

Commercializing in the Ag-Tech Sector: Keys to Success



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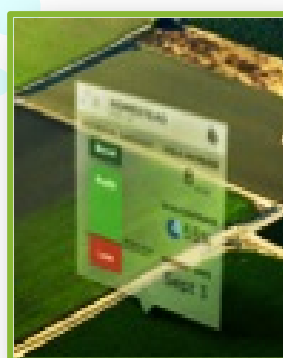
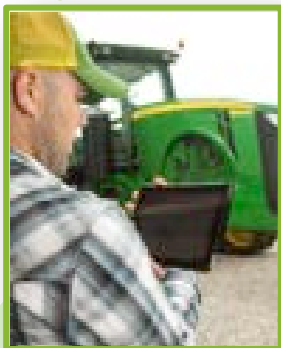
AGRI-TECHNOLOGY COMMERCIALIZATION CENTRE



- 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:

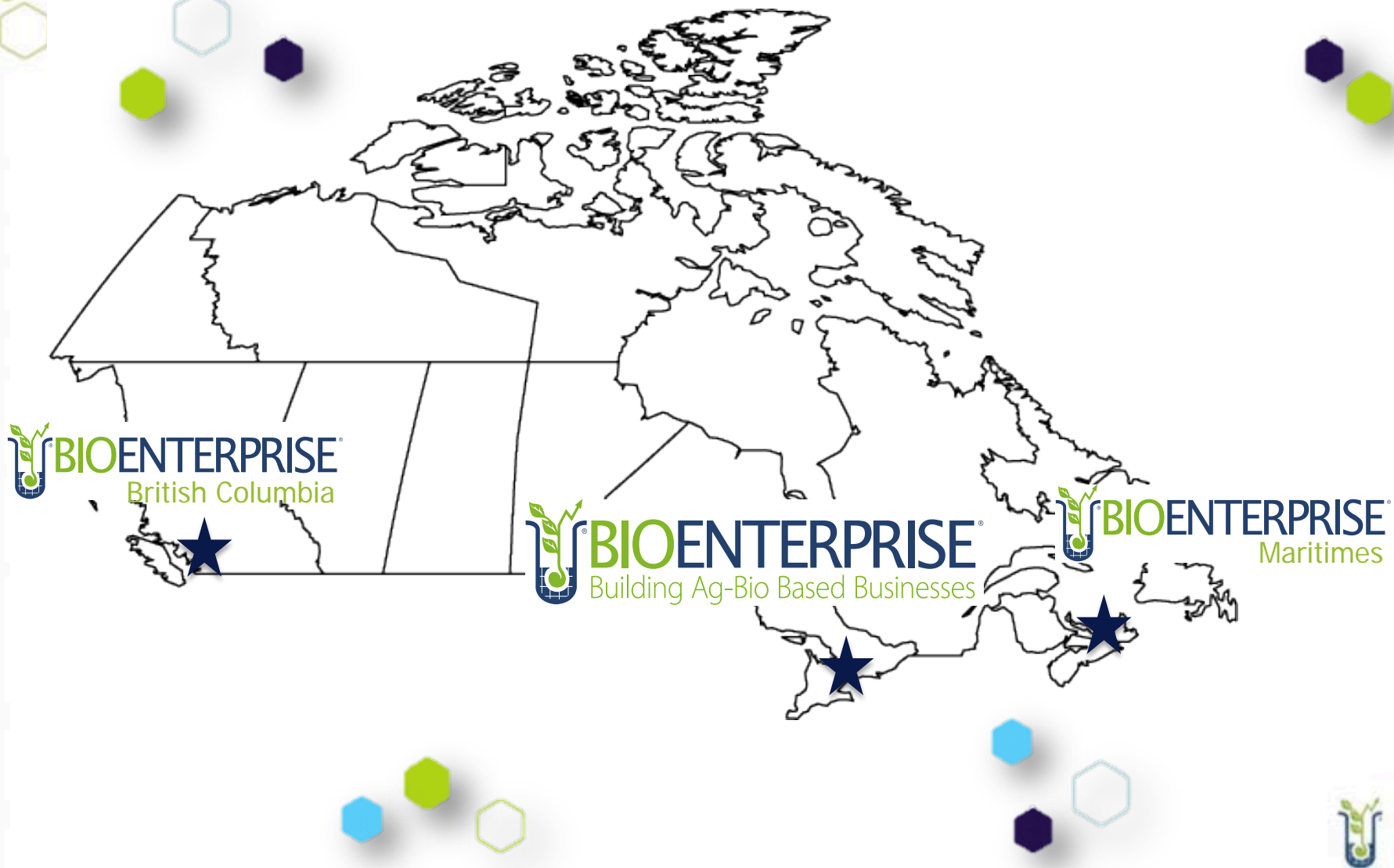
- ✓ A virtual business accelerator
- ✓ An experienced team of hands-on industry experts
- ✓ 20 science advisors
- ✓ Global Ag Network of 4,000
- ✓ An exempt-market dealer (sourcing investment)
- ✓ Access point to investment capital
- ✓ Source of agricultural innovation
- ✓ A value chain integrator
-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

