

French Tech Tour Agri-Food Israel 2018

6-10 May 2018



**8 AgTech/FoodTech
French start-ups
selected for
an acceleration week
program in Israel**

Business France, the public agency supporting the international development of the French economy, **Bpifrance**, the French public investment bank and **AER**, the Burgundy-Franche-Comté Regional Economic Agency together with food business innovation cluster **Vitagora** and AgTech business incubator **Agronov** launched the **French Tech Tour Agri-Food Israel (FTTA Israel)**. This **tailor-made program aims to foster collaborations between French and Israeli AgTech and FoodTech ecosystems.**

For this first edition, **eight start-ups specialized in precision agriculture, agroecology, food safety and health & nutrition** were selected by a panel of French and Israeli agri-food experts and investors. These winning start-ups are in Israel from **May 6 to 10, 2018**, to **make a first step in the vibrant ecosystem of the Start-up Nation, meet Israeli and international investors and initiate strong valued partnerships with Israeli companies.**

The FTTA program is supported by **key players in the innovation field in France: Merieux Développement Corporate Venture, Orange FoodTech Venture and French Food Capital Investment Fund.**

The 8 selected start-ups



Alkinnov develops and produces innovative plant-based ingredients thanks to a disruptive and sustainable process using non-GMO plants bio-stimulation in bioreactors to revolutionize the nutrition and medical cannabis markets.

By considerably increasing the active compounds contained in plants (until x2000 the production in fields) without using GMO nor pesticides/herbicides while reducing the costs, the technology at the heart of Alkinnov allows them to exploit and exalt the super-capacities of any plants even rare, exotic, endangered.

Alkinnov was initially created to address a new market of high volumes and low margins – the **Nutrition** – and as such, proposes high-quality ingredients at a competitive price and available all year long. It then developed a new generation of natural intensive sweeteners and plant-based proteins, replacing artificial additives and re-introducing nature into the industrial food process.

Alkinnov also aims at tackling a fast-expanding market: the **Medical Cannabis**. Thanks to a standardized method that reduces the costs of production by exceptionally increasing cannabinoids yields on a reduced production time, Alkinnov can become a serious game changer in the medical cannabis industry.

www.alkinnov.com

Franck Pradier, Partner



Biotraq, the smart cold chain maker

Biotraq helps food companies make their cold chain smarter to guarantee the safety and quality of their highly sensitive products. QualTrack™, its risk management platform for perishables, tracks the products, calculates their quality in real time and improves transparency along the supply chain. It gives operators information on the conditions and status of the products they are responsible for to avoid food safety breaches and losses and waste.

www.biotraq.com

Olivier Duchesne de Lamotte, CEO

Dominique Cagnon, Co-founder & CTO



JIMINI'S challenge is to integrate insects into the European diet.

The company designs and cooks seasoned whole edible insects for the aperitif. They also launched a tasty range of energy bars made with dried fruits, almonds and cricket flour as well as insect flour pastas and insect granola.

JIMINI'S aims at making France and Europe enjoy insects and their nutrient intake. They are also working on an ambitious R&D plan in order to develop a new range of plant based and animal protein substitutes.

www.jiminis.com

Bastien Rabastens, Co-founder

Clément Scellier, Co-founder



prediabaid
reversing prediabetes

Prediabaid & Kaldiet: when an innovative entertainment AI coaching system and a gourmet diet brand merge to fight against the new worldwide plague: Diabetes. Prevention is the only key!

Melsao offers the very first complete and holistic diabetes prevention system merging Prediabaid (an Artificial Intelligence coaching system) with Kaldiet (a complete brand of innovative gourmet diet products). Kaldiet reduces prediabetes and diabetes risks by bringing a long-lasting satiety sensation. The originality is to propose dry and frozen products which are usually forbidden during diets, like crepes, pizzas, tortillas, pastas and ice-creams.

5 major benefiting skills:

1. Gourmet and Kosher products to maintain eating habits.
2. Creation of a strong satiation sensation and preservation of lean mass by using an original combination of essential amino-acids (avoid the yo-yo effect)
3. Decrease of gut low-grade inflammation (scientifically proved and published in the American Journal of Clinical Nutrition)
4. Ensuring the omega3/oméga6 balance of 1 for 5.
5. Low glycemic index, rich in soluble fibers and hydrogenated fat free.

