Innovative Solutions for preserving and restoring soil health

SustainableSolutionsMatch 2026

Welcome!

Session Agenda

- Welcome & Introduction
- Sustainability in the sector Soil
- Pitch Presentations:
  - **CapGreen** (France): Book a meeting with head of R&D Emilie Goyon.
  - **ImpattoZero S.r.l.** (Italy): Book a meeting with CEO Davide Balbi.
  - **AgroBiogel** (Austria): Book a meeting with CEO/CFO Dr. Tobias Keplinger.
  - **ASSEA Bioenergy & Biosoils** (Greece): Book a meeting with Apostolia Tsampouniari.
  - **PES Technologies Ltd** (United Kingdom): Book a meeting with Andrej Porovic.
  - **VIVO Carbon gGmbH** (Germany): Book a meeting with Co-founder Svenja Nette.
  - **Zymofix** (Belgium): Book a meeting with CEO and cofounder Emile Redant.
  - **ARGALY** (France): Book a meeting with Marielle Garcia or president Eva Bellemain.
- Closing Remarks

Welcome & Introduction

Annette Moritz
EEN Hamburg / Schleswig-Holstein (Germany)

Brigitte Duffhues
EEN Tilburg (Netherlands)

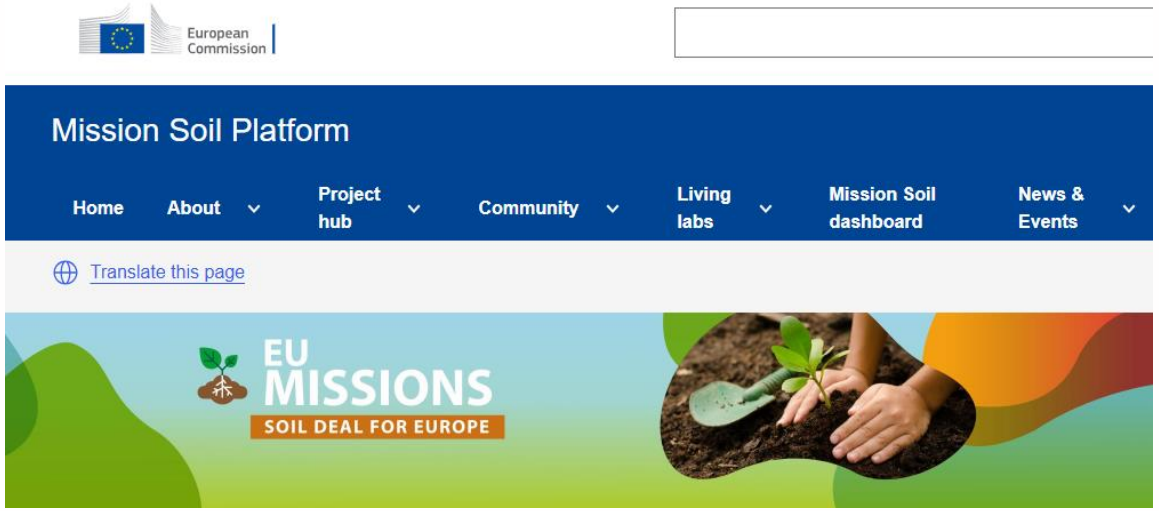
Welcome & Introduction

Let's play by the rules: smooth sailing for our session!

- **Mute Policy:** Please remain muted unless speaking to avoid background noise.
- **Q&A Time:** After all pitches, there will be some time left for questions. Please use the chat to ask questions.
- **Session Recording:** This session will not be recorded.
- **Time management**: Pitchers, please keep track of your time. We will inform you if 5 minutes have passed.
- **Technical Issues:** If you encounter issues, use the chat to notify the host.

Sustainability in the sector SOIL

Healthy soil is fundamental to sustainable agriculture but also as a carbon sink, for fresh water and is one of the most biologically diverse habitats on Earth



Pitch Presentations

Time to meet the innovators!

