

# Insects as the future of food proteins?

Workshop 1

7 October 2022

















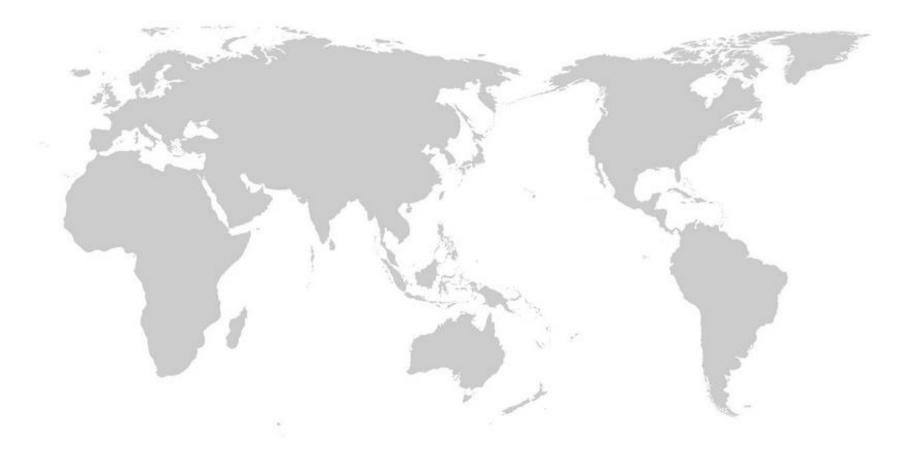






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### Welcome!



Over 140 Participants

From 25 Countries

30 from Asia 90 from Europe & other regions



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# **Global Foodture project**

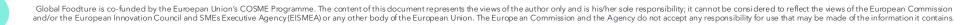
European project, collaboration of 7 European Clusters and Asian partners: Enterprise Singapore, Foodpolis, FoodInnopolis, TMA Thailand, Kobe University and NARO.

Aiming to stimulate innovation collaboration between European SMEs and Asian organisations - Japan, Singapore, South-Korea Thailand

2022 - 2023: Several activities, including matchmaking, training program, international missions and online thematic workshops

Themes:

- Agriculture cultivation & support solutions
- Alternative proteins
- Sustainable packaging
- Solutions to reduce food waste
- Health products, functional and personalised food



## Programme

- 09.00 Welcome & General Introduction
- 09.05 Insects scan opportunities and challenges in Europe & Singapore by Ying Xuan Lim, Enterprise Singapore & Jolijn Zwart-van Kessel, Innovation Lead Circular Agrifood Foodvalley NL Introduction Masterclass 1 'Insects for human consumption'

#### 09.25 **Company Presentations from**:

- Sibö B.V., Camila Cossettin, R&D manager
- Global Bugs Asia, Ms. Kanitsanan Thanthitiwat, CEO & Head of M&S & Co-Founder
- 09.45 **Q&A**

Introduction Masterclass 2 'Insects and valorisation of by-products'

#### 09.55 **Company Presentations from:**

- Insect Feed Technologies, Marcus Wong, Head of Commercial
- Entomo Agroindustrial, Juan Cortes, Research
- 10.15 **Q&A**
- 10.20 Wrap-up & Closing
- 10.30 End of the Workshop

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# Insect Scan – Opportunities and Challenges in Europe and Singapore



Ying Xuan Lim, Development partner Agritech, Enterprise Singapore



Jolijn Zwart-van Kessel, Innovation lead Circular Agrifood, Foodvalley NL



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# Insect Industry Overview: Europe & Singapore

Foodvalley NL & Enterprise Singapore October 7th, 2022





# About our Collaboration & the Insect scan that soon will be published

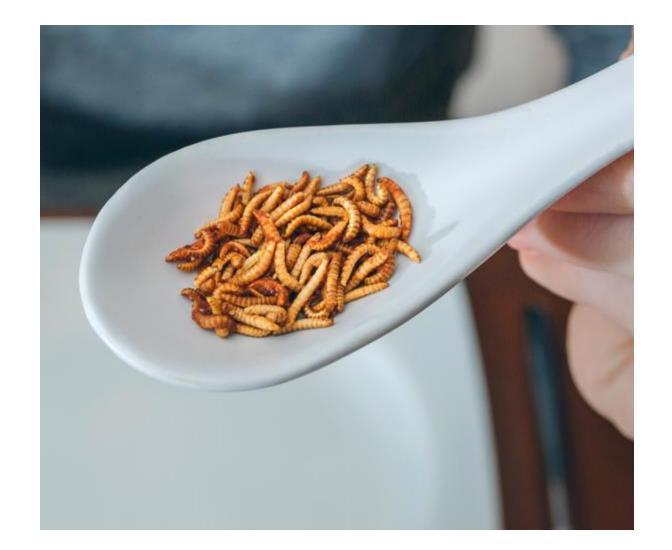


Soon Enterprise Singapore and Foodvalley NL will publish a jointly developed Insect Innovation Scan.

The scan brings together a shared vision on the development and opportunities of the insect sector internationally.

Foodvalley NL and Enterprise Singapore team up to highlight the rapidly occurring innovations in this exciting sector from an Asian and European perspective.

Please follow us on LinkedIn for the publication of the Insect!







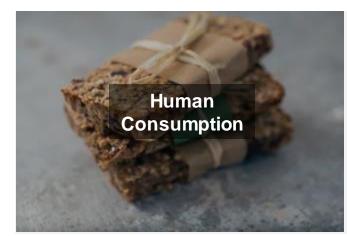
- 1. About our collaboration
- 2. Global Industry Overview
- 3. Europe Market
  - a. Key Facts & Figures
  - **b.** Challenges & Opportunities
  - c. Future Initiatives & Collaboration
- 4. Singapore Market
  - a. Key Facts & Figures
  - **b.** Challenges & Opportunities
  - c. Future Initiatives & Collaboration

Section 1: Global Industry Overview

# Farmed insects are mainly used for animal feed, organic fertilizers with frass, human consumption, biofuels, cosmetics, pharmaceuticals & more



Market for insects as feed was valued at USD 688 million in 2018 and expected to grow up to USD1.4 billion by 2024.



