



Collaboration, the Secret to Building a Vibrant Foodtech Ecosystem

Dr. Chris Aurand
November 14, 2023



Food brings people together and
is part of our cultural identity



Global Instability

limits resources, triggering hostility and even war

Deforestation

10:00 11/11/23

What We Eat Drives Forest Destruction Around The World—New Deforestation Laws Could Change That



Global Conflict

The New York Times

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Climate Change May Usher in a New Era of Trade Wars

Countries are pursuing new solutions to try to mitigate climate change. More trade fights are likely to come hand in hand.

Give this article

A photograph of a busy shipping port. Numerous colorful shipping containers are stacked in rows. Several large gantry cranes are positioned over the containers, and a large blue and red cargo ship is docked at the pier.

Climate Change

World Africa Americas Asia Australia China Europe India Middle East United Kingdom

Humanity just lived through the hottest 12 months in at least 125,000 years

By Laura Paddison, CNN
5 minute read · Updated 6:34 AM EST, Thu November 9, 2023

f t e

A firefighter in full protective gear, including a helmet and a backpack, stands on a dirt path. In the background, a massive fire is raging, with bright orange and yellow flames reaching high into the air.

Societal Challenges

the inability to meet basic human needs for survival

Human Health

NOS News • Sunday, 3:07 PM

'Climate change can have disastrous health effects'



Community Development



Leave your feedback

Share

By Julie Watson, Associated Press

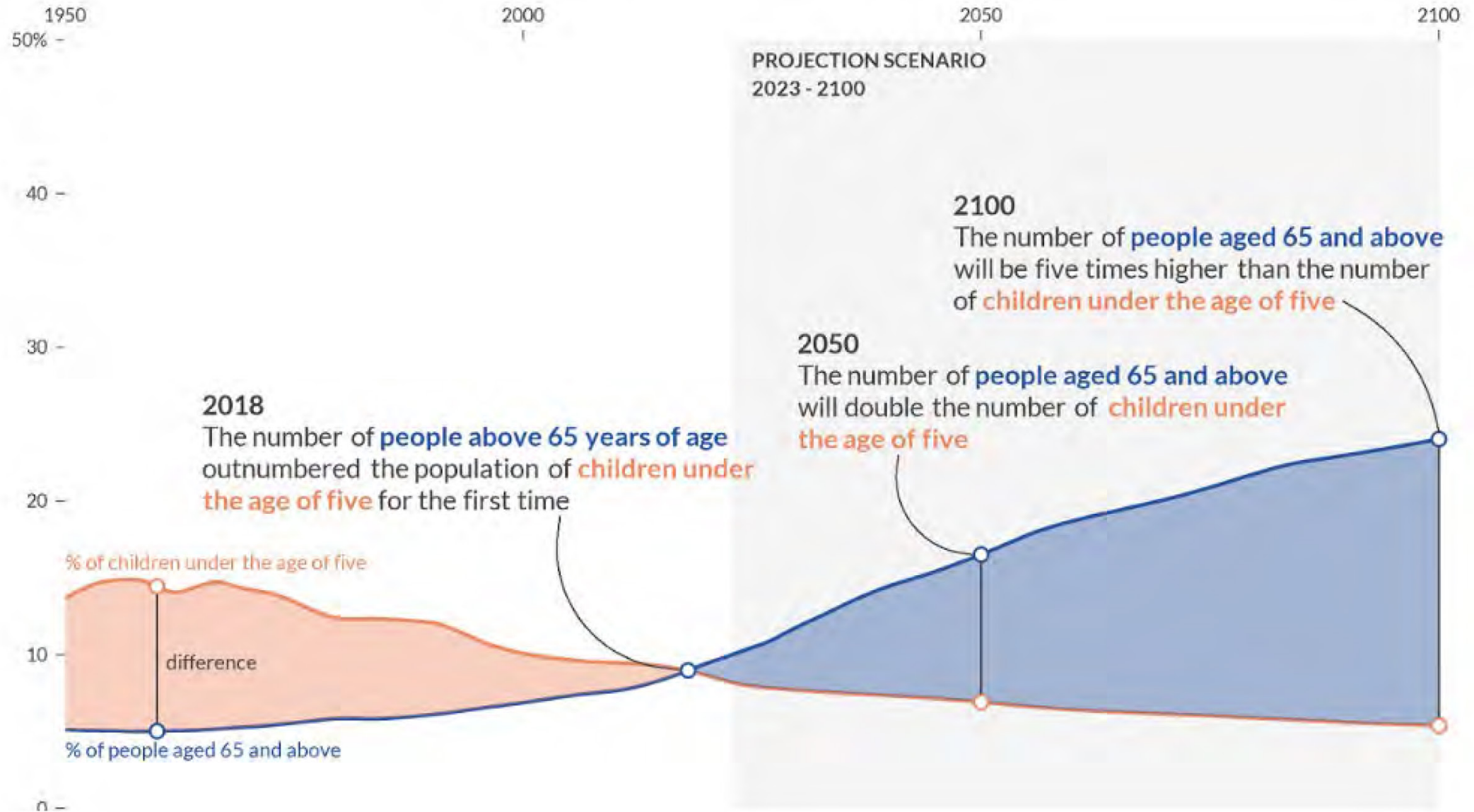
Climate change is already fueling global migration. The world isn't ready to meet people's changing needs, experts say

