



StartLife

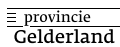
FOSTERING ENTREPRENEURSHIP

Graduation Day

StartLife Accelerate Fall 2019



Supported by



Welcome to StartLife

Thank you for visiting StartLife and joining us at the 'graduation' of seven promising Food & Agtech startups that have recently completed the StartLife Accelerate program. Over the past few months a team of highly qualified trainers, entrepreneurs and field experts helped them to validate their customer segments, gain access to leading corporates and prepare for fundraising. Today they are ready and proud to present themselves to you.

This cohort includes startups from the Netherlands, France, Denmark, Italy and Lebanon. It demonstrates that Foodvalley is a true international hotspot for Food & Agtech startups. For this reason, Thelial, a startup from our spring cohort this year, decided to move their company from Lisbon to Wageningen. We look forward that others will follow suit.

Together we celebrate innovation and the completion of an important step for these startups that aim to change the future of our food industry. We hope you are inspired by them. If you see a chance to help these great young companies taking another step forward, please reach out to them. Success is built on partnerships and relies on connections. So, Let's Get Connected!



On behalf of the
StartLife team,

Jan Meiling,
Managing Director

Graduation Day Program

16.00	Walk-in and registration
16.30	Welcome – Jan Meiling
16.35	Program highlights – Loet Rammelsberg
16.40	Alumnus updates: Thelial & Zero Foodwaste
16.50	Startup Pitches & Discussion Panels – Marijn Frank



Marijn Frank will moderate the presentation of our startups. Marijn is well-known for the Dutch television program 'Keuringsdienst van Waarde' on the origin of food ingredients. She is also a Dutch documentary maker and food journalist.

Evja: Micro-climate monitoring supporting open-field farmers.

Viroteq: Adding AI-based intelligence to increase the flexibility of robotics.

Corvus Drones: The aerial scout in greenhouse horticulture.

CubeX: Modular easy to ship organic waste treatment solutions.

NG Sensors: Brings the lab to the farm via a portable mass spectrometer.

Zymoptiq: Simplifying enzymatic activity measurements.

Sundew: Biological approaches to treating aquatic pests and diseases.

17.50	Graduation Ceremony
18:00	Drinks, bites and networking
19.30	Closure

▶ Evja is an Italian award-winning startup revolutionizing agriculture with OPI, the first Intelligent Support System that allows farmers to forecast critical events and increase the quality and quantity of their yield. OPI is an integrated hardware/software, plug & play solution based on Internet of Things, AI and advanced agronomic models. It provides real time micro-climatic monitoring of the fields. Farmers benefit from OPI by a more abundant, healthier yield, grown with a minimum environmental impact.

▶ **Founded by**

Evja's core team consists of the three founders Davide Parisi (CEO), Antonio Affinito (CTO) and Paolo Lasevoli (CMO) plus Marco Matascioli (CIO). Business developer Davide managed a.o. a high-tech startup in Spain. Antonio is an electronic engineer with 15 years of experience in designing, prototyping and industrializing complex electronic systems. Paolo has worked as business and marketing manager across Europe for over 20 years. And Marco is a senior IT specialist with startup experience.

▶ **Factsheet**

Founded in: June 2015
 Location: Naples, Italy
 Branch: Farm Management Software, Sensing & IoT
 Patent: Pending
 Funding raised: €135k

Contact person: Davide Parisi
 E-mail: davideparisi@evja.eu
 Phone number: +39 32 0629 0496
 Website: www.evja.eu

▶ **How You Can Help**

Evja is interested in business support in order to enter the Dutch market, research partnerships with the Wageningen university to further improve their product and contact with investors to launch their first fundraising round.



▶ Viroteq develops and supplies the software intelligence required to automate handling processes in the logistic food and beverage market. Through the use of advanced vision and camera techniques combined with artificial intelligence they are able to provide solutions for processes that require a high level of flexibility where currently scarce human labor is still needed. By applying a modular platform with access to the latest turn-key technologies they are able to automate both existing and new processes and increase the efficiency of these processes.

