

# French Tech Tour Agri-Food Tech Israel 2018

## 6-10 May 2018

The public agency supporting the international development of the French economy, **Business France**, the French public investment bank **Bpifrance** and the Burgundy Franche Comté regional economic agency **AER** together with Agri-FoodTech business clusters **Vitagora** and **Agronov** are staging the **French Tech Tour Agri-Food Israel (FTTA Israel)**, a tailor-made program that immerses French start-ups in Israel's AgTech and FoodTech ecosystem.



For this first edition, **eight start-ups specialized in precision agriculture, food safety and nutrition** were selected by a panel of French and Israeli agri-food experts and investors. The **8 winners** are: **Alkion BioInnovation, Biotraq, Jimini's, Melsao, Orchid solution, R-Tech Oenologie, Tower farm and Weather Measure.**

This FTTA Israel program aims to foster **collaborations between French and Israeli AgTech and FoodTech ecosystems**. It is a key opportunity for these French innovative start-ups 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.

These winners will come in Israel for an intensive **one-week immersion program in Israel during the Agritech week, from May 6 to 10, 2018.**

They will be supported and accompanied by **key players in the Innovation field in France**, that is: **Orange FoodTech Venture, Merieux Developpement Corporate 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 first created to extend the limits of the first company owned by the founders, Alkion BioPharma, in order to address a new market of high volumes and low margins: the Nutrition, and proposes high-quality ingredients at a competitive price and available all year long. Developing a new generation of natural intensive sweeteners and plant-based proteins, replacing artificial additives, re-introducing nature into the industrial food process in general are technological and industrial challenges they can take.

Alkinnov also aims at tackling a fast-expanding market: the Medical Cannabis. Thanks to a standardised 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.

Contact details:

[www.alkinnov.com](http://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™, their IoT-based data analytics platform, tracks the products, calculates the quality in real time and improves transparency along the supply chain. They provide operators with information on the conditions and status of the products they are responsible for to avoid their losses and waste.

Contact details:

[www.biotraq.com](http://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 and will soon launch their insect flour pastas.

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

Contact details:

[www.jiminis.co.uk](http://www.jiminis.co.uk)

**Bastien Rabastens**, CEO & Co-founder  
**Clément Scellier**,



**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) They are gourmet products which is very important to maintain eating habits. This is key if to be motivated during a diet and all the products are Kosher.
- 2) By using an original combination of essential amino-acids, Kaldiet products provide a very strong satiation sensation and preserve lean mass, those skills are critical in order to avoid the yo-yo effect.
- 3) They are diminishing gut low-grade inflammation. This very innovative specification has been scientifically proved so our clinical trials have been published in the American Journal of Clinical Nutrition.
- 4) They respect the omega3/oméga6 balance of 1 for 5.
- 5) They have a low glycemic index, they are 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.

Contact details:

[www.prediabaid.com](http://www.prediabaid.com)

**Reginald Allouche**, CEO & Co-founder



### **ORCHID, a connected solution to product better!**

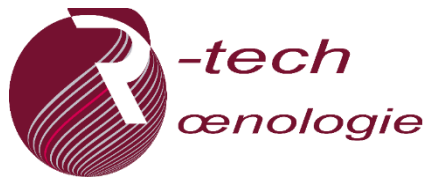
Orchid provides an innovative solution designed for indoor farmers to optimize greenhouses growing cultures. It delivers skills to collect and synthesize data that can enhance productivity and quality while showing respect for the environment.

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 mathematic models. We also measure the quality of the products issued from the culture to define new optimized quality based models of culture processing.

Contact details:

[www.orchid-solution.fr](http://www.orchid-solution.fr)

**Yoann Merlier**, CEO & Co-founder



**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.

Contact details:

[www.rtech-group.com](http://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, large quantities of plants in very limited space, without pesticides and in a bacteria free and controlled environment.**

**The "Growin" system developed by our Israeli partner Rokeha:** The basic growing unit is a set of 4 vertical rotating towers with 300 – 450 growing holes on each tower, depending on the plant space needs. The Towers are 2.65m high and are rotating on themselves in 24 hours.

The plants are growing outside the Towers while the roots are inside the Tower, allowing cultivation of long roots plants.

The *Growin* cultivation unit is a unique combination of data-driven automation with an agro-technical structure that creates day-light and night-dark areas simultaneously at the growing facility area. This

feature together with the unique geometry of the system make LED plant illumination system much more efficient and are the basis of a patent application that is currently in Patent Pending National Phase applications.

#### **European R&D program**

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

Contact details:

[www.towerfarm.fr](http://www.towerfarm.fr)

**G rard Farache**, CEO & R&D Director



**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.

We propose technical assistance 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).

Contact details:

[www.weather-measures.com](http://www.weather-measures.com)

**Tatiana Donnay**, Data Analyst

## The partners, mentors and sponsors



**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](http://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](http://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/>



**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.

The firm signed its first deal with an investment in “Thierry Marx La Boulangerie”, a Paris-based artisanal bakery and fast-casual lunch place in order to finance its French and international expansion. The fund’ management company is certified by the Autorité des Marchés Financiers (GP-17000005).

[www.frenchfoodcapital.com](http://www.frenchfoodcapital.com)



**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 global level. Our investment team, based in Europe and North

America, brings its expertise and international network to help entrepreneurs disrupt and seize new business opportunities.

Mérieux Développement is an affiliate of Institut Mérieux, which employs approximately 17,000 employees worldwide, with consolidated revenues exceeding 2.5 billion Euros 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](http://www.merieux-developpement.com)



**Orange**

[www.orange.com](http://www.orange.com)