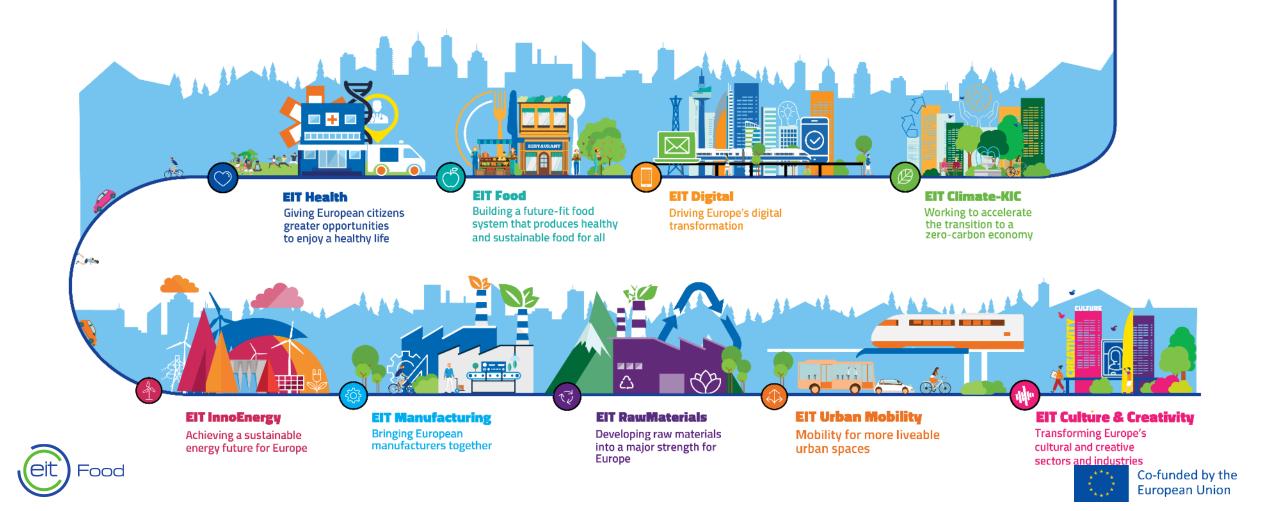


WE'RE PART OF EIT: EUROPE'S ONE-STOP SHOP FOR INNOVATION

<u>The European Institute of Innovation and Technology</u> (**EIT**) drives innovation by supporting entrepreneurs, innovators and students across Europe to turn their best ideas into reality. For each major societal challenge, there is an ecosystem of partners, the EIT's Innovation Communities, that creates and finds innovative solutions.



FOOD SYSTEM CHALLENGES

SOCIAL



We need to feed **10 billion** people by 2050 (UN, 2017)



Over too **2 billion** people are currently overweight (*WHO*, 2018), while **800 million** are undernourished (*FAO*, 2019)



Up to **35%** of children under 5 globally are affected by stunting, wasting or overweight (UNICEF, 2019)

ENVIRONMENTAL



1/3 of our food is wasted globally (FAO, 2019)



70% of global freshwater withdrawals come from the food industry (FAO, 2016)



Food production accounts for **26%** of greenhouse gas emissions (Science, 2018)

ENTREPRENEURIAL



Only **3.4%** of all EU startups are in the food industry (ESM, 2016)



9 out of 10 startups fail due to lack of a market need for their products (Munich Business School, 2016)



Meeting the UN SDGs could create innovation opportunities worth **US\$200 billion** for the European business sector in agrifood by 2030 (BSDC, 2016)





Food

OUR COMMUNITY

Our strength comes from our community, which brings together key players from across the food value chain. Our Partner Network is made up of industry organisations, higher education institutions, research centres and non-profits from across Europe.



Network



EIT Food Portfolio Overview – Supported by EIT food

Current Italian EIT Food Partners include:

Education



University of Turin



University of Bologna (UNIBO)



Free University of Bozen-Bolzano (UNIBZ)



University of Camerino (UNICAM)

Research



National AgriFood Cluster (CL.A.N.)