▶ **Founded by**

Viroteq was founded by Evert van Galen and Tom Loomans. Tom obtained a master's degree in Mechanical Engineering from Delft University with a focus on modular Bio-robotics. Evert holds a master's degree in Biosystems Engineering from Wageningen University with a focus on flexible machine vision software within agri-food. They met each other while working together as software engineers in a company specialized in intelligent robot solutions for the fresh food industry.

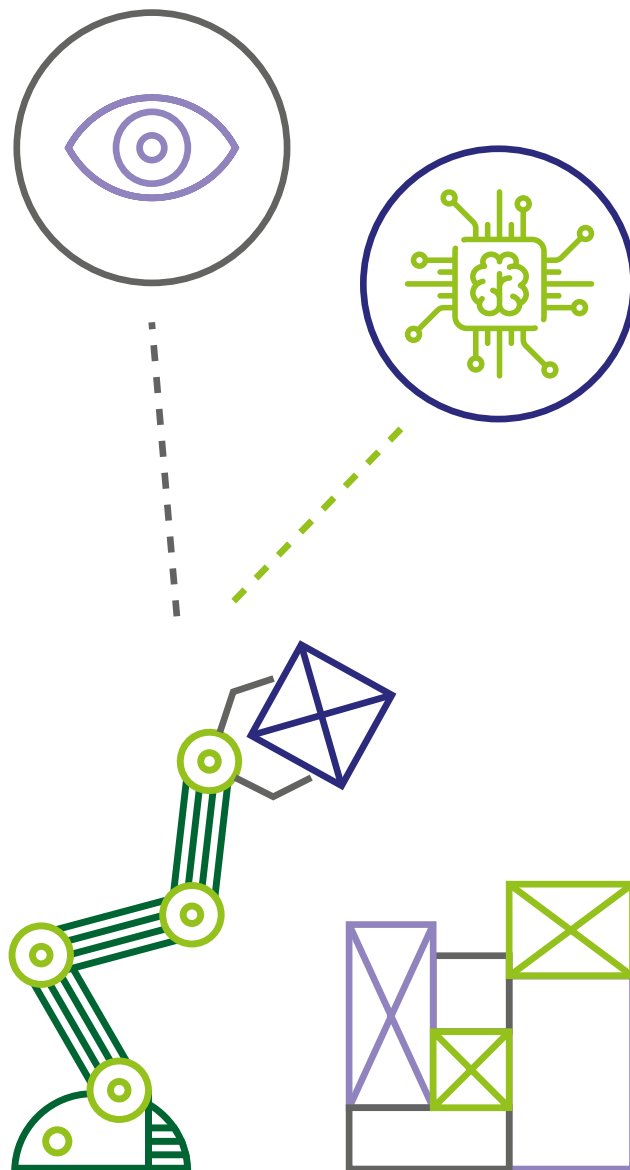
▶ **Factsheet**

Founded in: June 2019
Location: Amsterdam, the Netherlands
Branch: Supply Chain Technologies
Patent: Not applicable
Funding raised: Bootstrapped

Contact person: Evert van Galen
E-mail: e.vangalen@viroteq.com
Phone number: +31 6 3378 4507
Website: www.viroteq.com

▶ **How You Can Help**

Viroteq is interested in any kind of support that may help them achieve their goal faster.



Corvus Drones



▶ Corvus Drones is a technology company that provides growers a solution for continuous data collection and analysis in their greenhouses. They developed a drone that flies autonomously through the greenhouse and collects relevant data of the plants by means of a camera and other sensors. This data provides the grower valuable information about the plants, regarding growth, development and issues like diseases or stress. Future applications are developed for pest control on individual plants by drones.

▶ **Founded by**

Corvus Drones is founded by engineer Gerhold ten Voorde. Gerhold holds a master's degree in Systems & Control from Delft University. After his studies he started working as an electronic, software and systems engineer for robotics and autonomous machines at various companies in the agricultural sector, amongst which Lely Industries, Greefa and Precision Makers.

