Deliverable 1.2 | Characterisation of start-ups and SMEs

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Abstract

The purpose of this document is to characterise the innovative start-ups and SMEs in the 11 regions represented in the Food-scalEUp project. The profiling is intended to determine regional accelerators end-users and their prospects for improvement areas. The outcome of this characterisation is intended to give a trend on the area of improvement of the ecosystem of each partner.

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1 Introduction

The vision of the Food-scalEUp project is to foster the capacity of European regional agri-food digital innovation ecosystems, especially in “emerging” and “moderate” innovator regions, to be more connected, effective, impactful, resilient and internationally recognized.

More specifically, the mission of Food-scalEUp project is to: develop higher quality business acceleration services in agri-food digital innovation ecosystems of emerging and moderate innovator regions; expand the connections, knowledge, exchange, collaboration at regional, European and international level, between key people representing the different actors of the agri-food digital innovation ecosystems involved in the project; and balance the scaling-up of start-ups and SMEs and the creation of local high-value added jobs in the European regions involved in the project, by balancing the capacity of agri-food digital innovation and acceleration ecosystems in those regions.

2 Characterisation methodology

In order to gather accelerator’s services end-users needs, priorities and objectives, we have developed a questionnaire scheme (annex 1) in which each partner was invited to interview start-ups that have benefited from acceleration services in the last three years in order to provide information on their perception and feedback in terms of their acceleration ecosystems and services. All the consulted companies have been selected for their agrifood and digital capabilities. The information gathered via the questionnaires complemented the pre-existing knowledge of the project partners and allowed for a comprehensive overview of end users’ needs, priorities, and objectives.

This way, we have collected improvement feedback and recommendations from which we intend to identify several items of the accelerator end-users towards their regional acceleration environment and experience. The information obtained has been classified according to synergies and similar directional responses.

In addition, the consulted accelerated agri-businesses were also categorized according to a number of criteria (annex 2) that allow us to observe their sector of activity and their main characteristics.

Questionnaire approach

The information analysed was gathered by the project partners through direct consultations with end-users allowing to give a practical trend of the acceleration dynamics for each region. Each consultation with acceleration end-users was conducted through a questionnaire that was completed by the end-user, a structured interview (varying from 30 minutes to one hour) and used the same application format, or a combination of both methods in most of the cases.

The questionnaire has 3 sections:

1. General data – Characterisation of the company

   This section gathered general data of the company as well as information on the financial support they have received. We included activity sector as well (Food, tech, other...), date of creation, size, target market (B2B, B2C..), location and gender aspects within the company as we expected these aspects could impact in the usage of acceleration services.

2. How companies perceive the regional acceleration ecosystem

   This section aimed to determine how attractive the acceleration ecosystem is for companies and how aware companies are about the availability of services and support organisations.

3. How companies perceive the regional acceleration services

   This section aimed to determine what companies are looking for in acceleration support services. To answer to this question, we enquired on different aspect (availability of supplier, clients, support, relationship…) and gathered feedbacks on what is working and lead on improvements.

3 Characterisation results

3.1 Emerging & moderate innovator regions

3.1.1 Közép-Dunántúl - Hungary

Key positive aspects retained by surveyed companies are:

- Services covers entrepreneurship basic needs (such as management methodologies, visibility, and relationships, strengthening the financial base)

- The ecosystem can be seen as an operational network with easy access to acceleration once you have an established business model and/or a classic start-up.

Main lacks as expressed by surveyed companies are the need for focused services (that can be thematic) and support, instead of general support.

