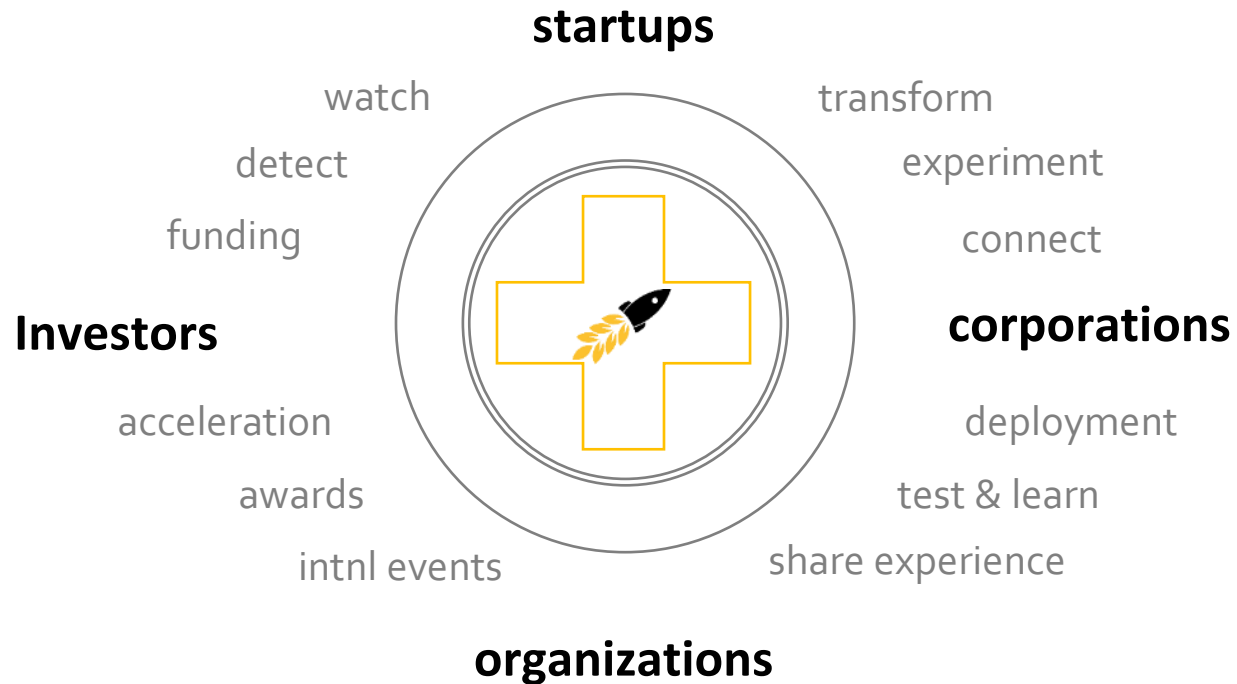




We craft future food champions

building a synergetic ecosystem of 250+ actors,
growing business and innovation synergies
to invent tomorrow's agri-food solutions



