Building and leveraging a globally recognized Ag-Food Innovation Ecosystem

Vijay Chauhan, GlobalSTL Lead
InfoAg 2019
Transforming the St. Louis economy based on a foundation of innovation and global connectedness
BioGenerator: Creating, building, & investing in St. Louis startups (venture capital)

GlobalSTL: Recruiting high-growth international companies to St. Louis

STEM Workforce: Developing diverse/inclusive workforce

Innovation space: Catalyzing innovation districts, labs, and coworking
BioSTL & GlobalSTL Overview

Creating, Building & Investing in Startups

- Invested $22 million in 79 high-growth ventures
- Shapes business and IP strategy
- Recruits industry-seasoned management
- 170 Global Venture and Strategic investors have invested in BioGenerator companies

Portfolio companies have raised

$845M

BioGenerator’s investment leveraged

38 to 1
Improving Access to Investment Capital for STL Startups

Notable venture and strategic investors:

- Novo Holdings A/S – Copenhagen
- New Enterprise Assoc. (NEA) – Wash, D.C.
- Menlo Ventures – San Francisco
- Google Ventures – San Francisco
- Qiming Venture Partners – Shanghai
- Clarus Ventures – Boston
- Sofinnova Ventures – San Francisco
- Tekla Capital Management – Boston
- ARCH Venture Partners – Chicago
- F-Prime Capital – Boston
- Atlas Venture – Boston
- Novartis Venture Fund – Basel, Switzerland
- HBM Healthcare Investments – Zug, Switzerland
- Roche Venture Fund – Basel, Switzerland
- Nan Fung Life Sciences – Hong Kong
- btov Partners – Berlin
- Correlation Ventures – San Francisco
- ETF Partners – London
- Syngenta Ventures – RTP, North Carolina
- Rock Springs Capital – Baltimore
- Kirin Holdings – Tokyo
- Medtronic – Minneapolis
Recruiting US Headquarters of Innovative High-Growth International Companies

St. Louis – Midwest: Ag/Food Powerhouse

GlobalSTL - Delivering Partners to Drive Business Growth in North America
St. Louis Ag/Food Organizations

CROP SCIENCE
~$16.5 Billion in Revenues

WORLD'S LARGEST BREWER
One of the Biggest Consumer Products Companies

Nestlé PURINA.
WORLD'S SECOND LARGEST PET FOOD CO.
$11.2 Billion in Revenue

ANIMAL HEALTH & NUTRITION
$1.2B in Revenue, operating in 90+ countries

Nutrition and Health Division in St. Louis

WORLD LEADING RESEARCH
Largest Plant Science Research Center
St. Louis AgTech-Food Ecosystem

Corporate Strategic Partners
Product validators, First Customers & Potential Acquisition
- Bayer
- KWS
- Bunge
- Nestle-Purina
- Novus
- AB Mauri/British Foods
- AB InBev
- Panera
- Post Foods
- DuPont Nutrition & Health
- ICL

Research Partners
Collaborators / Core Facilities / Field Trials
- Danforth Plant Science Center
- University of Missouri – Fisher Delta Research Center Columbia,
  College of Agriculture
- Ag Idea

Innovation/StartUp Communities
- 39 North (Bayer, BRDG Park/ Helix/ Community College)
- Cortex/CIC
- T-REX

Investors
- Bayer Growth Ventures
- Lewis & Clark – Ag Fund
- BioGenerator
- MTC
- Cultivation Capital
- Prolog
- Arch Angels
- Advantage Capital
- Yield Lab Accelerator
- Wells Fargo Foundation
- iSelect

Industry Specific Assets
- National/MO Corn/Soy Growers Assoc.
- Agri Business Club
- Ag Showcase
- MFA
39 North District

39 North is an innovation district - located in St. Louis County - uniquely positioned to advance the region’s global leadership in plant sciences and agtech.
St. Louis’ Ag/Food “Shopping List”

Agriculture Tech Innovation Priorities

• Precision & digital ag
  • IT solutions for enterprise
  • Robotics & automation
  • Remote sensing & measurements

