Leading agri-tech commercialization centre in North America

Internationally recognized for excellence in commercialization

More than 20 in-house scientific and industry experts

The “Go-To” centre for ag-tech innovations
The Agri-Technology Sector

- Agri-Based life sciences
- Agricultural Waste Management
- Agricultural Management Tools
- Animal Sciences
- Aquaculture
- Big data
- Bio-Energy
- Bio-Products
- Crop science
- Equipment/Machine Development
- Food/Food Processing
- Natural Health Products
- Water Management
Bioenterprise **IS:**

- A virtual business accelerator
- An experienced team of hands-on industry experts
- 20 science advisors
- Global Ag Network of 4,000
- An exempt-market dealer (sourcing investment)
- Access point to investment capital
- Source of agricultural innovation
- A value chain integrator
- North American hub for Ag-Bio businesses

Bioenterprise **IS NOT:**

- An incubator
- A technology transfer office
- A research facility or lab
- A consulting firm
- A source of funding
National Expansion

British Columbia

Maritimes
Service Offerings

Access to Strategic Networks
  Technology/Science Assessment
  Market and Competitive Analysis
  Funding Application Guidance
  Identification of Regulatory Barriers
  Entrepreneurial Reality Check

Investment Preparation
  Financial Strategy Development
  Sourcing Investment Capital
  Business Plan Assistance
  Due Diligence

Marketing Strategy
  Strategic Partner Identification
  Management Team Establishment
  Ongoing Advice and Council
  Mentoring and Coaching
Bioenterprise Seed Funding Program

- FedDev Ontario Funding Program

- Eligible enterprises can receive:
  - $30,000 in seed funding
  - Coaching/mentorship support services

- Partnered with Innovation Guelph who will cover Advanced Manufacturing and Social Innovation
Sources of Innovation

Small Corporations

Industry Events

Tech Transfer Offices

NGOs, RICs, OCEs, Business Support Offices

Entrepreneurs

Government

Innovation Showcases

Corporate Partners

Producer Groups

Identifying innovative leaders in global agriculture.
Success Stories

Private Investment
- AGRI-NEO
- CENNA TEK
- WIN
- MIREXUS
- AbCelex Technologies Inc

IPO
- ECOSYNTHETIX
- METHES
- MITSUI & CO., LTD.
- EGG FARMERS Ontario

Investor Support
- Otter Capital LLC

Market Success
- savvy farmer
- Energentium
- Plains Hemp
- Energrow
- C VALOR EVERSIPING FARM
- TerraVerdae bioworks
- BOOMERANG
- Maple Sweet Water

International Distribution
- AgriBrink

Licensing
- New Energy Farms Group

Acquisition
- SITTM Technologies Inc.
- Pillin Foods
- Wadi Abbey Gardens

Public Investment
- Katan Kitchens

Preventing Food Waste
- Step Forward Paper
- Be Seen • Be Safe
- ANATIS bioprotection

Adding Value
- Be Responsible
- Dairy Sand Bedding System
Success Stories

Innovation
- Probiotic feed additive to prevent Camplyobacter in chickens

Services
- Sourcing funding for proof of concept
- $2M (US) Series A Financing last year
- Product launch expected in 2017
Success Stories

Innovation
- Sulphite-free preservative for prevention of browning in fruits and vegetables

Services
- Due diligence on potential distributors
- Identification of regulatory barriers
- International market research
An ATCC Success

- Canada’s first locally grown, 100% natural edamame
- Located in Alvinston, Ontario
- First harvest in 2010
- In retail stores in the GTA in 2011
- Now available in over 350 stores across the country (including Costco)
How have we helped?

- Funding application guidance and support
- Facilitation of connections

- Access to Rapid Response Programs

- Reality Check Meeting
- Strategic Connections
- Access to Seed Funding Program
- Mentorship
Thank you.

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Customers by Sector

- Agri-Based Life Sciences 5%
- Agricultural Management Tools 5%
- Animal Science/Health 6%
- Bio-Energy 15%
- Bio-Products 19%
- Crop Science 11%
- Equipment Development 8%
- Food Production & Technologies 23%
- Water Technologies 4%
- Agriculture Waste Management 5%
Process Overview

- **Initial Contact**: Exploratory meeting to gain understanding of business history, current status & needs.
- **Due Diligence**: Analysis of intended market, viability of technology & determination of needs.
- **Strategy Development**: Internal review of opportunity & development of plan.
- **Implementation**: Move forward with contract and/or facilitate strategic connections.
- **Ongoing Mentorship**: Continued support beyond term of contract from internal team and global network.