The insect-based food & beverages segment is expected to grow rapidly from 2020 to 2030 driven by rising food shortage worldwide and increasing demand for high-quality alternative protein sources among end users.



Frass, which includes the biological waste of insects and undigested food, is one of the main outputs of insect rearing, suitable as an organic fertilizer



Biomaterials like chitosan extracted from insects can be used for the cosmetics industry given its antioxidant, antimicrobial and woundhealing properties.

# Growth of insects sector driven by growing population and need for sustainably-produced source of protein for food and feed

### Growing population creating a protein gap



Global population will increase to **9.7 billion by 2050** from 7.9 billion today. In developing countries, per capita meat consumption has doubled since 1980 and is expected to rise by 50% by 2050, according to UN FAO. Current ways of producing protein are not sustainable



Concerns over the environmental impact of soybean cultivation and fishmeal production have led to a search for alternative protein sources. The cost of fishmeal and soybean have also risen, and are susceptible to price volatility. Large volumes of waste produced, with a need to valorize them



Around **931 million tonnes** of food were wasted in 2019. Insects feed on food waste, agricultural residues, and agri-business processing byproducts to convert into insectbased products.

#### Globally, there are >250 companies working on insects for food and feed<sup>1</sup> and notable global and regional leaders

酇 Enterra

Enterra Feed (Canada), 2007 – Manufactures BSFbased animal feed and oil

#### ASPIRE

Aspire Food Group (U.S.), 2013 – First fully automated cricket farm and produces cricket-based food products

Hargol HARGOL FoodTech (Israel), 2014 -First commercial-scale grasshopper farm and producers of grasshopper protein powder

(NI) Nutrition Technologies Entobel Entobel (Singapore), 2017 – Innovation Neturally. Grow and produce BSF protein and frass using proprietary decomposition process

(Vietnam), 2016 – Produce insect based ingredients from BSF. Raised US\$30 million in 2022.

Ÿnsect (France), **2011** – Cultivate mealworms to produce protein and fertilizer through a patented process. Raised US\$372 million Series C funding in 2020.

#### .00 INNOVAFEED

InnovaFeed (France), 2016 – Runs a

commercial-scale BSF facility with capacity of 15,000 tons of insect protein per year for feed industry. Raised US\$166 million in 2020. **Temasek Investee** 

**Protix (Netherlands)**, PROTIX 2009 – Rears BSF in a large-scale fully automated facility to extract BSF protein and fats for animal feed. Raised €50 million in 2022.

### Section 2: European Market

# The European Insect Industry is a global leader, attracting significant investments to scale insect production for food & feed







<sup>1</sup> IPIFF. (2022a). Factsheet: An overview of the European market of insects as feed.

<sup>2</sup> RaboResearch. (2021). No Longer Crawling: Insect Protein to Come of Age in the 2020s.

<sup>3</sup> Veldkamp, T., Meijer, N., Alleweldt, F., Deruytter, D., van Campenhout, L., Gasco, L., Roos, N., Smetana, S., Fernandes, A., & van der Fels-Klerx, H. J. (2022). Overcoming Technical and Market Barriers to Enable Sustainable Large-Scale Production and Consumption of Insect Proteins in Europe: A SUSINCHAIN Perspective. Insects 2022, Vol. 13, Page 281, 13(3), 281. <u>https://doi.org/10.3390/INSECTS13030281</u>

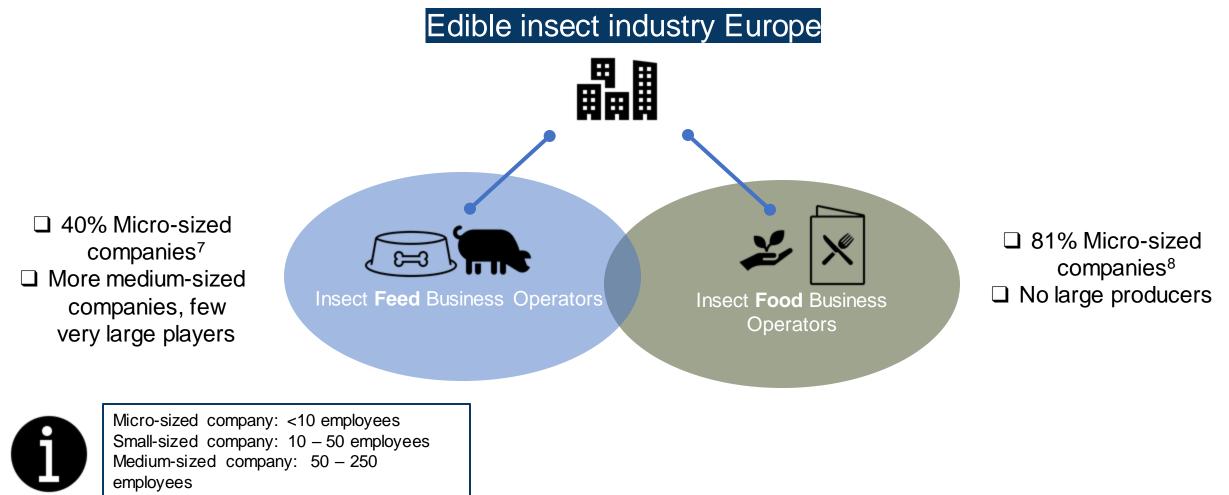
<sup>5</sup> Statista. (2019). • Forecast of insect protein production in Europe to 2025 | Statista. https://www.statista.com/statistics/1148059/forecast-of-insect-protein-production-in-europe-food-and-feed/

<sup>6</sup> Skotnicka, M., Karwowska, K., Kłobukowski, F., Borkowska, A., & Pieszko, M. (2021). Possibilities of the Development of Edible Insect-Based Foods in Europe. Foods, 10(4). https://doi.org/10.3390/FOODS10040766

