 study in Austria.



### TOOsonix

DTU Science Park, Hørsholm

TOOsonix develops and produces medical therapeutic devices based on focused ultrasound technology. Focused ultrasound is a non-invasive treatment modality that offers high efficacy while minimizing treatment pain, eliminating the need for post-treatment aftercare, and typically avoiding long-term side effects.

The company's devices are designed for dermatological therapies, including treatment of basal cell skin cancers and pre-cancerous actinic keratoses, as well as common benign skin conditions such as seborrheic keratosis, cherry angiomas, and sebaceous hyperplasia. Most treatments are completed in a single session, lasting around one minute per treatment area and usually without the need for anaesthesia.

TOOsonix is part of DTU Science Park's deep tech community and is located in Hørsholm. The company operates its own facilities for mechanical, electronic, and ultrasound development and primarily uses the shared meeting rooms at the science park. On a daily basis, the team also uses the canteen, which provides opportunities for informal exchanges with collaborators and other companies in the park.

In 2024, TOOsonix obtained MDR Class IIa CE marking for its main medical device. The company is now focusing on operational optimization and expanding its distribution network across Europe and into new international markets.



### Phanofi

DTU Science Park, Lyngby

Phanofi develops next-generation optical transceiver modules for data centres. These modules connect the electrical signals inside servers to high-speed optical links between servers, enabling faster and more efficient data transmission.

The company focuses on increasing bandwidth while significantly improving energy efficiency. Lower energy per transmitted bit reduces the overall power consumption and cost of computation in modern data centres—an increasingly important factor as AI and cloud workloads continue to scale.

Phanofi is part of DTU Science Park's deep tech community. The team has its office in Lyngby and operates a photonics laboratory as well. In the lab, they characterize and test optical prototypes using high-speed measurements and system validation. The close proximity between office and lab enables fast iteration between design and experimental testing.

The location at DTU Science Park also provides access to meeting facilities, collaboration opportunities, and close interaction with DTU researchers and students.

Right now, Phanofi is testing its first fabricated prototypes while refining its design and supply chain, with the goal of bringing its first commercial product, Terra Sigma, a 1.6T pluggable optical transceiver module, to market.



### Valinor ApS

DTU Science Park, Lyngby

Valinor ApS is developing a fundamentally new approach to cancer treatment. The company's patented technology targets cancer cells from the inside by leveraging one of the defining features of cancer: the accumulation of DNA mutations that distinguish cancer cells from healthy cells.

Using highly precise DNA 'scissors' based on CRISPR technology, Valinor's treatment introduces DNA breaks only at cancer-specific mutations, leaving healthy cells unharmed. The therapy is tailored to each individual patient using genomic DNA sequencing, making it possible to design treatments based on the unique mutation profile of a person's cancer. Because the approach targets mutations rather than a specific tumour type, the technology is potentially applicable across all cancer types.

Valinor is part of DTU Science Park's deep tech community and operates laboratory and office facilities. The company also benefits from shared services and facilities at the science park, including reception, meeting rooms, and the canteen.

Valinor has already demonstrated strong proof-of-concept results in both laboratory cell cultures and mouse tumour models. The team is now working on establishing the production pipeline for its customized therapeutic drug particles while preparing for safety pharmacology studies.



## Investor focus in transition:

# Purpose remains crucial for investors. But the purpose has changed

**Financial returns remain the primary reason investors bet on startups, but they should also serve a broader purpose. For years, climate change and the UN's Global Goals have been on everyone's lips, but in a changing world, the purpose has also changed.**

He has been an entrepreneur his entire life. He has spent half of it living abroad, where he has, among other things, made hardware for Skype and launched two speaker startups (one was successful, the other less so).

"Every three or four years, I've tried to get a grown-up job, and I've failed spectacularly. That's because my heart has never been in it. That's what you learn from building start-ups: you have to be 1000% committed, otherwise you can't breathe and live startups," says Marcus Tempte.

When he moved back to Denmark, it made sense for him to join the crowdfunding platform Republic as Country Manager in Denmark. The platform enables everyday investors to invest in startups for as little as DKK 150. For Marcus Tempte, this meant he could help a lot of startups raise capital and attract invested ambassadors.

His sentiment toward his work is roughly the same as that which motivates many retail investors to invest in startups. Until 2023,

substantial financial returns were the most important factor. But that had changed when the platform asked its users in 2023: Now, the most important thing is to invest in industries and companies that drive change.

"Whether it's energy, plant-based food, mindfulness—the most important thing is that it's a transformative company that enables us to leave the planet in a better position. So crowd investors are investing largely with their hearts, before returns," says Marcus Tempte.

### Climate has been replaced by security and resilience

Focusing on purpose and change is not reserved for small investors. EIFO, the largest and most central player in government financing of startups and growth companies in Denmark, also considers far more than potential financial returns before signing a cheque.

"A good financial return is still the ticket to an investment. But today, we also invest in much more than just numbers," says Sara Sande, Managing Director and Partner at EIFO, elaborating: "Resilience has become a top priority. It is essential that the teams we invest in are able to navigate uncertainty and adapt to change. We live in a constantly shifting world, making adaptability a critical quality. As a result, team assessment has taken on far greater importance. At the same time, the solutions themselves must be robust—capable of withstanding geopolitical shifts, regulatory changes, and evolving value chains."

Climate change and the UN's Sustainable Development Goals were the dominant companions to financial returns just a few years ago. The world has changed dramatically since then—and continues to do so at a rapid pace. Which is why the next generation of startups must be resilient and have more strings to their bow.

"Overall, my work now centres on energy, security and geopolitics—what I call 'the new ESG', rather than a sole focus on climate as before," says Sara Sande, stressing that this shift does not sideline climate investments.

### Investors look for the three Ts: Tech, Team, and TAM.

# TTT

**Tech:** The technology must be suited to the market and have unique economics that are attractive.

**Team:** The technology requires a competent team to steer the company through growth, and this has become even more important in recent years.