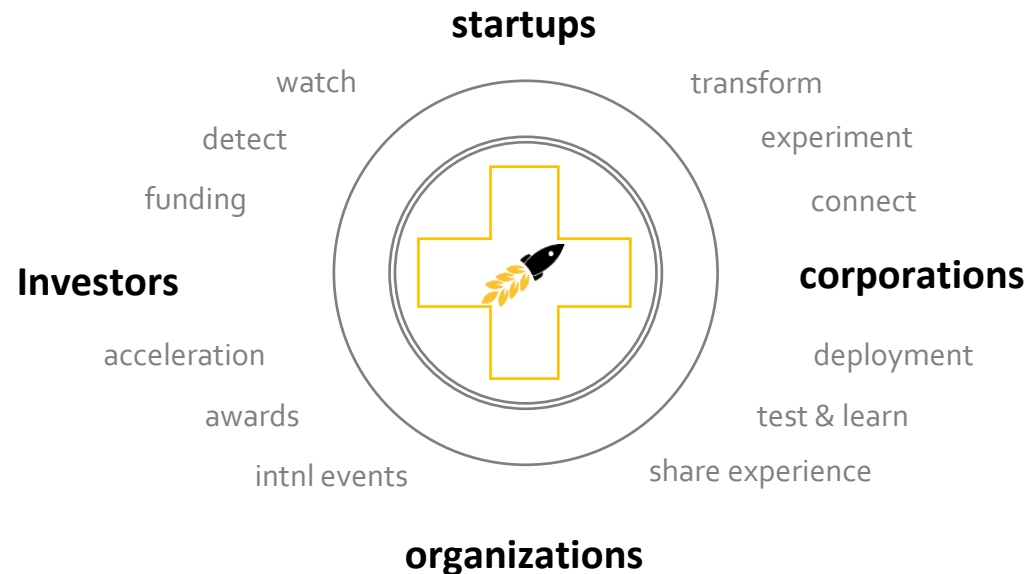


Startup Accelerator

We help international food and agri-tech startups structure themselves, adapt their value proposition, find business and funding ; we thus accelerate the creation of future European champions.

Agri-FoodTech Watch

We have a deep and exhaustive understanding of the global food & agtech environment, built on a constant watch and a solid network of local partners in every geography



Ecosystem Catalyzer

We've grown an undisputable ecosystem of 150+ international forward-thinking actors and accelerate the synergies between its members

Open Innovation Lab

A unique of its kind open innovation platform as support to forward thinking food corporations eager to connect and build with the global foodtech ecosystem