Food Security



Aging World Population

Global population share **children under the age of 5** vs **People above 65**



Global AgriFoodTech Investment

is growing with a shift to upstream technologies



Global agrifoodtech funding totaled \$29.6bn in 2022, a 44% year-over-year (YoY) decline.

The decline is largely in line with global venture capital markets, especially when you strip out the \$5.5bn drop in funding to Chinese agrifoodtech startups.

The drop in deal activity was not as pronounced with 2,797 deals closing, down 19% from 2021, emphasizing the many large outliers from 2021 that pushed totals up.

Investment in upstream technologies raised significantly more capital than downstream, reaching \$14.8bn across 1,331 deals.

Source: AgFunder Global AgriFoodTech Investment Report 2023

Changing the Food System

is independent of company size or technology



USA startup focusing on producing high value toro cut of Bluefin tuna, by cell culture



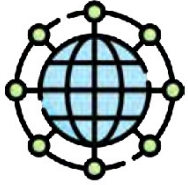
Finnish startup producing mycoprotein (PEKILO) to replace soy protein in feeds from brewing effluent



Thai Union launched our sustainability targets for 2030 to reshape the seafood industry for a better future

Ecosystem Building Blocks

for startup success: Collaboration



Create an ecosystem to bring together entities to foster innovation



Collaboration breeds innovation: startups are born out of disruptive ideas that challenge the status quo



Resource sharing and knowledge exchange



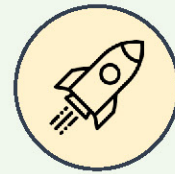
Risk Mitigation: how to provide support and stability



The 1st Global FoodTech
Incubator and Accelerator of Thailand

Mission

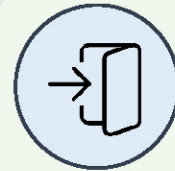
“Support outstanding FoodTech entrepreneurs to establish a strong and sustainable business that creates positive impact to the world”



Accelerate FoodTech startup sector in Thailand & enhance technology commercialization