Section 2: Europe Market Key Facts & Figures

#### **Industry Overview Europe**

**Companies Development Key Facts & Figures** 

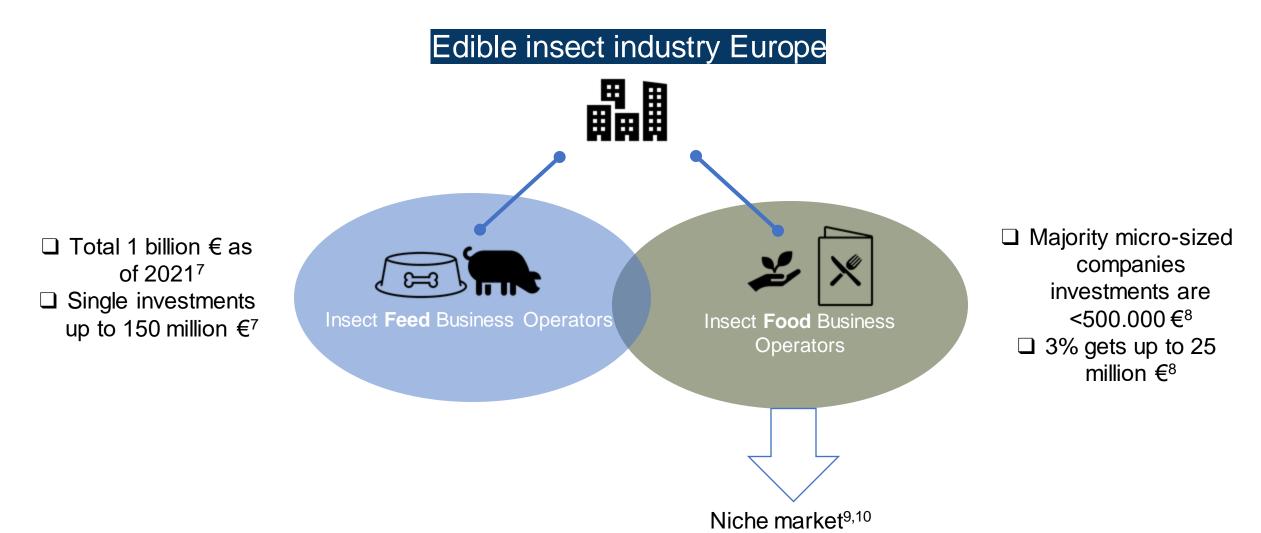


Large-sized company: 500+ employees

<sup>7</sup> Mancini, S., Sogari, G., Diaz, S. E., Menozzi, D., Paci, G., & Moruzzo, R. (2022). Exploring the Future of Edible Insects in Europe. Foods 2022, Vol. 11, Page 455, 11(3), 455. https://doi.org/10.3390/FOODS11030455 <sup>8</sup> IPIFF. (2022b). Factsheet: Edible insects on the European market. Section 2: Europe Market Key Facts & Figures

#### **Industry Overview Europe**

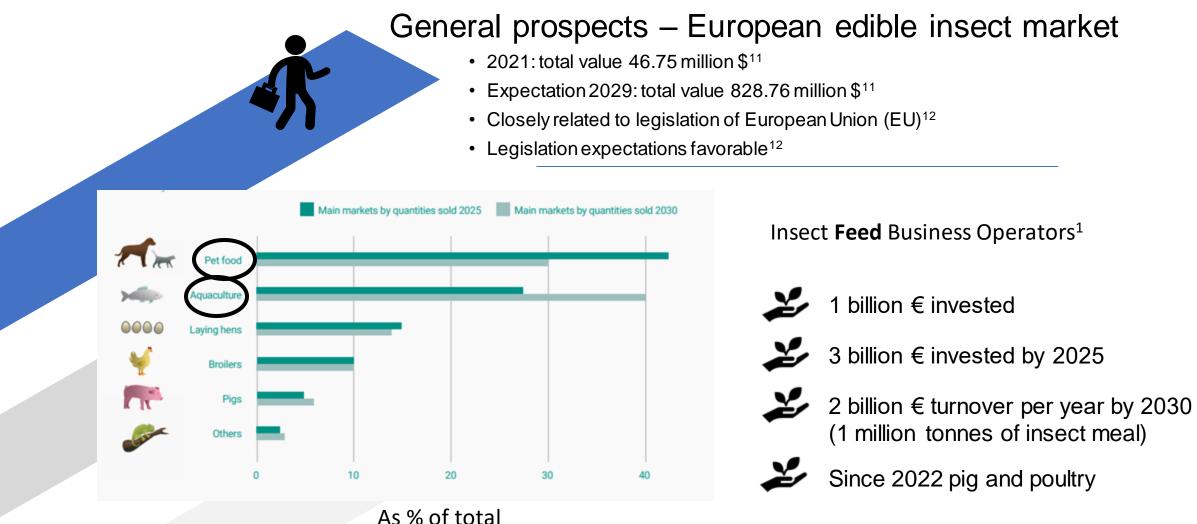
**Investment Landscape** 



<sup>9</sup> Jones, V. (2020). 'Just don't tell them what's in it': Ethics, edible insects and sustainable food choice in schools. British Educational Research Journal, 46(4), 894–908. https://doi.org/10.1002/BERJ.3655 <sup>10</sup> Mancini, S., Moruzzo, R., Riccioli, F., & Paci, G. (2019). European consumers' readiness to adopt insects as food. A review. Food Research International, 122, 661–678. https://doi.org/10.1016/J.FOODRES.2019.01.041

#### **Industry Overview Europe -- Feed**

iFoodBOs



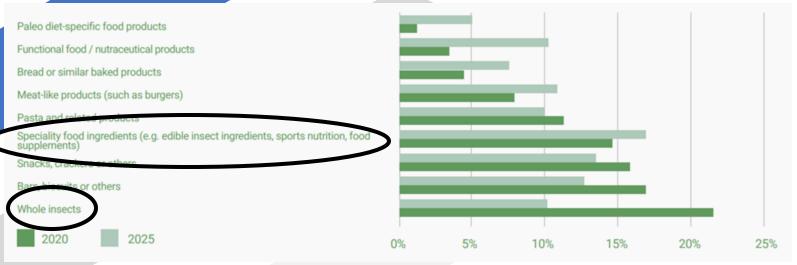
<sup>11</sup> Global Market Insights. (2022). Europe Insect Protein Market Opportunities, Drivers, Challenges, Scope, Share, & Analysis By 2029. https://www.databridgemarketresearch.com/reports/europe-insect-protein-market <sup>12</sup> IPIFF. (2021). THE EUROPEAN INSECT SECTOR TODAY: CHALLENGES, OPPORTUNITIES AND REGULATORY LANDSCAPE.

