

THE NATURE-ACCELERATOR

STARTUP PORTFOLIO 2018



E | T | I | F | O | R
valuing nature



UNIVERSITÀ
DEGLI STUDI
DI PADOVA

DON'T BE A FOLLOWER, BE A VISIONARY

"All of us, particularly those involved in the world of investment and finance, have something to offer. Together we have the resources to achieve what may be the greatest ethical and economic shift in human history"
Joel Solomon



Understanding and following the SDGs clarify for investors which topics the startups are focussing on and where their priorities for sustainability are.

THE FIRST OF ITS KIND

The Nature Accelerator selects, supports and invests in early-stage impactful startups that are developing innovative and sustainable solutions for agriculture, forestry, natural resources and ecotourism.

We welcome business models that incorporate the following key aspects:

- Ecosystem services and biodiversity
- Impact driven
- Social Innovation
- New technologies
- Circular and bio economy



AGRICULTURE



FORESTRY



NATURAL
RESOURCES



ECOTOURISM

UNIVERSITY

*where the innovation
is happening*



Davide Pettenella
Programme coordinator
TESAF Dep. | University of Padova

TRAINING

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ENVIRONMENTAL
BUSINESS

*that transfer the knowledge
to companies and territories*



Alessandro Leonardi
Ecostar founder
Etifor | Valuing nature

NETWORKING

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IMPACT INVESTORS

*that look beyond the economic
return of the investment*



Luni Libes
Ecostar investor
Fledge | The conscious
company accelerator

INVESTMENTS

luni@fledge.co

The Nature Accelerator brings together:

WHAT WE SOLVE

Business is booming in the "nature-based business" sector, which includes initiatives ranging from agritech companies to ecotourism to the production of sustainable raw materials. Already more than forty nations around the world are investing in the bioeconomy, which, in Europe, is worth € 2 trillion in annual turnover and twenty million jobs, according to the European Commission.

In the tech world, there are literally hundreds of acceleration programs and thousands of investors to reach out to as you own a business model and pursue growth. For nature-based business, the reality is different, there is a lack of such opportunity.

As a result of this, the ECOSTAR initiative, together with Fledge and several local and international partners, started the first Nature-Accelerator.

WHAT WE OFFER



+250
APPLICATIONS



49
DIFFERENT
COUNTRIES



8
INNOVATIVE
STARTUPS



8
WEEKS
ACCELERATION



30K
SEED INVESTMENT



+550
MENTORS



11
UNIQUE
UNIVERSITY-BUSINESS
PARTNERS



VISIBILITY
Join our accelerator
and make your mark



INVESTING
Sustainable investment
opportunities in our
startups



SCOUTING
We connect you
to your innovator



PADOVA UNIVERSITY

- 1222 ● One of the oldest Universities in the World
- 1545 ● The world's first botanical garden was created in Padua
- 1592-1610 ● Galileo Galilei lived and taught in Padua
- 1678 ● First woman graduate
- 1985 ● First heart transplant operation
- 2018 ● The first Nature-Accelerator



AGRIPOLIS CAMPUS

The accelerator is located in Agripolis, the Campus for Agriculture, Animal and Environmental Science of the University of Padova, a centre of international research excellence.

- 1° Campus in Italy
- 3 Public institutions
- 10 spin-offs
- 4 research departments
- 80 ha experimental farm

STARTUP PORTFOLIO

In 2018, more than 250 teams have applied to our Nature-Accelerator. We selected the 8 most promising impactful startups working on sustainable solutions for the agriculture, forestry, natural resources, and ecotourism sectors.

INVEST IN PEOPLE, NOT ONLY IN BUSINESSES

One of the most important selection criteria was the team: we strongly believe that founders and coworkers are a crucial part of the success of a business. Turn the page and find out more about our startups.



Central Park Bees

Dodoma (Tanzania)

We help smallholder farmers increase and stabilize their income through sustainable beekeeping, giving them access to free training, equipment loans, extension services and guaranteed markets that offer competitive prices for the honey and beeswax they produce.

- Joseph Kadendula

Chief Executive Officer
- Haji Abdalla

Chief Beekeeping Officer
- Christopher Kadendula

Chief Financial Officer
- Sophia Chilambo

Chief Operational Officer
- Charles Kazaula

Chief Marketing Officer
- Neema Mziray

Chief Procurement Officer
- Hiroiyuki Itoh

Strategic International
Partner & Advisor

info@centralparkbees.co.tz centralparkbees.co.tz



- S2 2018

Reach 730 smallholders.
- S1 2019

Increase honey storage facility to 10 tonnes at once and increase our buying capacity to reach at least 25 tonnes of honey by end of the year.
- S2 2019

Expand to Saudi Arabia and Oman and acquire organic certification.

 FUNDING GOAL
€ 110.000



Crické

London (UK)

We produce healthy, eco-friendly, tasty insect-based food-products. We combine traditional Mediterranean recipes with cricket powder, a great low-impact source of protein, vitamins, minerals and fibre.

Edoardo Imparato
CEO & Chief Operating Officer

Francesco Majno
CMO & Community Manager

Marco Parrinello
R&D & Culinary Lab Head

info@crickefood.com

crickefood.com



S2 2018

Sales to 80 UK independent retailers.

S1 2019

Sales to 3 UK chains. Line extension (pasta and biscuits).

