





The **EIB Institute** was set up within the EIB Group (European Investment Bank and European Investment Fund) to promote and support social, cultural, and academic initiatives with European stakeholders and the public at large. It is a key pillar of the EIB Group's community and citizenship engagement.

The **EIB Institute** supports social innovation and entrepreneurs who target social, ethical or environmental goals or seek to create and sustain social value. This is typically related to unemployment, equal opportunities, the marginalisation of disadvantaged groups and access to education and other basic social services.



The Social Innovation Tournament (SIT) is the flagship initiative of the Social Programme of the EIB Institute. The SIT final event is organised every year in a different country to reward and sponsor **European entrepreneurs** whose primary purpose is to generate social, ethical or environmental impact. All finalists compete for the General Category 1<sup>st</sup> and 2<sup>nd</sup> Prizes – €50 000 and €20 000 respectively. This year, projects focusing on the environment (with a special emphasis on biodiversity and ecosystem conservation) are also competing for the Special Category 1<sup>st</sup> and 2<sup>nd</sup> Prizes – €50 000 and €20 000 respectively and a new award created especially for the Online Event, the Audience Choice Award, of €10 000.

Projects are typically related to combating unemployment, improving the environment, tackling the marginalisation of disadvantaged communities and promoting access to education in a wide range of fields, from healthcare to the natural or urban environment, through new technologies, new systems and new processes.

The Tournament runs in two rounds. A Selection Committee comprising mainly EIB Group experts in innovation, the environment and other relevant disciplines selects 15 projects. The finalists are invited to a mentoring programme comprised of a mentoring and rehearsal bootcamp, pitching training and one-to-one online training to provide them with the necessary guidance for the finalisation of their proposals. At the final event, all the finalists have to present and defend their project before a jury composed of social innovation specialists.

Finalists from all SIT editions become members of the SIT Alumni Network and can access webinars and training programmes on scaling impact, communications, engagement with investors, fundraising, measuring and managing impact, and digital marketing. This is in addition to being able to apply for small grants – the SITolarships – and being supported by a network of EIB Group experts. SIT Alumni also benefit from partnerships with corporates (e.g. Amazon Web Services and EY) and with top business schools (INSEAD, IE and Oxford).

# CONTENT

<b>4</b>	<b>AGENDA</b>
<b>5</b>	<b>ORDER OF PRESENTATIONS</b>
<b>8</b>	<b>MASTER OF CEREMONIES</b>
<b>9</b>	<b>WELCOME SPEAKER</b>
<b>11</b>	<b>JURY</b>
<b>17</b>	<b>FINALISTS</b>
<b>32</b>	<b>SIT ALUMNI TESTIMONIALS</b>
<b>33</b>	<b>MENTORING AND PRIZES</b>
<b>34</b>	<b>STRATEGIC PARTNERS AND ASSOCIATES</b>

# AGENDA

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## Master of Ceremonies:

**Chris Gordon**, Irish Social Enterprise Network

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## MORNING SESSION

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**10:00 – 10:30**

### Opening remarks

**Emma Navarro**, Vice President, European Investment Bank

### Relevant rules and procedures

**Establishing the order of presentations (draw)**

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**10:30 – 12:30**

**Presentations by Finalists (8)**

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**12:30 – 13:30**

**Break**

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## AFTERNOON SESSION

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**13:30 – 15:15**

**Presentations by Finalists (7)**

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**15:15 – 18:15**

**Audience Vote**

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## AWARDS

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**18:30 – 19:00**

**Announcement of SIT 2020 winners**

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# ORDER OF PRESENTATIONS

Project name	Sector	Country	#
<b>BEEOMONITORING</b>	Climate and environment	Belgium	
<b>BREEZE TECHNOLOGIES</b>	Climate and environment	Germany	
<b>BUILDBUDDY</b>	Urban development	France	
<b>CLOUDCUDDLE</b>	Health	Netherlands	
<b>CM FLUIDS AG</b>	Transport and mobility	Germany	
<b>COKIDO</b>	Inclusion	Belgium	
<b>CORAX</b>	Health	Italy	
<b>HERAMOBILEAPP</b>	Health	Turkey	
<b>LIFE BASED VALUE (MAAM)</b>	Employment	Italy	
<b>NAVILENS</b>	Inclusion	Spain	
<b>PLASTICFRI</b>	Climate and environment	Sweden	
<b>SKILLLAB</b>	Employment	Netherlands	
<b>SOILSTEAM INTERNATIONAL</b>	Agriculture and food supply	Norway	
<b>SPONSH</b>	Climate and environment	Netherlands	
<b>TUCUVI</b>	Health	Spain	

## **IF YOU CAN, YOU MUST: NINE YEARS OF CREATING IMPACT AND CHANGING TOMORROW TODAY WITH INNOVATION AND IMAGINATION!**

It is now nine years since the EIB Institute held its first Social Innovation Tournament (SIT) final event in Luxembourg in 2012. The Tournament's ninth edition will take place this year, with previous editions having been held in Budapest (2013), Madrid (2014), Milan (2015), Ljubljana (2016), Riga (2017), Copenhagen (2018) and last year in Dublin (2019). This year, despite the COVID-19 pandemic, 15 social innovation projects are competing in Lisbon, Portugal, and joining a growing community of over 115 projects from 31 different European countries (EU, EFTA and enlargement countries) working to create societal impact. It is just the beginning of a long journey packed with learning, networking, and creating opportunities to solve some of modern society's most concerning problems.

In its first edition in 2012, the Hungarian project Hand-in-Scan won first prize for its hand hygiene system based on digital imaging technology for the direct control of hand washing effectiveness in medical environments.

In 2013, the Special Category Prize was introduced with the topic "environment". The prize was awarded to the Romanian-based paper recycling project Recicleta, which collects small quantities of waste paper from offices for recycling using cargo bicycles and employs socially disadvantaged people. In Romania, standard commercial companies will generally only collect waste material in excess of 150 kg. This scheme enables substantial amounts of paper to be recycled instead of being added to landfills, and jobs are created. The cargo bicycles used are an efficient and eco-friendly means of transport with zero CO<sub>2</sub> emissions.

When the Tournament was held in Madrid in 2014, the winner of the General Category was the French micro-franchising initiative Adie. Adie aims to launch social micro-franchise networks designed to offer turnkey business models to low-income entrepreneurs. In the same year, the Special Category Prize for "urban and natural environment" was awarded to Blue Badge Style, a style website and app for disabled people recommended by the Guardian and the Financial Times that enables users to explore travel options, restaurants, theatres, sporting arenas and retailers.

The fourth edition of the Tournament was held in Milan in 2015. In the General Category, Koiki, based in Spain, won first prize for its initiative that enables people with intellectual or physical disabilities in Spanish neighbourhoods to work as postmen/postwomen or messengers, delivering parcels or picking them up from their neighbours in an environmentally friendly way (either walking or cycling short distances). With 110 employees in 16 cities in Spain, Koiki had 100% growth in 2019 before the pandemic struck. Nevertheless, and despite the current challenging times, the demand for Koiki's deliveries has increased 100% with e-commerce booming across Spain. With a very scalable business model, Koiki's goal is to expand to Portugal and other European countries.

The fifth edition of the Tournament was held in Ljubljana in 2016. Apendices Visuales, based in France and Spain, a project that aims to help children with autism to access the tools they need in order to develop their full potential, won first prize in the General Category.





**HEHOP - 2019 SIT  
WINNER 1<sup>ST</sup> PRIZE  
GENERAL CATEGORY**



**FAZLA GIDA - 2019 SIT  
WINNER 1<sup>ST</sup> PRIZE  
SPECIAL CATEGORY**



**JELLY DROPS - 2019 SIT  
WINNER 2<sup>ND</sup> PRIZE  
GENERAL CATEGORY**



**ZOURI SHOES - 2019 SIT  
WINNER 2<sup>ND</sup> PRIZE  
SPECIAL CATEGORY**

The sixth edition of the Tournament was held in Riga in 2017. For this edition, the Special Category had the theme of “Ageing”. The Freebird Club (Ireland) and Walk With Path (UK) shared the first and second prizes. The Freebird Club is a travel-based social network similar to AirBnB for over 50s adults, with almost 5 000 members across 73 countries. Its goal is to reduce the social isolation often experienced by older people, while at the same time generating extra income for them. Walk With Path is a healthcare startup focused on improving mobility and reducing the risk of falls for vulnerable individuals, including the elderly and people with chronic diseases.