Pitch 1

CapGreen (France)

Clémence DUBOIS-HENRY

Tailored Bioremediation Solutions for Contaminated Soils

CAPGREEN Biotech Solutions

Clémence DUBOIS-HENRY, PhD, Head of R&D

CAPGREEN – Sustainable Solutions Match
(online) | 18 March

Our Sustainable Solution

- **Bioaugmentation-driven Bioremediation** : tailored microbial consortia + field protocols + monitoring
- **Primary Focus** : contaminated soils (hydrocarbons C10C40, Heavy oils, organic residues etc.)
- **End-to-End approach** : strain selection → labo tests → industrial-scale culture → on-site implementation and adjustment
- **Adaptable** to site constraints and regulatory thresholds (trajectory, expected kinetics)

How It Works (From Data To Field)

1) Review the Technical Dossier : objectives, thresholds, site constraints (access, time), soil key parameters

2) If Needed : lab treatability tests (microcosms) to select the most efficient microorganisms and operating window and adapt protocols

3) Industrialise Culture & Formulation : stability, reproducibility, volumes (*via* partner lab / bioprocess)

4) Deploy on-Site : protocols, monitoring indicators & reporting; adjust dosages/conditions if needed

Differentiation & Measurable Impact

What's Different ?

- **Complete and tailor-made approach** : We combine biology (selection) + lab tests (securing the process) + bioprocess (bioproduction) + field engineering (protocols & piloting)
- **Environmental Impact** : less earthmoving / transport / waste; lower energy needs *vs* heavy treatments (*eg. thermal desorption*)
- **Economic Impact** : lighter projects with progressive deployment; optimized cost & lead-time
- **Tagline** : "predictable, controllable and industrialisable bioremediation"

Who Can Apply It ? (Target Audience)

➢ Mode A — Remediation companies (technical B2B)

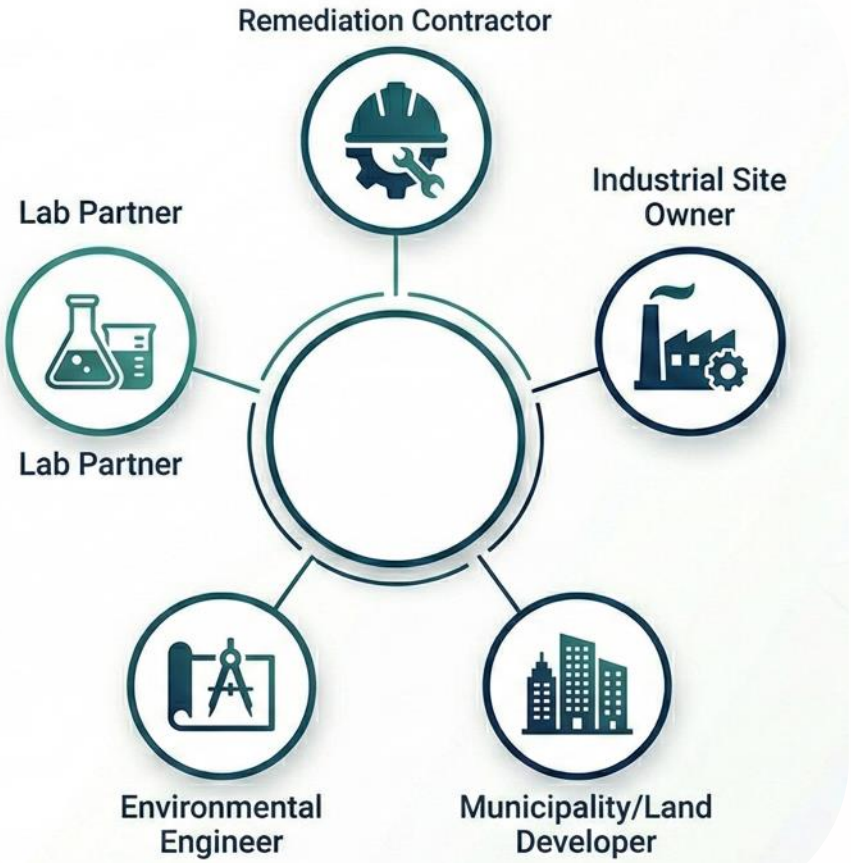
- A science- and performance-driven approach: they source our technical solution
- Use cases : on-site remediation operations (*e.g., rehabilitation of a former industrial site*)
- Also : treatment facilities (*e.g., waste recovery / waste treatment platforms*)

➢ Mode B — Industrial clients (direct)

- CAPGREEN supports through study & consulting : objectives, thresholds, strategy, kinetics
- Then the field work is carried out by an **operational contractor** (works company), with our support

Partners We Want To Connect With

- **Field operators & remediation companies** to co-develop protocols and scale deployments
- **Engineering & Environmental consulting firms** to integrate bioremediation early in soil management plans
- **Lab & bioprocess partners** for scale-up, formulation and QA/QC
- **Analytical labs / monitoring solutions** to strengthen performance
- **Land developers, municipalities and site owners** seeking renaturation strategies after treatment



#EENCanHelp

Book a Meeting with : CAPGREEN

Biopôle Clermont Limagne – 63360 Saint-Beauzire (FR)

contact@capgreen-solution.com
+33 6 23 37 09 07
www.capgreen-solution.com
Scan to visit our website

een.ec.europa.eu

CAPGREEN
Biotech solutions

enterprise europe network

Pitch Presentations

Time to meet the innovators!

