

Canada's National Food & Agri-tech Accelerator

September 2022

Anishinabek Presentation



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How Important is Agri-food to Canada ?



- Employs 2.3 million Canadians
 - Accounts for 7.4% of Canada's GDP
 - Generates \$56 billion in annual exports
- Objective: To grow agri-food exports to \$75 billion by 2025



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- ✓ Canada's national agriculture, agri-tech / food-tech accelerator
 - Canada's "go to" organization for commercialization, adoption and growth
 - Established in 2003, Not-For-Profit, funded by Gov't and Private Sector
 - Offices in 6 provinces, 7 regional partners, over 2,700 innovative companies



Bioenterprise Canada IS **Canada's Food & Agri-Tech +Engine**

Helping companies



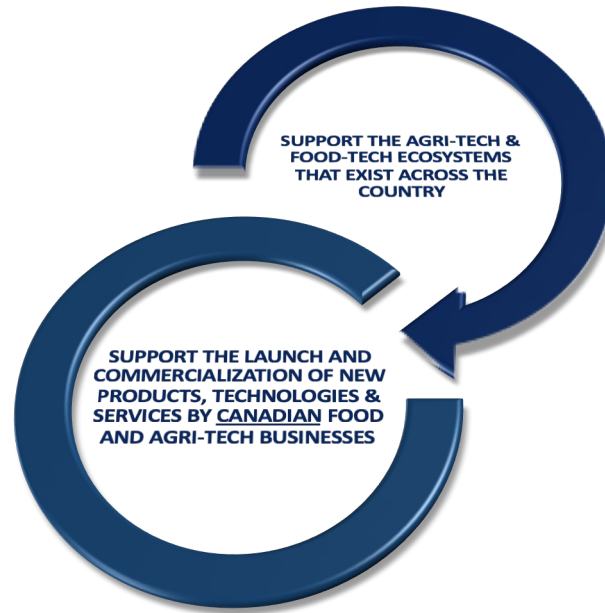
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International Recognition and Partnerships



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Bioenterprise's Overarching Mandate



- Make a highly successful commercialization model available to all members of the eco-system
- Deliver a continuity of programs and services to all entrepreneurs and business regardless of location in Canada
- Build capacity across the ecosystem by providing:
 - Industry specific expertise and knowledge
 - Mentorship, coaching and advice
 - Access to **Canada's Food & Agri-Tech Engine**
 - Access to government funding programs
 - Access to international trade and global partnerships

- More comprehensive assistance than traditional ecosystem members can provide
- Focus on high growth / high quality prospects
- Build significant economic impact to Canada's industry
- Build efficiencies in bringing new innovations and technologies to market

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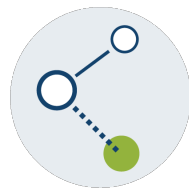
Our Focus



FOSTER COLLABORATION AND CONNECTIVITY across the Canada's food and agri-tech industries.



ENHANCE EFFICIENCIES & INNOVATION CAPACITY in the ecosystem to bring new technologies to market.



STREAMLINE COMMERCIALIZATION AND SCALE-UP by helping companies connect, innovate and grow.





Commercialization Services for Food and Agri-tech SMEs

FROM SEED TO SCALE-UP

Through the Engine, we call upon 20+ years of commercialization experience and rely on our national team of industry experts to deliver specialized services designed to support SMEs at all stages of commercialization.



