



Proving solutions for a healthier, more sustainable future

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### **What is The Yield Lab's Mission?**

The Yield Lab's Mission is *"to Enable Entrepreneurs to Sustainably Revolutionise Agrifood Systems Globally"*. Entrepreneurs are our priority. We are creating a revolution through inspirational, independent innovation. We enable entrepreneurs' innovation by providing access to capital, customers & collaborators. Planet, profit, and people must be considered in order for our agrifood systems to achieve sustainability. True transformation will only occur when technology is available globally.

Therefore we look for (i) the best entrepreneurs; (ii) with truly innovative and disruptive technologies that are proprietary and difficult to replicate; (iii) which address significant market needs with large addressable global markets and the potential to scale into large businesses; (iv) that sustainably impact upon Agriculture and Food production systems to enable the world to produce more food with less inputs, and in a way that reduces the world's environmental degradation that arises from food production, and (v) and which have the potential to become significant and profitable businesses, and which can generate attractive investment returns to our shareholders on exit.

### **What sectors does the Yield Lab invest in?**

We consider all parts of the food and ag value chain from farm to fork. The Yield Lab invests across technologies in *'inter alia'* crop production and plant science, animal health & welfare, precision agriculture, supply chain/logistics, ag/food sustainability, environmental relating to agriculture and food production, farm machinery, ICT, and food ingredients.

### **Is there anything the Yield Lab won't invest in?**

We don't invest in production facilities (farms) or businesses that rely solely upon direct-to-consumer sales. We do not invest in food companies other than food ingredients that are applicable to a wide range of market verticals.

### **What qualities do we look for in a company?**

We invest in companies with a strong and committed management team, an attractive market in terms of size, growth and structure, a viable business plan and go to market strategy, deep technology with a clear USP / differentiation that is difficult to replicate, relevant KPIs that demonstrate company progress and a clear competitive advantage, and some investment to date in developing that technology including pilot studies, field testing, demonstration models. We also look at platform technologies that can be applied to other market verticals.

We also look to see what capital you have managed to raise to date and what awards or other external validations of your team and technology that you have achieved.

Most importantly, we are a value-add investor, and as such, we inspect each company for fit within our resource network. Companies must be able to show:



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- Innovative technology and deep IP / USP
- Strong and committed management teams
- Scalability
- Market research and clear market entry strategy
- Exit opportunities and an exit strategy
- Financial and funding strategy
- Use of investment proceeds
- Expected benefit from Yield Lab Accelerator participation

### **What geographies do you invest in?**

We at the Yield Lab Europe are inviting applications from all over the world - our investments are geographically agnostic. That said, our ability to add value is a crucial component in all our investment decisions, so we anticipate that our investment portfolio will primarily consist of companies headquartered in and around Ireland, the UK and Europe, or with significant operations in this part of the world. With sister accelerators in North America and Latin America, we have a global network which companies in other parts of the world can consider applying to.

### **What stage companies do you invest in?**

We like to describe ourselves as a “later stage accelerator.” We do not invest in companies that are still at concept stage, and most of our companies are in existence for 2-5 years with full time CEOs and teams before they join our programme.

We work with our companies to guide them as they raise seed and bridge financing to get to Series A stage, and we help them to partner with strategic organizations and to scale their revenues. We also provide technical input on R&D and product development through our extensive network of international technical experts across a wide range of AgTech domain areas.

### **Do you take equity?**

Investments usually take the form of quasi-equity (convertible debt). Some of our funds (up to €25,000) are held back to cover (i) the costs of attending three major international Agri-Tech investment conferences in the USA, UK and Ireland (flights, hotel and tickets are included in the programme, along with podium pitching opportunities at these major events), (ii) professional advisory fees for assisting companies with their business plans and projections, legal advice, PR advice and other technical / professional fees that you may require depending on our assessment of what you need to get you to Series A stage, along with (iii) our legal fees in closing the investments.



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### **What is the process and timescale?**

We will be open for online applications until 2<sup>nd</sup> March 2018 (originally February 23<sup>rd</sup> but extending by a week) with applications to be submitted via our page on F6S. In April we will invite a shortlist of companies to pitch to our selection panel in Dublin, which usually takes an hour (20 minute pitch followed by 40 minute Q&A at your own expense). After that we will select 6-8 companies to make formal offers to. During April we will complete the investment agreements with each company and announce our portfolio, and in May we will commence the six month accelerator programme.

If you have any questions, please email [gabrielle@yieldlab.com](mailto:gabrielle@yieldlab.com) who will assist you.

### **What does the Yield Lab Europe offer?**

- €100,000 investment
- Access to the premiere AgTech accelerator program in Europe with one day of programming per month for six months
- Individualized mentorship from our directors
- Assistance in getting you ready for Series A funding
- Attendance and podium pitch opportunities at three leading global AgTech Investment Conferences (US, UK and Ireland)
- Access to The Yield Lab global network, including strategic corporate partners, distributors, producers, investors, entrepreneurs, research and development and technical input, clinical trial development, intellectual property, regulatory and other advisers

### **What is the relationship between the Yield Lab St. Louis USA, Yield Lab LatAm, and the Yield Lab Europe?**

The Yield Lab St. Louis, Yield Lab LatAm and the Yield Lab Europe operate distinct, independent venture capital funds, each with its own management team and staff but with the same mission, and we work in close collaboration with each other to help scale our companies globally.

All function as seed funds and business accelerators, by making capital investments and organising business development programming geared towards customers, collaborators and capital.