• Software and analytics

• Biotech, breeding, traits & new crops

• Biologicals & microbes

• Nucleic acid delivery & new materials

• Water & soil management

• Crop protection

• Novel business models in ag

Food-Feed Tech Innovation Priorities

• Healthy human and pet food ingredients
  • Weight management
  • Probiotics
  • Diabetes, heart health, & brain health

• Medical foods and diagnostics

• Nutrition at molecular level

• Packaging science

• Litter science

• Social media platforms for pet owners

• Production animal-aqua culture micronutrients
GlobalSTL Results Since May 2014 Launch

- 17 Companies Announced St. Louis Presence
- $108 Million in investment & revenues and 215 direct and indirect jobs created
- Ag and Food Sector
  - Innovation sourcing & startup recruiting engine across 10 countries
  - Hosting delegations of global innovators and producers to develop business with Midwest Ag-Food ecosystem
  - Taking delegations of Midwest Ag-Food ecosystem players to meet international innovators
  - Making St. Louis/MO Ag-Foodtech hub and destination for global innovation
St. Louis AgTech-Food Ecosystem

Corporate Strategic Partners
Product validators, First Customers & Potential Acquisition
- Bayer
- KWS
- Bunge
- Nestle-Purina
- Novus
- AB Mauri/British Foods
- AB InBev
- Panera
- Post Foods
- DuPont Nutrition & Health – Danisco
- ICL

Research Partners
Collaborators / Core Facilities / Field Trials
- Danforth Plant Science Center
- University of Missouri – Fisher Delta Research Center Columbia, College of Agriculture
- Ag Idea

Innovation Communities
- 39 North (Bayer, BRDG Park/Helix)
- Cortex/CIC
- T-REX

Investors
- Bayer Growth Ventures
- Lewis & Clark – Ag Fund
- BioGenerator
- MTC
- Cultivation Capital
- Prolog
- Arch Angels
- Advantage Capital
- Yield Lab Accelerator
- Wells Fargo Foundation
- iSelect

Industry Specific Assets
- National/MO Corn/Soy Growers Assoc.
- Ag Business Club
- Ag Showcase
- MFA

Producers
Connecting producers with global innovation
- Early Adopter Grower Innovation Community (EAGIC)
Early Adopter Grower Innovation Community (EAGIC)

Keeping Midwest growers globally competitive
Growers innovation pathway - Today

- Overwhelmed with innovation
- Hold the risk bag
- Long time horizon to scale
- Limits investor interest
- Reduces Grower Productivity

Growers Receivers of Innovation

- Input Companies
- Coops/Retailers
- Equip. suppliers
- Processors
- USDA; Land Grant Univ.
- Startups
Creating a new path to bring innovation to Midwest producers

**Today**

- Input Companies
- Coops/Retailers
- Equip. suppliers
- Producers
  - Receivers of Innovation
- Processors
- USDA; Land Grant Univ.
- Startups

**New Path**

- Global Innovation sourced to meet producer needs
- Early Adopters
  - Drivers of innovation
- Growers
EAGIC – unique value proposition: changing the trust paradigm

- Early adopter growers
- Grower-centric
- Global innovation sourcing platform
- Grower-Innovator-Researcher: Rigorous Pilots
- New approach to scaling innovation
CREATING AND DELPOYING EAGIC

- Recruit EAGIC Producers
- Surface & Prioritize Needs
- Source Solutions Globally
- Perform Rigorous Evaluation
- Communicate Unbiased Results
- Pathway to Scaling Innovation
EAGIC: Bringing Competitive Advantage to Midwest Producers

- Changing the trust paradigm
- Shrinking the time to scale
- Magnet for Global Innovation

Midwest Growers

Early Adopter Grower Innovation Community (EAGIC)
EAGIC

Early Adopter Grower Innovation Community

Quentin Rund - Project Lead
grund@biostl.org
+1 217-841-5107

Vijay Chauhan – GlobalSTL Lead
Email: vchauhan@biostl.org
Mobile: +1-636-346-8409

Quentin Rund – Project Lead
Email: grund@biostl.org
Mobile: +1-217-841-5107

Luke Blackburn – Business Development
Email: lblackburn@biostl.org
Mobile: +1-314-320-0200