Industry specific expertise and knowledge



Mentorship, coaching and advice



Access to Bioenterprise's national network



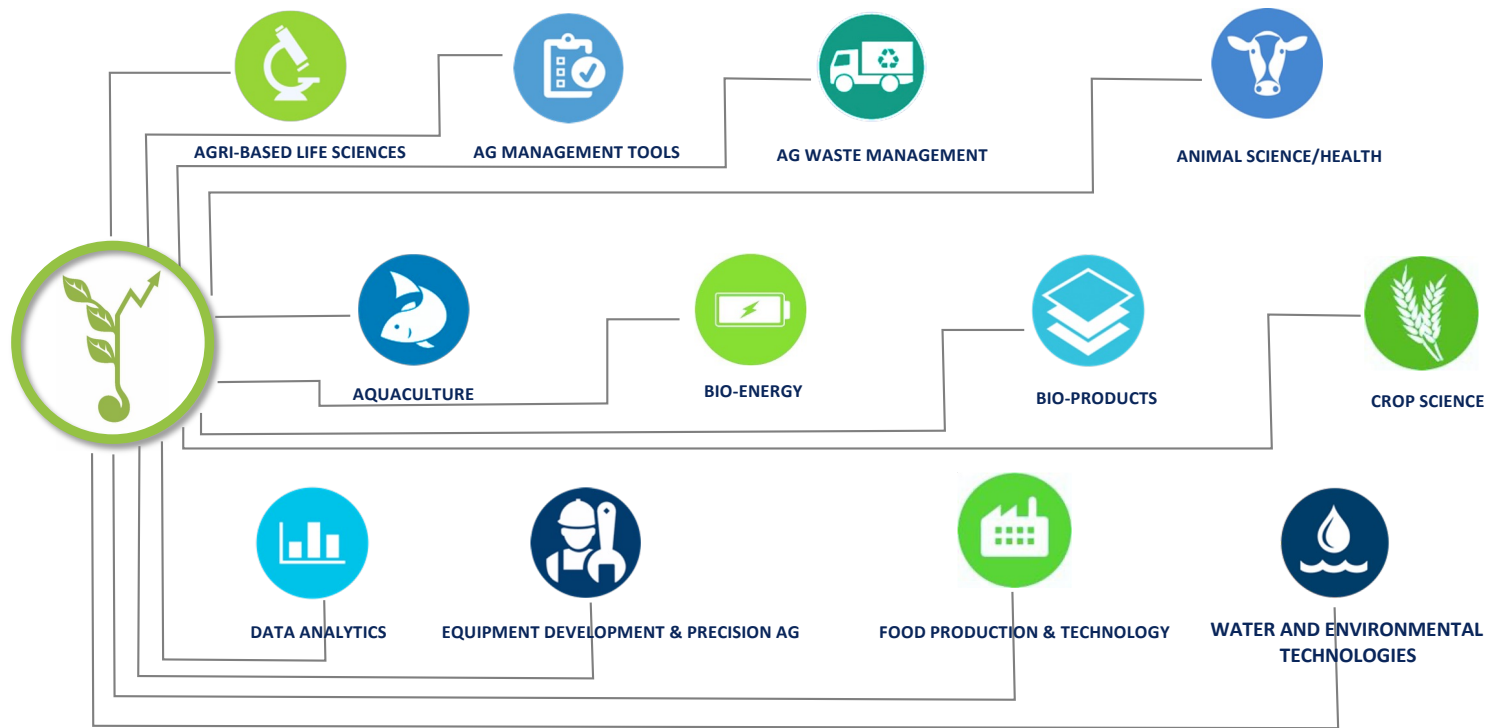
Access to public funding and private financing



Access to international trade and global partnerships

FOOD & AGRI-TECH SUB-SECTORS

BIOENTERPRISE CATEGORIZES THE AGRI-TECHNOLOGY INDUSTRY INTO 12 SECTORS



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Bioenterprise Funding Programs

Maritimes

GreenShoots Program

Quebec

Quebec Ag-tech Accelerator

Ontario

SmartGrowth Program

Ontario Agri-Food Research Initiative

Northern Ontario Innovation Challenge

Foodshift Program

Fertilizer Accelerating Solutions and
Technology Challenge

Alberta

Alberta Yield





GreenShoots – Overview

Round	# Applied	Funds Requested	# Awarded	Funds Awarded
R1	23	\$920,000	7	\$217,000
R2	15	\$600,000	4	\$155,000
R3	17	\$680,000	6	\$200,000
R4	12	\$480,000	5	\$170,000
R5	12	\$480,000	5	\$170,000



SmartGrowth - Overview

Round	# Applied	Funds Requested	# Awarded	Funds Awarded
R1	18	\$1,078,500	11	\$790,000
R2	23	\$2,227,252	6	\$627,000
R3	9	\$748,200	5	\$380,000
R4	17	\$1,495,400	4	\$346,000



ANNOUNCING:
THE ENGINE

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Bioenterprise is pleased to announce the launch of **Canada's Food & Agri-Tech Engine**. *The Engine* is a national and global partnership/membership network focused on helping businesses connect, innovate and grow. Our membership program brings research institutions, academia, industry mentors, various levels of government, incubators, accelerators and specific service providers to help members scale their business. (Launched June 2020)

CANADA'S FOOD & AGRI-TECH ENGINE IS DESIGNED TO:



Canada's Food & Agri-Tech Engine is designed to:
*drive collaboration and cooperation . build efficiencies . streamline commercialization
grow innovation capacity . build global leaders*

COMPRISED OF MEMBER AND PARTNERS

MEMBERS

Members are **private sector** companies from start-up to scale up; from pre-revenue through SMEs.