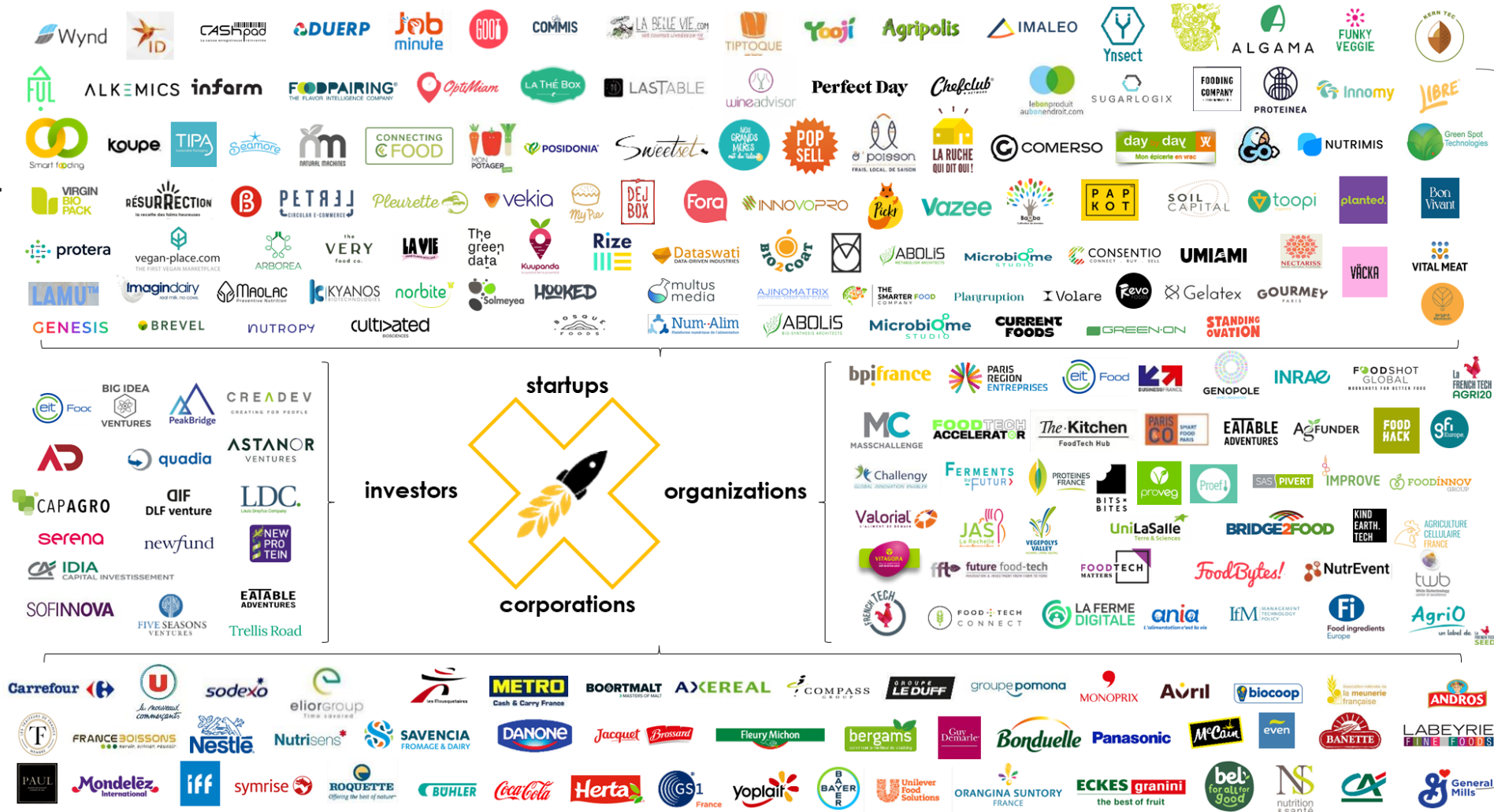


Building a reference food&ag-tech ecosystem of forward-thinking stakeholders with 250+ partners

Startup
Accelerator

Ecosystem
Catalyzer

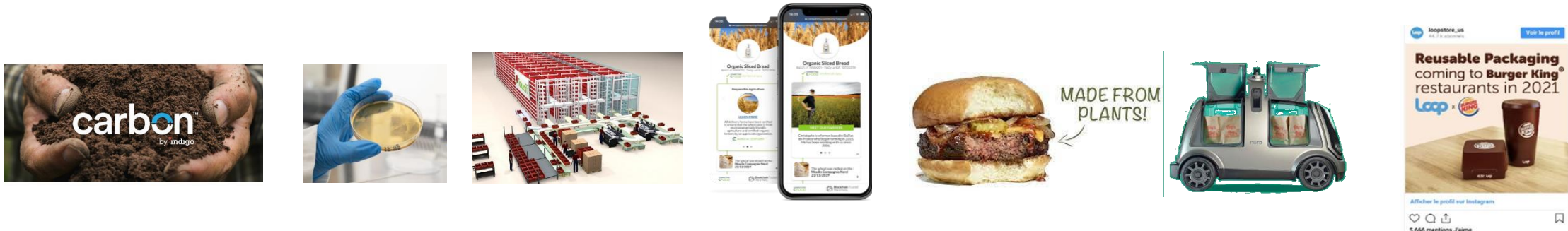
Open
Innovation
Lab



250+ intl
stakeholders



Knowledge, understanding, experience and support to venture building on any emerging category across the food value chain



Agroecological transition
Carbon farming
Precision Ag
Urban farming
New breeding tech
Animal welfare

Novel ingredients
AI & omics
Biotechnologies
4.0 plants
No plastic packaging
Carbon neutrality

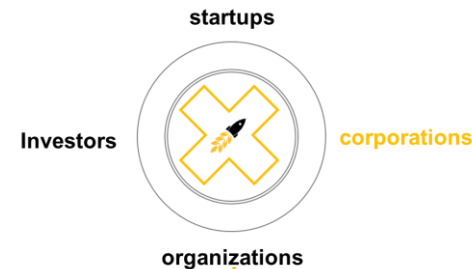
Food on the go / out of home
Robotics
Micro-fulfillment
Autonomous stores
No-pack, bulk
Traceability, transparency

New diets, flexitarianism
Digital media
Social commerce
Autonomous delivery
Personalized health



For Corporations

A full set of expertise and approaches to help corporations open, accelerate and structure their innovation with startups



1. Watch, anticipate, source

Prospective innovation
plan / committee

International watch
platform / sourcing

- **Knowledge:** consolidation of your understanding of the environment and its dynamic,
- **Foresight advisory:** better predict the future, define your 5 to 10y. Innovation roadmap,
- **Scouting:** Identify your future partners and key external contributors to your transition.