**TAM:** Total Addressable Market: How big is the market for the solution? Impact requires scale, and scale is found in large markets—often globally from the outset.

Source: Sara Sande, Managing Director and Partner at EIFO.

## Did you know?

Between 2009 and 2023, financial returns were the most important motivating factor for investors on Republic.com. However, when the platform conducted its survey in 2023, the top three had changed:

1. Investing in industries that drive change
2. Investing in companies that drive change
3. A substantial financial return.

"Many of the technologies central to the green agenda are also the solutions needed in the current context. Concepts such as energy and food security have only grown in importance. That security and resilience—rather than climate change alone—are now driving the agenda simply reflects the world we live in today."

At the same time, she sees a shift away from American capital, with American startups establishing themselves in the EU and Denmark if they work in areas that face difficult conditions in the US.

"Since January 2025, there has been a noticeable shift in both Denmark and the EU, with new mandates continually being introduced. While a strong green mandate remains and continues to guide our work, we have also taken on a Ukraine-focused mandate. Defence, which was off the table just a few years ago, has now become a significant part of our portfolio. Overall, the change has been substantial," says Sara Sande.

### Capital must take responsibility

Ultimately, startup investments must still generate a financial return. But financial returns can also be generated in the stock market or real estate. Marcus Tempte believes that their millions of users have invested in nearly 1,000 companies via the platform to gain something more than just financial returns.



"Quite simply, it's about being able to sit at the dinner table in the evening and feel proud about having invested in something that is changing things for the better," he believes.

**Marcus Tempte,**  
Country Manager,  
Republic



**Sara Sande,** Managing director and partner at EIFO

With their wallets, they want to take responsibility for making the world better. That is also the case for large funds, according to Sara Sande.

"We need to generate returns, but across Europe, we also need to take responsibility for building the industries of the future and building security across countries. Capital has a greater responsibility now. And at EIFO, we take that responsibility very seriously—but of course, we cannot shoulder that responsibility alone. We always invest together with others, and this is also where the focus of pension funds and private funds is shifting," she says.

What kind of industries and societies do we want to build in the long term? Ultimately, that is what investment objectives are all about.

"It is important to remain optimistic and believe that we can make a difference together. This requires cooperation between universities, investors and established companies. For example, Defence Tech Denmark (see p. 38-39, ed.) demonstrates what can be achieved when different players work together and pull in the same direction. And that is, in fact, what also provides fertile ground for optimism. We have a burning platform right now, but who is going to step up and take responsibility? We certainly want to be one of the players who does," she says.

# WHICH TYPE OF DEEP TECH FOUNDER ARE YOU?



## 1. When you get a new idea, you...

- A. Dive into research papers and assess the scientific state of the art.
- B. Sketch a prototype or build a rough model immediately.
- C. Think about market size, positioning, and long-term potential.
- D. Call a potential customer to test the need.

## 2. Your pitch usually starts with...

- A. The problem and the scientific foundation.
- B. A demo or visual explanation.
- C. Market opportunity and scalability.
- D. A real-world use case.

## 3. Your biggest concern is...

- A. The technology not being robust enough.
- B. The product not working in real conditions.
- C. Running out of funding before scaling.
- D. Building something no one truly needs.

## 4. In your team, you are usually the one who...

- A. Challenges assumptions and ensures scientific integrity.
- B. Finds practical solutions and keeps things moving.
- C. Sets long-term direction and big ambitions.
- D. Understands users and builds relationships.

## 5. When investors ask critical questions, you...

- A. Refer to data, validation, and IP.
- B. Explain how you will iterate and improve.
- C. Outline the roadmap and scaling strategy.
- D. Translate everything into customer value.

## 6. Your favourite word is...

- A. Evidence.
- B. Prototype.
- C. Scaling.
- D. Impact.

Select the answer that fits you best—and count your letters.

# WHICH TYPE OF DEEP TECH INVESTOR ARE YOU?

## 1. When you hear a complex deep tech pitch, your first thought is...

- A. Is the technology validated and defensible?
- B. Can this team actually execute?
- C. How big can this become globally?
- D. Does this solve a meaningful problem?

## 2. The most important slide in the deck is...

- A. Technology validation and IP.
- B. Roadmap and milestones.
- C. Market size and scaling strategy.
- D. Customer use cases and traction.

## 3. When assessing risk in deep tech, you focus most on...

- A. Technological risk.
- B. Execution risk.
- C. Market and capital risk.
- D. Adoption and impact risk.

## 4. You are most impressed by...

- A. Clear scientific explanation and strong data.
- B. working prototype and operational clarity.
- C. A credible scale-up and exit strategy.
- D. Deep customer insight and real-world relevance.

## 5. Your investment horizon is typically...

- A. Patient—technology takes time.
- B. Milestone-driven and structured.
- C. Strategically positioned toward growth and exit.
- D. Long-term and impact-oriented.

## 6. Your favourite word is...

- A. Validation.
- B. Traction.
- C. Scale.
- D. Value.



## DEEP TECH FOUNDER RESULT

### Mostly A's: THE SCIENTIST

- You are driven by knowledge, thoroughness, and defensibility.
- You build the foundation others can scale.
- Strength: Technical depth and credibility.
- Watch out for: Staying too long in the lab.

### Mostly B's: THE BUILDER

- You turn ideas into reality. Fast.
- Iteration and momentum are your natural habitat.
- Strength: Execution and practicality.
- Watch out for: Building before positioning.

### Mostly C's: THE VISIONARY

- You think globally from day one.
- Markets, strategy and long-term positioning excite you.
- Strength: Direction and ambition.
- Watch out for: Scaling ahead of validation.

### Mostly D's: THE IMPACT DRIVER

- You start with the problem, not the technology.
- Relevance and real-world change drive you.
- Strength: Market alignment and stakeholder trust.
- Watch out for: Weak technological differentiation.