In Copenhagen, Denmark, at the seventh edition, the first prize of the General Category was awarded to Glowee (France) and the second prize to SPEAK (Portugal). Glowee offers a sustainable living light source powered by waste products and producing reusable biomass, to illuminate our world by harnessing the natural power of bioluminescence. SPEAK is a social tech startup that promotes the social inclusion of migrants and refugees by connecting them with locals through a language and culture exchange programme to which everyone can apply in order to share their language and learn a new one.

Last year, the eighth edition took place in Dublin, Ireland, and HeHop (France) and Jelly Drops (UK) received first and second prize in the General Category. Fazla Gida (Turkey) and Zouri Shoes (Portugal) received first and second prize in the Special Category for projects focusing on sustainable consumption and production.

HeHop seeks to break the circle of violence. The app will gather legal evidence essential to tackling all kinds of abuse (physical, sexual, emotional and verbal) in professional, private and public life. Less than 10% of such attacks result in a formal complaint as victims fear that without proof they will not be believed. Jelly Drops are hydrating treats that enable people with dementia to hydrate more often and independently, since many people with dementia find eating easier and more intuitive than drinking. Fazla Gida is a waste management platform that provides holistic solutions, enabling the reduction of waste at source. ZOURI shoes is an eco-vegan footwear brand that uses plastic trash from the Portuguese coast together with ecologic and sustainable materials.



**LJUBLJANA 2016**



**RIGA 2017**



**COPENHAGEN 2018**



**DUBLIN 2019**



## Master of Ceremonies Chris Gordon

**CEO**

### Irish Social Enterprise Network

Chris is the CEO of the Irish Social Enterprise Network (Soцент.іе), Managing Partner of Collaboration Ireland. Chris is an Adjunct Teaching Fellow of Trinity Business School and is a facilitator for the BCorp community in Ireland. He also volunteers as Chair of Far and Wild social enterprise and is Vice President of the Irish US Alumni Association, as well as being the former Director of Social Enterprise NI.

Chris' work focuses on leading and managing European and nationwide projects on Social Enterprise, Social Entrepreneurship, Corporate Responsibility, Social Impact, Startups, Cooperatives, Exporting, SMEs in Ireland and leading a life of passion and purpose.

Chris engages on national discourse and policy development, providing sectoral reporting, support and proposals to government. He has featured in the Sunday Times, BBC, Irish Independent, RTÉ, Today FM, Sunday Business Post and other media, and has contributed to national and European policy papers for political parties.

Chris is a Fellow of the Institute of Leadership & Management in the UK, Social Innovation Fellow from StartingBloc in the US, a Constellations Society Fellow from France, Tällberg Pathfinder Fellow from Sweden and a US Department of State awardee on the Social Enterprise and Tackling Long Term Unemployment programme. Chris is trained as a Climate Reality Leader and is a qualified Erickson Coach. He is also a Member of the Institute of Directors Ireland. His passion is in outdoor facilitation, youth work, social inclusion and community development.

Chris has a degree in Theoretical Physics from Queen's University Belfast, a Master's in Business from the University of Ulster and qualifications from the Institute of Banking, LIA and UCD.

[!\[\]\(e1c624d4757f08486e89482c18364c17\_img.jpg\) Irish Social Enterprise Network](#) [!\[\]\(fd44bd93e945cfa8875a8962f08e5b64\_img.jpg\) @soцентie](#)

[!\[\]\(d8ab143e904bfa3467271eec5af75a9b\_img.jpg\) Chris MM Gordon](#) [!\[\]\(567bfd12bbf6d2452d8ec3264a002612\_img.jpg\) @ChrisMMGordon](#)





**Emma Navarro**  
**Vice President**  
**European Investment Bank**

Emma Navarro has been a Vice President of the European Investment Bank since June 2018. Ms. Navarro is a member of the EIB's Management Committee, which draws up the Bank's financial and lending policies, oversees its day-to-day business, and takes collective responsibility for the Bank's performance. She is responsible for financing operations in Spain, Portugal, Latin America, the Caribbean States and the Community of Latin American and Caribbean States (CELAC), Morocco, Tunisia and Algeria. She is also responsible for financing the environment, climate action, circular economy, the EIB Institute and relations with national promotional institutions and the European Association of Long-Term Investors (ELTI).

Before joining the EIB, Ms. Navarro was General Secretary of the Treasury and Financial Policy in Spain and Member of the Bank of Spain Governing Council and Board Member of the Spanish National Securities Market Commission. Prior to this, she had been President of Instituto de Crédito Oficial (ICO), Director of the Office of the Minister for Economic Affairs, Industry and Competitiveness and advisor at the International Monetary Fund. Previously, Ms. Navarro held various positions in the public sector in Spain.

In 2005, Ms. Navarro became "State Economist and Trade Expert" of the Spanish Administration. She holds a degree in Law, a master's degree in EU law from CEU San Pablo University and a joint postgraduate degree in EU law and economics from Madrid's Complutense University and the Sorbonne in Paris.

 [european-investment-bank](https://www.linkedin.com/company/european-investment-bank)

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# JURY

	 <b>CONCEPCIÓN GALDÓN</b>			 <b>ELENA CASOLARI</b>
		 <b>FILIFE ALMEIDA</b>		
	 <b>JUSTINA ALDERS-SHEYA</b>		 <b>KATELL LE GOULVEN</b>	
		 <b>OLIVIER DE GUERRE</b>		 <b>PIETER OOSTLANDER</b>

## President of the Jury

### Justina Alders-Sheya

#### Impact Investor, Fund Manager Triodos Investment Management

Justina is a Fund Manager within the financial inclusion fund management team at Triodos Investment Management (a globally recognised leader in impact investing, making money work for positive change). In that role, she manages Triodos Microfinance Fund, Triodos Fair Share Fund and SFRE Fund. Justina has over 18 years of experience in the financial services sector, focusing on investment management, impact investing and financial inclusion. Before joining Triodos IM, she held several positions at EY and at ING Group. Justina is a certified chartered accountant, holds a postgraduate degree in accounting from the Vrije Universiteit van Amsterdam, a master's degree in Financial Economics from the University of London and a bachelor's degree in Commerce from the University of Namibia.

Justina is a passionate impact investor, focusing on sustainable and positive impact-driven organisations globally. She is a strong believer in the role that impact investing can play in making money bring about positive change as well as generating healthy long-term financial returns.



[in Triodos Investment Management](#) [@TriodosIM](#)

[in Justina Alders-Sheya MSc. RA CIA](#)

## Members of the Jury

### Concepción Galdón

#### Social Innovation Director & Academic Lead IE University

Concepción Galdón is IE University's Social Innovation Director/Academic Lead. At IE she is mandated to promote social innovation academic content across schools and programmes, encourage more research in social innovation and reach out to organisations and partners interested in social innovation. Concepción is a professor of Entrepreneurship and Innovation at IE. Concepción is also President of the social venture Puentes Global, which she co-founded in 2009. She is a member of Ashoka Spain's venture board and a member of the investment committees of several impact funds. Concepción is an economics graduate of Universidad Autónoma de Madrid. She holds a master's degree in Public Administration and International Development from Harvard Kennedy School. Concepción holds a PhD in International Economy and Development from Universidad Complutense de Madrid, which granted her an Outstanding Award for her doctoral dissertation. Her PhD research focuses on the use of technology in social entrepreneurship. She has published papers in peer-reviewed journals and chapters in books. She regularly contributes to mass media and is a speaker at international conferences. Her past professional experience includes founding an NGO and working for the UN's Procurement Division, Banco Santander's Latin America Division and Liberia's Government under Ellen Johnson Sirleaf, who was awarded the Nobel Peace Prize in 2011.

[in](#) IE University

[@IEuniversity](#)

[in](#) Concepción Galdon PhD

[@ConchitaGaldon](#)



### Elena Casolari

#### Co-founder and partner OPES Italia Sicaf EuVECA

Elena believes in the transformative power of impact investing and the social enterprise movement; she is an advocate and practitioner of gender smart investing. She is the co-founder and partner of OPES Italia Sicaf EuVECA, which invests in impact enterprises in Italy, and OPES-LCEF Fund, an impact investment vehicle that provides financial resources and management support to early-stage social enterprises whose businesses serve low-income people and disadvantaged communities.