Acceleration ecosystem and services improvement area:

Table 1. Acceleration ecosystem and services feedback - Közép-Dunántúl

Challenge	Observation and suggestion
• To build valuable partnerships	Need to develop more progressive collaborations. ➢ Go global and open to international partners. Need to go further than advice and knowledge. ➢ Support in a truly exposed environment
• To build a more connected ecosystem	Need to facilitate the development of closer relationships. ➢ A strong sense of interactivity between participants allows them to support each other. Need for a wider choice of acceleration. ➢ Especially for small companies, in terms of volume and turnover.
• To build a tailor-made support	Need for useful and targeted acceleration services. ➢ Mentoring by someone with skills and experience in the mentored person's agri-food field. ➢ Small number of companies/teams within

	a program, but with closer cooperation.
• To build better access to finance	Need to learn and have an overview of funding opportunities. ➢ Support by accessing tenders or soft loans opportunities. Need to develop on a more flexible basis. ➢ In many cases, there is no financial support or revenue to fund acceleration, which is a barrier. ➢ By reducing bureaucracy.

3.1.2 Galicia – Spain

Key positive aspects indicated by the consulted companies are:

- The acceleration ecosystem helps getting credibility and pushing forward projects with access facilities and with much lower risk.
- Acceleration programmes are a very useful tool to make small projects grow and structured to be effective, also by being able to provide easier access to funding and other services.

Main lacks as expressed by surveyed companies reflect the additional need of networking and grounded support.

Acceleration ecosystem and services improvement areas:

Table 2. Acceleration ecosystem and services feedback – Galicia

Challenge	Observation and suggestion
• To build valuable partnership	Need to get closer to potential customers who validate the technology or to get partners to become clients once the project has been developed. ➢ A series of challenges could be created for companies to solve and for which they would use a budget. ➢ Matchmaking events with companies that expose challenges. Need to find industrial partners to help with certain aspects of development and growth. ➢ Involvement of driving companies.
• To build a tailor-made support	Need for more "grounded" support. ➢ Very practical trainings with real cases of start-ups that have already solved similar challenges. ➢ It would be beneficial for accelerators to have a better awareness of the needs of companies. ➢ Increase mentoring hours and access to subject matter experts with a pool of hours.
• To build awareness of acceleration opportunities	Need to reduce the time to find out the acceleration services and programmes. ➢ It would be interesting to have a public body bringing together all the knowledge about acceleration business support.

	➢ Looking for greater coordination between actors in the sector. ➢ Dedicated events where end-users could get to know each other. ➢ It could beneficial to have a single marketplace of offered services and programmes as well as of needs. ➢ Public funding bodies (such as XesGalicia) should be committed to highly innovative projects.
• To build a more connected ecosystem	Need to enhance a larger range of stakeholder in which all the value chain are involved and benefit mutually. ➢ Such as startups in growth phases and certain departments of larger companies.

3.1.3 Navarra – Spain

Key positive aspects retained by surveyed companies are:

- The acceleration ecosystem does support the early stages of the start-up and offers risk mitigation (analysis and vision).
- It provides support in the development of the business model (structuring, training, coaching) and is very useful in terms of helping to define the value proposition and to obtain financing.

Main lacks as expressed by surveyed companies relate to expectations on networking and tailored support.

Acceleration ecosystem and services improvement area:

Table 3. Acceleration ecosystem and services feedback - Navarra

Challenge	Observation
• To build awareness of acceleration opportunities	Need for greater sectoral knowledge of the entities to be able to assess and support the projects. ➢ It would be useful to have a directory of resources for business acceleration. Need to redefine acceleration for the agri sector. Currently, the acceleration rules for digital companies are applied, and services are designed with them in mind. Also, for example during investment rounds, it is slow and hardly applicable to the agri sector as they have very long terms and greater risk. ➢ The idea is to see how to adapt to the agri-food sector (advanced average age and conservative profile of the players, fragmentation, low margins, long time-to-market, etc.).