## DEEP TECH FOUNDER WHO TO ONBOARD NEXT

### If you are THE SCIENTIST

- Consider onboarding:
- > A BUILDER to accelerate prototyping
  - > An IMPACT DRIVER to strengthen market proximity
- Without them: Brilliant tech, slow market entry.

### If you are THE BUILDER

- Consider onboarding:
- > A VISIONARY to define long-term direction
  - > A SCIENTIST to strengthen defensibility
- Without them: Fast progress, limited differentiation.

### If you are THE VISIONARY

- Consider onboarding:
- > A SCIENTIST to anchor your ambition in data
  - > An EXECUTION PARTNER to operationalize strategy
- Without them: Big vision, fragile foundation.

### If you are THE IMPACT DRIVER

- Consider onboarding:
- > A SCIENTIST to create technical edge
  - > A BUILDER to move from insight to implementation
- Without them: Strong purpose, weak IP.

## DEEP TECH INVESTOR RESULT

### Mostly A's: THE TECHNOLOGY VALIDATOR

- You invest in defensibility, IP, and robust data.
- You know deep tech without validation is speculation.
- Strength: Identifying real technological differentiation.
- Watch out for: Waiting for proof that can only come after investment.

### Mostly B's: THE EXECUTION PARTNER

- You focus on delivery, milestones, and team capability.
- Technology only matters if it can be operationalized.
- Strength: Turning ambition into structure.
- Watch out for: Underestimating long R&D cycles.

### Mostly C's: THE SCALE STRATEGIST

- You think in portfolios, positioning, and global markets.
- You look for category leaders.
- Strength: Identifying breakout potential.
- Watch out for: Pushing scale before technical maturity.

### Mostly D's: THE IMPACT INVESTOR

- You prioritize real-world relevance and long-term value creation.
- Return and responsibility are not opposites—they are aligned.
- Strength: Sustainable long-term thinking.
- Watch out for: Accepting slower commercial momentum

## DEEP TECH INVESTOR YOUR IDEAL FOUNDER MATCH

### The Technology Validator > The Scientist

Data meets data. Deep due diligence, strong IP-alignment.

### The Execution Partner > The Builder

Milestones, delivery and operational focus.

### The Scale Strategist > The Visionary

Global ambition meets capital strategy.

### The Impact Investor > The Impact Driver

Mission alignment and long-term value creation.



In DTU Science Park's growth programs, we help you build the right team to support your startup's development and scaling. Explore which program your startup could become part of.

We also offer tailored spaces for deep tech startups, scaleups, and other innovative companies looking to grow within a strong ecosystem.

# EcoBlaq

■ CleanTech

## What problem are you solving—and how does your solution make a difference?

EcoBlaq colours wood without using paint, eliminating the use of plastic and toxins.

The wood industry lacks alternative colouring processes that comply with sustainability regulations and EN standards while offering a long-term solution to rising costs and inefficiencies caused by EU regulations and increasing material prices. EcoBlaq creates colour by forming new molecular complexes within the wood instead of adding a plastic top layer to the natural material. It is toxin and plastic-free, which is why the PCF (product carbon footprint) is one-quarter to one-eighth of the average for painted products.

This helps manufacturers stay ahead of competitors by addressing sustainability regulations and consumer demands while also making their products more cost-effective. It also supports the principles of the circular economy.

## What's your long-term vision—how could your solution change the world (or your industry)?

The potential global impact is a reduction in the release of microplastics and harmful toxins into the environment,

nature, schools, and homes. It also contributes to combating deforestation through potential upcycling and recycling, enabling the continued production of beautiful, non-harmful, CO<sub>2</sub>-friendly products.

## What do you look for in an investor—besides capital?

We are looking for investors who prioritize sustainability and are interested in working with the wood design and construction industry to develop production lines and facilities. Ideally, they also have experience in machine development, sales, and global scaling.



# Nuterials

■ Circularity

Nuterials turns nutshell waste into high-performance, bio-based materials that can be shaped into various forms and functions while maintaining their natural aesthetic appeal—because a greener future is nothing to shell out on, and wasting valuable biomass is just plain nuts!

# Bæta Carbon Solutions

■ CleanTech

BÆTA Carbon develops high-performance solid materials for carbon capture that cost less, last longer, and require less energy—making carbon capture a scalable reality. Their materials are made from everyday plastic waste, keeping production costs low while closing the loop on two environmental problems at once.

# GLYON

■ CleanTech

GLYON enables true circularity in textiles by transforming waste into high-quality recycled raw materials through a patented process. With over 100 million tonnes of textile waste annually, brands face regulatory and environmental pressures. GLYON's scalable solution converts discarded textiles into valuable feedstock, reducing virgin resource use and closing the production-to-waste loop.

# Solstice

■ Energy

Solstice Storage develops resilient, high-temperature solar-thermal storage, producing fossil-free industrial heat. By combining concentrated solar power with sand-based thermal storage, it delivers reliable, on-demand heat that cuts energy costs, reduces CO<sub>2</sub> emissions, creates independence from fuel and the grid, enabling scalable decarbonization of industrial processes.

# SenArch

■ Cybersecurity, Security & Surveillance Tech

## What problem are you solving—and how does your solution make a difference?

SenArch specializes in the development and provision of solar-powered, off-grid IoT network equipment.

The purpose of IoT sensors is to capture and measure parameters in the physical world and convert these parameters into digital data. In many cases, sensors need to be installed in remote and hard-to-reach locations where connectivity is unavailable due to poor radio signals. The SenArch IoT gateway can be placed anywhere, creating a self-sustaining and robust wireless IoT network exactly where coverage is needed—either to densify an existing network or to create a new one.

## What advice would you give to other startups heading in the same direction?

Technology entrepreneurship research shows that you should get industry-knowledgeable advisors on board as quickly as possible. Even if you have seasoned founders on your team—which is also an asset for team dynamics—you need people looking from the outside in, giving advice on priorities and direction, as you can become road-blind working in the trenches every day.