Bioenterprise IS NOT:

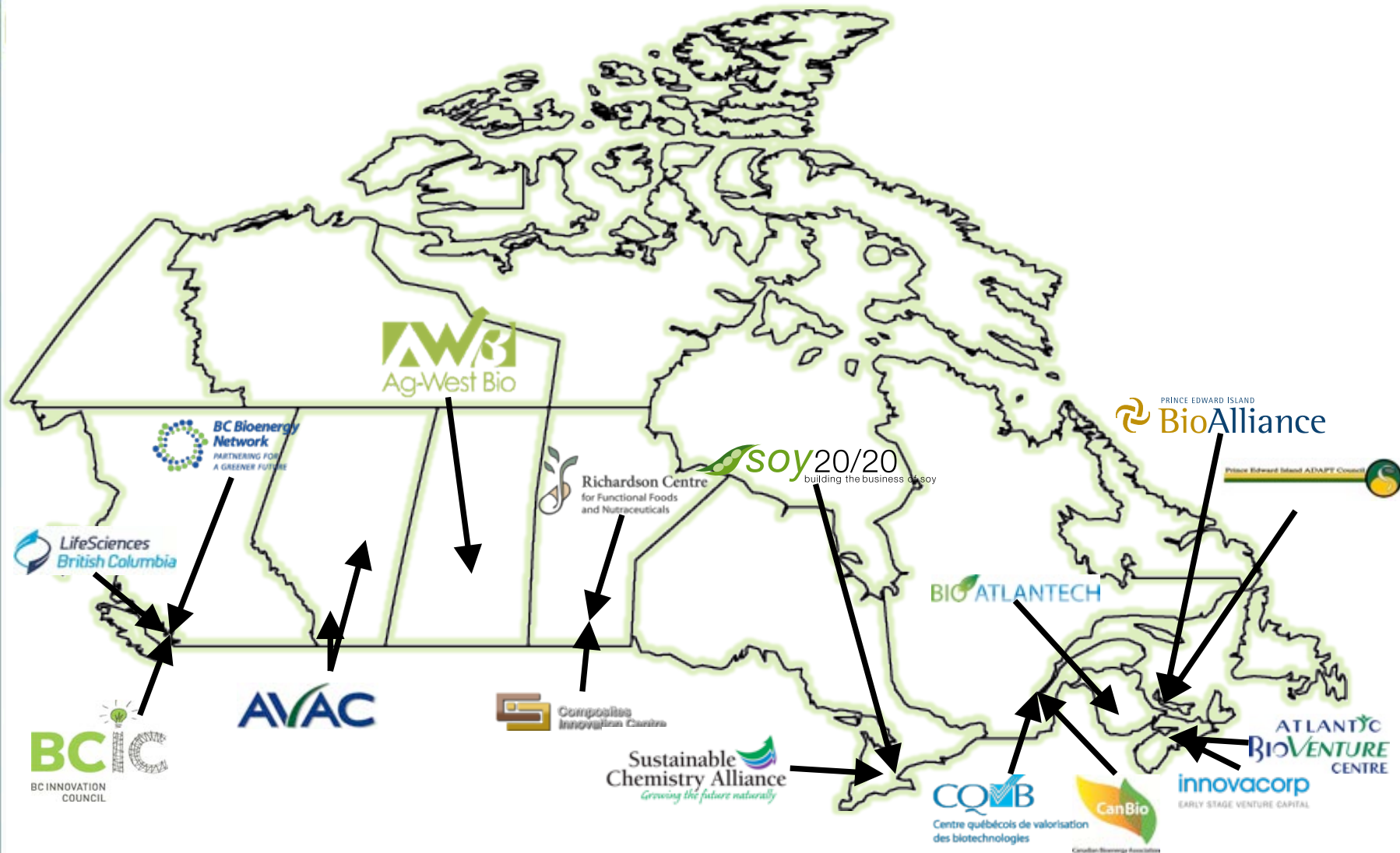
- ✗ An incubator
- ✗ A technology transfer office
- ✗ A research facility or lab
- ✗ A consulting firm
- ✗ A source of funding



