



 **Cycle
Momentum**

2023 Cohort

AGTECH
acceleration
INTENSIVE AND IMMERSIVE PROGRAM

Powered By  **zone
agtech**

in collaboration with

 **BIOENTERPRISE**
CANADA'S FOOD & AGRI-TECH ENGINE

Introduction

In partnership with Bioenterprise Corporation, Agtech Zone and Cycle Momentum invites you to apply for the 2023 Cycle Momentum Acceleration Program: Agtech - powered by the Agtech Zone. The Agtech Accelerator Program is 100% dedicated to the commercialization of innovative agricultural technologies in Quebec. The program aims to accelerate companies that propose concrete solutions to reduce the environmental footprint, help agricultural producers adapt to climate change and/or develop food autonomy in Quebec.

As part of the program, five seed-stage companies proposing innovative agricultural solutions will be selected and receive mentoring and advice from industry experts to grow their companies.

The selected companies will benefit¹ from:

- 16 weeks of intensive coaching as part of Cycle Momentum's Accelerator Program, which is known for its strength in scaling ClimateTech startups (+90% survival rate over 5 years);
- 90 hours of strategic coaching² over 3 years, offered by industry experts (value of \$13,500);
- Up to \$250,000 in loan financing³ for eligible businesses;
- Access to Cycle Momentum's Partner Fund Circle (30 venture capital partners), Desjardins, Fondation and other funding partners of the Agtech Zone;⁴
- An ecosystem that is dedicated to scaling agtech companies. The Agtech Accelerator network consists of 2,500 agricultural producers, 100 startups in agtech and plant bioproducts; 30 partner research and innovation centres, 20 major agricultural, agri-food and agro-industrial companies and multiple strategic partners, including five international corridors.
- Direct support and introductions to the Quebec Agtech Community

The Agtech Zone and Cycle Momentum wish all applicants the best of luck and look forward to working with entrepreneurs to advance sustainability and innovation in Quebec's agriculture sector.



Marilou Cyr
Director Zone Agtech



Patrick Gagné
CEO Cycle Momentum

Cycle Momentum

Agtech Acceleration Program

1. Program Objectives



Setting up
company structure



Grow your agtech
business network



Test/validate your
product with client-
partners



Collaborate with
experienced advisors and
mentors



Develop an effective
funding strategy



Accelerate the
commercialisation of
your product



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Agtech Acceleration Program

2. Program Components



Training and workshops

20 workshops/trainings to support agtech entrepreneurs



Mentoring

Dedicated coaching by an experienced or specialised entrepreneur



Agriculture Sector Collaboration

Showcase and receive feedback from potential partners



Pitch Preparation

Develop effective communication techniques to present your company in front of investors



Finance and Market Research

Advanced coaching on topics that are central to the growth of your company (e.g. financing, market, etc.)



Demo Day

Opportunity to present your company in front of investors, commercial partners and financial institutions



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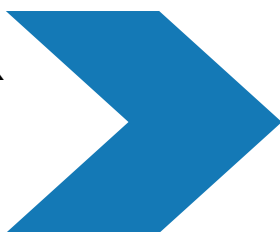
Agtech Acceleration Program

3. Program Details

The four-months Agtech Acceleration Program consists of four blocks of training and workshops as follows:

Start of the Cohort

Ecosystem & value proposition

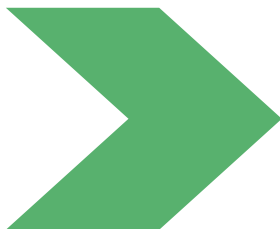


- Understanding and activating your business ecosystem

- Positioning yourself in the agtech ecosystem across regional markets

- Creating a compelling value proposition

Product Innovation



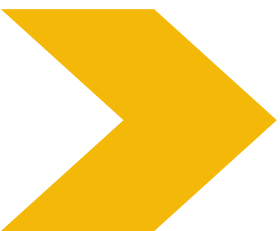
- Product Development and Operations

- Building and managing supply chain

- Ensuring a successful field prototype (TRL7)

Pitch Preparation

Projecting & Forecasting Growth



- Understanding the intellectual property approach

- Developing your marketing strategy

- Building financial models

Management Skills



- Developing company culture

- Understanding best practices in administration and governance

- Personal development as an entrepreneur

DEMO DAY

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Agtech Acceleration Program

4. Why should you apply?

By joining the Agtech Accelerator Program, you will have unique access to

A team of industry experts and mentors to validate your business proposal

An intensive 16 weeks immersive program that provides hands-on coaching, educational training and industry connections

A flexible program that is designed to meet your strategic objectives

A network of investors including Cycle Momentum's Circle of Partner Funds and Agtech Zone's Partners

90 hours of strategic 1-1 coaching over 3 years (valued at \$13,500)

Support in identifying commercial partner/location for pilot testing

Opportunity to expand your professional network to support the company's business growth

A one-year membership to Zone Agtech, Bioentreprise and Écotech Québec (value of \$1,400)

One company (selected by the jury) will also benefit from 1 free business entry into Agtech Zone for one year (valued of \$5,000)!

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Agtech Acceleration Program

4. Selection Criteria

We are looking for companies that can :

- + Develop a product or service that addresses a real market problem and/or offers a solution to improve efficiencies in the agriculture sector;
- + Demonstrate that the product or service has attractive growth potential;
- + Showcase sufficient and achievable market size.

This means that:

- + Your product or service must be at a maturity level of TRL-7 and above;
- + The initial problem/solution fit must have been validated;
- + You must have established contacts with potential customers in the sales pipeline;
- + You should have started testing your business model with customers and gathered early insights to develop your product further.