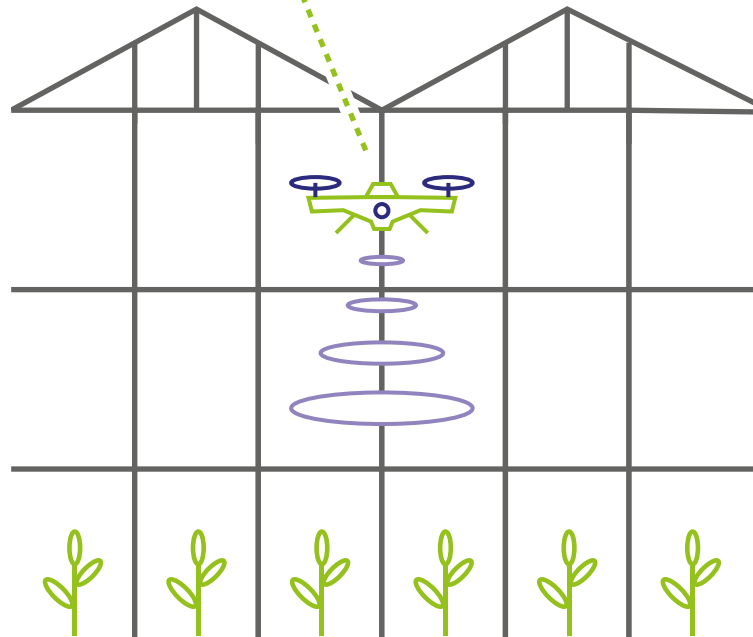
▶ **Factsheet**

Founded in: June 2017
Location: Wageningen, the Netherlands
Branch: Farm Robotics, Mechanization & Equipment
Patent: no
Funding raised: €70k

Contact person: Gerhold ten Voorde
E-mail: gerhold@corvusdrones.com
Phone number: +31 6 4037 9715
Website: www.corvusdrones.com

▶ **How You Can Help**

Corvus Drones likes to get into contact with entrepreneurial people with commercial background and knowledge of the sector to become part of the Corvus management team. They also seek funding to start a pilot next year.



CubeX was founded with the vision to make wastewater treatment more accessible and economically sound through resource recovery. Their main product is a home-scale wastewater and food waste treatment system that allows households in rural and suburban areas to easily process their organic waste on-site and recover water for irrigation, compost and biogas. This all-in-one, compact small footprint unit eliminates the need for septic servicing and provides food, water and energy security without discharge.

Founded by

Marc Aoun is an environmental scientist and co-founder/GM of Compost Baladi; a company that provides waste management solutions for residential, commercial and municipal establishments. Marc has worked and trained in controlled environment agriculture, recirculating watering systems and zero-waste discharge aquaculture. He also has a wide expertise in sustainable land, water, waste & energy management methods.

Factsheet

Founded in: September 2018
Location: Dekwaneh, Lebanon
Branch: Bioenergy & Biomaterials
Patent: Pending
Funding raised: \$190k

Contact person: Marc Aoun
E-mail: mrwaoun@gmail.com
Phone number: +961 70 150153
Website: www.compostbaladi.com/cubexbycompostbaladi

How You Can Help

CubeX wants to gain contacts with partners, development & donor agencies working on sanitation projects in the developing countries. They also seek an injection \$145k for product development, marketing & sales and operating expenses.



Next Generation Sensors



▶ To ensure public health and consumer confidence food companies have an increasing need to test food and food products for contaminants. Most of the high end analytical instruments used for testing are based in laboratories, far away from the production fields, resulting in high test times and costs. Next Generation Sensors aims to solve this problem by bringing the lab to the sample with a handheld molecular contaminant screener that provides fast, cost-effective and reliable test results.

▶ **Founded by**

Dr. Sarfaraz Syed is the founder/CEO of NG Sensors. Sarfaraz has extensive experience in conceptualizing and developing Mass Spectrometry technology-based products and most notably played a vital role in the business development of the products developed. Sarfaraz works with a small team of business developers, analysts and scientists.