• To build valuable partnerships	Need to have business partners that introduce you to their distribution chain. ➢ Collaborations with partners of interest could be facilitated. Industrial partners or farmer cooperatives will minimize the risk and shorten the time to market.
• To build a more connected ecosystem	Need that accelerators serve as catalysts with investment funds, encouraging to invest in start-ups in the agricultural sector with their particularities (long-term investments, commitment to R&D and the sector). ➢ Finance 100% of the investment in R&D and that the concession is in advance (USA model) Need to facilitate the access to acceleration services. ➢ Since most of accelerators are designed for digital projects, industrial or laboratory projects are left out.
• To build a tailor-made support	Need of uniform training in the early stages of the start-up's life, but later need of more specific support according to individual necessities. ➢ Make a targeted segmentation of companies, based on their profile, needs and offer. Need that investors take greater risks. ➢ They believe that investors should take the risk of not putting penalty clauses if the start-up leaves the region.

3.1.4 Normandie – France

Key positive aspects retained by surveyed companies are:

- The ecosystem allows people to leave their comfort zone and is a real breeding ground for regional companies in terms of talent and access to financial assistance
- The acceleration chain works well even if you quickly go around it.

Main lacks as expressed by surveyed companies' expectations on tailored support, similar to Navarre.

Acceleration ecosystem and services improvement area:

Table 4. Acceleration ecosystem and services feedback - Normandie

Challenge	Observation and suggestion
• To build a tailor-made support	Need for a more in-depth human follow-up in the hard of the activity and in the premises. ➢ Regular face-to-face meetings to better

	understand the issues
• To build valuable partnerships	Need for a more operational and intimate partnership building, ➢ It can help to be recommended and to have moral and institutional support. Being introduced and/or presented to go beyond the regular list of names.

3.1.5 Pays de la Loire - France

Key positive aspects retained by surveyed companies are:

- The ecosystem has an important role in the development of the territory and is naturally connected with specialists from different sectors.
- There is a diversified and rather easy to access acceleration offer. Very useful to validate the general elements of the company and to have contacts.

Main lacks as expressed by surveyed companies relate to expectations on engagement for long term support and on the ground support.

Acceleration ecosystem and services improvement area:

Table 5. Acceleration ecosystem and services feedback - Pays de la Loire

Challenge	Observation and suggestion
• To build a tailor-made support	Need for theoretical and practical follow-up in business model orientation, but with a reliable agrifood approach. ➢ Training in entrepreneurship but agrifood oriented.
• To build valuable partnerships	Need of networking and matchmaking with people who understand the added value of the solution. Great difficulty in finding collaborators because of the niche market, even if the region is strongly related to the sector of activity. ➢ Accelerators have to ensure confidence and affiliation with large industrial groups to allow to test the solution concretely and therefore, increase the credibility of the adoption of the solution.
• To build awareness of acceleration opportunities	Need to reduce the amount of time to find the acceleration services and programs. ➢ Having a clear regional acceleration entrance would be helpful, and with relation to food issues. Need more receptivity for agrifood startup. ➢ There is a perception of countryside versus city. The accelerator should be closer to agricultural environment as they link to the regional production capacities
• To build teams and access to talents	Need to have a good team from the start is essential for the maturity of the company.

	➢ Accelerator could finance or provide overview of talents according to the targeted ambition

3.2 Strong & leader innovator regions

3.2.1 Bretagne – France

Key positive aspects indicated by consulted companies are:

- The ecosystem does reinforce the positioning and business model of acceleration end users.
- The networking aspect allows sustainable development perspectives.

Main lacks as expressed by surveyed companies relate to expectations on networking and tailored support.