PARTNERS


Partners are **key innovation stakeholders** who want to benefit from a National innovation engine.



MEMBERS

Members are **private sector** companies from start-up to scale up; from pre-revenue through SMEs.

Servicing the critical needs of entrepreneurs

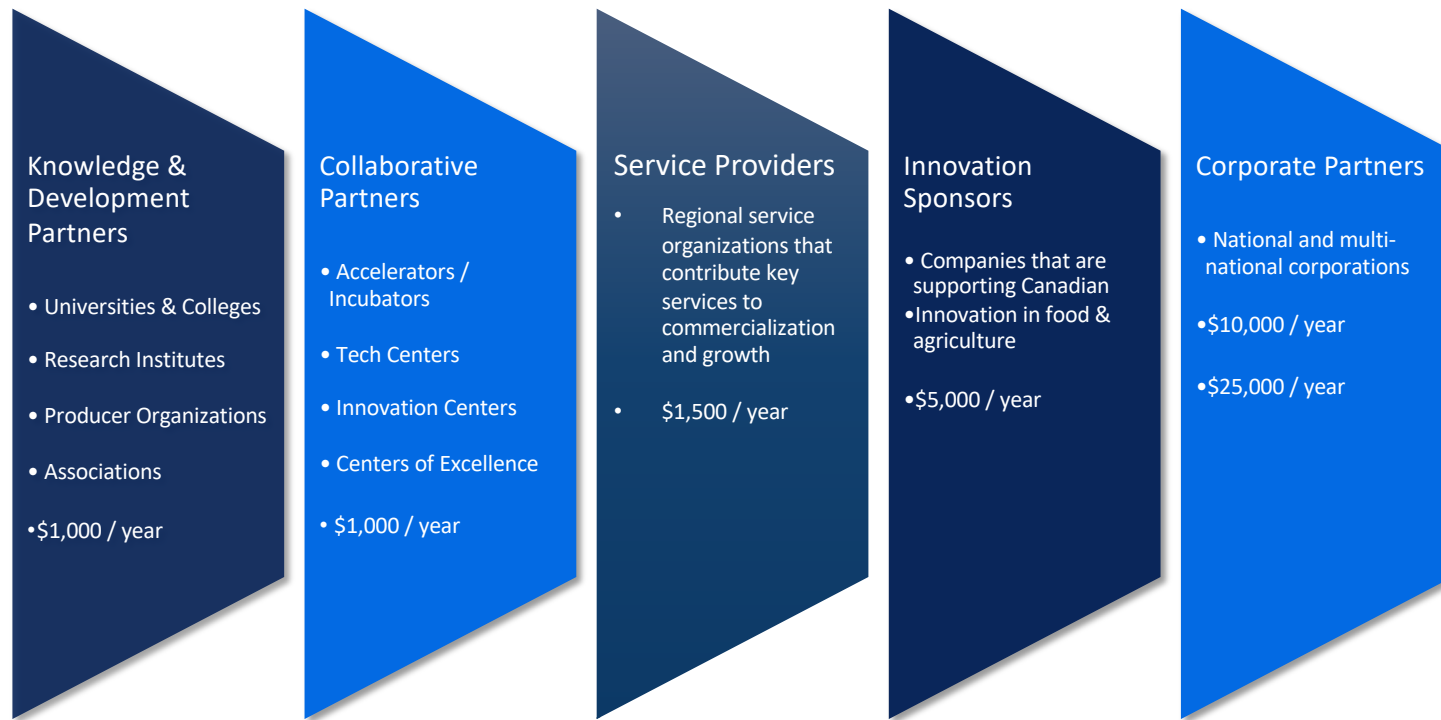


- Mentorship / Coaching
- Connectivity to resources
- Funding
- Regulatory Advice
- General Business Council
- Sales / Marketing / Distribution
- Legal
- Financial / Investment
- Entrepreneur training
- Agricultural Education
- Farm Management