For 10 years, Elena was CEO at ACRA, an international NGO, and before that spent 12 years in the investment banking industry covering emerging markets. Elena serves as a Director at Fondazione Umano Progresso, the Social Impact Agenda for Italy, and she is also a member of the General Council of Fondazione Compagnia San Paolo, one of the leading banking foundations in Italy. After her graduation in Management, Elena was a Monbushoo fellow at the Hitotsubashi University in Tokyo for two years.

[in](#) Elena Casolari

[@CasolariElena](#)

[@opes\\_impact](#)

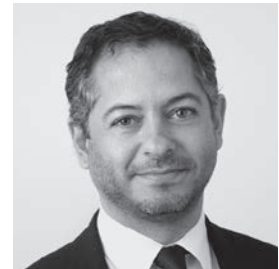


## Filipe Almeida

### President

### Mission Unit Portugal Inovação Social

Filipe Almeida is currently President of the Mission Unit Portugal Inovação Social (Portugal Social Innovation), a public entity created to promote social innovation and social entrepreneurship, and to develop the social investment market in Portugal. This government initiative is a pioneering public programme in Europe that is mobilising around €150 million of European funds. He is also a professor at the University of Coimbra and a researcher at the Centre of Social Studies and the Centre of Cooperative and Social Economy Studies of the same University. He holds a PhD in Business Administration from the Brazilian School of Public Administration and Business, Getúlio Vargas Foundation, Rio de Janeiro, Brazil and a PhD in Business Management from FEUC (Faculty of Economics, University of Coimbra, Portugal). He also holds a master's degree in Business Sciences from FEUC, having attended the MBA programme at Virginia Polytechnic Institute and State University (USA). He is the author of several books and articles on business ethics, corporate social responsibility and academic fraud.



[LinkedIn](#) Portugal Inovação Social    [Twitter](#) @PtInovSocial

## Katell Le Goulven

### Founding Executive Director

### Hoffmann Global Institute for Business and Society at INSEAD

Katell Le Goulven joined INSEAD in April 2018 as the founding Executive Director of the Hoffmann Global Institute for Business and Society. Previously with UNICEF, she founded a policy planning unit to analyse global trends and emerging issues and inform UNICEF's strategic positioning, and led UNICEF's corporate engagement with international financial institutions. She has held senior positions in high-level commissions that defined the policy implications of the data revolution, climate change, and global public goods for the development agenda. She has over 20 years of professional experience at the interface of research and decision-making, designing policies and strategies, and advising senior executives in international organisations and governments. She holds a PhD in Agricultural Economics, an MSc in Tropical Agronomy, and an engineering degree. She lives in Fontainebleau with her husband and three children.



[LinkedIn](#) INSEAD    [Twitter](#) @INSEAD  
[LinkedIn](#) Katell Le Goulven, PhD    [Twitter](#) @Katelllegoulven



## Olivier de Guerre

### Chairman

### PhiTrust Active Investors and PhiTrust Impact Investors

In 1987, Olivier co-founded GT Finance/Cristal Finance before joining Credit Suisse Asset Management in 1998 as a Managing Director. In 2003, he founded PhiTrust in order to support families and foundations in the implementation of financial, social and philanthropic strategies, believing that investors have responsibility through their financial and social investments. He has long-standing experience in asset management at the level of families/foundations or institutions, in particular through assisting them with their investment strategies. Olivier is a board member of Finansol and the Philippon Foundation. He is also the Chairman of PhiTrust Active Investors and PhiTrust Impact Investors.

[in](#) Phitrust

[t](#) @PhiPartenaires

[in](#) Olivier de Guerre



## Pieter Oostlander

### Fund Manager

### SI2 Fund

Pieter's professional background is in accountancy and finance. He has held various top-level finance functions in several international companies. In 2004, he switched to the social investment and venture philanthropy sector, driven by the aspiration to make societal impact a significant part of his professional life. He became Director of the Noaber Foundation and helped lay the foundations of Shaerpa, a consulting and fund management agency. As a Founder of Shaerpa and Fund Manager of SI2 Fund, Pieter is continuously working on what he himself calls "the marriage between the business approach and charitable goals". He was a member of the Board of Directors of EVPA for 10 years, three of which as chairman. Pieter is also on the Board of Directors of Social Value International, an international network that promotes the use of a systematic approach to social value accounting.

[in](#) SI2 Fund

[t](#) @SI2Fund

[in](#) Pieter Oostlander

[t](#) @Shaerpa\_pieter

# FINALISTS

	 <b>MICHAEL VAN CUTSEM</b>		 <b>BACH KIM NGUYEN</b>	
 <b>ROBERT HEINECKE</b>		 <b>HANNAH BETTENHAUSEN</b>		 <b>LOTTE LEUFKENS</b>
	 <b>ODA VAN HIJFTE</b>		 <b>LENA FRIEDMANN</b>	
		 <b>MARKUS OSTERMEIER</b>		
		 <b>EEFJE COTTENIER</b>		 <b>BENJAMIN SCHATTEMAN</b>
 <b>FRANCO PRADELLI</b>			 <b>CATERINA GIULIANI</b>	 <b>ARAL SURMELI</b>
	 <b>NEERU NARLA</b>		 <b>RICCARDA ZEZZA</b>	

# FINALISTS



**STEFANO  
ROVELLI**



**JAVIER  
PITA LOZANO**



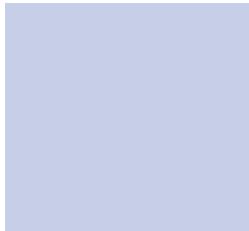
**NURIA  
FRUCTUOSO RUIZ**



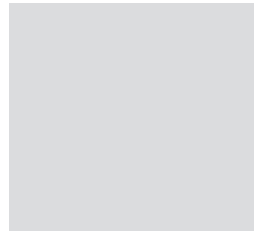
**ALLEN  
MOHAMMADI**



**MAX  
MOHAMMADI**



**ALI  
KHAN**



**JOHANNES  
ANRIJS**



**CHRISTOPH  
BRETGELD**



**KARIM  
BIN-HUMAM**



**HANS KRISTIAN  
WESTRUM**



**TOBIAS  
GLEMMING**



**LOURENS  
BOOT**



**ALBERTO  
BELMONTE**



**MARÍA GONZÁLEZ  
MANSO**



**MARCOS  
RUBIO RUBIO**





## BEEOMONITORING Belgium

### **Bach Kim Nguyen** Founder & Director

Aside from being a scientist, Kim is also a societal entrepreneur. Holder of a BSc in Agricultural Sciences and a complementary master's from the University Faculty of Gembloux, he obtained his doctorate from the University of Liège with a thesis on the protection of bees before completing an MBA in Business & Management at the Solvay Brussels School. After that, he followed various training courses in virology at the University of Ghent, in circular economy at the Oksigen Lab and in societal entrepreneurship at the Centre for Social Entrepreneurship at Oxford University.

Kim has worked as a research and teaching assistant at the University Faculty of Gembloux, as an engineer and project manager, as advisor to the first Vice President of the University of Liège and he is also the co-founder and scientific director of the European Week of Bees and Pollination at the European Parliament and founded BeeOdiversity sprl (plc).



### **Michael Van Cutsem** Chief Executive Officer

A lawyer by training (Université Catholique de Louvain), Michael spent six years working as a corporate law lawyer for the international law firm CMS DeBacker. Keen to move into the corporate world, he obtained a master's in Finance (ICHEC Brussels Management School) and then an Executive MBA at the Solvay Business School.

He has set up companies that specialise in coaching for businesses and trained in coaching and collective intelligence techniques and has helped numerous companies to expand internationally, to implement collaborative governance, and foster operational and process organisation. In 2012, Michael decided to extend all this experience to a societal project and co-founded BeeOdiversity.



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## #climate #environment

Project in: Belgium

BeeOmonitoring combines nature (bees acting as drones to collect billion of environmental samples on large surfaces) and technology (software processing the data). Through the analysis of samples, BeeOmonitoring can identify, source and assess the level of pollutants (25 heavy metals, 523 pesticides, nitrates, PAH, dioxins, GMO, radio-activity) and take stock of biodiversity. BeeOmonitoring makes it possible to: (i) monitor industrial and agricultural pollution; (ii) assess the quality/diversity of plants; (iii) make targeted improvement decisions; and (iv) involve local communities to enhance biodiversity. No other method can monitor so many pollutants and provide biodiversity metrics as efficiently.