Acceleration ecosystem and services improvement area:

Table 6. Acceleration ecosystem and services feedback - Bretagne

Challenge	Observation and suggestion
• To build a more connected ecosystem	Need to be more regionalized and focused on the whole territory, and not area based. ➢ It is important to visit companies from all over the region. Need to be able to confront its value proposition to different kind of entities. ➢ Possibility to have a "free" audit by the Public Investment Bank
• To build awareness of acceleration opportunities	Need to make acceleration offers easier and more visible compared to incubation offers. ➢ It is difficult to see what the programs can do differently depending on you're the expectations. ➢ Make an application on the phone, to make networking easier
• To build teams and access to talents	Need to enhance governance business model. ➢ Combining coaching with training seminars could be an approach to reinforce leadership skills
• To build a tailor-made support	Need to promote networking between businesses. ➢ Develop a peer-to-peer support to identify competencies and know-how of each other by organising work groups over time (not only in the frame of seminars) ➢ A gap between production company and service company could be perceived. They do not face the same challenges, and less is shared. Need of more complex and practical experiences ➢ Without knowledge of activities of

	attendees by speakers, it can remain superficial and generate frustration for attendees. ➢ Important to bear in mind the recruitment of businesses and their time to get involved: some of them have not attended and have displaced other businesses

3.2.2 PACA & Auvergne Rhône-Alpes – France

Key positive aspects retained by surveyed companies are:

- The system is rich and allows a very good access to skills and partners.
- The networking aspect aspect is an added value with a modern approach and the different networks and hubs are easy to integrate.

Main lacks as expressed by surveyed companies relate to expectations on long-term commitment and tailored support.

Acceleration ecosystem and services improvement area:

Table 7. Acceleration ecosystem and services feedback - PACA & Auvergne Rhône-Alpes

Challenge	Observation and suggestion
• To build awareness of acceleration opportunities	Need to reduce the amount of time to find out the acceleration services and programs. ➢ Reduce the scope of structures and/or organise them by specialised business sector
• To build a more connected ecosystem	Need to open up the established mechanisms and codes of accelerator culture. Some people can't be reached for this reason. ➢ Exchanging knowledge of the acceleration environment and promoting acceleration services to the most remote profiles Need for more government bodies in the ecosystem. ➢ Political entities empower the development of certain activities, such as providing a space to operate (for industrialisation or other purposes).
• To build valuable partnership	Need to focus on the path towards a concrete partnership and/or collaborative project. ➢ Especially for a very innovative type of product
• To build a tailor-made support	Need more field-oriented people and less strategy-oriented people to provide advisory services. ➢ Include technical and highly qualified support for innovative projects: advice by engineers, researchers, academics.
• To build better access to finance	Need to facilitate the first fundraising to launch the innovation.

	➢ There is a lack of seed funding to help entrepreneurs get started. Need to develop on a more flexible basis. ➢ A difficult service to find for innovative projects is people or entities willing to take risks for you, too many guarantees are needed.

3.2.3 Ostwestfalen-Lippe & North Rhine-Westphalia

by surveyed companies are:

- The ecosystem is very well developed and offers a wide range of services.
- There are several financial aids or start-up scholarships (financing of stuff, monthly scholarship,and individual coaching).

Main lacks as expressed by surveyed companies relate to expectations on access to talent and tailored support.

Acceleration ecosystem and services improvement area:

Table 8. Acceleration ecosystem and services feedback – Ostwestfalen-Lippe & North Rhine-Westphalia

Challenge	Observation and suggestion
• To build a tailor-made support	Need a one-to-one specific coaching rather than only global workshops with repetitive content. ➢ Less big events (camps etc.) but specific offers in small groups. ➢ Have individual exchanges with consultants on issues. ➢ As start-ups changes over time, mentoring services must also change over time. Need to turn the business plan into reality and get the business off the ground by making possible individual and personal long-term coaching. ➢ Supporting the diverse and daily challenges of a growing business
• To build teams and access to talents	Need to put company culture on the agenda of acceleration components. ➢ Have information on staff recruitment, team health, mental coaching and how to lead a team/company
• To build awareness of acceleration opportunities	Need to simplify the view of opportunities to find the accelerator that fits. ➢ Have a single source at regional level and more coordinated cooperation of the involved actors.