S2 2019

EU Retail Market first flagship stores.



FUNDING GOAL
€ 200.000



Green Charcoal Uganda

Tororo (Uganda)

Extracting value from an otherwise wasted resource, we manufacture charcoal briquettes from discarded palm kernels, coffee husks, maize (corn) cobs, and rice husks. Plus we cold press some of this feedstock to produce vegetable fats and palm kernel cake. A circular economy solution turning waste into a solution to fuel scarcity.

- Geoffrey Okoth Yoga
CEO & Founder

Yoga Michael
Materials Supplies officer
- Ikuyati Sliver
Manager & Co-founder

Okello Benjamin
Driver
- Esther Nyakecho
Accountant
- Alecho Patrick
Production foreman

info@greencharcoalug.com greencharcoalug.com



- S2 2018

Install 2 new briquette machines for the production of non-carbonized briquettes to sell to institutions like schools, hospitals, universities and bakeries (total 600 tonnes).
- S1 2019

Install 2 other new briquette plus 2 carbonizer machines that make pillow-shaped briquettes to serve household clients (total 1200 tonnes).
- S2 2019

Consolidate business (total 1200 tonnes).

FUNDING GOAL
€ 170.000



iGreengo

Vicenza (Italy)

We provide experiential and emotional tourism where tourists can immerse themselves in beautiful exclusive places removing the chaos generated by the local mass tourism hotspots. We make this possible through a website designed for sharing and improving open green spaces and the environment while seeking to collaborate with the owners of these spaces, to offer something unique to nature lovers.

Emiliano Vettore
Co-founder

Diego Pellizzaro
Co-founder

Alessandra Palentini
Chief Communications Officer

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igreengo.eu



S2 2018

50 agreements signed with different locations available.

S1 2019

The same 50 locations launched on the on-line platform, including customer service for visitors, data analysis and service monitoring.

S2 2019

200 new locations available on the on-line platform. Two new services added: green location improvement with iGreengo funds and "iGreengo Winter".



FUNDING GOAL
€ 250.000



iNergy AGTECH

Bucharest (Romania)

Food, death and taxes.
Unfortunately, we can't help with taxes.
But we bring the benefits of sustainability
to local food producers, cities and
communities, providing innovative, efficient,
modern technologies for growing fruits and
vegetables.

Razvan Bera
CEO & Co-founder

Ahmad Samih A.
CTO & Co-founder

Razvan Savu
IoT manager

office@inergy-agtech.com inergy-agtech.com



S2 2018 Team on-boarding and ensuring
production capabilities for
market roll-out.

S1 2019 Market grab and flagship
projects in primary and
secondary markets.

S2 2019 Market sequestration for novel
food production ecosystems in
Romania / Eastern Europe.

FUNDING GOAL
€ 350.000



OBRI Tanzania

Dar es Salaam (Tanzania)

We manufacture and distribute sunflower cooking oil grown by over 700 smallholder sunflower farmers in Tanzania, displacing tons of oil that would otherwise be imported from overseas. A local, quality, lower-price solution for East Africa.

Brigitha Faustin
Founder & Managing Director

Doric Mallya
Sales & Marketing Officer

George Semiono
Head of Production Unit

Geofrey LUIS
Field Officer

Juma Augustine
Procurement & Logistics Manager

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obritanzania.com



S2 2018

Purchase and install an automatic vegetable cooking oil refinery machine to serve more than 8,930,000 families daily in Tanzania, East Africa.

S1 2019

Install sunflower seed storage facility to reduce post-harvest waste by 30%.

S2 2019

Invest in logistics by purchasing one car for supply.

 FUNDING GOAL
 € 100.000



Oxyn

Tbilisi (Georgia)

We plant personalized Trees with Oxyn currency reward. And we do it with an easy-to-use platform, advanced API and blockchain based tracking system. We offer a fast, secure, and low-energy blockchain technology that enables us to handle payments between businesses, conscious consumers and environmental organizations.

Bacho Khachidze
Co-founder & CEO

Lasha Kvantaliani
Co-founder & CTO

hello@oxyn.io

oxyn.io



S2 2018

Launching the campaign #treespond. Planting trees in California, USA. Targeted number 200,000 trees.

S1 2019

Tbilisi Green Belt. Smart Landscape Development Solution for the City of Tbilisi, Georgia.

S2 2019

Five viral / creative campaigns to be conducted.



FUNDING GOAL
€ 250.000



Sintala design

Segovia (Spain)

We create products made of solid wood without cutting down trees. Our company works with wood that has been collected from fallen trees, prunings and remains of other manufacturing processes and our finishes are highly ecological and respectful of the environment.

Jose Luis Aranda
Co-founder

Rodrigo Aranda
Co-founder

Aitor Aranda
Co-founder

Ana Berzal Salort
Marketing and communication

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sintaladesign.com



S2 2018

Exhibit at Biocultura 2018 (Madrid); improving the first wood transformation process.

S1 2019

Exhibit at IMM Cologne (Cologne) and Fuori Salone (Milan).

S2 2019

Close a deal of wood supply and sell with one institution; consolidate and expand the market in Europe.



FUNDING GOAL
€ 500,000



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*Printed on Shiro Alga Carta,
realized using the damaging algal
blooms of the Venice lagoon*



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