Trentino Innovation Hub Foundation (HIT)

NGO



Business















OUR REGIONS

With teams on the ground across Europe, we unlock innovation potential in businesses and higher education and create and scale agrifood startups to bring new technologies and products to market.

EIT Food is structured around 3 European regions with similar food system and market challenges and managed by 6 regional offices.

West

- Reading, UK
- Leuven, Belgium
- Freising, Germany

North & East

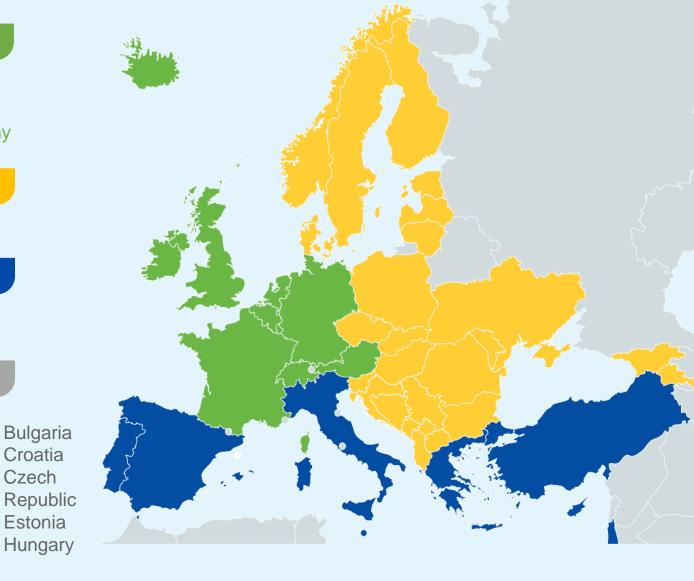
Warsaw, Poland

South

- Bilbao, Spain
- Madrid, Spain

▲ Regional hubs

Latvia Slovenia Bulgaria Lithuania Turkey Croatia Romania Portugal Czech Serbia Italy Republic Slovakia Greece Estonia







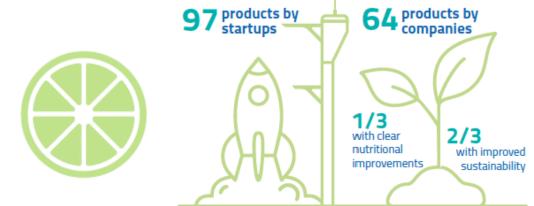
OUR IMPACT IN SOUTHERN EUROPE





INVESTMENT IN INNOVATION AND ENTREPRENEURSHIP

Launches in the period 2018-2022



BOOSTER INNOVATION

247

191

35

people hired in Europe jobs created in (by companies founded with EIT Food's support)

new companies during this time

More than 200

collaborations between startups and corporates achieved

lead by women

+100 farms/30,000 Ha

under advice

1,000 farmers

trained on the latest agrifood techniques

+1650 entrepreneurs

and talents supported via our business creation programmes: Test Farms, EWA, TeamUP and Water Scarcity Programmes.

> +40,000 Individuals trained

in EIT Food South-lead education activities



OUR IMPACT IN 2023

Discover more highlights on our website.











€224.7M

investment attracted by startups and scaleups supported by EIT Food



graduates from EIT Food postgraduate programmes



13,854

learners benefitting from (non-degree) education and training



19.4M+

engagements across EIT Food and FoodUnfolded digital channels



24,090

consumers involved in TrustTracker® 2021









Opportunities within the EIT Food Ecosystem



OUR FOCUS





Our missions

Healthier Lives Through Food



We will make a material difference to health adjusted life years by enabling more consumers to make better choices through access to healthier products and actionable information.

Net-zero Food Systems



We will be closer to a net zero food system, reducing CO2 equivalent emissions by tackling CO2 hotspots, reducing the footprint of proteins through diversification, and creating new markets for food waste.