BeeOdiversity, where BeeOmonitoring was developed, has received many awards: Rushlight Award 2020, Ashoka Fellow, Chivas Venture Award 2017, Science for Good 2018, Smart Belgium Award 2018, Belgian Energy and Environment Award 2017, Systemic Economy Award 2016.

[www.beeodiversity.com](http://www.beeodiversity.com) [mvc@beeodiversity.com](mailto:mvc@beeodiversity.com)

 BeeOdiversity  @BeeOdiversity  @BeeOdiversity

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# FINALISTS

## BREEZE TECHNOLOGIES

Germany



### **Robert Heinecke** Chief Executive Officer

Robert Heinecke is an entrepreneur, futurist thinker and smart city expert. Before co-founding Breeze Technologies, Robert worked for multiple international consultancies in strategy and digitalisation. He holds degrees in Computer Science and IT Management & Consulting. Robert is a 2018 Forbes 30 Under 30 Europe, a member of the European Commission's Young Leaders of Industry sustainability panel and member of the scientific advisory board of the Federal Association for Electric Mobility in Germany.



### **Hannah Bettenhausen** Head of Operations

Hannah Bettenhausen joined the award-winning greentech startup in 2019, and since then has been the organisational heart of the startup. Before that, she worked for multiple consultancies and the German Ministry for Economics and Energy in project management and business training.

Hannah holds a master's degree in Business Psychology and is a qualified trainer on the topic of international business. She regularly participates in smart city events and discusses air quality matters with international partners and politicians.

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## #climate #environment

Project in: Germany

Breeze Technologies is a technology leader for air quality sensors, air quality data and air quality analytics software. The startup has developed a cloud calibration technology enabling their own lower-cost air quality sensors to achieve the highest possible accuracy levels. Based on their sensors, satellite and other external data, they aggregate hyperlocal, comprehensive air quality maps. Breeze leverages the internet of things and artificial intelligence to help cities and businesses create better clean air action plans and a more liveable environment.

Breeze Technologies was founded in 2015 and has been recognised as one of the most promising European startups in the European Parliament. Breeze's founders have been listed as Forbes 30 Under 30.

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 Breeze Technologies  @projectbreeze  @projectbreeze

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## BUILDBUDDY France

### Ali Khan Team Lead

Currently an MBA candidate at INSEAD, Ali has eight years of experience at Deloitte and PwC consulting, combining business acumen with a desire to see sustainable development become the *de facto* state of business. As a CFA and CPA, he has advised companies across the Middle East on a range of financial and business issues.

In parallel to his corporate experience, he was part of HEED, an award-winning non-profit focused on school, toilet and waterwell construction. In addition, he co-founded a mentoring non-profit to enhance social inclusion in low-income communities.

Ali is a bronze prize winner at UNLEASH, a global sustainable business co-creation movement. He is proficient in English and Urdu, and has some knowledge of French.



### Johannes Anrijs Technical Expert

Johannes Anrijs is a civil engineer with six years of experience in the digital transformation of the construction industry. He is a highly analytical problem-solver and entrepreneur with a keen interest in how smart and sustainable solutions can serve the society, cities and companies of tomorrow. Johannes has a proven track record in the implementation of digital workflows and technologies in mega-projects in the Middle East and Europe. He oversaw and coordinated close to 60 designers and subcontractors with clear planning goals and processes in several construction projects. He also initiated a new 3D concrete printing division, including the set-up of a research programme with leading universities.



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## #urbandevlopment

Project in: France

Construction waste contributes over 25-30% of landfill on average. In terms of scale, the amount of construction waste is 9x greater than plastic waste. The European Union is running out of landfill capacity and approximately 45 million people across Europe suffer daily from the toxic effects of landfill.

The main driver of construction and demolition waste ending up in landfill is the inefficient and fragmented construction value chain. A highly intermediated ecosystem has resulted in a multitude of actors situated between demolition companies (generators of waste) and contractors (users of waste). These companies are limited in economies of scale and work in silos with minimal collaboration across the value chain.

Our solution, BuildBuddy, is a digital market place that cuts across the value chain and directly connects generators of construction and demolition waste with purchasers. By disintermediating the transaction, we significantly improve the efficiency of buying and selling construction waste. The efficiencies result in competitively priced waste and a larger pipeline of supply.

 Muhammad Ali Khan, CFA  Johannes Anrijs

# FINALISTS

## CLLOUDCUDDLE Netherlands



### **Lotte Leufkens** **Chief Executive Officer**

Lotte is a medtech engineer with a passion for people. As life in itself is often difficult enough, she likes to use her technical skills to make things easier, especially for disabled and elderly people. She has a keen eye for their everyday struggles mostly at the R&D and sales area and their constraints are a challenge for her. CloudCuddle Junior is her first contribution towards an inclusive society, but there is still much more to be done. She is fluent in Dutch and English and she is currently learning Italian.



### **Oda van Hijfte** **Chief Medical Officer**

Oda is a creative and hands-on marketing and communications manager. With vast experience in a wide variety of products and organisations, she is always curious to discover new fields. She likes the challenge to find the best solution for every issue at hand. When intrinsic motivation and work meet, she is at her best. That is why really contributing something meaningful to the world with a product such as CloudCuddle feels like a bonus to her.

Oda is freelance marketing manager with broad experience in healthcare. She holds a master's degree in Linguistics with several degrees in Marketing and Communication. She is fluent in Dutch, English, French and German and has a good understanding of Italian.

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## #health

Project in: Netherlands

CloudCuddle is an inflatable bed-tent that enables families with handicapped children to safely sleep away from home, wherever they want and whenever they want. Their mission is to contribute substantially to a more inclusive world.

At home, multiple handicapped children sleep in caged wooden beds, so families are very much homebound, and feel isolated. Visiting relatives and friends, going on holidays or having to organise safe bedding at a hospital present these families with huge problems. CloudCuddle is lightweight and can be stored in a weekend-bag. It fits around any standard one-person mattress and is very easy to install. This only takes five minutes. No other product combines all these aspects and is also affordable for families. CloudCuddle really adds a lot to the lives of these families. The grateful messages we receive on a near daily basis really motivate us to carry on. People tell us about stress relief, the freedom they experience with CloudCuddle, and how important it is to be part of society again. CloudCuddle is also fit for high-low beds so it can be used in hospitals and care institutions as well. Currently we are adjusting the design to also suit handicapped adults in the near future. Amongst many awards CloudCuddle has won awards from the ASN Bank, Medical Delta and TEDx Amsterdam.

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## CM FLUIDS AG Germany

### Lena Friedmann

#### Project Management Biomethane

Lena got to know the principles of social and environmental entrepreneurship in the business plan seminar of the Technical University of Munich (TUM) and in the Social Entrepreneurship Academy's Social Innovation certificate programme. She became acquainted with global interrelationships in climate change and worked as a scientist at the Chair of Forest and Environmental Policy in Weihenstephan. Her father founded CM Fluids. He had been entrepreneurially involved in the energy turnaround in the biogas sector for 30 years. Lena heard about the concept and joined the team to support the realisation of CM Fluids' vision.

As a physicist at the TUM, she learned about thermodynamic processes that form the basis for the processing and liquefaction of gas. The focus on biophysics in her master's degree expands her understanding to the entire process chain – from the plant to the fuel. She is therefore responsible for the provision of biomethane as a fuel.



### Markus Ostermeier

#### Project Management CMF Drive

Markus studied mechanical engineering at the Technical University of Munich and received his doctorate from the Chair of Forming Technology and Foundry Engineering. During this time, he managed many projects with large German automotive companies. After his doctorate, Markus joined the energy company MAN Diesel & Turbo. During his seven years at MAN, he held various positions, including two years as assistant to the CEO. One of his main areas of work was renewable energy generation and the storage solution power-to-gas. In order to be able to deal more intensively with the topic of power-to-gas, he moved to Electrochaea, a Munich-based startup company for biological methanation. Due to his experiences at Electrochaea and the conviction that renewable fuels and mobility can only be developed together, he joined CM Fluids AG. With his experience and knowledge he supports all areas of the company's development. The main focus of Markus' work is vehicle development.