2. Scope, design, test, learn

Open Innovation
project / program

Internal
Lab

Intrapreneur /
Startup Studio

- **From coaching of teams up to full piloting** of breakthrough innovation explorations and projects : ingredient, product, service, channel, model...
- **Open innovation projects design & deployment :** Design, scouting, structuration and management of mutually benefiting collaborative projects with external third parties

3. Open, structure and scale

Innovation
Ecosystem

Open Innovation
structuration

Corporate
Venture

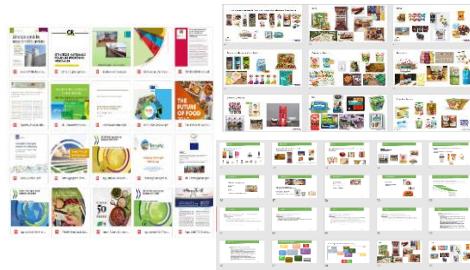
- **Structuration advisory:** efficient open innovation approaches, process, organization...
- **Strategic & operation support:** set-up the adequate strategy, integrate the relevant innovation ecosystems that will nurture your strategy on the long term.



Experienced and exhaustive capabilities, unique international ecosystem and network

Knowledge & understanding

Constant watch and on-going strategic analysis of the ag & foodtech environment and its dynamic



Unique ecosystem

250+ startups, corporate, investors and organizations



Extended network

Active commitment into other innovation ecosystems, accelerators, conferences



Foodtech Factory, Kitchen Lab, White Lab

Co-working at StationF and access to our partners' kitchen, biotech labs, pilot plant

STATION F



Seasoned support from farm to shelf

End to end operational support thanks to a unique portfolio of expert business partners

Strategic and operational expert support

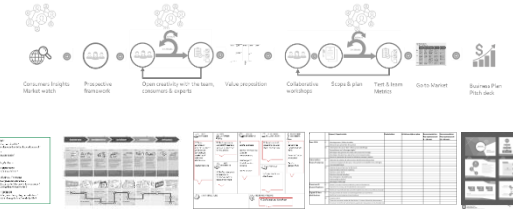
30+ talented professionals, experts in innovation, management, business development and funding

Open innovation process and tools

Experience in managing open innovation projects, tools and process



A team of experienced professionals and partners unrivaled in Foodtech in Europe





Building a reference open innovation ecosystem around the future of food, with state-of-the-art partners and facilities



Operating the EIT Food Accelerator & Seedbed programs on the Future of Ingredients & food processes

EIT Food is the reference innovation ecosystem for ag and foodtech in Europe with 400+ startups, labs and corporate. We operate and moderate acceleration programs for late-stage startups dealing with the future of ingredients and agriculture and help them leverage opportunities of collaboration with large corporations



Access to state-of-the-art expertise in plant based ingredients analysis and formulation

We have consolidated an active collaboration with 2 leading expertise centers with a strong know how in origination, sourcing, analysis, specification, formulation and applications of plant-based ingredients and alternative proteins. We not only can leverage their expertise but also can help access their labs and facilities



Active partner of leading French Innovation support programs led by INRAE

Through AgriO & Innotech we provide the most innovative startups with the expertise and financial support, as well as access to the most advanced R&D centers to accelerate their projects
Femrents du Futur is the most ambitious R&D collaborative projects around the future of fermentation, with a 50M€ French state support.



Active partner of leading expert conferences and startups contests

We have a constant watch and active analysis of the international dynamics of innovation in alternative proteins, by co-organizing conferences and startups contests and being members of think tanks and ecosystems of knowledge on the future of ingredients



European partner of the world's most active alt.protein seed fund & incubator

We actively co-operate the Europe Big Idea Ventures incubation program (based in Paris), i.e. scouting, selection and coaching of the most innovative startups on the sole topic of alternative proteins. Big Idea Ventures is the most active seed investor in that field, with 47 deals in 2021 only.