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Agtech Acceleration Program

5. Eligibility

- + Your solution must aim to reduce greenhouse gas emissions in Quebec;
- + Relocate to the Agtech Zone within 18 months after the start of the program to take full advantage of the Agtech ecosystem and connect with industrial partners and investors to showcase your product and solution;
- + The executive team must consist of at least two people.

6. Timeline

- + Application Deadline: December 13, 2022, noon;
- + Selection Committee: January 13, 2023;
- + Program Start Date: Early February 2023;
- + Program Participation Fee is \$750 (following your selection);
- + Participation in the program's activities are compulsory and will take place every Monday and Thursday from February 2023 to early June 2023.



Apply Now

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Acceleration Agtech Program

7. 2021 Cohort



8. 2022 Cohort



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Acceleration Agtech Program

10. Past cohorts mentors, experts and advisors

- Marilou Cyr & Olivier Demers-Dubé, Zone Agtech
- Bryce Nagels, Zone Agtech et Nutritower Inc.
- Patrick Gagné, Morgan Guitton & Christine Forget, Cycle Momentum
- Kolby Nichols, Michael McGee & Doug Knox, Bioenterprise
- Patrick Préfontaine, Propel Ventures Management
- Simon Olivier, Blue Impact
- Kevin Cano & Gary Berdowski, Cycle Capital
- Rémi Fournier, Pinnacle Road
- Caroline Forest, Intelia Inc.
- Jean-Nicolas Delage, Fasken
- Diana Torres, Kognitions
- Emmanuelle Tavernier & Thomas Goetz, Oxia Initiative
- Julian A Giacomelli, Druk Training and Consulting
- Emmanuelle Létourneau, Létourneau, Gouvernance entrepreneuriale
- Catherine Rousseau-Saine, Mila - Institut Québécois d'Intelligence Artificielle
- Pierre Mayer, Trivium Avocats-Notaires-Conseils
- Mike Manion, Agrisco Supplies
- Richard Painchaud, Kourant
- Simon Naylor, Viridis environnement
- Sylvain Carle, Innovobot
- Geneviève Verrier,
- Luc Livernoche,
- Simon Dugré & Marie-Joelle Brassard, Centre d'Innovation Sociale en Agriculture
- Jennifer Andrews, FreshLeaf Marketing
- Sandra Taddeo,
- Amélie Desrochers, Novarium, Blumbox
- Andreas Koustas, Talit Talent

About

Cycle Momentum

Cycle Momentum is an accelerator and open innovation platform that brings together an international collective of entrepreneurs, investors and innovators. Our mission is to find innovative solutions to the major ecological challenges facing humanity. Member of the Cycle Capital Platform, Cycle Momentum provides entrepreneurs with training workshops, networking sessions and mentoring, and works with leading companies to stimulate technology acquisition and integration. In order to increase the impact of its programs, Cycle Momentum has brought together several local and international investment funds as part of its Circle of Partner Funds, whose members are involved with participating startups.

Cycle Momentum can count on the financial support of the Gouvernement du Québec, the Fonds Vert, Cycle Capital, Canada Economic Development for Quebec Regions, Investissement Québec, the TELUS Pollinator Fund for Good, Scale AI, Fasken and the City of Montreal. Cycle Momentum also benefits from the collaboration of Écotech Québec and the Zone Agtech.

For more info: www.cyclemomentum.com

Zone Agtech

An incubator for know-how, entrepreneurship and innovation, Zone Agtech is located in the regional county municipality of L'Assomption, Quebec. It is a dedicated geolocated zone that brings together the entire local ecosystem to propel new agriculture, enabling both SMEs and large companies associated with it to successfully position themselves and reap unique competitive advantages. Strategically situated on the North Shore of Greater Montréal, the Zone provides direct access to a metropolitan logistics hub with research teams, a business network, advisors, training, research facilities, and visibility platforms all within a single location.

Since its launch by the L'Assomption RCM in 2020, Zone Agtech has distinguished itself as a key player in the development of the agtech and plant bioproducts industry in Quebec. Zone Agtech has already established several networks, developed international partnerships, created four consortiums, and, through its organized events, reached more than a thousand vital actors in the sector. Some forty companies are also setting up in the geolocated zone. In less than two years, Zone Agtech has brought together more than 200 Quebec companies and organizations within the agtech community, more than 1,600 scientists representing 24 complementary areas of expertise, 10 financial partners, and 3 acceleration partners.

For more info: www.zoneagtech.ca

About

Bioenterprise Corporation

Bioenterprise is Canada's Food and Agri-Tech Engine, bringing more than 15 years of industry experience and a national and international network of research institutions, academia, mentors, experts, government, and industry players nationwide to help small and medium-sized businesses in the sector to connect, innovate, and grow. Through its experienced service partner network, Bioenterprise offers a wide range of expertise and support to its clients. In partnership with other industries, Bioenterprise opens doors to new technologies and platforms to help food and agri-tech businesses innovate and grow.

For more info: www.bioenterprise.ca

*Page 2 notes

1 - These benefits are not financially transferable

2 - Mentoring hours can be used to refine financial models, business plans, source new strategic partners or improve business outreach, etc. A free service agreement that integrates all the details will be signed at the end of the programmes for the companies that wish to undergo this process.

3 - Access to this funding - via Fonds Local d'Investissement/Fonds local de solidarité - is subject to certain conditions which will be presented to the selected companies in the Agtech Acceleration Program.

4 - Additional external fees that might be required to the acceleration program are at the expense of the selected companies.





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