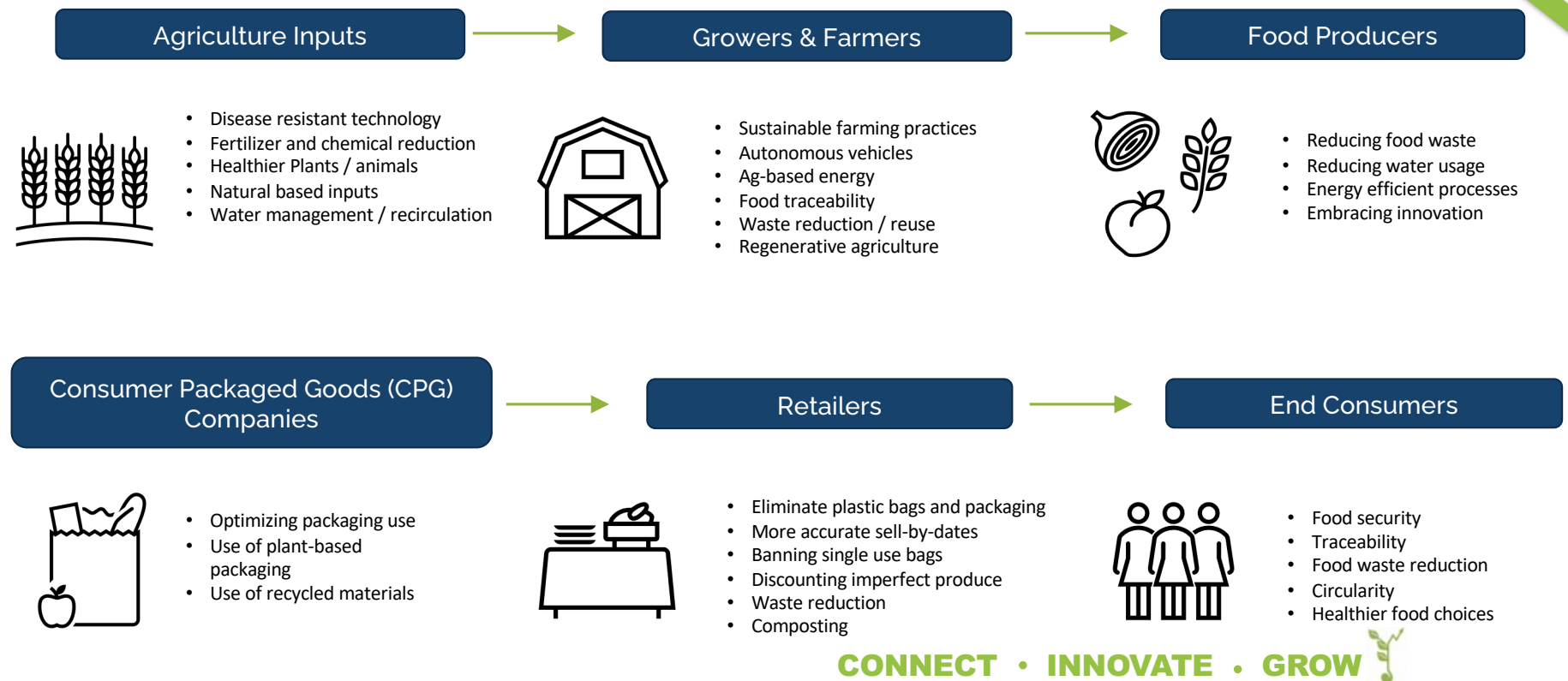
REGIONAL FOOD & AGRI-TECH INNOVATION HUBS

Partners can join based on their areas of interest and critical need.



INNOVATION SPONSORS

- Organizations that are committed to sustainable food and agri-tech innovation in Canada



Canada's Food & Agri-Tech Engine:

Knowledge & Development Partners

Knowledge & Development Partners

- Universities & Colleges
- Research Institutes
- Producer Organizations
- Associations



Canada's Food & Agri-Tech Engine:

Collaborative Innovation Partners

Collaborative Innovation Partners

- Accelerators / Incubators
- Tech Centers
- Innovation Centers
- Centers of Excellence