#### **Industry Overview Europe -- Food**

iFoodBOs

### General prospects – European edible insect market

- 2021: total value 46.75 million \$11
- Expectation 2029: total value 828.76 million \$11
- Closely related to legislation of European Union (EU)<sup>12</sup>
- Legislation expectations favorable<sup>12</sup>



#### Insect Food Business Operators<sup>4</sup>



500\* tonnes produced in 2019



260.000 tonnes produced by 2030

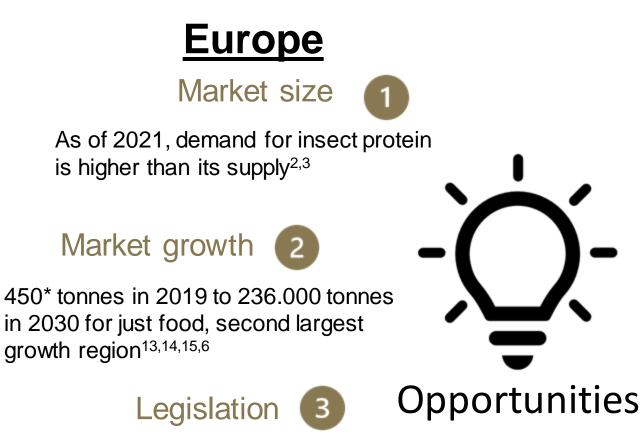


9 million consumers consumed insects

390 million consumers consumed insects by 2030

\*relatively low number was due to regulation limits and could have been higher (i.e. causing companies to deliberately put productions on hold)

#### **Opportunities for the sector**



Favourable prospects over the next years  $^{12}\,$ 

### **The Netherlands**

### Collaborative environment

Start-up innovation hub, presence of multiple partnerships (academic and industrial) and possible consolidation of supply which is crucial to development<sup>2,17,18</sup>



#### National legislation favourable

Legislation enables innovation and development in insect sector<sup>19</sup>

Large farming sector present

Industry infrastructure and know-how present and large sales market without crossing borders

### **Challenges for the sector**

### <u>Europe</u>

#### Complex regulations



European union legislation and differences in national legislation hamper innovation and growth<sup>19,20,21</sup>

### Niche food market 2

Insect as human foods needs strong education to increase acceptance<sup>9,10</sup>

#### Young industry



It's a small developing industry that invest a lot to create more efficient and competitive production systems<sup>7,19</sup> causing too high cost prices<sup>24</sup>



Challenges

### The Netherlands

#### Cost price

Price of insect protein today are still too high compared to fishmeal and soy protein<sup>24</sup> and still need to scale

#### Expensive food safety procedures

The favourable legislation causes expensive food safety procedures that decrease economic feasibility<sup>17.22</sup>

### 3

#### Climate control necessary

Open air rearing not suitable due to low temperature and expensive energy intensive climate control necessary<sup>23</sup>

#### **Foodvalley NL collaborations ons insects**



Website (in Dutch) with all you would like to know about the (Dutch) insect industry

#### • SHARED FACILITIES Foodvalley NL Shared facility Finder

- Working in the insect sector and looking for an advanced research, demonstration, test or scale-up facility for temporary use? Interested in purchasing a new facility but the investment is too large? Or own a facility but not in continuous use? Shared facility finder helps companies and institutions active in healthy food and living to find or offer a facility for temporary use. And Shared facility finder provides financial advice on possibilities for realising shared new facilities.
- The aim is to encourage companies and institutions to realise maximum productivity and accelerate innovation. Sharing facilities helps in this, as it is fast, sustainable and cost-saving.
- Shared facility finder is an initiative of Foodvalley NL and Wageningen University and Research.
- INTERNATIONALIZATION Global Foodture project
- https://globalfoodture.eu/the-project/





### **Shared facility finder**

Maximise productivity and speed up innovation





#### MARKET GROWTH

#### Foodvalley NL initiative: Edible insects on the plate of the consumer in Northwest Europe!

• Insects are an important mean to upcycle agrifood side streams towards a value source for food.

As Foodvalley NL we want to contribute to the transition towards a professional and scaled market for edible insects. Our objective? Insects as a totally accepted food concept on the plate of the consumer.

• We invite all partners in Northwest Europe, who are working on the market for edible insects and especially in the field of business to consumer to participate in the first workshop

November 24th, 2022 in the afternoon, on location in Wageningen, The Netherlands.

More information and registration: Insects workshop I Foodvalley NL

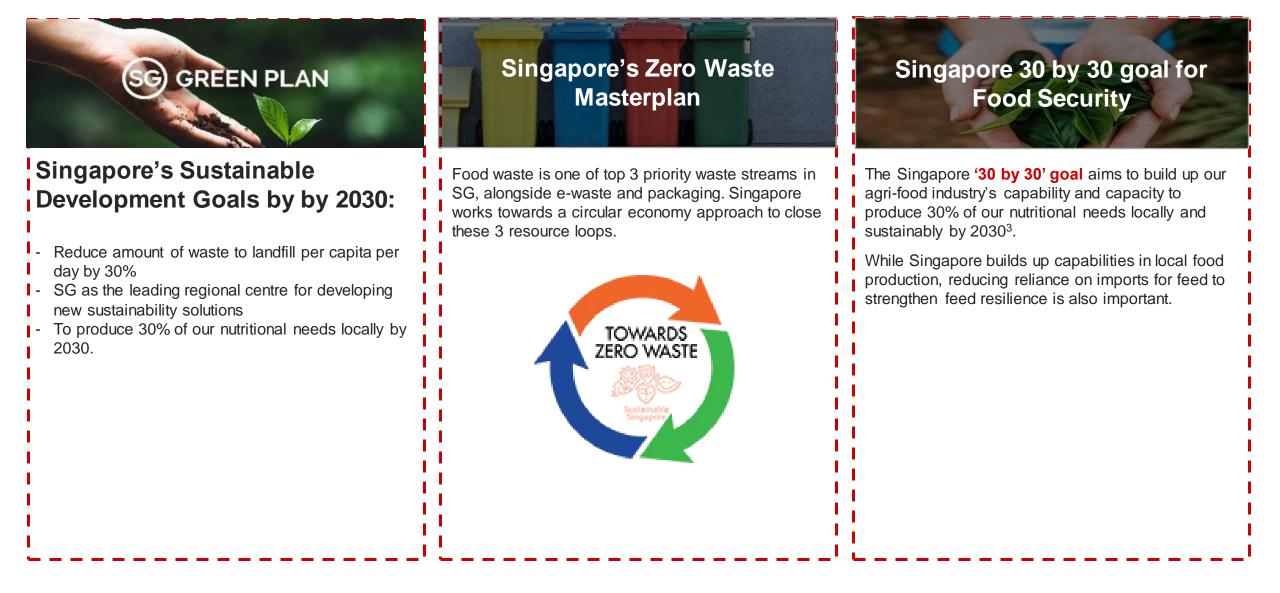


Register for workshop: Edible insects on the plate of the consumer in Northwest Europe!