To push collaboration between triple helix stakeholders



To access deep/disruptive tech. and turn risks into business opportunities

Food Sector Specific

providing guidance for deeptech foodtech startups



Health & Wellness

Alternative proteins

Novel foods & ingredients

Packaging solutions

Biomaterials & chemicals

Smart Manufacturing

Food safety & quality

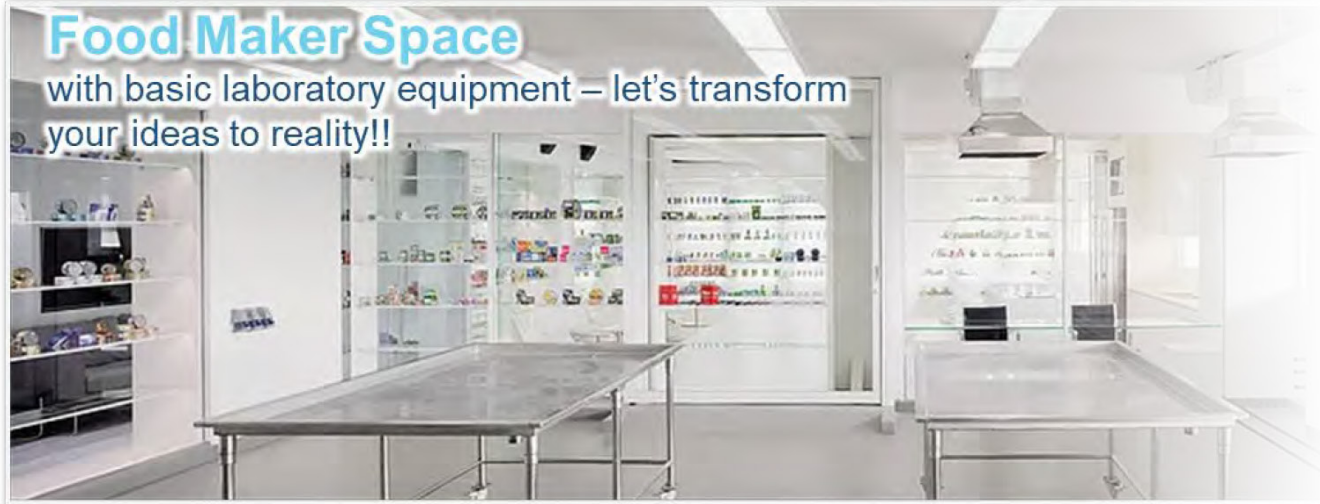
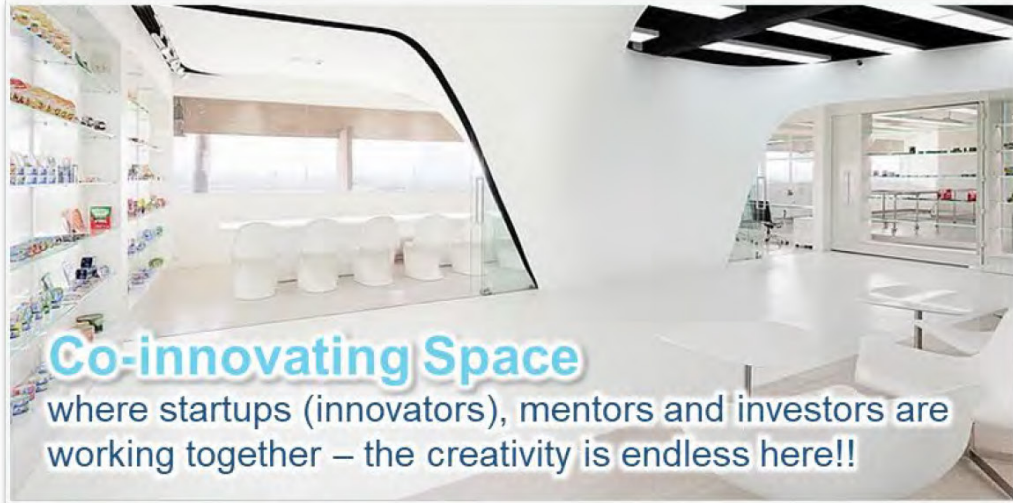