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## #transport #mobility

Project in: Germany

CM Fluids AG is an environmental energy and transportation startup. Its mission is to disrupt the way fuel is supplied and consumed today by reducing the CO<sub>2</sub> footprint of public transportation and fostering regionally based circular economies.

CM Fluids re-uses resources, upcycling old diesel buses and equipping them with the patented 50% more energy efficient CMF drive – an electric drive with integrated charging station and a small motor that uses biomethane to charge a buffer battery. The wheels are electrically driven by the battery, which buffers acceleration and recovers braking energy. On request, CM Fluids also supplies liquefied regional biomethane as CO<sub>2</sub>-neutral fuel. Liquid biomethane is an ideal fuel for heavy vehicles as it allows short refuelling times and a long range.

This process creates new sales channels for biogas from existing European biogas plants and secures their contribution to the energy turnaround for the future.

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 CmFluids  @CmFluids

# FINALISTS

## COKIDO Belgium



### **Eefje Cottenier** Founder & Social Architect

Eefje is a social entrepreneur and social architect. With a track record in consultancy and as a great purpose driver, Eefje decided to make the switch to social entrepreneurship in 2013. She developed De Stuyverij, an innovative social project creating both mental and physical space to experiment in society. Her purpose is always to design and facilitate innovations aiming to empower more vulnerable people.

Eefje has graduated from the school of life. During this diverse learning journey, Eefje also completed several programmes for social entrepreneurs, among them the Grow your Social Enterprise programme of Sociale InnovatieFabriek (BE, 2018). Eefje is fluent in Dutch, French, English and Portuguese.



### **Benjamin Schatteman** Board Member & Volunteer Manager

Benjamin is a true impact entrepreneur, team coach and project manager.

Benjamin started his career as an educator in special youth care and also developed methodologies and training for youth work at that time. His experience of working in a neighbourhood service with a focus on social activation and employment motivated him to support people in a highly demand-driven and community-based way.

In the last three years, he has spent his time collaborating with Together We Coop and Cokido, connecting and implementing the methodologies used in his former organisation, VOC Opstap (a leisure time and support centre in Flanders for people with disabilities). In January 2020, Ben stepped up to a role as full-time project owner and community manager within the organisation De Stuyverij and Together We Coop. Ben is fluent in Dutch and English.

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## #inclusion

Project in: Belgium

Cokido is a bottom-up solution for parents seeking for affordable childcare. Cokido offers a solution to all parents, whether they are rich or poor, single parent or in a relationship, well known to their neighbours or a newcomer. Cokido brings parents together by means of a very accessible app, enabling participative childcare for kids aged 3-12.

The model is simple: by becoming part of a group, each parent takes responsibility for the care of the kids of five families for one day in five. In this way, a holiday week is easily covered and kids can play together in a trusted environment. Parents only pay a small membership fee. For parents who are not able to take a day off from work, a network of volunteers is available.

The strength of this concept is in its simplicity and most of all in the impact. Cokido brings more inclusion, solidarity and cohesion, with "being a parent" as the glue. In addition to the B2C initiative, Cokido also offers a B2B programme, enabling employers to support their employees with this solution.

Cokido is growing fast in Belgium and is ready to scale to other European countries via a social franchising model. Cokido has been nominated for Belgian CSR Pioneer for 2019.

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## **CORAX** Italy

### **Caterina Giuliani** Chief Executive Officer

Caterina is a young Italian entrepreneur, actively engaged in social and volunteering. The idea of Corax came from one of her experiences in Tanzania. With a master's degree in Biomedical Engineering, most of her studies took place at the University of Bologna as well as a study experience at the Universidad Politécnica de Valencia, in 2016. Additionally, to improve her managerial and soft skills, Caterina has completed various courses in project management and business planning.

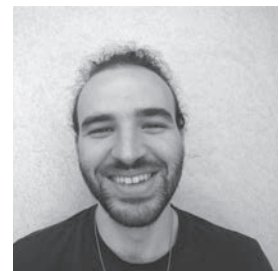
Caterina worked for two years as a product specialist for Angiodroid, an Italian Medtech company.



### **Franco Pradelli** Quality and Regulatory Manager

Franco is a biomedical engineer with a strong interest in the use of technology for social purposes. He studied at the University of Bologna and completed his master's degree at the University of Maastricht, where he took an internship in a biotech startup.

Back in Italy, he was invited by Caterina Giuliani to join Corax and started the amazing journey for making burn care more accessible. From then on, he worked on various aspects of the project, having recently focused on quality and regulatory affairs.



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## #health

Project in: Italy

Corax is a biomedical device to prevent nosocomial infections and hypothermia in immune-compromised patients and particularly burn-injured children. Every day, in low-middle income countries, 20 000 children get burned. Corax is an aseptic and controlled micro-environment, providing the features of an Intensive Care Unit room anywhere. It is affordable, transportable, and safe.

This is the first project of the Bioverse startup, which develops appropriate biomedical devices for emergency and low-resource settings with the reverse innovation approach. Its mission is to reduce the healthcare gap by using an inclusive business based on the "bottom of the pyramid" principles.

Bioverse is an official partner of the University of Bologna and has already won three Italian awards for social-impact enterprises, enabling the team to start the company.

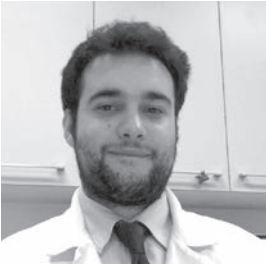
[www.bioverse.it](http://www.bioverse.it) [corax.lifebox@gmail.com](mailto:corax.lifebox@gmail.com)

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# FINALISTS

## HERAMOBILEAPP Turkey



### **Aral Surmeli** **Founder & Chief Executive Officer**

Aral Surmeli graduated from the Acibadem University School of Medicine as a Medical Doctor and from Harvard University T. H. Chan School of Public Health with a master's in Public Health. He has been the co-founder and President of Medical Rescue Association of Turkey (MEDAK) since 2013. He primarily works on medical rescue, disaster response and healthcare of migratory populations. He is fluent in English and Turkish.



### **Neeru Narla** **Chief Medical Officer**

Neeru earned her medical degree from Mayo Clinic, and completed her paediatrics residency and master's in Public Health at Harvard, where she is currently faculty. She has collaborated extensively with international partners in Africa and Asia on maternal, infant, and adolescent health, to deliver context-specific interventions with locally driven solutions, and supplemented her medical training with a fellowship in global health delivery. Her work focuses on promoting health equity and innovative preventive services primarily for children and families in resource-denied settings.

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## #health

Project in: Turkey

HERA was initially created as an open-source mobile health (mhealth) platform for refugee women and children in Turkey. HERA aims to increase access to preventative health services, related to vaccine-preventable diseases and maternal health among Syrian refugees in Turkey under temporary protection. Before using the application, women are given a tutorial on recommended services and taught valuable knowledge of the risks and conditions during and after the pregnancy, the importance of vaccination for children and the situations that will occur if a child is not vaccinated according to guidelines. HERA currently serves 300 women between the ages of 20 and 49.

HERA's main grant was awarded by Grand Challenges Canada - Stars in Reproductive, Maternal, Newborn and Child Health, being the first team from Turkey to win the award. In 2019, HERA participated in many relevant fellowship programmes and competitions such as the Harvard Innovation Labs Venture Incubation Program, Acibadem University Incubation Center, MassChallenge, Boston Accelerator and Harvard Innovation Labs New Venture Competition.

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MEDAK Medical Rescue Association of Turkey



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## LIFE BASED VALUE (MAAM)

Italy

### Riccarda Zezza Chief Executive Officer

Riccarda Zezza is the Chief Executive Officer of Lifeed (powered by Life Based Value).

Riccarda was born in Naples and raised in Rome. She studied in Siena and began her career in Milan, working for different corporations as a research, marketing and communication expert (Pirelli, Microsoft, Nokia and Banca Prossima). Upon returning from her second maternity leave in three years, she felt she was forced into resigning and decided she was going to address the issue of maternity leave as an entrepreneur. She has been working full-time on this mission ever since.

Riccarda is co-author of the book Maam - Maternity as a Master.