National Expansion



National Collaboration



Service Offerings

Access to Strategic Networks

Technology/Science Assessment

Market and Competitive Analysis

Funding Application Guidance

Identification of Regulatory Barriers

Entrepreneurial Reality Check

Marketing Strategy

Strategic Partner Identification

Management Team Establishment

Ongoing Advice and Council

Mentoring and Coaching

Investment Preparation

Financial Strategy Development

Sourcing Investment Capital

Business Plan Assistance

Due Diligence

TRANSFORM
YOUR CUTTING-EDGE
IDEA
INTO COMMERCIAL
SUCCESS



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

This project is funded by the Government of Canada through the Federal Economic Development Agency for Southern Ontario.

Ce projet est financé par le gouvernement du Canada à travers l'Agence fédérale de développement économique pour le Sud de l'Ontario.

Canada



Corporate Partners

Deloitte.

 ***dicentra***TM
SAFETY | QUALITY | COMPLIANCE

Kincannon  Reed
Global Executive Search

MACGREGOR
MARKETING COMMUNICATIONS INC.

 **NORTON ROSE FULBRIGHT**



Sources of Innovation



Identifying innovative leaders in global agriculture.



Success Stories

Private Investment



Market Success



International Distribution

AgriBrink
Preparing for Rain

Licensing



IPO



Investor Support



Public Investment



Acquisition



Success Stories



Innovation

- Probiotic feed additive to prevent Campylobacter 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, Onatario
- 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



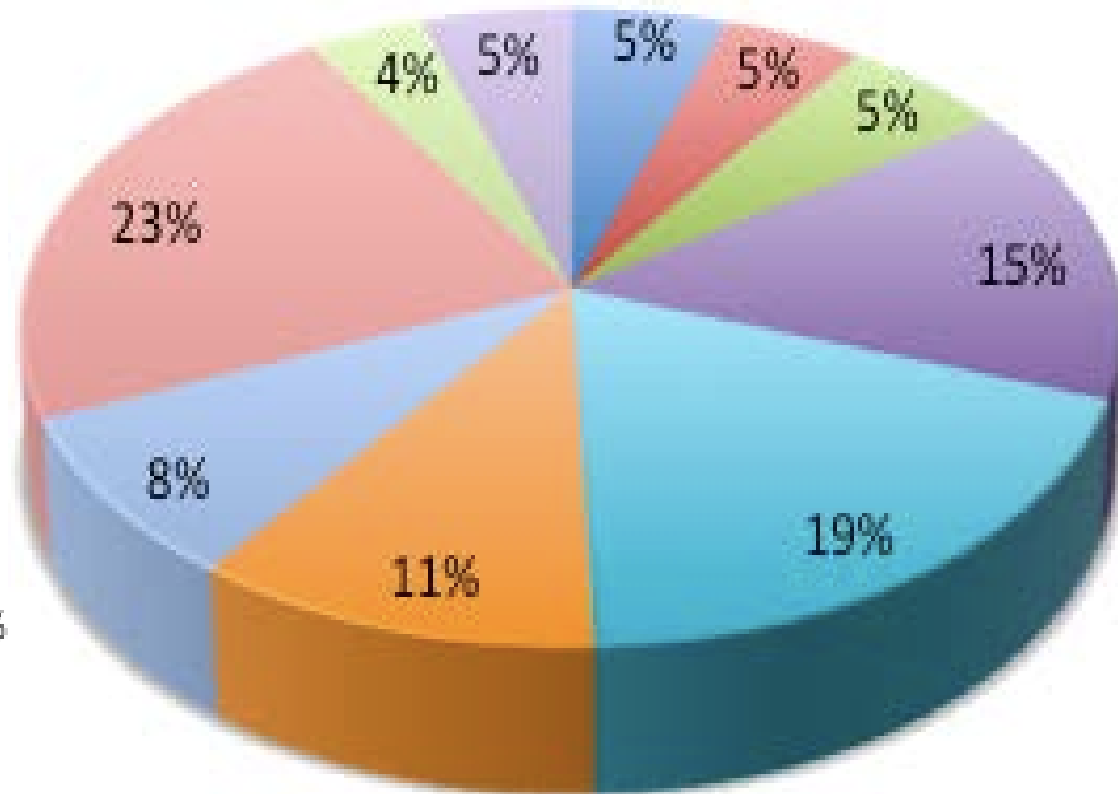
Thank you.