Enrolling in a high-profile DTU Science Park program like the GreenUp accelerator also sharpened many areas of our business during the 20-month program period.

## How did you get the idea for your product?

Co-founder of SenArch, Fadi Bunni, developed an early prototype of the product during his master's thesis at DTU (Technical



University of Denmark). During his studies, Fadi realized that installing IoT gateway systems relying on grid power and cabled internet increased total installation costs and resource use to up to four times the original budget. It also prolonged installation time when electricians and installers needed to be involved.

Utilizing the SenArch off-grid, solar-powered IoT gateway solution eliminates these extra costs (e.g, no cabling) and reduces installation time from months to just days, bringing the IoT network infrastructure into full operation much faster.

# EveWave

■ Circularity

EVEWAVE is redefining global logistics with a zero-waste packaging solution, integrating smart tracking, reusable innovation, and data-driven optimization to eliminate single-use waste and drive sustainability at scale.

# Cirque

■ Circularity

Cirque makes reusable and circular packaging solutions for the Food & Beverage industry using technology and a strong partner network.

# Insutex

■ PropTech

Insutex transforms textile waste into innovative insulation, promoting a circular economy and inspiring positive change in the construction and textile industry.

# Circular Energy Systems

■ Energy

Circular Energy Systems is working on replacing fossil fuel-based industrial drying processes with innovative heat pump integration.

# Commercial success: Tempty Foods is forging ahead with its plant-based meat alternatives

**Tempty Foods is currently facing commercial scaling. Along the way, they have used several DTU programs and now aim to get a final boost to scale through equity crowdfunding.**

The three women behind Tempty Foods actually met quite by chance on a food development course at DTU while they were still studying. And they quickly agreed on a mission: with fermented mycelium—the roots of mushrooms—plant-based patties can become so delicious that they become mainstream. And if that happens, there will be significant savings in carbon emissions, water, and land consumption.

The idea quickly gained momentum and became a startup that has worked closely with DTU and its many programs and courses. And today, Tempty Foods is at a really exciting point in its journey, says Martina Lokajova, co-founder and CEO.

“We have acquired some very key customers and partners for the scaling journey. We have made an agreement with our big collaborator on the production site in the Netherlands, and we have launched with exciting customers—e.g. 7-Eleven in Denmark, which are now ready to also launch in Sweden in April,” she says.

Their idea has become a reality and is rapidly spreading. Product development continues, with their latest launch, Spicy Korean Stick, being named Best New Plant-based Product in Denmark last year. But momentum is particularly strong on the commercial side: in addition to the 7-Eleven launch in Sweden, the products just launched in 130 Coop stores, marking the first time they are entering retail.

“We feel like this is the year where we start to scale,” says Martina Lokajova.

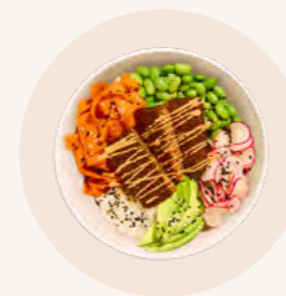
### A close partnership with DTU

The three founders, Martina Lokajova, Cecilie Engvang Lund, and Ana Pejic, still stand shoulder to shoulder and remain the core of the business as it enters the scaling phase. And ever since they met on the DTU course, the educational institution has played a central role.

“Some time after we met, we started to take this extremely seriously. Six months in, we registered the company while still studying, and we decided to utilize everything possible at DTU,” tells Martina Lokajova.

They joined Skylab’s accelerator program in 2021, which they won in June of the same year. Applied for Skylab Funding for early prototyping. Utilized the food lab at Skylab to prototype and spar with the staff. In 2022, they won Startup of the Year at DTU. Finally, they joined the GreenUP accelerator program in May 2022 and completed the 20-month program in DTU Science Park.

“GreenUP accelerator comes with two very good streams of help. The first one is monetary help with a convertible loan on



very founder-friendly terms. But the most important stream was the access to expertise we gained over 20 months. It has been extremely beneficial for us to have access to these expert advisers within the team to help us resolve specific challenges. They have been a very important part of our journey, and not just on high-level stuff—we had a great advisor who joined us on meeting to negotiate terms in an agreement,” says Martina Lokajova.

### Green solutions overshadowed

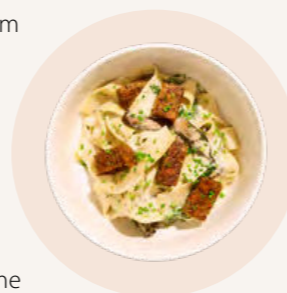
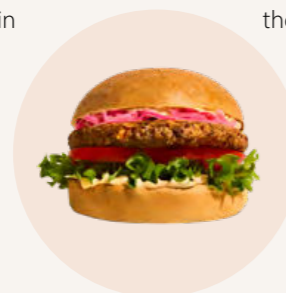
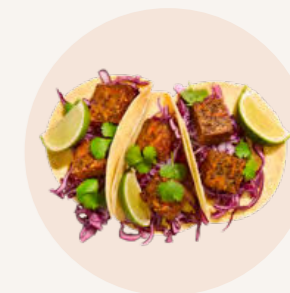
Tempty Foods was founded at the height of the green investment boom. Since then, geopolitical matters have given other verticals, such as AI and defence, room to develop, which upsets Martina Lokajova.

“If we look out into the world today, there are many companies going bankrupt and initiatives being halted in our space. I think it’s really interesting times—unfortunately not in a positive way—but I think we just have to keep working hard on the right kind of innovation and utilize other ways of getting where we want,” she says.

“  
**We feel like this is the year where we start to scale**  
”

While green investments are in a downtrend, she asserts that there are still opportunities in the market. It is still possible to find investors who are interested in sustainability and a healthy lifestyle. Tempty Foods has just proven this in their latest funding round, where they have raised EUR 700,000 from private investors and EIFO Match Loan—an amount they are currently topping up with additional funds through a campaign on the crowdfunding platform Republic.com.