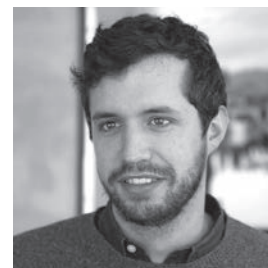
She is a blogger for Alley Oop, IL Sole 24 Ore and she has been an Ashoka Fellow since 2016. She was appointed as an honorary member of Cesvi and member of the Weizmann Young European Network.

She has been named "Most Influential and Innovative Woman Fortune 2018" in Italy by Fortune.



### Stefano Rovelli Partnership Specialist

Stefano is currently working with the Life Based Value partnerships team to grow the international partnerships of the company and extend the impact of our solutions to new geographies and communities. He has extensive experience in philanthropy, having worked for more than four years at a leading gender justice funder based in the United Kingdom. Stefano has served as an advisor to more than five Italian social-impact startups and has founded a social enterprise himself. His education lies in International Economics and Management (Bocconi University) and International Relations (SOAS University of London).



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## #employment

Project in: Italy

Life transitions teach soft skills. This statement lies behind Life Based Value (LBV) and all the solutions it proposes to individuals and organisations going through transitions, from caring for ageing parents and looking after a newborn child to navigating the complexity, fear, and emotional distress caused by a global pandemic. LBV started as a research project focusing on the effect transitions such as maternity have on the development of soft skills and which methods could be used to help individuals activate all the new skills that life teaches us. LBV is now an EdTech startup that has developed a proprietary methodology and digital platform (Lifeed) with a suite of tools to support learners, highlighting to companies the importance of enabling employees to achieve better work-life synergies and how uncertainty feeds creativity, transilience and growth for individuals.

LBV and founder Riccarda Zezza have received several awards over the years including 2016 Ashoka Fellowship, 2017 UBS Social Innovation Award, 2018 Social Impact Award by Il Sole 24Ore, 2018, Italian Fortune Most Influential and Innovative Woman, and Startupitalian unstoppable women awards. LBV work was also mentioned in the following two reports: McKinsey & Company - Ashoka "The Skilling Challenge" and Citi Foundation - Ashoka "Changemakers".

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# FINALISTS

## NAVILENS Spain



### **Javier Pita Lozano** **Co-Founder & Chief Executive Officer**

Javier is one of the founders of NaviLens. He is an entrepreneur with more than 15 years of experience in launching disruptive technology startups. Javier and his team are working hard to make the world more accessible for visually impaired people.

Javier graduated in Business and Administration from the Universidad de Murcia, and attended executive courses at ESADE and IESE Business School. He speaks Spanish and English.



### **Nuria Fructuoso Ruiz** **Co-Founder & Chief Medical Officer**

Nuria is Co-Founder of NaviLens. She is an entrepreneur with wide-ranging experience in digital marketing and social actions.

For the last 10 years she has worked as the Marketing Manager of Nuevos Sistemas Tecnológicos S.L. in digital marketing, coordinating different actions, from product concept and development, business model analysis, web development and Search Engine Optimization and Search Engine Marketing positioning to the development of digital marketing campaigns, strategic communication, the management of social networks and events management.

Nuria graduated in Business and Administration from Universidad de Murcia, and attended executive courses at Enae Business School, IESE and ICEMD. She speaks Spanish and English.

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## #inclusion

Project in: Spain

NaviLens wants to make cities smarter and more inclusive by empowering visually impaired people with the NaviLens code, a cutting-edge technology based on a proprietary computer vision algorithm.

NaviLens was created to replicate the usual concept of using the camera of any mobile phone to read signage information for a visually impaired user. The technology is much more powerful than a QR code. It can be detected from a long distance at a stunning angle via the camera, and it is not necessary to focus the image. Using AI, the information is interpreted and transmitted to the user with the necessary accurate information for autonomous guidance. The capabilities of this code allow users to interact more easily in an unfamiliar environment mostly without a GPS signal such as subway stations, bus stops and museums or public buildings.

At present, NaviLens technology offers accessibility to the University of Alicante Social Sciences building, where it was implemented as a pilot experience. It has also been installed in the buses of the firm Vectalia, in Alicante and in the subway in New York. The device has already been successfully tested in Barcelona's underground transport system, as well as in its bus fleet.

NaviLens has been awarded the International Award for Social Innovation by the MAPFRE Foundation, Madrid, the CB Accessibility Award in Paris, the Everis Foundation Social Award in Madrid and the VODAFONE Foundation Social Innovation Award in Murcia.

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## PLASTICFRI Sweden

### Allen Mohammadi Co-Founder & Chief Executive Officer

Allen is a value-driven leader, engineer and co-inventor of PlasticFri™.

As a visionary social entrepreneur, he was selected by Forbes magazine as one of the most influential entrepreneurs and featured on the prestigious Forbes 30 Under 30 list. As an innovator, Allen has received several awards including a scholarship from Audi Environmental Foundation, the Alfred Nobel Innovation Prize, Leader of the Year Award, European Youth Award, Gold Medal and Best Inventor Award.

As a researcher, his extensive academic background includes Mechanical Engineering, Energy Technology Engineering, Innovation and Entrepreneurship from Uppsala University (Sweden), KIT (Germany) and Shanghai-Jiao-Tong-University (China).



### Max Mohammadi Co-Founder & Chief Operating Officer

Max is a mission-driven serial entrepreneur, engineer and co-inventor of PlasticFri™. He has an extensive academic background, holding triple Masters of Science degrees in Sustainable Energy Engineering, Mechanical Engineering, Entrepreneurship and Innovation Management from KTH Royal Institute of Technology (Sweden), Vrije University (Netherlands) and Stanford University (USA).

As an innovator, Max has been recognised by receiving the Gold Medal & Best Inventor Award, Leader of the Year Award, Global Student Entrepreneur of the Year, Forbes 30 Under 30 and the Alfred Nobel Innovation Prize.



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## #climate #environment

Project in: Sweden

PlasticFri™ is a CleanTech startup from Sweden with the vision to end the plastic pollution catastrophe. Conventional plastics are made from petroleum and stay in the environment for up to 1 000 years. The PlasticFri™ mission is to change that reality by transforming renewable resources (agricultural waste and specific non-edible plants) into a biomaterial that looks and works like conventional plastics, but is 100% biodegradable, compostable and non-toxic.

This revolutionary technology has already been tested, validated and certified by the toughest certification standards in Europe. PlasticFri's impact is not limited to saving CO<sub>2</sub>, but also contributes to reducing the impact of climate change, ocean toxicity, ecosystem disruption and habitat disruption while improving food chain quality and biodiversity.

The innovation of PlasticFri™ has received several awards such as the Norrskan Impact Award, the biggest prize for impact startups in the Nordic Countries, the Audi Environmental Foundation Scholarship, and the "Gold Medal" at the World's Invention Fair. In January 2020, PlasticFri™ was awarded as the "World's Most Innovative Sustainability Startup" from among 1 402 companies worldwide.

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# FINALISTS

## SKILLLAB Netherlands



### **Christoph Bretgeld** **Co-founder & Director of Strategy**

After graduating with degrees in the social sciences and management, Christoph started his career by working his way up through various positions in the media industry. He has always been driven by a strong interest in technology and the impact it has on people's lives. Next to his professional experience, Christoph has dedicated his time to working as a passionate volunteer, engaging in various social projects, ever since.

Co-founding SkillLab allowed Christoph to bring both his passion for technology and the focus on generating value to those who most need support, together. In his role as Director of Strategy at SkillLab he primarily manages the business development and marketing efforts of the company.



### **Karim Bin-Humam** **Co-founder & Director of Operations**

After completing a Masters of Mechanical Engineering in Germany and while working as a project manager for a large auto manufacturer, Karim felt disconnected from the global social issues he was exposed to growing up as the son of international aid workers. Looking to apply his technical skills to empower disadvantaged communities, he obtained a degree in International Development and eventually co-founded SkillLab, where he focuses on harnessing transformational technology to address the realities of labour market exclusion as Director of Operations.

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## #employment

Project in: Netherlands

SkillLab is a technology startup headquartered in Amsterdam, the Netherlands. The company develops a solution that allows job seekers to identify their skill-sets and relate them to occupations and educational items. Pathways to employment are then created and visualised. The results empower individuals and also help job counsellors to provide effective career orientation.