Pitch 2

ImpattoZero S.r.l. (Italy):

Davide Balbi

Organic is a promise.
We deliver proof.

CoA-verified food | AI precision | Neuro-coaching | Farming on Demand

"Here's what we built, tested, and learned producing since 2019 – batch by batch."

>90%
Water Savings

+344%
Spatial Efficiency

-147%
Climate Impact/plant

>61%
EBITDA (Year 5 projection)

EIC Accelerator – Phase 2 (Batch 1)
under evaluation

ImpattoZero S.r.l.
Davide Balbi | db@agricoltura2punto0.it | +39 331 834 4974
CEO & Founder

"Healthy" is a marketing word. Until you can measure it.

Shelf-life over nutrition

FOOD & LOGISTICS

Food is optimised for logistics, not nutrient density. No CoA. No batch-level verification. You can't trust what you can't measure.

'Organic' is a process claim

CLAIMS & LABELS

No batch-level CoA. No nutrient verification. Just a process label on the package. No Digital Product Passport data.

Zero ESG traceability data

ESG & COMPLIANCE

Procurement managers lack KPI data on water, CO2, chemicals. The Digital Product Passport gap is real.

SSM26 matchmaking: challenge -> solution -> pilot | We propose a 30-60 day lighthouse pilot with measurable KPIs.

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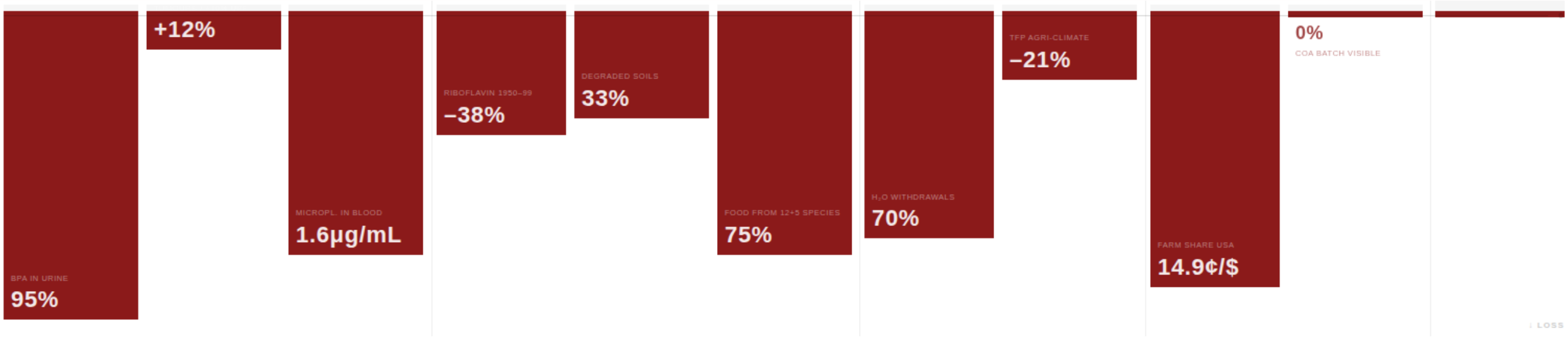
When you measure the food supply chain, health becomes measurable.