### Section 3: Singapore Market

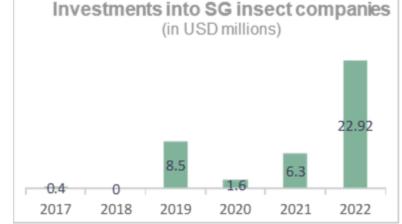
#### Singapore's National Agenda on Sustainable Development



# Singapore sees increasing number of insect companies over the last 5 years, driven by investments and R&D innovation



- No. of incorporated insect companies currently in operation has risen steadily
- Industry demand and interest for insect farming for protein and waste valorisation from ancillary sectors e.g. poultry, aquaculture, waste management increased.



- To date, Singapore has seen a total of ~US\$40M in equity investments flow into SG-based insect companies over the past 4 years (publicly disclosed)
- Our insect companies are actively raising for 2022/2023



Professor Stephen Cairns, Asst Professor Alexender Mathys, Asst Professor Nalini Puniamoorthy, NUS

#### Key Research Projects

NUS Department of Biological Sciences Asst Prof Nalini Puniamoorthy is leading a 3-years international collaboration project to develop a blueprint to integrate food waste management and sustainable food production using black soldier fly. The project is done in collaboration with Singapore ETH Centre Future Cities Lab Global Programme, NTU and ETH Zurich

### Singapore as an R&D hub to support the insects ecosystem



Examples of research:

- NUS, ETH Zurich, NTU Urban Food Waste Management and Food Systems Using Black Soldier Flies
- IPI-Singapore Water-Soluble Melanin Nanoparticles Derived From Black Soldier Flies
- RP Using Black Soldier Flies to Manage Carnivore Fecal Waste
- A\*STAR -- 5 research areas in BSF gut enzymes & microbia, waste valorization, novel food & feed additives, LCA, chitin extraction

# **Overview of SG-based insect companies – Most of our companies farm insects for feed and food**



# There has been increasing demand from ancillary sectors in extending business capabilities into insects

#### Aquaculture Blue Aqua International, an aquaculture company founded Blue Aqua Food Tech, an alternative protein company to develop a resilient aquaculture supply chain to boost food security in Singapore FARM TECH **FUNCTIONAL** FEED & FARMING NUTRITION **FISHMEAL** REPLACEMENT FOOD SUPPLY **BLUE AOUA** BLUE AQUA' Transfer Townb Sectional III



#### Section 3: Singapore Market Key Facts & Figures

#### Some local companies like Insectta do not farm insects for feed or food, but focus on extracting highly lucrative biomaterials from <sup>Enterprise</sup> black soldier flies



Phua Jun Wei, CTO, Insectta, Source: World Economic Forum

#### Chitosan

Total Market	CAGR	Projected Market
Value (2019)	(2023-2030)	Value (2027)
\$1.78 USD	14.5%	\$4.7B USD

- Insectta, Singapore's first urban insect farm extracts biomaterials – Chitosan and melanin to be used in pharmaceuticals and electronics from black soldier fly larvae.
- **Melanin** conducts electricity and can be used in semiconductors, supercapacitors or batteries.
- **Chitosan** has anti-inflammatory properties and is useful in manufacturing cosmetics and pharmaceuticals.
- The global market is valued at **\$7 billion** and is expected to grow sharply.

#### Melanin

Market Price (2022)

\$800 USD/gram

Analysing nutritional

composition of BSF

and chemical

outputs

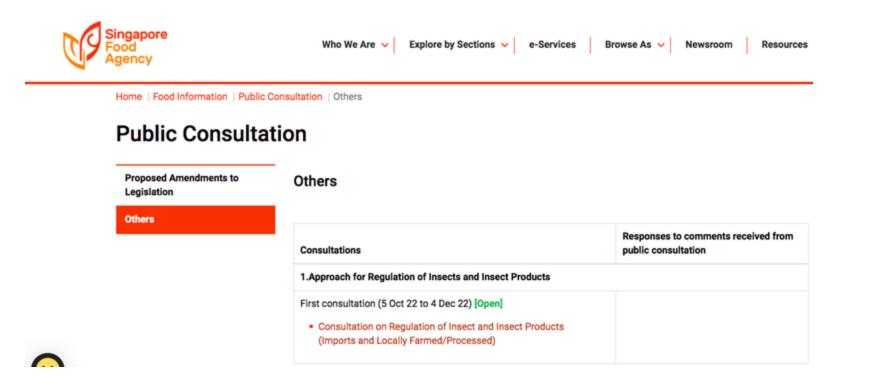
The local insect subsector has opportunities to grow further given Singapore's existing strengths in complementary fields, our strategic location, investment and regulatory landscape

1. Strong talent base and research capabilities	2. Strategic Geographical Positioning	3. Growing investment landscape in Agri-Food tech
Biotechnology• Research capabilities in genetic manipulation of BSF, etcAutomation & Robotics• Optimal way to design a data driven BSF rearing system through automation & robotics	Singapore has a tropical climate which provide ideal environmental conditions for insects to grow all year round. Singapore enjoys an Ideal geographical proximity to neighboring SEA countries for easy business. There is also close proximity to abundance of widely available feedstock (palm oil, food waste)	Singapore ranked 10th place globally with US\$1B of agri-food investments over 54 deals. Today, Singapore sees a growing corpus of early and growth stage investors including Temasek, Agfunder, Trendlines AFIC and The Yield Lab. Singapore has seen a total of ~US\$40M of investments into Singapore-based insect companies from 2019 - 2022,
Specialty Chemicals	3. Enabling Regul	atory Environment

Singapore's food safety regulatory body -- Singapore Food Agency is in the midst of developing Singapore's first insect regulatory framework, slated to launch in Q4 2022.