Co-operating the first French Biotech Food Hub opening mid 2022

With Genopole and Pivert, we are building the first platform of expertise in precision fermentation and cellular food technologies, with access to competences, labs, pilot scale facility and a unique network of European mentors and experts of the matter. This hub will provide incubation and acceleration programs to startups as well as expert services to forward-thinking corporations



Actively connected to the largest network of international agrifoodtech accelerators



Executive summary

The food & ag value chain and business is under a **profound transformation like never since 50+ years**. None of its key players, even the biggest, is spared by the extent of the questioning. We are constantly solicited by many of them and have conducted investigations and analysis at every stage of the chain that confirm how systemic the disruption is.

We share some frameworks of analysis that can help understand what's happening and **anticipate how deep and definitive the transformation of the environment will be on the longer term**.

It's nurtured by our constant watch of the global innovation dynamics, the monitoring and sometimes coaching of some of its proponents ; we also have been piloting some deeper investigations on key aspects of the transition or building and we could also design and experiment some solutions, products, technologies or services with some partners, startups and corporations.

We are gradually not only consolidating a good understanding of what's happening but also elaborating some recipes and recommendations for our partners to adapt their strategy, roadmap, organization and process to such a transition and turn stakes into opportunities.

What's happening

The transition we're experiencing is the consequence of 4 complementary levers :

- Shift of consumers' need pushed by new generations with new behaviors and relationship to food
- The deepest technology revolution we've experienced since 100+ years
- Major structural challenges, like climate change, becoming a priority pushed to every decision maker
- New societal imperatives deriving from the above

To address what is the combination of new expectations and imperatives, **entrepreneurs and innovators from everywhere are seizing the opportunities of technological revolution and come with the largest ever variety of solutions** – from novel ingredients or food processes to new delivery models - **that will deeply reshape the food value chain**

We are entering a period of innovation with all what it takes in terms of positive transformations and failures; this transition is more difficult to address for traditional / existing actors which do not (and cannot) have the knowledge or the agility of the startups driving the change.

The food business will be massively impacted as it is one of the least digitized and it gradually has reduced its capability of investment to a level that is unsustainable. In opposition, newcomers are experts in assembling a variety of new digital technologies and the smartest of them have been able to mobilize more than B170\$ from private investors with a strong understanding of the matter.

Startups are the new food business, inventing a parallel value chain with its innovative solutions, actors, business models and financing. Younger generations favor smaller (and local) actors, challenging the legitimacy and practices of larger players which are pushed to react. Startups are **the new model, setting new rules of managing business, projects and innovation**, Their dynamic makes of them the new drivers of any type of business, challenging the leadership of existing actors.

However, most startups won't be able to scale and sustain without cooperating with these existing actors which still have a better understanding of what it takes to manage business and supply at a global scale.



Let's cook the future together !

STATION F

Our foodtech co-working space inside the world's largest incubator, since 2017



Operating the French EIT Food Accelerator Network Hub



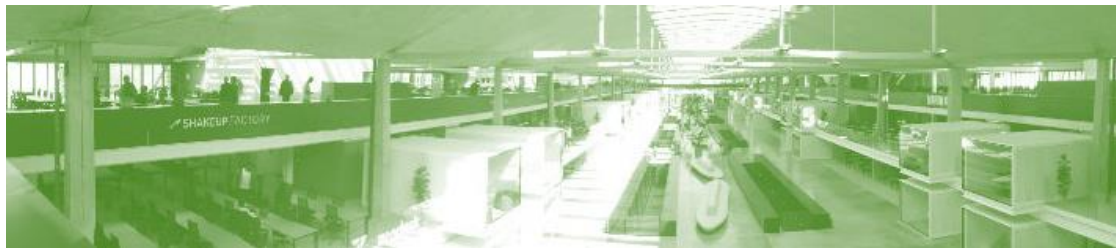
Co-operating the first French Biotech Food Hub opening end 2022



Member of Agrio and of the program Ferments du Futur



European partner of the most active alt.protein seed fund & incubator



acceleration

co-working

design

experimentation

R&D lab

collaboration

conferences