“The market is currently readjusting, but luckily, it is embracing our product, and that makes me very hopeful for the future. I do think there is still an appetite for new biosolutions—and I believe there is a lot more to come,” says Martina Lokajova.



### Raising through the crowd

- Tempty Foods is currently raising capital through an equity crowdfunding campaign on Republic.com, inviting anyone to join their growth journey as a private investor with as little as DKK 150. Read more on page 24-25.
- According to the CEO, this isn’t just about funding; it’s about ownership. Tempty Foods wants their community to own a piece of the future they’re helping build.



The three founders, Martina Lokajova, Ana Pejic, and Cecilie Engvang Lund, were part of DTU Science Park’s Growth Program, GreenUP Accelerator. They graduated from the program in February 2024.

## Dual use in medtech: Antibacterial foam can help both chronic patients and wounded soldiers

**The startup AleSac pivoted toward military use after discovering that its technology could save wounded soldiers. Advice and networking from Creadis, whom they met through DTU Science Park's MedTech Growth program, has been crucial in making this happen in practice. MedTech Growth is supported by the Danish Industry Foundation.**



When a Ukrainian soldier is wounded on the frontline, the journey back to the hospital is often long and dangerous. And spending several days with open wounds in that environment is not a good combination.

That is why most soldiers have multidrug-resistant bacteria in their wounds when they arrive at the hospital. But Danish startup AleSac is now trying to change that.

With its special 3D antibacterial foam, the company can seal wounds, preventing further external contamination. The company's soft foam expands to fit the wound, enveloping fragments and inhibiting bacterial growth. This technology was developed by Anne Ladegaard Skov, professor at DTU, and her business partner Stina Nielsen, and was initially not intended for military use.

"We started with chronic wounds, but were included in the dual-use pilot project at DTU Science Park 18 months ago. We hadn't thought about military use at all, but drone warfare has led to delayed evacuations and a dramatic increase in infections—and no solution exists today to solve this problem," says Stina Nielsen.

The solution is intended for patients with chronic wounds in the civil healthcare sector. But when they discovered that the technology could solve a similar problem for deep, complex combat wounds—and that it could be a way to make a big difference faster—they decided to change track.

"As a consequence, we are initially targeting the defence industry and will later expand into the civilian market," says Stina Nielsen.

### A simple caulking gun sparked close collaboration

Alesac's product will typically require several years of development before they have a finished, regulatory-approved medical device on the market. By participating in the MedTech Growth program at DTU Science Park, they hoped to make this process as efficient as possible.

In addition to the fixed modules, the program includes bouncing off ideas with other entrepreneurs and meetings with investors, and is tailored each startup. Here, Alesac was introduced to Creadis, which specializes in helping complex products reach mass production. Stina Nielsen particularly remembers the first meeting.

"We were excited to showcase our prototype—a functional but fairly simple setup incorporating our technology, a bit bulky maybe. The team from Creadis approached it with a more experienced perspective. Looking back, it was clear that there was room to further refine and professionalize the design," she says with a smile.

Lars Jøker Nissen, Industry Director for Life Sciences & Defence at Creadis, also remembers the meeting clearly—but in a very positive light.

"We had heard a brief pitch – and we thought that if this could fly, there would be some incredible prospects. When we talk to Ukrainian soldiers, they are very eager to get hold of this solution," he says, explaining how the promising introduction quickly turned into action:



"We were already heavily involved in Ukraine, and Stina wanted to get involved too. So I asked her, 'When would you like to talk to them?'; and the following Monday she had a meeting with Ukrainian soldiers and doctors."

Creadis began asking the difficult questions. What exactly are the users' requirements for the solution? What about regulatory requirements when targeting the military? How should the device be developed to avoid delays along the way?

"They helped us pause and rethink our approach—and get more user feedback. Instead of fixing one thing at a time, we revisited the entire concept. It has been an invaluable help," says Stina Nielsen.

### Pro bono with great value

Only a small number of Creadis's 600 employees work with startups on a daily basis. Instead, the customer list mainly consists of large companies within a handful of sectors. But working with startups such as Alesac is not primarily about growing the bottom line, explains Lars Jøker Nissen.

"AleSac is a startup, but they are also part of the industry ecosystem. And start-ups often work with new, difficult technology. It's exciting for our engineers to be part of this and understand where the technology is heading," he says. At the same time, collaborating with universities is highly valuable to Creadis. This applies to branding, but especially to the people they meet through the collaboration.

"This gives us an expanded network at many different levels. Both with discipline leaders, mentors at DTU Science Park and others who are part of the programs," says Lars Jøker Nissen.

And if Creadis helps a startup succeed, this should ultimately also have a positive impact on Creadis' business.

"At the end of the day, we are a business that needs to make money, and we are already seeing that we are starting to make money from this commitment—and that makes it easier to do more, of course."

### The effort became personal

Although Creadis is formally listed as an adviser, Stina Nielsen feels the collaboration has grown into something more—a strong partnership on both sides. Lars Jøker Nissen recognizes this feeling with a smile—because AleSac's goals are also important to him.

"That's perhaps the downside of coaching and mentoring a startup: if you find it exciting, time just flies by. My colleague Mathijs wrote to me one Saturday evening to say he had ended up sitting down to draw the applicator, and I replied immediately. On a Saturday evening. But that's because Stina and Anne have tapped into something that triggers us as engineers and as people," he says.



## AleSac

- The AleSac antibacterial foam kills lethal, multidrug-resistant bacteria in less than 120 minutes (in vitro). The foam conforms to the wound in three dimensions, and is tailored for deep, complex wounds.
- The solution will initially target military use, where it has significant potential to protect injured soldiers and their wounds from infection while they are en route from battlefield to hospital.
- Following entry into the defence industry, the product will be introduced into the civilian healthcare system, where the treatment of chronic wounds currently accounts for 3-5% of healthcare costs. As chronic wounds are closely associated with ageing populations and lifestyle-related diseases, the challenge AleSac wants to solve will only become more important.