	➢ Set-up a platform for recommendation on which programme/service will be best for the next steps of the ASU.
• To build a more connected ecosystem	Need to strengthen the communication and exchange between the ASP, prioritising the setting (specification) due to the ecosystem e.g. food, and evolve a programme that leads the start-up from the first idea till the scale-up and above. Making possible individual and personal long-term follow-up. ➢ Supporting the diverse and daily challenges of a growing business

3.2.4 Gelderland & Noord-Brabant - Netherlands

Key positive aspects retained by surveyed companies are:

- There are a lot of acceleration services and programs available.
- The acceleration ecosystem includes a relevant network with knowledge, experts, talent and potential customers.

Main lacks as expressed by surveyed companies relate to expectations on additional tailored support and adequate funding. Start-up accelerations services are very good in The Netherlands, however too many start-ups fail in scaling-up. Main reason for the last is no access to finance or internal team problems.

Acceleration ecosystem and services improvement area:

Table 9. Acceleration ecosystem and services feedback - Gederland & Noord-Brabant

Challenge	Observation and suggestion
• To build a tailor-made support	Need of more specific support according to individual necessities. ➢ Include room for tailor-made questions/support/expertise instead of only one-size-fits-most approach. Need for very practical easy-accessible support when it is about the basics of building/scaling a company (for example organisational structure pension fee, staff recruitment, etc.) ➢ Include need-to-have experts in the program that fit with the company's questions. ➢ Not only focus on the founder of the company but also on the sales, HR managers as they must implement the learnings.
• To build awareness of acceleration opportunities	Need to improve communication about the benefits, needed time investment and targets groups of the different programs or services

	to get the most out of it. ➢ Different programs complement each other (for example focus on a different stage of the company or different area of expertise) ➢ Listen to the startups needs and connect to the most suitable program. ➢ It is helpful if the program is not for profit, so it is clear they only want to do what is best for the startup. ➢ There is a lot of acceleration support for start-ups, but hardly any support for scale-ups (just one program; Scale up Practitioners)
• To build a more connected ecosystem	Need to build a network of test facilities, thus to create an overview of accessible and affordable facilities for startups and scaleups to run pilots/small scale production to try and improve the products. Especially for scale-up this is an important condition to come further. ➢ Access to field labs (within Europe) environments to be able to test specifically and to come to MVP
• To build better access to finance	Need to have more opportunities for funding after the pre-seed phase. ➢ Lack of access to finance for scale-ups; no funding between 5 and 10 million Euro's (in relation to risk profile) ➢ Opportunity to create a dedicated European investment fund for foodtech.

4 Conclusions

In total, the Food-scalEUp partners interviewed 64 acceleration end users, of which 35 are located in the emerging and moderate regions and 29 are located in the strong and leader innovator regions. All the consulted profiles had experienced acceleration services within the last 3 years and were start-ups, scale-ups or innovative SMEs with a focus on agrifood and digital solutions.

Overall, the main difference between the emerging/moderate regions and the strong/leading regions seems to be the access to the market by having the possibility to establish collaboration schemes with regional industry players. Similarly, the strong/leading regions appeared to emphasis the good networking services they offer. Therefore, we can consider that the improvement of networking services in less developed regions can be a determining factor to transform them into more developed regions.

As part of this investigation into the acceleration ecosystem and associated acceleration services, we have identified a series of improvement points and strengthening recommendations. The identified points of improvement have been observed at the regional level, however, all can contribute to the improvement of the whole partnership ecosystem.

The following points have been identified as areas for improvement:

1. To build valuable partnerships
2. To build a tailor-made support
3. To build better access to finance
4. To build awareness of acceleration opportunities
5. To build a more connected ecosystem
6. To build teams and have access to talent

The different elements mentioned above constitute perspectives and axes for the future actions to be carried out but also to identify on which direction the project will be built, potentially by whom and with which grade of priority.

A pooling of results to allow a better visualisation of needs and improvement opportunities will be reported in D1.3.