Resilient & Fair Food System



We will see the benefits of more resilient, trusted food supply chains with people experiencing greater food security and safety through widespread digitally enabled food supply chains.

Our priorities

Regenerative Agriculture

Protein Diversification

Labelling, Packaging and Transparency

EXCLUSIVE THINK & DO TANKS

THINK & DO TANKS





PACKAGING



SOCIAL INNOVATION



FOOD LOSS AND WASTE



WORKING GROUPS / CO-CREATION OPPORTUNITIES (WIP)

BENEFITS OF JOINING



COLLABORATIVE INNOVATION

Partners can work alongside other experts to develop innovative solutions to food loss and waste.



KNOWLEDGE SHARING

Partners can share their expertise and best practices with others and learn from peers.



INCREASED QUALITY OF PROPOSALS

Teamwork increases chances of securing funding for proposed solutions.





Stakeholders participating in Think & Do Tanks assess existing gaps, barriers, and opportunities within the food system.

Together, they co-create evidence-based roadmaps with actionable recommendations, advance impactful initiatives and policies, while leveraging both private and public funding to accelerate food system transformation.



IMPACT FUNDING FRAMEWORK

If you've got an idea that will change food systems for the better, we want to co-fund it.



Open call with several **cut-off dates**:

14th November 2024

13th March 2025

10th July 2025

13th November 2025

Single Programmes

Collaborative Programmes

Partners get support from a Key Account Manager





Another impactful EIT Food project in Italy

Big data and advanced analytics for sustainable management of the dairy cattle sector



Improving sustainability, animal welfare and productivity in dairy farming



INNOVATION

Consortium Partners:







UNIVERSITÀ DI BOLOGNA

Lead by:



The aim of this project is to **improve sustainability, animal welfare and productivity in dairy farming** through the use of advanced data analytics.

Livestock farms routinely produce and monitor data relating to environmental conditions, animal behaviour, and production parameters. Similarly, milk quality reports at dairies and labs are often logged for long-term analysis. The development of data-driven platforms and solutions which bring all this separate data together could be used to enhance decision-making and improve the sustainability of the agrifood system.



EDUCATION



Access to paid high qualified interns













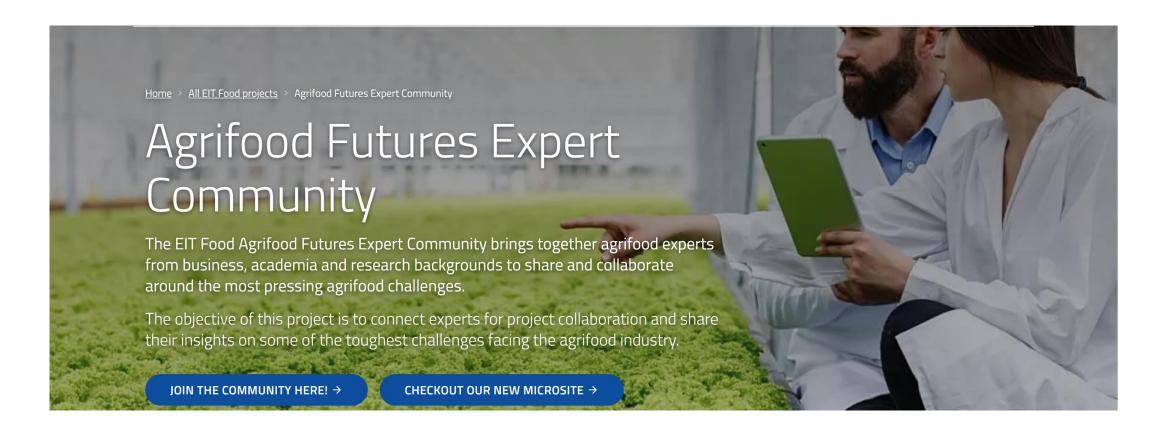








Access to Experts, Technicians and Speakers



Free of charge for partners







Upskill & reskill your team





Partners











- **NPD New Product Development Training**
- WE LEAD FOOD Women's Entrepreneurial Leadership in Food
- **SMAF** Smart Agriculture Farming









ENTREPRENEURSHIP



OUR **PROGRAMMES**

EIT Food South sponsors a series of programmes to promote entrepreneurship and innovation in different areas, helping

universities and society in general to work towards a healthier and more sustainable agrifood system



PREPARE

Team up

A 6-month programme that finds and matches up brilliant innovators with compatible and complementary profiles.









