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# UM6P Ventures' Agriculture & Food Offer Support and Investment

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## Venture Builder Characterization

- *Business analysis* - market opportunity, business model, go-to-market strategy, and legal and financial structure.
- *Intellectual property assessment* - adoption of the most appropriate IP strategy
- *Technology support* - top-tier technology experts in Agriculture & Food

## Growth and Maturation

- *Subject matter experts* - a broad ecosystem of best-in-class domain and Agriculture & Food subject matter expertise.
- *Facilities* - state-of-the-art laboratories in Agriculture & Food, platforms of excellence and production equipment
- *Business structuring support* - assists startups in reaching important milestones

## Venture Capital

- *Cash and in-kind investments* - series A funding, operating company or the formation of a joint venture, mergers, and acquisitions

## The Agriculture & Food opportunity

The planet's natural resources are decreasing at a rapid pace. At the same time, technological advances are being developed to minimize the impact on the world's food supply. These technologies have the potential to create new evolutionary processes and approaches that enhance and salvage the current food system. The global food industry is valued at \$8 trillion USD<sup>1</sup>. These disruptive innovations are helping to transition the food industry from conventional animal-based proteins to plant and alternative proteins utilizing precision fermentation. Emergen Research states that in just one of these technology areas, gene editing, the global market size was \$5.20 billion USD in 2020 and is expected to reach \$18.50 billion USD in 2028, predicting a revenue CAGR of 17.2% during the forecast period, 2021-2028<sup>2</sup>.

UM6P Ventures, the investment arm of UM6P and backed by OCP Group, sees an opportunity to promote advancements in Agriculture & Food by developing an innovative ecosystem, supporting and funding entrepreneurial ventures, and accelerating scientific and technological innovation in this critical domain. We focus our investments on innovations that address systemic issues with the potential to have a large impact on the Agrobioscience industry, such as soil and plant issues, agfood challenges and implementing smart agriculture technologies. We provide early-stage ventures with seed funding to help them scale with the support of an underlying scientific value proposition. Strong intellectual property, scientifically rigorous, delivery-focused management teams, and the ability to apply solutions globally - especially in Africa - are the main qualities we seek in our target Agriculture & Food portfolio companies. Our conviction is that a pure scientific approach will be necessary to provide solutions that stand the test of time.

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<sup>1</sup> <https://techcrunch.com/2018/11/01/agrifood-the-8trn-industry-thats-worth-your-salt/>

<sup>2</sup> <https://www.biospace.com/article/gene-editing-market-size-to-reach-usd-18-50-billion-in-2028-industry-trend-extensive-use-of-gene-editing-in-development-of-personalized-medicine/>

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## Venture Builder

### Characterization

Characterization of startups and projects is facilitated during the due diligence process pre-investment stage. The advanced due diligence performed by UM6P Ventures ensures that startups receive a high quality of business, technology, intellectual property, and scientific support relevant to their applicative field before moving to further rounds of non-dilutive grant subsidies and investments. Recommendations for improvement and access to critical platforms and infrastructure help accelerate time to market and provide startups with an optimal chance of success.

### *Business analysis*

In-depth business analysis provides guidance and validation of the startups' market opportunity, business model, go-to-market strategy, and legal and financial structure. Business advisory support and access to industry leading Agriculture & Food corporations helps startups design and scale up their projects.

### *Intellectual property assessment*

Intellectual property (IP) is a critical component of deep tech that needs to be addressed early on to protect a startup's assets as they develop and produce their products and services. UM6P Ventures assists startups with the adoption of the most appropriate IP strategy which includes an assessment of the patentability of the product, a maturity assessment of the technology and an understanding of the necessary milestones to bring the patented solution to market.

### *Technology support*

UM6P Ventures provides access to top-tier experts in Agriculture & Food who master both the upstream (technology) and downstream (market). UM6P Ventures provides access to a world-wide network of experts and executives with the best scientific minds on the African continent. They enable early-stage companies to perfect their technologies and take their innovations from the lab to market. In addition, they provide entrepreneurs with the necessary skills to progress to industrial scale production.

### Growth and Maturation

In response to the unique requirements of Agriculture & Food startups, UM6P Ventures continues its support by offering access to:

***Subject Matter Experts*** - Agriculture & Food experts specializing in post-harvest loss (PHL), and food waste reduction, plant and cell-based alternative proteins, edible coatings, protein-based solutions, precision fermentation, crop protection, and digital solutions and platforms.

***Facilities*** - State-of-the art laboratories, platforms of excellence and equipment for the testing, prototyping, validation, and production phases of product development. Agriculture & Food facilities include the Agricultural Innovation and Technology Transfer Center (AITTC), which includes the UM6P experimental farm that provides soil, plant, and water laboratory analysis and a large research nursery. In addition, the laboratories of Agriculture & Food (Agbs), Center of Excellence in Soil and Fertilizer Research in Africa (CESFRA), and International Water Research Institute (IWRI) are available for new plant products and sustainable water and soil management methods.

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***Business structuring support*** – A large network of acceleration programs, investors, corporate entities, industry pilots and policy makers in the field of Agriculture & Food assist startups in reaching important milestones and monitor the proper execution of their business roadmap.

## **Venture Capital**

Through seed funding, UM6P Ventures provides deep tech ventures with investment tickets (cash and in-kind investment) in exchange for a minority equity stake to minimize founder dilution. It diversifies the sources of funding through other investors, helps early-stage startups grow into large scale enterprises, prepares them for future investment rounds, and connects startups with a large network of investors and corporations. UM6P ventures funds startups using several different strategies that can include series A funding, the creation of an operating company, the formation of a joint venture, or through mergers and acquisitions.

## **About UM6P Ventures**

UM6P Ventures is an African based early-stage ventures firm operating two funds ; a Digital Transformation fund and a Deeptech Ventures fund.

UM6P Ventures invests in pre-seed and seed Digital Transformation startups alongside partners from its vast network of native and international programs including incubators and accelerators, and investors such as Business Angels and venture capitalists. UM6P Ventures provides an unmatched ability to invest, build and scale businesses. UM6P Ventures provides Deeptech Ventures with capital and advanced sourcing of talent, subject domain expertise, and the ability to access specialized equipment and infrastructure.

Through its investments, UM6P Ventures develops and scales talent and expertise in support of the African ecosystem. UM6P Ventures has a robust ecosystem and an investment portfolio actively invested in Agriculture & Food, Pharma & Medical , Water & Energy, Artificial Intelligence (AI) & Cybersecurity.