5 Annexes

5.1 Questionnaire for accelerator end-users

Structured interview reception sheet for accelerator end-users

SECTION 1: GENERAL DATA – CHARACTERISATION OF THE COMPANY

<table>
<tr><td>Name</td><td colspan="6">Insert text</td></tr>
<tr><td>Sector (Food, tech, other...)</td><td colspan="6">Insert text</td></tr>
<tr><td>Date of creation</td><td colspan="6">Insert text</td></tr>
<tr><td>Current nº of employees</td><td colspan="6">Insert text</td></tr>
<tr><td>Type of organisation (Start-up, scale-up…)</td><td colspan="6">Insert text</td></tr>
<tr><td>Targeted market (B2B/C, On/offline, Local/international, other…)</td><td colspan="6">Insert text</td></tr>
<tr><td>Funding and support received
(organisation from who they received support, mean to fund their development…)</td><td colspan="6">Insert text</td></tr>
<tr><td>Acceleration perimeter</td><td colspan="2">Has the turnover increased at least 20% in 2019, 2020, and 2021?</td><td>Y/N</td><td colspan="2">Has the nº of employees increased at least 20% in 2019, 2020, and 2021?</td><td>Y/N</td></tr>
<tr><td>Location</td><td>Country</td><td></td><td>Region</td><td></td><td>City</td><td></td></tr>
<tr><td rowspan="3">Gender aspects</td><td colspan="4">Company owner</td><td colspan="2">Men / Woman</td></tr>
<tr><td colspan="4">Overall percentage of women in the company</td><td colspan="2">%</td></tr>
<tr><td colspan="4">Overall percentage of women in management positions</td><td colspan="2">%</td></tr>
</table>

SECTION 2. QUESTIONS RELATED TO HOW COMPANIES PERCEIVE THE REGIONAL ACCELERATION ECOSYSTEM

What we want to know: how attractive the acceleration ecosystem is for companies

What reasons led you to establish your company in this specific region? *(Proximity to suppliers & clients, availability of a support system to start and grow, Fiscal incentives, other…)*	*Insert text*
If you are aware of existing acceleration support services/programmes in the region, how did you hear about it? *(Media, direct mailing, partners, an organisation I am member of, other…)*	*Insert text*

The extent to which you know and find it easy to establish relationships with other actors relevant to your business. • *Difficulty in identifying relevant partners/collaborators and in building a relationship with them? what do you think is preventing that? What would you do differently?* • *What do you think works particularly well?*	*Insert text*
The availability, adequacy, and access to acceleration support services matching the needs of companies. • *Do you find difficult to know of existing services/ programmes? you have difficulties in accessing them? they are not relevant for you?* • *What do you think works particularly well?*	*Insert text*
All in all, what is your global feedback towards your acceleration ecosystem? *Positive & negative aspects aspect ?* *(Open question for any additional remarks)*	*Insert text*

SECTION 3. QUESTIONS RELATED TO HOW COMPANIES PERCEIVE THE REGIONAL ACCELERATION SERVICES

What we want to know: How acceleration support services can be improved

What are your needs in term of acceleration services? *(Hosting / Co-working / incubation, training, coaching /mentoring, Networking/matchmaking, Visibility/media coverage, funding, IPR and legal services, other…)*		Insert text
Have you participated in any accelerator / acceleration programme? If yes, which ? If no, why ?	Y/N	*Insert text*
In what stage of development is / was your business? *(Idea/prototype, start-up, scale-up, SME…)*		*Insert text*
What acceleration support services have you directly benefited from? *(Hosting / Co-working / incubation, training, coaching /mentoring, Networking/matchmaking, Visibility/media coverage, funding, IPR and legal services, other…)*		*Insert text*
What direct impacts resulting of the acceleration services on your business did you seen? (Increased turnover /employee /competencies / skills / collaborations / business partner(s), visibility, funding, space to operate other…)		*Insert text*