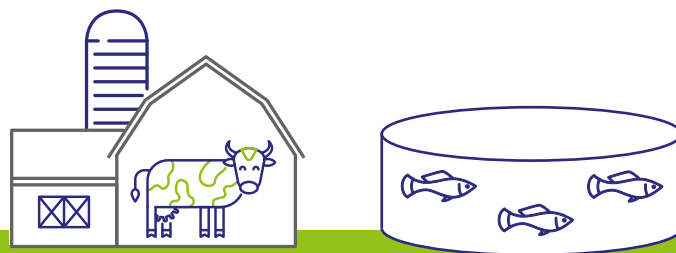
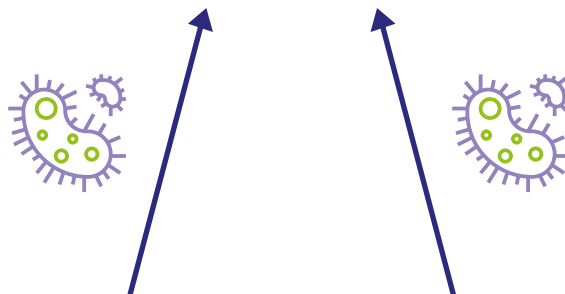
▶ **Factsheet**

Founded in: November 2017
Location: Sittard-Geleen, the Netherlands
Branch: Supply Chain Technologies
Patent: Pending
Funding raised: €400k

Contact person: Sarfaraz Syed
E-mail: s.syed@ng-sensors.com
Phone number: +31 6 8475 5372
Website: www.ng-sensors.com

▶ **How You Can Help**

NG Sensors is looking for industrial partners/ customers for pilot studies upon development of a minimum viable product as well as a strategic investor with a broad network in Agro and Food.



▶ Zymoptiq is a technological startup offering a disruptive analytic tool to measure enzymes activities. This technology simplifies every step of working with enzymes: characterization, optimization and understanding. The company transforms the field by making measurement easier, faster and more robust thanks to their ready to use and user friendly products.

▶ **Founded by**

The Zymoptiq team is composed of two founders. Philippe Pebay (CEO) has a background in mechanical engineering and is an experienced entrepreneur. As business developer Philipp met dr. Alexis Vlandas, who was and still is a senior researcher at CNRS. Alexis is co-founder of two companies and fulfils the role of scientific director at Zymoptiq.

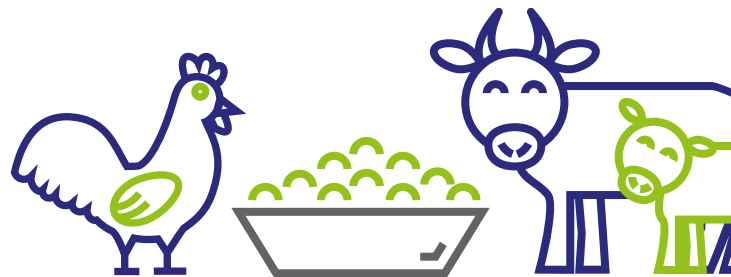
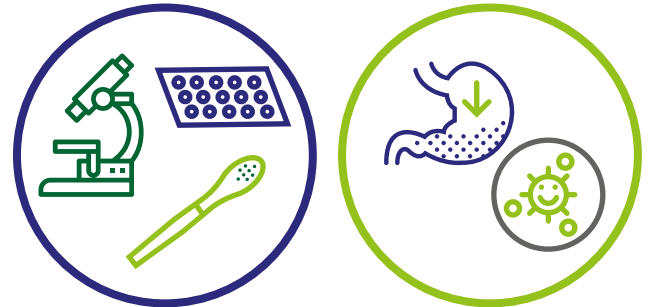
▶ **Factsheet**

Founded in: January 2019
Location: Lille, France
Branch: Ag Biotechnology Bioenergy & Biomaterials
Patent: Yes
Funding raised: €750k

Contact person: Philippe Pebay
E-mail: philippe.pebay@zymoptiq.com
Phone number: +33 767 167 426
Website: www.zymoptiq.com

▶ **How You Can Help**

We are interested in contacts with companies performing quality control on enzymes or products incorporating enzymes / researcher screening enzymes and investors with relevant experience in our field.



▶ Sundew uses biology to tackle pests and diseases that live in water. They address the huge unmet need in the fast-growing aquaculture market as well as agriculture, human health and ecological problems. Their first platform technology is aimed at controlling 'ich', also known as parasitic white-spot, an important disease of both farmed and ornamental fish. The product is based on naturally occurring lipopeptides, which have proven efficacious against fish parasites.