The co-founders identified the need to develop a technological solution during the refugee crisis in Europe. It became evident to the team that identifying skills and making meaningful connections to the labour market is a much needed service to promote inclusion – and is technologically feasible. Data like the EU's ESCO framework provided the foundation for the company to build their work on.

After successful product implementations and iterations serving the migrant and refugee community, SkillLab's solution has seen a broader application to job seekers who seek career guidance and orientation for diverse reasons: labour displacement, automation, structural marginalisation and most recently due the effects of the COVID-19 crisis on the labour market. The company has been striving for more inclusive labour markets since its foundation and aspires to serve significant parts of the population in need. Among other things, SkillLab is a winner of the Google AI Impact challenge and a South by Southwest (SXSW) pitch finalist.

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## SOILSTEAM INTERNATIONAL Norway

### Hans Kristian Westrum Chief Executive Officer

Hans Kristian is specialised in sales and marketing and works actively with SoilSteam pilot customers and the SoilSteam advisory board to ensure active dialogue with all parties involved. Hans is the son of one of the original founders, Kjell Westrum, and has been involved in the project for the past 15 years. He has an MBA and 20 years of experience as an entrepreneur. He has worked with international markets such as the United States, Germany, France and Italy, and speaks Norwegian and English fluently.



### Tobias Glemming Product Manager

Tobias oversees R&D and testing for the SoilSteam machine as well as administration tasks. He holds a master's degree in technology with a specialisation in energy physics and decision analysis. Tobias has international experience in consulting, having worked with a legal tech startup while playing elite handball. Speaks Norwegian and English fluently.



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## #agriculture #foodsupply

Project in: Norway

Treating farmland with steam instead of toxic pesticides is a key disruptive technology and is on track to reach EU and UN ambitions for sustainable production and environmental protection. The current state-of-the-art solutions are either the use of traditional pesticides (4 million tonnes annually) or sheet steaming machines.

The SoilSteam machine is 12 tonnes, 4 m wide and 12 m long, and is five times faster and consumes less energy than current state-of-the-art systems. The SoilSteam system has proven it can replace the use of pesticides to eliminate weeds, fungi and nematodes without use of chemicals. This is done by steaming the soil 30 cm deep in an environmentally friendly way. The potential market is a billion-euro industry, as farmers in all developed agricultural regions in the world are possible customers. SoilSteam International has preliminary agreements with initial customers in Scandinavia, Europe and the United States. The project corresponds to six of the UN sustainable development goals and targets in the Green Deal, specifically "cut in pollution" and "toxic free environment". SoilSteam can improve farming yields and the business for organic farming, protect biodiversity, reduce food waste, and minimise the runoff of toxic waste into water sources.

SoilSteam has won several innovation awards and received two seals of excellence from the Horizon 2020 programme.

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# FINALISTS

## SPONSH Netherlands



### **Lourens Boot** Chief Executive Officer & Chief Information Officer

Oil man gone green. Lourens obtained his MSc degree in Offshore Engineering cum laude at Delft University of Technology. After an international career in the oil and gas industry and watching 'An Inconvenient Truth', he decided to quit and dedicate his time to clean tech. Lourens became Head of Technology of The Ocean Cleanup. He helped grow the company from eight to 50 people and changed the concept from a fixed system to a mobile version, which is now active in the Pacific Ocean.

He then worked as Interim CEO at Seabin Project, before travelling for several months with his family in a campervan through Spain and Portugal. Despite massive droughts during the trip, he saw how much water the atmosphere contains. Inspired by how nature uses water from the air to survive in dry regions, Lourens co-founded Sponsh.

Lourens' mission is to solve environmental challenges using nature-inspired technology. He thoroughly believes positive impact starts with oneself. He also loves the ocean and surfing.



### **Alberto Belmonte** Head of Research and Development

Alberto is an inventor *pur sang*. He obtained his bachelor's degree in Chemical Engineering in 2014 at Universitat Politècnica in Barcelona. During his graduation project, he got enthusiastic about polymer science and decided to do a PhD in actively-moving polymers.

After his PhD, he wanted to gain new cultural experiences. He moved to Eindhoven, where he worked as a PostDoc in photonic polymeric materials. He decided to move to industry to continue his research with a clear focus: developing products that have a positive impact on our society and nature. He found a great opportunity in line with his ambition in Sponsh, where he currently works as a Head of R&D. He finds inspiration in nature, just as Sponsh does. Besides inventing, Alberto loves video game development and programming.

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## #climate #environment

Project in: Netherlands

Carbon levels in the atmosphere and water shortages are becoming increasingly severe global challenges. Inspired by how nature collects water from the air, Sponsh developed a temperature-sensitive smart material that produces water from air, using the natural cycles of day and night. The proof-of-principle was developed at Eindhoven University of Technology over eight years and Sponsh was founded in January 2018 to scale up and bring the invention to life.

Sponsh's first products are water-producing tree guards for reforestation projects, to help young trees survive their first harsh summers. After 10 years, Sponsh will have planted 80 million trees, turned 174 000 ha of degraded land into forests and absorbed 68 million tonnes of CO<sub>2</sub> from the atmosphere.

The Sponsh team is ambitious, experienced and well-balanced. The three founders all have young kids and want them to grow up on a beautiful planet. They are driven to use nature-inspired technology to help the planet and people.

Sponsh has won several highly regarded prizes, including ClimateLaunchpad, the Blue Tulips award, Gouden KIEM, the Mohammed bin Rashid Challenge for Global Prosperity and the Water Innovator of the Year.

[www.sponsh.co](http://www.sponsh.co) [hello@sponsh.co](mailto:hello@sponsh.co)

Sponsh @waterfromair @sponshwater

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## TUCUVI Spain

### **María González Manso** **Co-Founder & Chief Executive Officer**

María is a biomedical engineer (UC3M, Madrid, USP, São Paulo), specialised in innovation for the elderly population and voice interfaces. She is a mentor in global programmes such as Technovation, which promotes entrepreneurship and STEAM (Science, Technology, Engineering, the Arts and Mathematics) skills in young girls. She has also been selected as one of the 100 Leaders of the Future of the GapSummit 2020, Cambridge, to discuss the future of the bio-economy. She is a Spanish native speaker, proficient in English and fluent in Portuguese.



### **Marcos Rubio Rubio** **Co-Founder & Chief Technology Officer**

Marcos Rubio is a biomedical engineer (University Carlos III de Madrid-UC3M, Spain and Nanyang Technological University, Singapore) and holds an MSc in Multimedia and Communications Engineering with Machine Learning specialisation (UC3M, Madrid). Marco has worked for several startups in the medical device and artificial intelligence sector, developing image and natural language processing algorithms. He has applied artificial intelligence in the dental and optical sectors, participating in the development of products used worldwide such as Dentomo ([www.dentomo.com](http://www.dentomo.com)) or the QuickSee ([www.plenoptika.com](http://www.plenoptika.com)).



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## #health

Project in: Spain

Tucuvi is a Virtual Caregiver that eliminates gaps in the care of the elderly population ageing at home via personalised phone calls made by our specialised Healthcare Virtual Assistant. The Virtual Caregiver conducts conversations with users, analyses the conversation in real time and shares the results with their caregivers so they can take action if something is wrong.

21% of the European population is over 65 years old, and 90% are chronic patients, with four diseases on average per person. Today, 96% of the elderly people age in their own homes. But the lack of follow-up and continuity of care at home means that, for example, in Spain, 4% of our GDP is devoted to managing the health complications of this population. This is due to the fact that current home care solutions, apart from being reactive, are not adapted to the capacities of the elderly, such as mobile apps, which have a very low penetration in this sector.

Tucuvi was created to ensure that all elderly people in need of continuous care can access it, no matter their technological capabilities. In its first 10 months, Tucuvi cared for more than 13 000 elderly people by starting to collaborate directly with hospitals and telecare companies to help them expand their capacity of care.

Tucuvi's mission is making those we care for happier, healthier and safer in their homes, and providing valuable data to their professional and family caregivers, while improving healthcare system sustainability.

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# SIT ALUMNI TESTIMONIALS



**FINALIST 2018**

## **KONEXIO (France)**

**#education #youth**

**Jean Guo**

**Co-founder & Chief Executive Officer**

Participating in the Social Innovation Tournament is a way to meet ambitious entrepreneurs from all over Europe, to be part of a great network and to further accelerate your development.