What do you consider to be the main drivers of scaling up? *(Access to finance, to markets, to industrial facilities, to talents, leadership skills, alliances building…)*	*Insert text*
What would you recommend to improve acceleration services and its impact?	*Insert text*
All in all, what is your global feedback towards acceleration services? *Added value and challenges?* *(Open question for any additional remarks)*	*Insert text*

5.2 Consulted accelerator end-users

	Sector of activity	Type	Market target	Date of creation	Gender average	Region
SMAPPLAB	Digital technology	Start-up	B2B, export	2020	25%	Közép-Dunántúl
GrainMonitor Ltd.	Digital technology	Start-up	B2B	2020	0%	Közép-Dunántúl
Green Drops Farm Ltd.	Agrifood	Start-up	B2B	2019	50%	Közép-Dunántúl
Upsoo	Digital technology	Start-up	B2B	2019	50%	Közép-Dunántúl
Indeveyes Technologies Ltd.	Digital technology	Scale-up	B2B	2020	0%	Közép-Dunántúl
Composity Ltd.	Digital technology	Start-up	B2B	2020	57%	Közép-Dunántúl
Veteményem Ltd.	Agrifood	Start-up	B2B, B2C, local	2021	0%	Közép-Dunántúl
Munch	Agrifood	Start-up	B2B	2018	25%	Közép-Dunántúl
AOTECH GALICIA	Technology	Start-up	*B2B NATIONAL*	*2021*	*33%*	Galicia
GALINSECT, S.L.	Agrifood	Start-up	*B2B local and international*	2020	0%	Galicia
Innogando S.L	Agrifood technology	Start-up	B2B, ONLINE, international	2020	*10%*	Galicia
Keybiological	*Biotechnology-foodtech*	Start-up	*B2B international*	2022	*33%*	Galicia
ODS Protein	Food	Start-up	B2B	2021	*33%*	Galicia
TripleAlpha Innovation	Technology	Start-up	*B2B National/International*	2018	44%	Galicia
HIMIKODE TECH	Technology	Start-up	B2B	2018	*33%*	Galicia
TASTELAB	*Biotechnology-foodtech*	Start-up	*B2B national, international*	2015	*50%*	Galicia
AGROPEST ALERT	Agro Tech	Start-up	B2B, National	2016	0%	Navarra
BIOEDER TECHNOLOGY S.L.	Agro biotech	Scale-up	B2B , International	2013	40%	Navarra

	Sector of activity	Type	Market target	Date of creation	Gender average	Region
Bread Free S.L.	Agrobiotech	Start-up	B2B , National	2021	71%	Navarra
Fruit and Food Products, S.L.	Agrobiotech	Start-up	B2B (Horeca) National	2021	0%	Navarra
GREEN TECH	Tech, Green	Scale-up	B2B , National	2020	*20%*	Navarra
MOA Biotech S.L.	Agrobiotech	Scale-up	B2B, International	2020	*73%*	Navarra
NULAB	Agro tech	Scale-up	B2B Regional, National and International (Latam)	2019	*25%*	Navarra
VISIONQUALITY SYSTEMS SL	Agro tech	Scale-up	B2B	2016	*0%*	Navarra
WELFARE TRACKER	Agro tech	Scale-up	B2B Offline National	2017	*0%*	Navarra
Arterya	Tech	*Start-up*	*B2B, international*	2022	*70%*	Normandie
Veragrow	Agrifood	*Start-up*	*B2B, international*	2019	*30%*	Normandie
Avicare	Tech, transport	*Start-up*	*B2B, offline, local*	2017	*0%*	Pays de la Loire
AVIUM	Food tech, industrial equipment	*Start-up*	B2B, offline, local and international	2020	*0%*	Pays de la Loire
Plant Innovation	*Deeptech, Biotech for food*	*Start-up*	*B2B, Local, international*	2020	*75%*	Pays de la Loire
SolidariFood	Food	Non-profit association	*Local, offline, regional, B2B, B2C*	2015	*60%*	Pays de la Loire
ABYSS INGREDIENTS	FOOD	SME	BtoB, local/national/international	2010	*70%*	Bretagne
Elementa	FOOD	SME		2010	*0%*	Bretagne
Terre d'embruns	FOOD	SME	Local to international	2007	*0%*	Bretagne
IJUNUS	Tech, IOT	SME		2003	*0%*	Bretagne
Adequabio	*Agrifood / Agronomy*	*Scale-up*	*B2B*	2018	*40%*	PACA & Auvergne Rhône-Alpes
Agronovae Industrie	Food	*SME*	*B2C, B2B, national and international market*	*1986*	*55%*	PACA & Auvergne Rhône-Alpes
Filclair	*Agriculture / agronomy*	*SME*	*B2B, national, iinternational*	*1963*	*10%*	PACA & Auvergne Rhône-Alpes
Lyophitec	*Agrifood and cosmetic industrial equipment*	*Scale-up*	*B2B, national & international*	2017	*40%*	PACA & Auvergne Rhône-Alpes
Superfruiticals	*Agrifood / nutraceutic*	*Scale-up*	*B2B : national, international*	2010	*0%*	PACA & Auvergne Rhône-Alpes
Chiche	Food	*Scale-up*	*B2B2C ; national*	2016	*70%*	PACA & Auvergne Rhône-Alpes