## Creadis

- Since 1997, Creadis has helped companies develop their technology, products, and production lines in factories. Today, the company employs 600 people across Denmark, Poland, Spain, the United States, and India.
- The company focuses primarily on four industries: renewables, defence, life sciences and industrial manufacturing.
- Creadis has been a partner with DTU Science Park for the past two years on Danish Tech Challenge, MedTech Growth, and Danish Defence Tech.



# NeGSiS

## ■ Training systems

### What problem are you solving—and how does your solution make a difference?

NeGSiS helps organizations establish systems for data-driven performance evaluation and training optimization.

Within the Defence Tech Denmark program, we focus on enabling unsupervised training. Danish Defence—like many European forces—is investing heavily to expand capabilities. However, training capacity will become a bottleneck due to a shortage of qualified instructors and a significant increase in the number of soldiers requiring training.

By allowing instructors to define required exercises and expected outcomes, NeGSiS deploys AI-based systems to automatically analyse performance and deliver immediate, objective feedback. Simulators can operate continuously, while instructors concentrate on advanced training scenarios and complex operational challenges.

### Who should buy your product and why?

There are two primary customer segments.

The first includes defence organizations and any company that uses simulation as part of their training programs. NeGSiS integrates with existing simulators to enable data-driven, unsupervised performance evaluation—significantly reducing internal resource consumption and increasing training throughput.

The second segment includes manufacturers of vehicles or technical systems that provide simulation as part of their offering. For these companies, NeGSiS increases the value of their simulators by enabling objective performance feedback and scalable training. This allows their customers to reduce training time and resource requirements.



In both segments, instructor availability is often the primary bottleneck. Qualified instructors are limited and difficult to scale quickly. NeGSiS increases instructor capacity by shifting routine performance analysis and feedback to automated systems.

### What challenges have you encountered, and how have you overcome them? Have you received specific help anywhere?

The primary challenge has been communicating both the feasibility and the value of our solution. Some instructors initially question whether automated, data-driven performance evaluation is even possible, and others are concerned about how it may affect their role. In practice, the system depends on their expertise: instructors define exercises and performance standards. Once involved early in the process, they recognize that the solution increases their capacity and allows them to focus on complex, high-value training. This dynamic is natural when introducing new technology, so early instructor involvement is essential.

From a business perspective, pricing has also been a challenge and remains under refinement. Advisers within the Defence Tech Denmark program have provided valuable support in strengthening our commercial approach.

## ORM Defence

### ■ Micro missiles

A2A missiles

## O2matic

### ■ MedTech/Healthtech

Wherever you are, our vision is to bring oxygen therapy into the digital age to ensure optimal treatment

## Abtrion

### ■ Unmanned systems

Cost-effective drones for war of attrition

## Aethena DeepMind

### ■ Training systems

Edge platform that converts drone recon video into field-training simulations

# Acodyne

## ■ Robotics & Automation

### What problem are you solving—and how does your solution make a difference?

We are on a mission to develop the world's fastest unmanned eVTOL aircraft for heavy payload. Our solution has proven to be in demand from both the defence and civil industries such as offshore. In defence logistics today, a spare part can take up to three days to arrive from port to frontline. We can deliver it in 1.5 hours. In Offshore, urgent transport often relies on helicopters. Our 200 kg, 450 km/h electric aircraft can perform the same missions with significantly lower cost and carbon emissions—and even at double the speed. We don't replace existing logistics, but we supplement for the most time-critical, critical, and dangerous missions.

### What do you look for in an investor—besides capital?

We are building advanced aviation solutions in a highly regulated and geopolitical space. That requires patience and the right network. Beyond capital, we look for investors with access to international defence ecosystems, strategic insight and long-term commitment. Defence procurement is a tough world to enter. The right partner helps us navigate it and understands that infrastructure-scale companies are built over years, not quarters.

### What's your long-term vision—how could your solution change the industry?

What we are building is a game-changing and ambitious project—not just for Denmark but globally.

Long term, we don't just want to build aircraft, we want to operate aircraft. Our vision is to become a logistics operator providing autonomous, on-demand air freight where time and distance matter most.

But scaling that vision depends on regulation keeping pace with technology. The countries that enable safe, large-scale autonomous operations will shape the next generation of logistics infrastructure. Denmark has the opportunity to lead, if we move early and decisively.



## OODALOOOP Technologies

### ■ Unmanned systems

OODALOOOP Technologies is a Nordic defence tech company developing and mass-producing pilot-assisted, expendable drone systems at scale for the defence of Europe.

## LIITA Care

### ■ MedTech/Healthtech

LIITA Care bridges the therapeutic alternatives gap in acute respiratory infections by enabling early, non-antibiotic management that reduces unnecessary prescribing, strengthens public health and defence resilience, and advances the fight against antimicrobial resistance (AMR).

# Webscout

■ **Cybersecurity, Security & Surveillance Tech**

## What problem are you solving—and how does your solution make a difference?

Despite an abundance of expensive tools and subscriptions, cyber teams in government and critical infrastructure still miss early signs of attacks until it's too late. There is data here and intelligence there, but the full picture is missing. Webscout brings it together, so teams can spot threats faster and respond more decisively.

## How did you get the idea for your product?

Before going independent, I served in a Danish Defence cybersecurity unit, handling serious incidents in Denmark and abroad. The pattern was clear: either we didn't have enough useful data, or we had plenty—but it was too scattered to make sense of in time. Webscout came from a desire to restore the advantage to defenders.

## What do you wish you had known when you started?

Building a startup is a marathon, not a sprint. Improve and level up, but don't lose what grounds you. For technical founders, sales is often the real boss fight. I'm introverted and knew I



would burn out on cold calls and constant pitching, so I leaned into threat actor research. Find what works for you.