The framework will see positive legislative developments in types of feeding substrates allowed, as well as the import and consumption of edible insects for human consumption.

# The Singapore Food Agency has just published a public consultation for Singapore's first insect regulatory framework to guide the application of insects as food and feed.



- SFA is proposing many changes to the insect regulatory landscape in Singapore.
- These changes will allow industry more flexibility to produce insects in a safe and sustainable way, particularly in the range of substrates which can be used. So Consumers would also have access to safe insect food products
- Further, it will also propose the allowing for import, sale and consumption of edible insects here in Singapore.

#### However, insect companies are also met with a lack of consumer acceptance for insect as food and natural resource constraints

2. Consumer perception of insect based products	3. Resource constraints
Given the nascency of insects farming as a subsector, and insects are not a historically predominant part of Singaporeans' diets, the lack of exposure means consumer perception of insect based products is still low.	Insect companies in Singapore may find difficulties scaling up production facilities given Singapore's lack of land and space. To be considered a sustainable alternative to conventional food and feed sources will require insect companies to increase production volumes exponentially, which will incur massive investments, space, and process optimizations. Companies prefer setting up their R&D base and HQs in Singapore, and scaling operations in the Region.

Section 4: Future Initiatives & Collaboration

#### **Europe & Singapore Collaboration Programmes & Grants**

Internationalization	Internationalization
Global Foodture	<b>Global Innovation Alliance</b>
Programme	(France, Germany, UK)
https://globalfoodture.eu/the-project/	https://www.enterprisesg.gov.sg/industries /hub/startup/global-innovation-alliance

#### **R&D Grant Funding**

Eureka Eurostars

https://www.eurekanetwork.org/opencalls/eurostars-funding-programme-2022call-2

#### R&D Grant Funding

### UK-Singapore R&D grant call

https://www.enterprisesg.gov.sg/financialassistance/grants/for-localcompanies/international-co-innovationprogrammes/uk-singapore-collaborativerd-call



## Thank You.







# MASTERCLASS 1

Edible insect products for human consumption

# **Company presentation**





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# Bridging the Gap between Insects & Food

Challenges

# Global Food Companies R&D

Healthier **food**, for more **people**, using less **natural resources** 

Reduce GHG emissions by 50% (70% food come from ingredients) Replacing animal based products with **better quality ingredients &** complete **nutrition** 





#### There is a **BIG GAP** between **insects & food** companies







Broken Value Chain

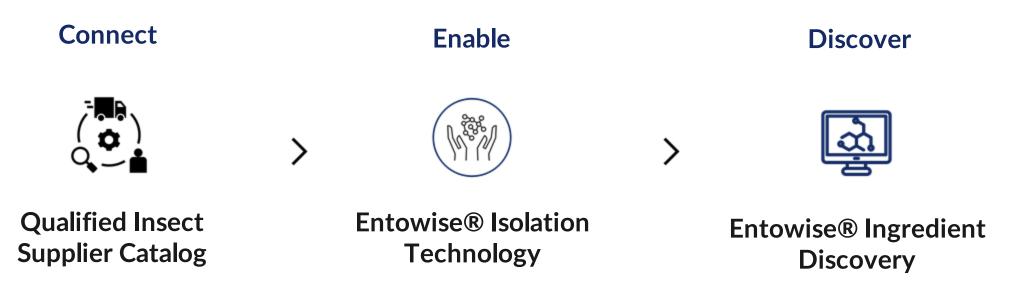
Technology & Functionality

Knowledge & Expertise





#### Bridging the Gap between the Insects & Food Companies



Solubility

Foaming, Emulsifying, Gelling

> Texture developm ent

# Without the right texture, food loses its appeal.



Partners –





Co-funded by the European Union







Chemelot Innovation and Learning Labs



**United States** 

X NotCo

**Finland** 

Netherlands



**Biobased** Materials Internationalizatio

**United Kingdom** 



Switzerland

**ESSENTO** MAKING INSECTS DELICIOUS

# Provide access to affordable, healthy, and sustainable insect based food for every single person in the world

## Let's go Bridge the Gap

www.sibo.tech invest@sibo.tech

# **Company presentation**



# **GLOBAL BUGS**



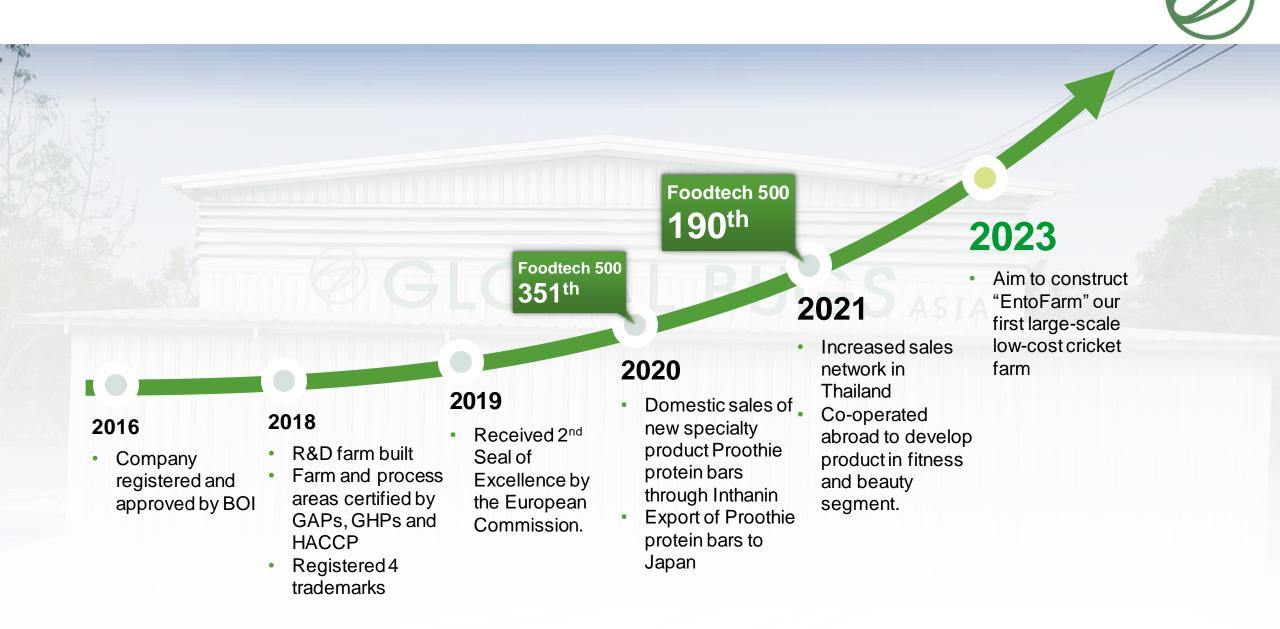
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# Global Bugs