SCALE



ACCELERATE

Test Farms

Test Farms links agricultural startups with farmers and testing-land.

Food Network Accelerator (FAN)

Connecting agrifood startups with industry-leading corporate and research partners to launch their business into the market.

Straight2Market

Seeking to help startups and SMEs across Southern RIS countries to bring improved food products to mainstream markets and supermarkets.

${\bf Raising Food Stars}$

Identifying the most promising aspiring Agrifood and FoodTech scale-ups and boosting their chances of business success.

Sales Booster

Sales Booster supports startups with training, coaching, expert advice, and network to prepare for their development and growth in new markets.

Supernovas

The programme aspires to promote an entrepreneurial ecosystem with more women to shape the available innovations in the market



coaching and networking opportunities for women entrepreneurs in the agrifood sector.

Training, mentoring, business

Seedbed

LAUNCH

EWA

Universities and Research and Innovation Organizations share their expertise to help entrepreneurs launch a commercially viable business.

Agrifood Investment Launchpad

A one-day crash course designed for beginners and potential investors in the field.



A collaboration with

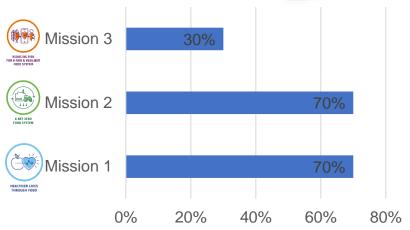
Sponsored by

EWA - Another impactful EIT Food project in Italy



30 startups supported in Italy

1/3 businesses registered during or after the programme



Supporting female led agrifood Italian startups since 2022



















ALMA serum

























OPEN INNOVATION COMMUNITY

A pan European community, committed to sophisticate and professionalise collaboration with startups.



19 Corporates leaders in Innovation

40 Innovation Leaders C-Levels

- ✓ Countries: Portugal, Spain, Italy, Greece, Turkey
- ✓ Multinationals taken OI/CV decisions at local level
- ✓ **Leaders in their segment:** diary, meat, agriculture, production, retail...
- ✓ Turnover from 200 million € to 1.000 million € (not restrictive)
- **✓** Active in startup collaboration
- ✓ Non direct competitors: first in basis







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- EROSKI (SPAIN) ©
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- AMADORI (ITALY) ©
- BARILLA©

PROSPECT PARTNERS

PARTNERS







AGRICULTURE TRANSITION





TEST FARMS

What We Do

Test Farms empowers startups and individuals with groundbreaking agritech solutions to test, validate, and showcase their products and services. Our mission is to bridge the gap between innovative technology and practical agricultural applications, ensuring that farmers have access to sustainable, efficient, and effective innovations.

Startups portfolio works on:



Sustainability (input reduction)



Precision agriculture



Digital traceability



CO2 monitoring

14 Italian startups tested their solutions

12 new products launched in 2023 by supported startups

Success cases (click to see the video)





Biochar



Ullmanna

Non-chemical weeding



Bisari

Electrostatic pollination



Bioagro

Fertigation











RAR

Regenerative Agriculture Revolution

Regenerative Agriculture

OVERVIEW OF ACTIVTIES 2020 - 2023





FARMER TRAININGS



- √ 2-day trainings
- 25 onsite courses and workshops/year
- 1240 farmers trained