Smart food services

Restaurant Tech

Centrally located

providing multiple benefits for startups



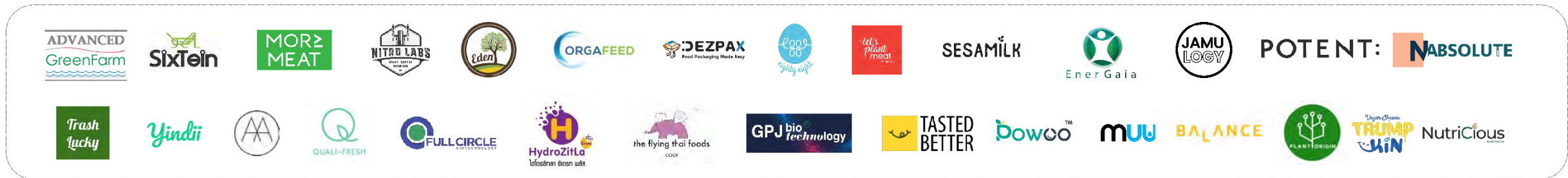
~1,000 m² @Faculty of Science, Mahidol University,
Bangkok, Thailand

Equity-free

Sector Specific Support Network

Advantage of Thailand & Bangkok

Meet our community



4 Years

60+ Startups

13 Countries

\$64M+ Funding



Development of plant-based tuna spread by combining Lipid's fat encapsulation solution with Thai Union's plant-based tuna products



The Leaf Protein Co.

- ▶ Treatment and extraction of leaf protein from cabbage and spinach to produce functional protein ingredients.

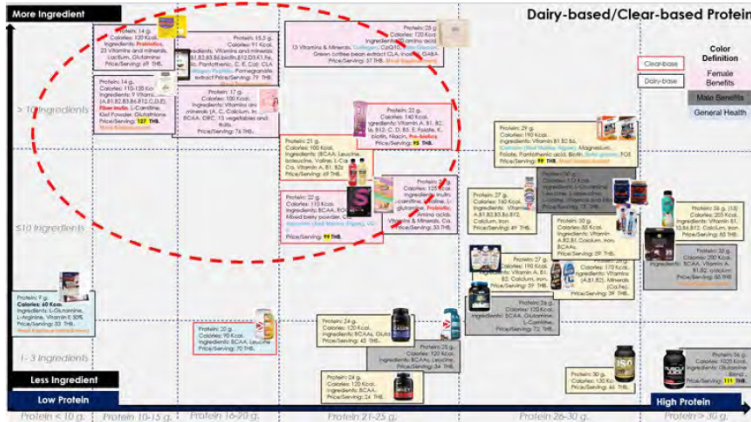


- ▶ Incorporation of Seadling product "PhycoBio" into chicken-based pet treat through outside coating and direct mixing.



Fucoxanthin

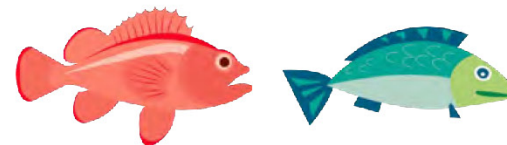
- Weight control
- Protein ≠ weight loss
- Science based
- Plant based
- Better taste and texture



► Social listening study to explore weight loss drink mix market and assess whether there would be demand for products such as AlgaHealth's fucoxanthin products



TeOra's AquaGuard



Lab and farm demonstration of TeOra's ShrimpGuard and FishGuard to tackle diseases such as WSSV, EHP,



Collab with



Incubator

Takeaways

to create a vibrant foodtech ecosystem



1. Global challenges will breed opportunity for innovators to create change: **Food and Agritech investments are growing**



2. We must collaborate across companies, governments, startups and academia: **This is a team sport**



3. Create stability and win:win situation for all partners involved: **Risk Mitigation**



Batch 5

Growing Thailand's Foodtech Ecosystem



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Batch 5 Applications Open Jan 2020

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