## Protein, People, Planet & Profit Positive

A Thai Swedish company focused on Healthy and Sustainable alternative proteins

#### Our Journey: From R&D farm until now



### We farm crickets and process them into high protein consumer products





Our R&D farm produce protein rich EntoPowder with certified high and consistent quality



#### Our R&D farm

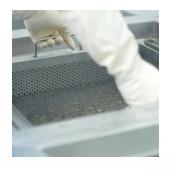




#### Incubation

Egg laying and incubation routines

#### Processing



#### Harvest

- Harvest EntoBoxes that reached 30 days
- Separate frass from cricket
- Clean the cricket for 4 times

#### Baking

Bake the cricket until moisture is lower than 5%





#### Farming

500 boxes of maximum operation capacity of 10 tonnes per year

- Zero risk of pathogen from inhouse farming
- Control feed quality
- Maintain the best standards in cricket farming practices





#### Grinding

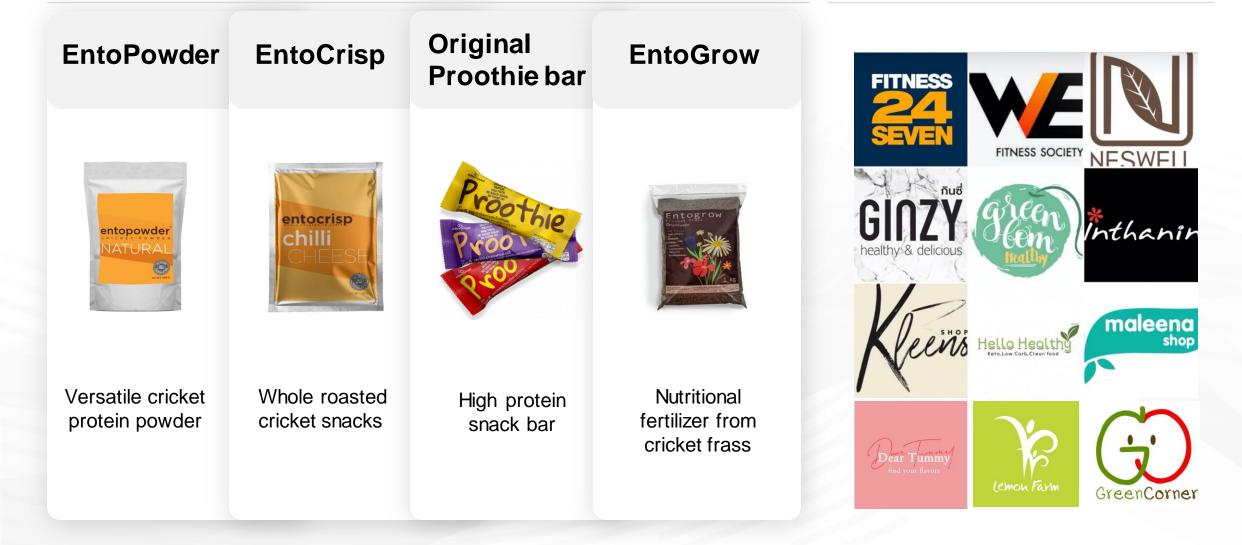
Grind baked cricket in to EntoPowder using advanced equipment to ensure minimal loss in nutrition

# Our current products are well accepted by leading food stores in different market segments

**Our products** 



We sell our products through more than 100 shops in Bangkok..



We provide EntoPowder as an upgrading supplement to different industries increasing value over proportionally





5-15% of EntoPowder increase up to  $\approx 15\%$  sales margin



#### Beverages



10% of EntoPowder increase up to  $\approx$  15% sales margin

Care

#### Dietary Supplement



20% of EntoPowder increase up to  $\approx 15\%$ sales margin

DENGAN KOLAGEN

**Pet Food** 



5% of EntoPowder increase up to  $\approx 25\%$  sales margin







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# MASTERCLASS 2

Insects and valorisation of by-products

# **Company presentation**



## **INSECT FEED** TECHNOLOGIES



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# Insect Feed Technologies

For Food Valley NL

7 October 2022

Growing population results in increased protein needs

Current protein sources are unsustainable Large volume of food waste produced



#### **Our Process**

We convert food waste into useful insect products – insect protein for animal feed and fish feed and frass for plant and soil nutrition



#### Insect protein (dried larvae)

Insect Feed Technologies Pte Ltd © 2022. Proprietary and Confidential. All Rights Reserved.

For Food Valley



### We are building Singapore's largest insect facility

From our current pilot facility, we are moving to an automated facility to increase our capability to handle more waste



For Food Valley



### **Our Farming Processes**

We harvest 3 key beneficial products from the BSF



#### Insect Larvae/Protein

- Our insect protein has a balanced amino acid profile with good palatability and digestibility for animals
- Insect protein is a sustainable substitute for conventional protein sources, like soybean and fish meal.
- This can be used as an ingredient for animal feed.