INDIVIDUAL ADVISORY



- √ 3-year transition
- 166 farmers monitored throughout the transition
- Average size of the farm in the advisory programme: 250 ha CEE
 & 30 ha in S

ECOSYSTEM MEASUREMENT



- √ 3-year monitoring
- o physical-chemical
- o microbiological
- o visual soil assessment
- o economic indicators

PUBLIC ENGAGEMENT



- o dedicated website
- o interviews with farmers
- blogs and articles
- o webinars
- o free manuals

Regenerative Innovation Portfolio

An example of project deployed in Spain



3 years project (2024-2026)







KPIs & Objectives



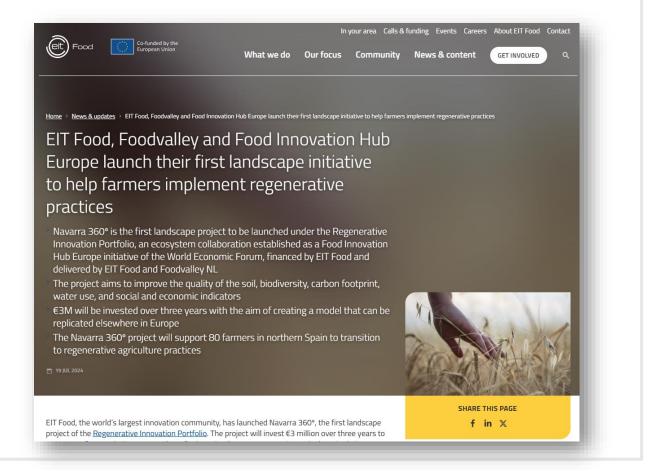
3 million € project (36% funded by EIT Food)



- 20% use of phytosanitary products
- 40% mineral fertilization



Crop rotation scale: wheat, barley, oat, rapeseed









Join our Partnership



EIT FOOD PARTNERSHIP



We believe we are stronger and can have more impact when we collaborate around our three missions

Healthier lives through food

A net zero food system

Reducing risk for a fair & resilient food system



STRATEGIC PARTNERS

- EU Level engagement thought leadership and influence
- Shape national and EU-wide programmes and guiding Flagship programmes
- Access to Advisory Councils
- 5 votes in Partners Assembly
- Access to bright minds within a structured framework
- Access to Think Tanks with no cost.
- Priority access to events and activities
- A DEDICATED KEY ACCOUNT MANAGER
 - Close periodic follow-up with EIT Food KAM to maximise opportunities (max. 1/month online meeting + 1/year in person)
 - In-person annual workshop for development of project ideas with all the partner team and EIT Food experts.
 - Design of Annual strategic plan for EIT Food activities Actions roadmap.
 - Individual support to researchers for EIT Food opportunities.
- Idea validation and support for projects applying to EIT Food Impact Funding Framework.
- Consortia building in collaboration with other regional KAMs Individual engagement with other partners from EIT Food ecosystem.
- > Permanent vigilance for matchmaking opportunities for the partner within EIT Food ecosystem.

Includes all delivery partner benefits





DELIVERY PARTNERS

- Focus on implementation & delivery of impact through projects & programmes
- Engage locally/regionally as a leader on an impact area
- Network access: Connect to other partner organisations & identify opportunities for collaboration.
- Active network building + local/regional events
- Access to the shared innovation expertise of the ecosystem
- Access to EIT Food insights & knowledge
- Access to exclusive online and in person events
- Access to FoodHIVE, our community networking platform
- KEY ACCOUNT MANAGER SUPPORT
- Online follow-up with EIT Food KAM to maximise opportunities (max. 4 meetings/year)
- Online annual workshop for development of project ideas with partner master contact and definition of Annual strategic roadmap
- Online Idea validation for projects applying to EIT Food Impact Funding Framework through
- Consortia building support promotion in EIT Food internal communication channels.





LET'S CREATE THE FUTURE **OF FOOD TOGETHER!**



Become part of our community



Share your ideas



Help us transform the food sector

CONTACTDETAILS

