## What advice would you give to other startups heading in the same direction?

Spend less time guessing and more time talking to customers—they are usually kind enough to tell you what actually hurts (and what they will pay to fix). AI is great, but don't lose your human touch—nurture your connections and your network. Learn quickly from mistakes and help others when you can.

# BlinkTroll

■ **Training systems**

Engineering innovative defence solutions to protect lives and sharpen readiness on the front lines of free and liberal democracies.

# Godwit Systems

■ **Unmanned systems**

At Godwit, we are building a platform that strengthens air defence, strikes deep behind enemy lines, and deploys with unmatched ease.

# Scurid ApS

■ **Cybersecurity, Security & Surveillance Tech**

Scurid gives drones, robots, and satellites a secure digital identity with signed telemetry and action logs—so defence and space operators can prove what happened and trust every command decision from battlefield to orbit.

# Namodan

□ **AI & Machine Learning**

NAMODAN ApS is a Danish deep-tech company developing AI-LMH, an airborne ground-penetrating radar system for drones. Their solution detects metal and non-metal objects and buried threats up to 2 metres below ground from a 3-metre altitude, enabling faster, safer, and terrain-independent demining. AI-LMH integrates advanced radio hardware, neural networks, and real-time 3D mapping for humanitarian and defence applications.

# MindMind ApS

■ **MedTech/Healthtech**

Tech for human minds—tools for mental training and regulation

# Triton Depth

■ **Maritime**

Triton Depth builds passive seabed AI sensors that strengthen subsea infrastructure resilience at scale.

# Monopulse

■ **Unmanned systems**

## What problem are you solving—and how does your solution make a difference?

Data collection, surveillance, and payload delivery in complex environments are slow, risky, and fragmented. UAVs struggle close to water, and USVs are slow to deploy and operationally limited.

With HydroHex, we combine both domains in one platform that can fly to the area of interest and operate precisely on the water surface with a seamless transition.

With Falcon MK3S, we provide a secure, field-repairable, NDAA-compliant ISR platform with an encrypted datalink, GNSS-denied navigation, and C2 integration.

The difference is faster deployment, lower operator risk, higher data quality, and full control of data—with no cloud dependency.

## What's your long-term vision—how could your solution change the world (or your industry)?

We are building sovereign, EU-produced unmanned systems that give governments and critical infrastructure operators full control over their data, hardware, and supply chains.

We aim to set a new standard for dual-use unmanned systems:

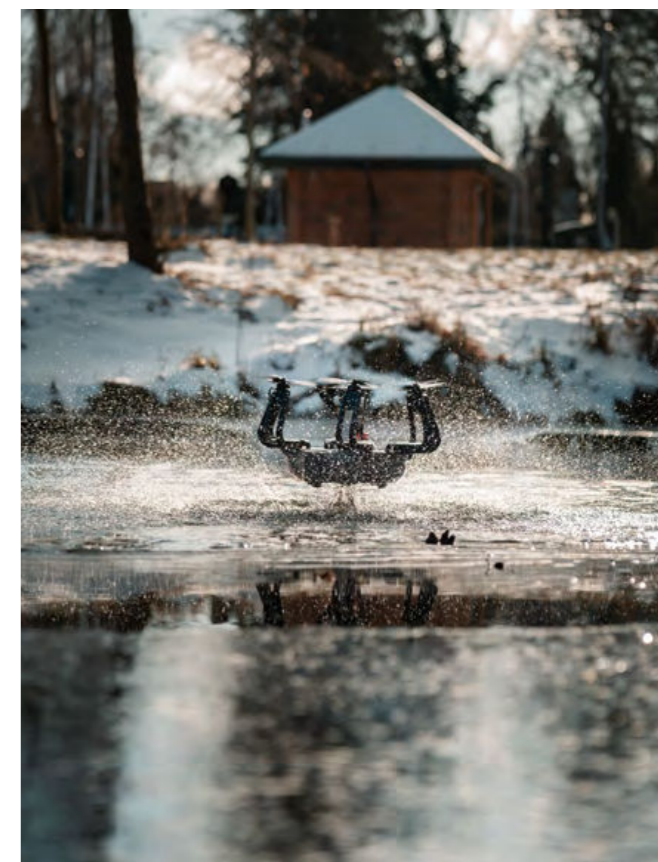
- Modular, mission-configurable platforms
- Seamless integration into NATO-standard C2 systems
- EW-resilient navigation and communications

Our ambition is to replace fragile, single-purpose drones with robust, multi-role capabilities that work in real operational environments—from ports and rivers to contested maritime zones.

## Who should buy your product and why?

HydroHex is for:

- Ports and critical infrastructure operators
- Emergency response teams
- Naval and maritime security units



They should buy it because it dramatically reduces response time and enables access to areas that were previously hard or dangerous to reach—while supporting multiple sensor payloads in one system.

Falcon MK3S is for:

- NATO militaries
- Police and special units
- Border and customs authorities

They should buy it because it offers secure data handling, strong EW resilience, field-repairability, and professional-grade ISR payload options in a compact, rapidly deployable format. In short: we deliver operational capability—not hobby drones.

# Hecto Drone ApS

■ **Unmanned systems**

Hecto Drone develops petrol-electric, high-endurance, heavy-lift multirotor drone systems for mission-critical defence and security operations

# CPH InnoTech

■ **Training systems**

Cph InnoTech ApS is developing next-generation gas-based blank ammunition that significantly reduces environmental impact without compromising performance or compatibility.

# Ukraine and the Nordic countries must cooperate more closely in ‘the most innovative war since World War II’

**Denmark and the Nordic region have an important role to play in the innovation war unfolding in Ukraine. That is the view of the leaders of the two defence initiatives, Defence Tech Denmark and Defense Innovation Highway, who are currently fighting to make this happen in practice.**

“I was very moved when I visited Ukraine in December 2023, because I could see that Ukrainians were terrified that the US would not provide money for their defence. They were afraid of losing. And that touched me in such a way that I decided to spend as much time as I could in Ukraine.”