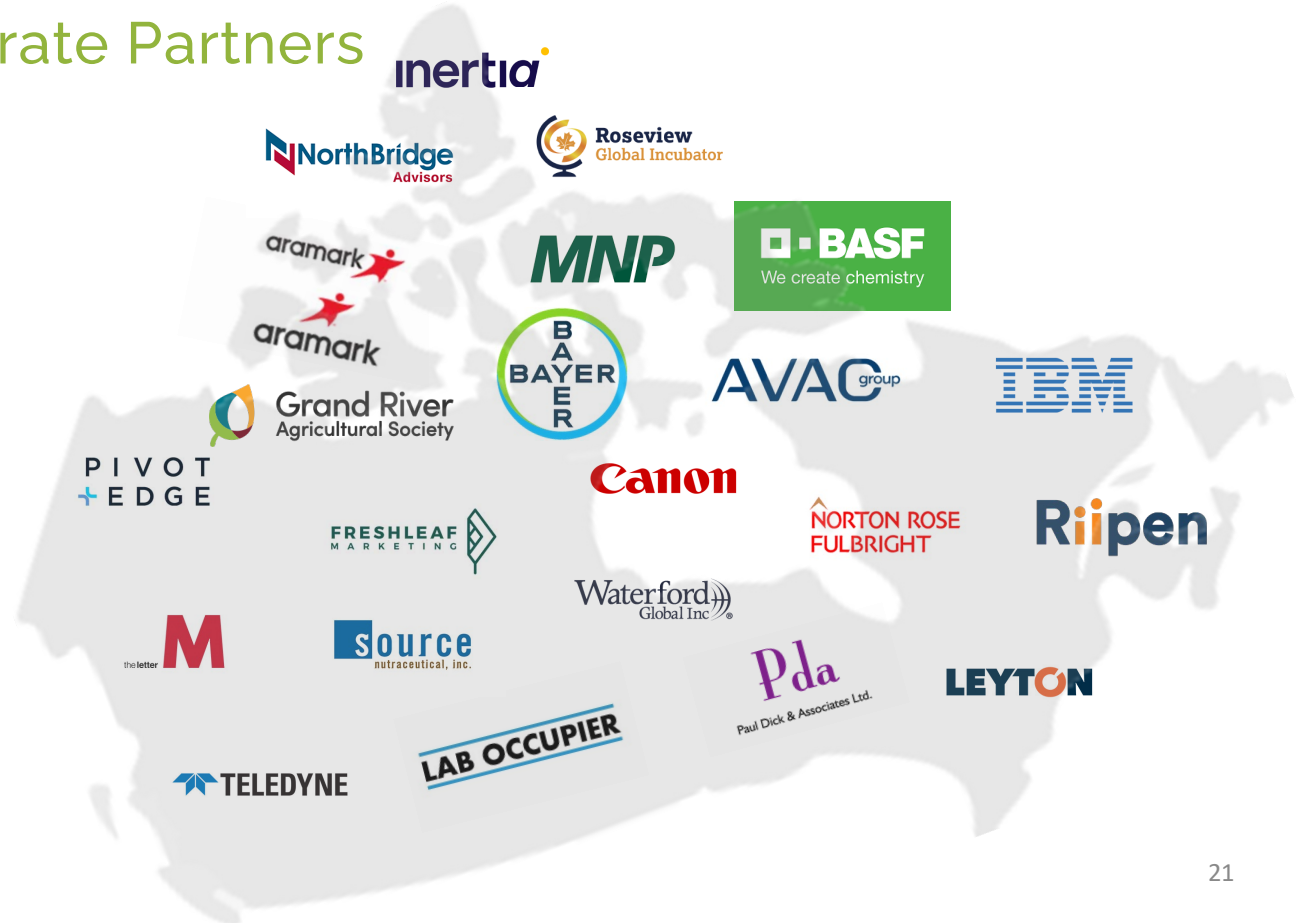


Canada's Food & Agri-Tech Engine:

Service and Corporate Partners

Service and Corporate Innovation Partners

- Service organizations that contribute key services to commercialization and growth
- Companies that are supporting Canadian innovation in food & agriculture





Regional Partnerships

Locations include:

- Atlantic Canada
- Quebec
- Ontario
- Manitoba
- Alberta
- British Columbia

Canada's Food & Agri-Tech Engine

- Members 203 companies, Partners 102 and growing!
- Ecosystem support model is proven with so many buying into and embracing the **Engine** (collaboration / cooperation)
- Increasing demand for national mentorship, cohort and funding support
- Striving towards an efficient, collaborative and cooperative national ecosystem
- Ensuring Canada's global leadership position in agriculture, food, food security, sustainability, climate change and the circular economy