## **PEPPY PALS (Sweden)**

**#education #youth**

**Paulina Olsson**

**Co-founder & Chief Executive Officer**

Being an Alumna in the SIT Network is amazing. You are introduced to great other social entrepreneurs, you have a team that understands what it is to be a social entrepreneur and you get support in terms of education, for everything from measuring your impact to pitching to investors or fine tuning your communication and marketing. I would say that the most amazing thing about the SIT is the mental support and that they will always back us no matter what.



**FINALIST 2015**



**WINNER 2013**

## **RECICLETA (Romania)**

**#climate #environment #employment**

**Teia Gavrilescu**

**President of ViitorPlus**

We were just a pilot project and in 2013 we won the environmental prize from the European Investment Bank Institute, and it was a very important moment in the development of our project, not just because of the prize and the money, but also because of the many opportunities we had later. We were invited to take part in different conferences and share our experience and most of all, to learn also from others and from experts from all over Europe.

## **THE FREEBIRD CLUB (Ireland)**

**#ageing #employment**

**Peter Mangan**

**Founder & Chief Executive Officer**

We benefited immensely from the SIT, quite aside from the financial prize, the mentoring bootcamp for finalists really helped us to refine our business plan, our impact and our pitch.

The kudos and credibility we gained by being a finalist and ultimately a winner helped us to boost our profile and to grow internationally. Being part of the SIT Alumni has also afforded us great opportunities for development, and other great networking events for social innovation and impact around Europe.



**WINNER 2017**



**FINALIST 2019**

## **USITOO (Belgium)**

**#circulareconomy #technology**

**Xavier Marichal**

**Co-Founder**

Being an SIT finalist in 2019 was not only a great honour, but also very helpful – thanks to the intensive coaching, we really improved our pitch a lot. It was also a good place to meet great people and great projects and to make plenty of connections.



**Four monetary prizes** are awarded by a jury composed of specialists from the academic and business worlds: General Category and Special Category **1<sup>st</sup> and 2<sup>nd</sup> Prizes of €50 000 and €20 000**, respectively. In 2020, the Special Category will go to projects focusing on the environment (with a special emphasis on biodiversity and ecosystem conservation). This year's edition will also feature an online vote by the audience. The project with the most votes will receive the €10 000 Audience Choice Award. The 15 selected projects will compete for €150 000 in prizes.



## EY Brussels mentoring voucher

EY Transaction Advisory Services (TAS) helps businesses drive competitive advantage by proactively managing their capital agenda, which determines how they strategically raise, invest, preserve and optimise their capital.

EY TAS works with a wide range of clients to help them make better and more informed decisions about how they strategically manage capital and transactions in an increasingly disrupted marketplace.

The winner of the General Category 1st Prize of the 2020 Social Innovation Tournament will be offered business model fine-tuning by EY TAS to help the entrepreneur with financing their business plan and to complement the services of the EIB, a major EY client.



## INSEAD Social Entrepreneurship Programme

Since 2016, the EIB Institute has been partnering with INSEAD Business School to offer up to two members of two 2020 SIT Finalist project teams the opportunity to attend the INSEAD Social Entrepreneurship Programme (ISEP). Launched in 2006, ISEP is a one-week programme that combines cutting-edge theory and practice integrated with the in-depth academic knowledge of the INSEAD faculty and insights from expert practitioners. It focuses on the business skills and frameworks that will help entrepreneurs, intrapreneurs and investors grow their ventures to scale and maximise their impact. The discussion of case studies, many of which have been developed by the INSEAD faculty, provides a platform to analyse the uniquely complex issues and challenges faced by impact business leaders.

The week-long INSEAD Social Entrepreneurship Programme continues to add value after its conclusion. Graduates form a dynamic community of high-level impact business, sustainability and social enterprise leaders. Numbering nearly 700 in over 80 countries, this network remains engaged through online collaboration, regular meetings and support. This exchange of ideas, innovations and experiences serves as a foundation for further research, knowledge and innovation for all involved.



## IES-Social Business School

IES-Social Business School is the first business school focused on innovation and social entrepreneurship. It is the starting point for a path dedicated to social innovation in the creation of sustainable business solutions, offering a portfolio of training, research and consulting that responds to social entrepreneurs, social organisations, the public sector, companies, foundations and universities continuing to invest in excellence and a strong network of partners to inspire, train, support and connect organisations and people from all sectors of a converging economy.

Their educational offer is structured by the social entrepreneurship life cycle phases – problem and solution, business modelling, organisational growth and dissemination of the solution – and by management competencies, for people who want or are already developing, managing or investing in initiatives of high impact for society.



### Mentors

Carlos Azevedo (CEO); Nuno Victor (CFO); Francisco Santarém (Head of Operations); Margarida Soares (Head of Product); and Joana Moreira (Project Manager).



### Kim van Niekerk

#### Fundraising Coach, Trainer, Speaker, Adviser

Kim is recognised as one of the leading educators in powerful communication, specialising in fundraising, and is a respected strategist, coach, trainer and speaker. She has spent 14 years working across the social enterprise, charity and corporate sectors.

Kim is currently lecturing in Fundraising at the IoF and has been part of the faculty for the European Investment Bank Institute's Social Innovation Tournament Bootcamp Programme for three years. Kim is also a Visiting Strategist at global non-profit Oxfam, an Associate for Open Innovation experts 100% Open, Associate for bespoke incubation firm CommonRoomVentures and a Fellow of the Royal Society for Arts, Commerce and Manufacturing.

Before working freelance, Kim was a founding Director of The FSI, a Foundation building the capacity of small charities by delivering free expert fundraising and communications training. In its first three years, Kim worked with over 400 non-profit organisations across the UK.

Prior to The FSI, Kim was fundraising with the UK's largest businesses, high net worth individuals and Foundations as a Campaign Manager for the NSPCC's FULL STOP Campaign. In three years Kim was promoted twice to coordinate lead gifts and major events in the UK and Russia and raise over GBP 16 million for the protection of children.



## MATTER

Matter is a manufacturing business that upcycles the production process of products such as coffee, wine and beer into materials that extend the life-cycle of existing products and reduce the constraint on virgin resources. Matter's mission is to create innovative, aesthetic and sustainable products, pursuing new forms of using daily waste to create unique design experiences. Matter was a SIT 2018 Finalist.

[www.matter.eco](http://www.matter.eco) [connect@matter.eco](mailto:connect@matter.eco)

 [matter.eco](https://www.linkedin.com/company/matter-eco)



## GRAPHIC DESIGNER

**Caroline Schuler** [Ocean Visuals](http://www.oceanvisuals.net)

In graphic recording and facilitation, Caroline Schuler combines her passion for visualisation, creativity and design with a keen eye, an open ear and a good sense for group dynamics. She translates stories, strategies and ideas into images that are not just beautiful, but, more importantly, serve processes of clarification, transform complication into complexity, and enhance collective memory. Caroline commits to tasks with a deep "head, heart and hand" presence.

[www.oceanvisuals.net](http://www.oceanvisuals.net)

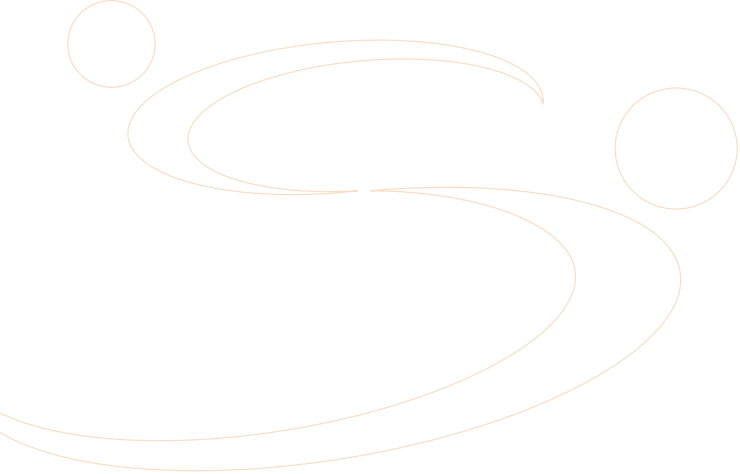
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**European  
Investment  
Bank - Institute**



**Social Innovation Tournament**

**European Investment Bank - Institute**

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