▶ **Founded by**

Sundew is founded by a group of experienced biotech entrepreneurs with many years combined experience of developing startup companies. Neil Goldsmith (chair) is a founder or otherwise instrumental in the early development of fourteen ventures in five countries. Jørgen Hansen Phd (CTO) is a seasoned researcher, manager and leader with more than 25 years of experience in molecular biology, biochemistry and biotechnological engineering. Andy Gardiner MBA is an experienced entrepreneur and managing director with 20+ years in early-stage biotech.

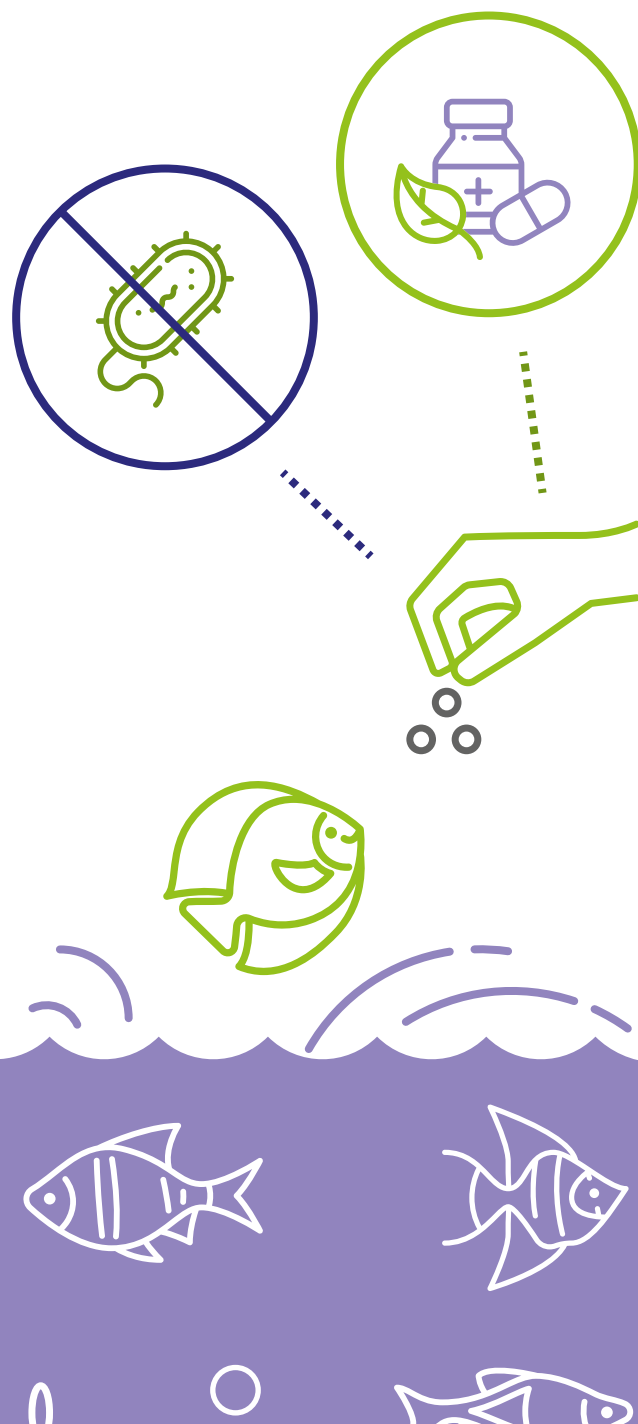
▶ **Factsheet**

Founded in: 2018
Location: Copenhagen, Denmark
Branch: Bio-pesticides & Bio-stimulants
Patent: Yes
Funding raised: Bootstrapped

Contact person: Andy Gardiner
E-mail: andy@sundew.bio
Phone number: +44 7798 627833
Website: www.sundew.bio

▶ **How You Can Help**

Sundew is interested in seed and series A funding and any relevant contacts (network).



Premium partners



Rabobank

Corporate partners



Givaudan

Program partners



StartLife

FOSTERING ENTREPRENEURSHIP

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