ABOUT OUR NETWORK



SEED STAGE
Pre-revenue businesses



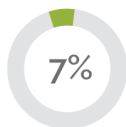
START-UPS
Early stage businesses generating 0-\$2M



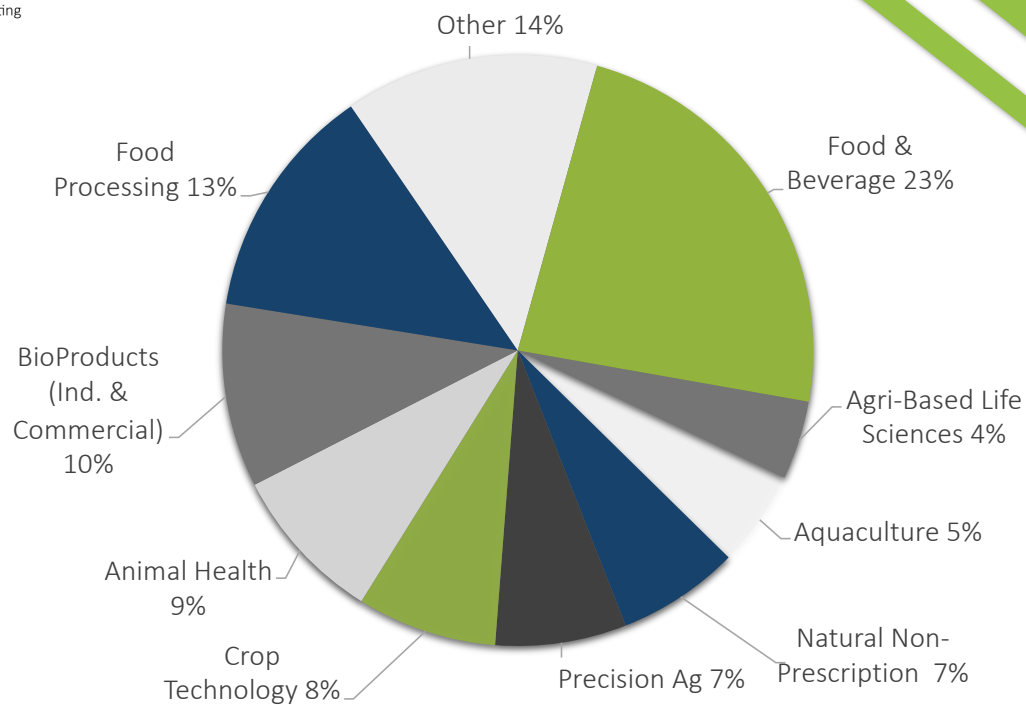
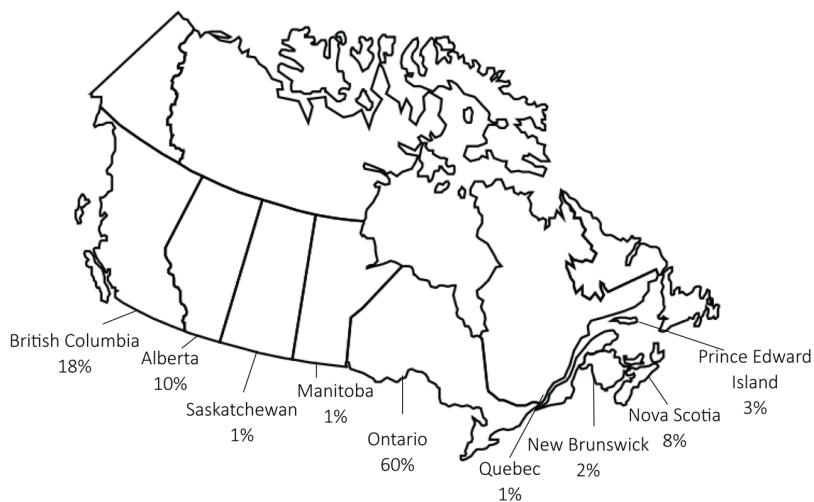
GROWTH STAGE
Businesses generating \$2M-\$5M



SME's
Small to medium sized businesses generating downwards of \$50M in annual sales



MATURE
Businesses generating upwards of \$50M in annual sales



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Thank You