Kaldiet is dedicated to prediabetic and diabetic individuals who need to lose weight in a secured way. Kaldiet will also help them to decrease the diabetes risks for pejorative complications.

www.prediabaid.com

Reginald Allouche, CEO & Co-founder



ORCHID

connecté par nature

ORCHID, a connected solution to produce better.

Orchid provides an innovative solution designed for indoor farmers to optimize greenhouses growing cultures. It delivers skills to collect and synthesize data that can enhance productivity and quality while showing respect for the environment.

They use sensors to monitor the climate and inputs and display data issued on dashboards with other useful information such as recommended values and other data issued from mathematic models. Orchid also measures the quality of the products issued from the culture with its exclusive spectrometric device to define new optimized quality based models of culture processing.

www.orchid-solution.fr

Yoann Merlier, CEO & Co-founder



-tech
œnologie

R-tech œnologie manufactures and markets high-end stainless steel and wood products such as cleaning devices (steam generator and UV disinfectant), thermoregulation systems, and a range of barrels.

R-tech œnologie has a patent on his flagship product: VITIA and VINI-STICK, these 2 products can be immersed in an existing tank and they give real-time information about the wine (pH, redox...). It is possible to automate actions such as punching-cap, micro and macro-oxygenation.

R-tech œnologie focuses its attention on the choice of its materials as well as its technical solutions in collaboration with many private and institutional partners. R-tech œnologie's vision is to become a reference in the production of wine materials using the most advanced technologies to provide quality and reliable products.

www.rtech-group.com - **Arnaud Roussac**, CEO & R&D Director



Une révolution pour l'agriculture indoor...

Tower Farm R&D is active in the field of Indoor Agriculture to produce vegetables, fruits, aromatic herbs and medicinal plants. The purpose is to produce intensively and efficiently, near the city, extensive cultivation of plants in very limited space, without pesticides and in a bacteria free and fully controlled environment.

The "Growin" patented system was developed by our Israeli partner Rokeha: The basic growing unit is a set of four vertical rotating towers with 1200 to 1800 growing holes. The exclusive fully automatic and digital management system is controlling and optimizing the cultivation process of both plants and roots. The *Growin* cultivation unit is a unique combination of data-driven automation with a pioneering agro-technical structure that creates day-light and night-dark areas simultaneously, together with an extremely efficient illumination system.

Tower Farm is a daughter company of I.B.C. Group, a French Holding active for 30 years in identifying innovative opportunities and boosting start-ups to become success stories.

European R&D program

Tower Farm together with its Israeli partner applied earlier in 2018 to Eurostars program to finance joint R&D activity on the indoor cultivation of medicinal plants. Our Consortium was found **eligible** to this program and our project is currently under the EU experts second step screening.

Currently we are suggesting to AgroParisTech, Astredhor, Vitagora, Agronov and other leading French actors the setup of a Scientific Committee to accompany this long term and innovative research.

www.towerfarm.fr

Gérard Farache, CEO



Weather Measures is expert in precision meteorology and proposes technical assistance on all aspects of a meteorological project.

Weather Measures has developed a multi-source data platform integrating data from radars, satellites, weather stations and numerical models. We propose historical information (up to 10 years), 24h/24h real time information and forecasts. We provide this detailed information on extended area with high spatial and temporal resolution.

Technical assistance is provided on all aspects of a meteorological project:

- **Weather strategy consulting:** first inventory of available data, establishment of a roadmap supporting the weather strategy.
- **Data collection, management and reprocessing:** integration, control, processing through AI and machine learning.
- **Installation and maintenance of equipment:** specific weather stations, X-band radars

The reciprocal challenges between precision agriculture and precision meteorology aim to improve management of agricultural parcel, optimum yields, cost reduction (fertilizer, irrigation, etc).

www.weather-measures.com

Arnault Trac, Partner

Tatiana Donnay, Data Analyst

The mentors and sponsors



global level.