#### **Insect Oil & Lipids**

- Insect oil is an easily digestible source of energy, high in lipid content such as lauric acid and antimicrobial peptides.
- We are conducting research on insect oil applications and extraction techniques that can maximize its potential

#### Insect Frass/Fertiliser

- Frass is the residue from growing BSF larvae consisting of droppings from the larvae, exoskeletons and feed remnants
- BSF frass is rich in micronutrients for plant growth and contains valuable microbes that improve soil quality



### **Our Value Proposition**

We focus on 3 aspects to scale-up: microbiology, advanced manufacturing, and functionality benefits in aquafeed & fertiliser

Microbiology solution to use low-grade agri and food waste for insects Proprietary advanced manufacturing systems for BSF production Functionality benefits of insect-based ingredients for feed & fertiliser







# **Company presentation**

# hagroindustrial



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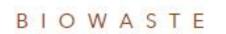
# entomo

www.entomoagroindustrial.com

# Mission

# Industrial Solutions for the Valorization of Organic Matter Using Insects

# Solution





# Pilot Plant

#### 

▷ VALIDATION AND REDUCTION OF ORGANIC MATTER
▷ SHOWCASE FUNCTION

▶ RESEARCH AND DEVELOPMENT

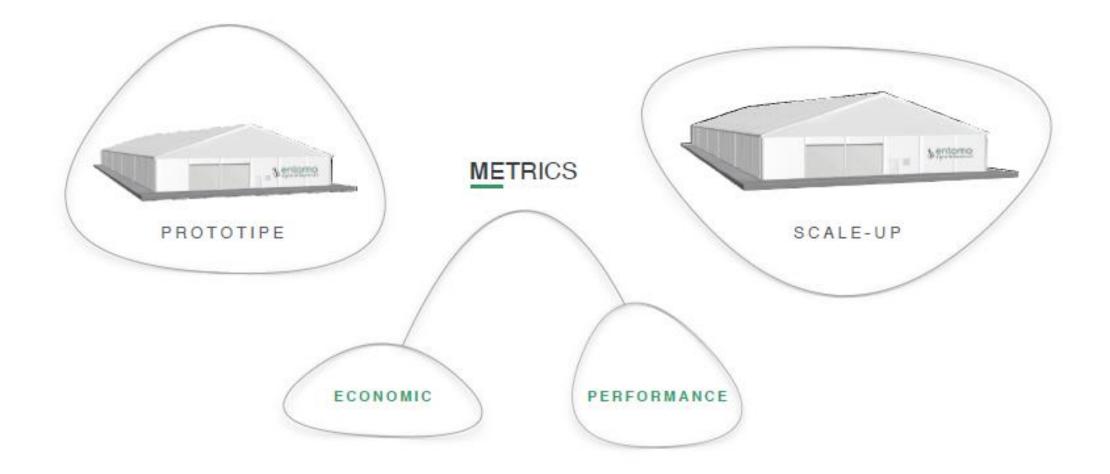
### 02 SPECIFIC

\* TYPOLOGY AND EXTRACTION OF FATS

- DEVELOPMENT OF HYDROLYSATES
- **& GENERATION OF PRODUCTS FROM TOXIC SUBSTRATES**
- ♦ USE IN BIODIGESTION
- PREPROCESSING OF SUBSTRATES TO FACILITATE DIGESTION
- **& SECOND GENERATION REACTORS**
- ≱ LIFE CYCLE ANALYSIS
- DIGITAL-TWIN



# Scale-Up



# Global Vision



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# Wrap Up & Closing



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## SECOND WORKSHOP NOVEMBER



#### 17 November 2022 - 09:00-11:00 ARE THE FUTURE FARMERS FLYING FARMERS?

Global









Please check the catalogue for all the Thematic Workshops

#### PRELIMINARY PROGRAM

#### Introduction text:

Today's agriculture has transformed into a high-tech enterprise that most 20thcentury farmers might barely recognize. Self-driving machinery and flying robots able to automatically survey and treat crops will become common place on farms that practice what's come to be called precision agriculture. The ultimate purpose of all this high-tech gadgetry is optimization, from both an economic and an environmental stand point. This thematic workshop will point out and showcase different solutions that are on the market, ready to be used by farmers worldwide.

#### Topics to be covered

•Smart use of robots and drones •Satellite data in support of cultivation

#### Agenda

- 09.00 Welcome and Introduction by Susanne Baden Jørgensen, Food & Bio Cluster Denmark
- 09.05 "Experiences with the collection and use of data for precision agriculture from the project SQM-Farm" by Henrik Skov Midiby, Associated Professor, Mærsk-Mc-Kinney Møller Institute, University of Southern Denmark
- 09.25 "Use of drones in agriculture" by Andreas Siggaard, Hecto Drone ApS
- 09.35 Presentation by Asian technology company (TBD
- 09.45 "FarmDroid the world's first fully automatic robot for both sowing and weeding control" Presentation by xxx FarmDroid
- 09.55 Introduction to presentations 'Satellite data in support of cultivation' by Tomaz Zadravec, Project manager, ITC
- 10.00 Presentation of the theme Satellite data in Agriculture by Panagiotis Ilias, Senior Information Technology Business Analyst at ILVO
- 10.20 Presentation by LISTENFIELD
- 10.30 Presentation by WORLD FROM SPACE
- 10.40 Presentation by TERROIR FROM SPACE TBC Options EU: AGROAPPS, GEOVILLE, ILVO, TERMODRON, AGRICOLOUS
- 10.50 Q & A and reflection by Susanne Baden Jørgensen, Food & Bio Cluster Denmark

11.00 Wrap-up & Closing

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## INTERNATIONAL TRAINING PROGRAM

## DEDICATED MATCHMAKING

30 November	2022
February	2023
April	2023
September	2023

#### Japan

South Korea Thailand Singapore



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# **Matchmaking Events**

- Prepare for the event by improving your profile
- Fill in the Marketplace
- Browse through the Participants and/or Marketplace
- Find relevant meeting partners
- Request meetings or be booked for meetings
- Wait for acceptance sometimes also no thank you
- Schedule the meeting for the dedicated event (30 November)
- Prepare for the meeting
- Have the meeting on the day





# Matchmaking beyond events

#### Long term matchmaking

- You can book and have meetings beyond the dedicated events throughout the entire period from October 2022-October 2023.
- Eg. You e-meet a participant at one of the workshops or trainings, then you through your profile then request a meeting with the person. Wait for a reply and if positive, then book and have the meeting





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## Thank you and see you around For more events click <u>here</u>



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