This is why Esben Gadsbøll, a prominent Danish entrepreneur and initiator of the industry association Danish Tech Startups, is now a co-founder of Defense Innovation Highway, an innovation project between Ukraine and the Nordic countries. Here, he can contribute what he knows best: building bridges that foster innovation.

“There is a terrible war going on right now—and it is by far the most innovative war since World War II. The worst-case scenario is now, in effect, a reality: the United States and southern Europe have withdrawn from the war. That leaves us with 10-11 countries in Central and Northern Europe supporting Ukraine,” he says.

That is precisely why he believes it is so crucial to forge closer ties.

“There are many talented minds in Ukraine, and there are also many talented people in the Nordic countries. Our vision is to connect them so that it is not only Ukrainian minds that have to find solutions.”

The problem is urgent, and we need to pick up pace. That is why Esben Gadsbøll is delighted to have found a new, close ally in the Defence Tech Denmark program, which aims to foster new Danish defence companies.

**Esben Gadsbøll, a Danish entrepreneur and initiator of the industry association Danish Tech Startups, and co-founder of Defense Innovation Highway**

## Defence Tech Denmark to boost development

Behind Defence Tech Denmark are the Danish Industry Foundation, Innovation Fund Denmark, and EIFO, which have joined forces to drive innovation in the defence sector in a new way. The program will run for three years with allocated funding of DKK 200 million. DTU Science Park and Danish Technological Institute run the program in collaboration. The money will be used to support companies in two ways:

One is for startups, which receive advice and networking opportunities through the program to help them gain a foothold in the market. The other is for small and medium-sized enterprises that already have products in the civilian market that can be transformed for defence purposes. Defence Tech Denmark will significantly increase the number of defence companies in Denmark, says Signe Blad Johnsen, CCO in DTU Science Park and one of the ideators behind the program.

## Defense Innovation Highway

- Defense Innovation Highway is a platform that strengthens cooperation on defence innovation between Ukraine and the Nordic countries. The initiative connects entrepreneurs, technology companies, and defence representatives to accelerate the development of dual-use technologies.
- The platform builds bridges between Ukrainian and Nordic tech innovators to share knowledge and technology. The aim is to strengthen defence capabilities through rapid innovation, which is also seen as a safeguard for democracy and independence.
- Defense Innovation Highway is a non-profit project under Danish Tech Startup with employees in both Denmark and Ukraine.

## Defence Tech Denmark

- Defence Tech Denmark is a program designed to strengthen the defence industry through innovation from startups and SMEs. The program aims to promote a wide range of key technologies such as AI, drones, sensors, energy, and space.
- The program consists of two main tracks: an acceleration track for startups and a transformation track for SMEs, where they receive help to transform civilian products for defence use.
- The program was founded and is financed by the Danish Industry Foundation, the Innovation Fund Denmark, and EIFO. It is run by DTU Science Park and the Danish Technological Institute.

“Over three years, 72 startups and SMEs will go through the program. For the first round, more than 150 companies applied, and we selected 27. It shows a strong interest among companies in entering the defence industry—a trend that can largely be attributed to the current geopolitical situation,” she says.

### Quick innovation is crucial

For obvious reasons, it is difficult to build trust and networks in Ukraine right now, but with local Ukrainians on the team and a long-term commitment, Esben Gadsbøll and Defense Innovation Highway have succeeded. It makes them a strong partner in facilitating meetings between Ukraine and the Nordic countries in practice.

Last year, the project organized nine delegation trips to Ukraine, involving several hundred participants. Through Nordic Tours, the association invites Ukrainians to visit the Nordic countries. The overall objective is to establish connections for innovation across start-ups, industry, investors, and academia.

“We are doing a lot to support innovation in Ukraine. Their pace of innovation is unprecedented in Europe since World War II. It’s Silicon Valley on steroids. We need to help fit that into a Danish context, where we have a lot of talented people, but where things just move much more slowly,” says Esben Gadsbøll.

He explains that Denmark has top-tier experts in key areas such as drones and radio communications. However, they do not necessarily work with Ukraine today. Defense Innovation Highway is trying to change that. All this is being done to strengthen innovation so that Europe can defend itself against Russia. According to Esben Gadsbøll, the war must be won through innovation.

“It went from being a very classic war at the beginning to three out of four casualties being caused by drones. These technological game changers can influence the war—if they are developed quickly enough, they can have a huge impact. From AI to lasers and all kinds of innovative solutions,” he says.

He still believes that innovation needs to be higher on the agenda, otherwise we will end up in the classic mindset.

“We live in a world that has difficulty understanding innovation, that it is almost always small, startup companies that create radical innovation. It’s the same in the defence sector—so the money isn’t being earmarked to the extent that it needs to be. Much of what is succeeding in Ukraine is happening despite the fact that they have no money. We still live in a world where many people think we should just build more tanks. That’s is not how we’re going to win this war,” he says.

### “We need to accelerate defence innovations”

There is great potential for collaboration between Defence Tech Denmark and Defense Innovation Highway. While Defense Innovation Highway creates connections, Defence Tech Denmark has a network and a local driving force behind it in the form of the business community in Denmark. And companies are ready to contribute in a completely different way than before the war.

The growing interest reflects a broader shift in how companies and innovation environments view the defence sector. Denmark has strong capabilities in developing advanced technologies, but connecting these innovations with defence needs requires dedicated platforms and collaboration across the ecosystem.

“Programs like Defence Tech Denmark play an important role in bridging that gap by helping startups and SMEs translate cutting-edge technology into solutions that can strengthen defence capabilities,” says Signe Blad Johnsen and continues:

“We focus quite a lot on connecting startups and SMEs with the right connections, that can help bring their technology to market. Groundbreaking technologies are already being developed by startups and research environments. With initiatives like Defence Tech Denmark, we can help ensure that these technologies are accelerated and applied where they can make a real difference.”

**Signe Blad Johnsen, CCO in DTU Science Park and one of the ideators behind Defence Tech Denmark**