Mérieux Développement is specialized in venture capital and growth equity transactions within the healthcare and nutrition sectors. We support companies with products or services offering substantial differentiation, innovation and capacity to expand at

Mérieux Développement is an affiliate of Institut Mérieux, which employs approximately 17,000 employees worldwide, with consolidated revenues exceeding €2.5 B in 2016. The Merieux group has been active in the field of food safety and nutrition for more than 45 years through its companies **Merieux Nutrisciences**, dedicated to global consumers' health protection by delivering a wide range of test and services to the food and nutrition industries and **bioMérieux**, a world leader in clinical and industrial microbiological control including the agri-food sector.

Merieux Développement has invested in **Laboratoires Ineldea** at the end of 2017, a French company specialized in the formulation, development and marketing of natural food supplements and is a shareholder of Ceva Animal Health. www.merieux-developpement.com



Orange is a leading telecom operator with 2017 sales of €41B and 152,000 employees. Present in 29 countries, the Group has a total customer base of 273 M customers. Orange has over 7,900 employees working on research and innovation with over €700 M investment in 2015. Orange maintains labs in 12 countries worldwide.

To boost collaborations with startups, Orange launched **Orange Fab accelerators** in 15 countries and **Orange Developer program** (API). It also set up Orange Digital Ventures, a CVC making Series A-B investments up to €3 M.

Orange Business Services is a leading provider of IT and telecom services to multinational companies with a presence in 220 countries. As part of its mission to help enterprises with their digital transformation, OBS provides the agri-food industries with innovative monitoring and traceability solutions using IOT and AI. www.orange.com

FRENCHFOODCAPITAL **FrenchFood Capital** is an independent, specialist and entrepreneurial Growth Capital fund, strongly committed alongside its participations to support the development of French food champions in France and internationally.

The fund invests in food sector SMEs characterized by strong brand value answering consumers' new usages and expectations. Managed by a team of professional acknowledged for their sectorial and entrepreneurial expertise, FrenchFood Capital gathers a wide network of operators, entrepreneurs and specialists to accelerate the growth of its companies in portfolio.

FrenchFood Capital plans to invest €3 million to €10 million in companies with enterprise values of €20 million to €150 million. The firm held a close of its first fund at €75 million last July and is aiming to hold a final close at €100-120 million. www.frenchfoodcapital.com

The partners



Business France is the national agency supporting the international development of the French economy, responsible for fostering export growth by French businesses, as well as promoting and facilitating international investment in France.

It promotes France's companies, business image and nationwide attractiveness as an investment location, and also runs the VIE international internship program.

Business France has 1,500 employees, both in France and in 73 countries throughout the world, who work with a network of public and private partners.

www.businessfrance.fr



Bpifrance, a subsidiary of the Caisse des Dépôts et de l'Etat and a preferred partner for entrepreneurs, assists companies from their start-up phase through to listing on the stock exchange through offerings of credit, guarantees and its own capital. Bpifrance, in partnership with Business France, provides a variety of services focused on supporting innovation and strong export growth. Bpifrance offers companies a range of financing options for each step in their development. It also provides financial products adapted to regional needs. With 47 regional offices and 90% of its decisions taken in the regions, Bpifrance is a useful tool in helping entrepreneurs improve their competitiveness.

www.bpifrance.fr – [@bpifrance](https://twitter.com/bpifrance)



The **Burgundy-Franche-Comté regional economic agency (AER BFC)** supports and develops economic activity, innovation, eco-innovation and employment in its territory and promotes the regional identity, in collaboration with key organizations of the agri-food ecosystem:

- **AgrOnov**, which enables companies related to the agriculture sector to develop their network by providing them a business nursery with offices, greenhouses, laboratories and experimental fields.
- **Vitagora**, which is one of Europe's leading agri-food clusters, gathering together more than 370 members (startups, SMEs, large companies and R&D labs) to make innovation the growth driver of agri-food business.
- **ToasterLAB**, an international acceleration program initiated by Vitagora. In the sector of AgTech and FoodTech, this program is dedicated to start-ups, SMEs, and large groups willing to respond to the challenges and opportunities of the integration of new technologies (digital and life sciences) in all the agri-food value chain.

<https://aer-bfc.com/en/> - www.agronov.com/?lang=en - www.vitagora.com/en



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