	Sector of activity	Type	Market target	Date of creation	Gender average	Region
Telaqua	*Tech – agricultural equipment*	*Scale-up*	*B2B, international and national*	2018	*20%*	PACA & Auvergne Rhône-Alpes
Antegon GmbH	*Food, tech*	Start-up	*B2C*	2017	*20%*	Detmold
AllCup GmbH	*Food solution*	*Start-up, pre seed phase*	B2B, offline, international	2022	*60%*	Detmold
FINDIQ GmbH	*Tech solution, IT solutions*	Start-up	*B2B*	2022	*33%*	Detmold
DatenBerg GmbH	*IT solutions, process optimization*	Start-up	*B2B*	2018	*26%*	Detmold
ENLYZE GmbH	*IT solutions, process optimization*	Start-up	*B2B*	2018	*25%*	Detmold
BeefyGreen	Food	Scale-up	B2B	2018	0%	Gelderland & Noord-Brabant
Crustalicious	Food	Scale-up	B2B	2022	0%	Gelderland & Noord-Brabant
RMF Europe B.V.	Food	Scale-up	B2B	2018	0%	Gelderland & Noord-Brabant
LocalTea (TeabyMe)	Food,agro,online	Start-up	B2C & B2B, offline & online	2018	50%	Gelderland & Noord-Brabant
PectCof	*Agrifood, green chemistry/biotechnology, ingredients*	Scale-up	B2B, international	2012	40%	Gelderland & Noord-Brabant
Zainab Foods B.V.	Food	Scale-up	B2B, local/international		80%	Gelderland & Noord-Brabant
Food for Analytics	Tech	Scale-up	B2B, international	2023	28%	Gelderland & Noord-Brabant
GreenFood50	Food	Scale-up	B2B	2014	40%	Gelderland & Noord-Brabant
InsectoCycle	Foodtech	Start-up	B2B	2018	15%	Gelderland & Noord-Brabant
Revyve/FUMI Ingredients	Foodtech	Start-up	B2B	2019	20%	Gelderland & Noord-Brabant
Rival Foods	Foodtech	Start-up	B2B	2019	25%	Gelderland & Noord-Brabant
Sibo	*biotechnology*	Start-up	*B2B, International, food ingredients, data science to apply all ingredients in food*	2021	43%	Gelderland & Noord-Brabant
Time traveling milkman	*Agrifood*	Scale-up	*B2B, northwest Europe*	2019	40%	Gelderland & Noord-Brabant