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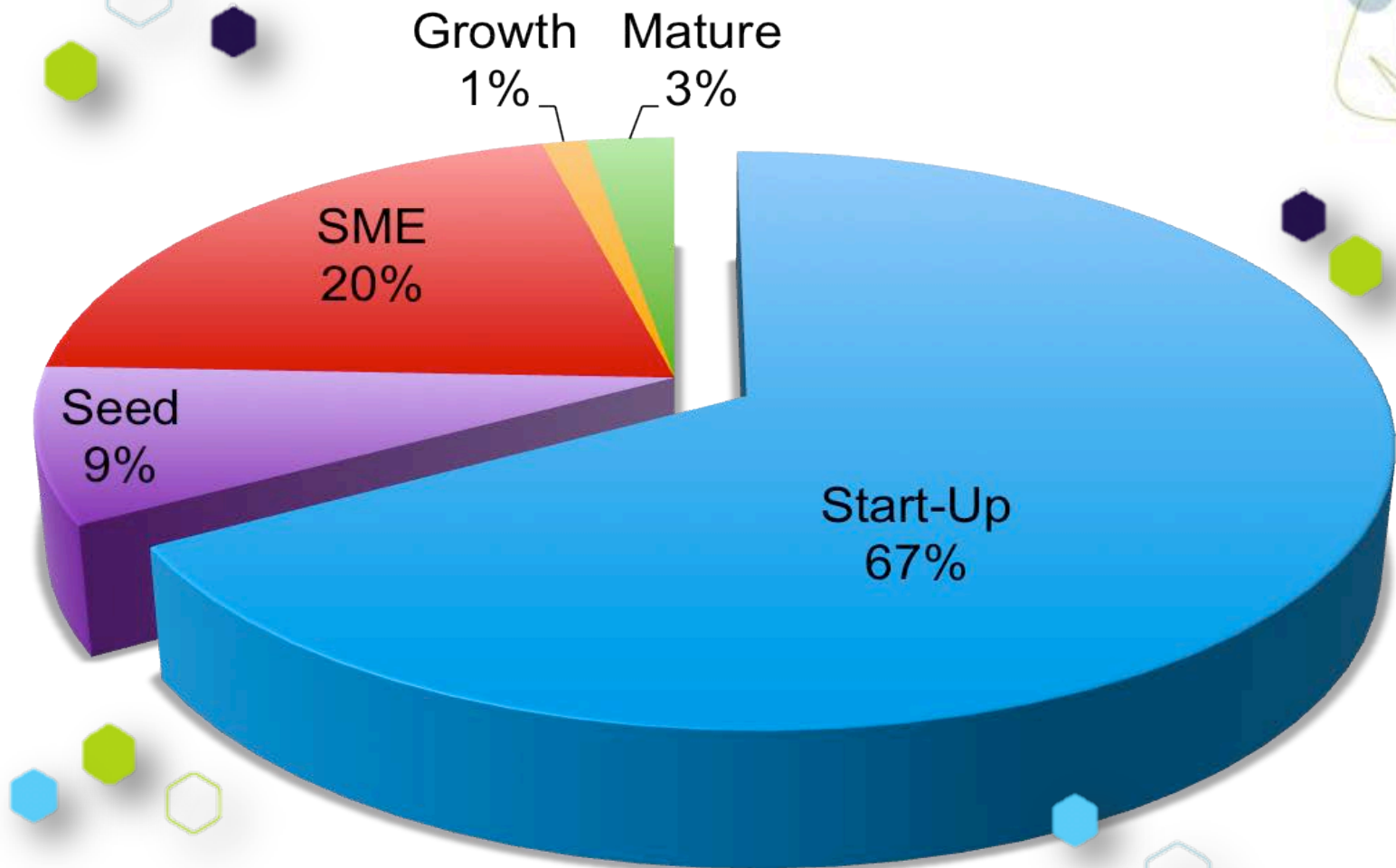


Customers by Sector

- 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%



Customers by Stage



Process Overview