95%	+12%	1.6µg/mL	–38%	33%	75%	70%	–21%	14.9¢/$	0%	~13%
BPA IN URINE	CANCER RISK PER +10% UPF	MICROPLASTICS IN BLOOD	RIBOFLAVIN 1950→1999	DEGRADED SOILS	FOOD FROM 12+5 SPECIES	WATER WITHDRAWALS	TFP AGRI CLIMATE	FARM SHARE USA 2022	COA BATCH VISIBLE	EBITDA FOOD INDUSTRY
observational	*associated · h=12*	*proxy 75 declared*	*USDA historical*	*FAO 2015 · h=33*	*FAO · h=75*	*measured FAO*	*Nature CC · h=21*	*chain capture 85%*	*market std · 2%**	*Damodaran · h=13*

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Up2Circ

The Solution: 5-Step Verified Food Platform

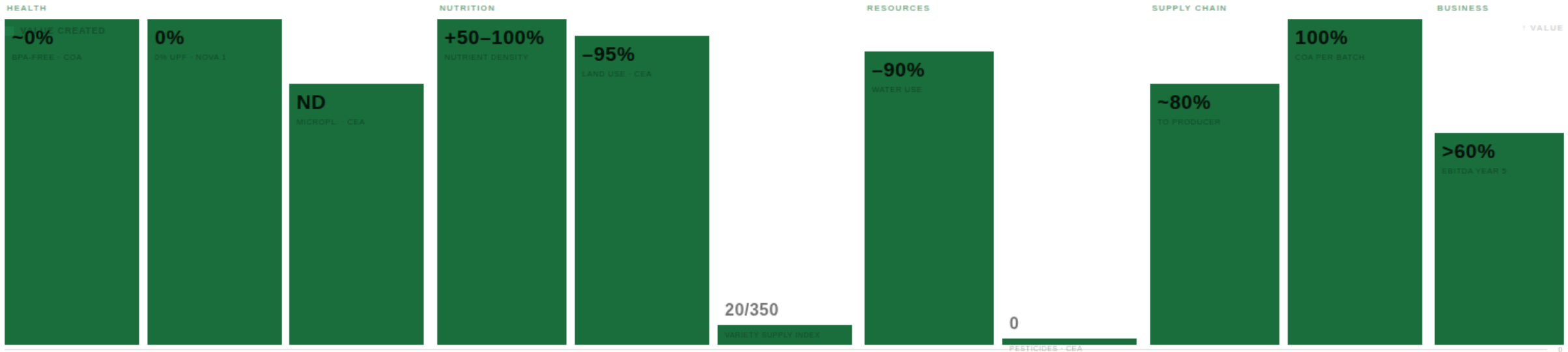
01	02	03	04	05
Phase 1 100% B2B LOIs	**AI Farm OS** Cultivation planning + biodiversity catalogue	**IoT / CEA** Closed-loop aquaponics Sensors + vision	**CoA Verified** 3rd-party lab nutrient density + safety	**Phase 1** 100% B2B LOIs
Phase 2 Profile: Health goals + optional epigenomics				**Phase 2** Coaching: AI protocols + habit design -> adherence

"CEA + aquaponics + CoA – the only end-to-end verified food stack in the market. 9 patents. Production since 2019."

Would you invest in your health?

>61%

EBITDA (Year 5 projection)



Bar scale: index 0–100. % = direct value. Varieties = (n−350)×100. 0 displayed as 2% for legibility. ND = declared proxy 80. >60% → proxy 65. · * = internal KPI/target/projection.

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Differential Value & Measurable Impact

WHY WE WIN

Product-based CoA
Verified outputs, batch by batch – not 'organic' process

Blockchain traceability
Full digital chain seed-to-plate

AI + IoT closed-loop
Sensors -> predictable output -> lower cost -> higher margin

9 Patents (3 owned)
Data + workflow lock-in – hard to copy

>90%
Water Savings | vs. conventional

+344%
Spatial Efficiency | output/m2

-147%
Climate Impact/plant | LCA metrics

40-65%
Higher Yields | vs. soil baseline

-77.5%
Climate Control Costs | energy savings

100%
Chemical-Free | zero pesticides

Would you invest in your health ?

Every red bar destroys value. · Every green bar recreates it.

SYSTEM EXTERNALITIES · RECOVERED VALUE

HEALTH · NUTRITION · RESOURCES · SUPPLY CHAIN · BUSINESS

~0% — BPA-FREE · COA
0% — 0% UPF · NOVA 1
ND — MICROPL. · CEA
+50–100% — NUTRIENT DENSITY
–95% — LAND USE · CEA
20/350 — VARIETY SUPPLY INDEX
–90% — WATER USE
0
~80% — TO PRODUCER
100% — COA PER BATCH
>60% — EBITDA YEAR 5

95% — BPA IN URINE
+12% — CANCER PER +10% UPF
1.6µg/mL — MICROPL. IN BLOOD
–38% — RIBOFLAVIN 1950–99
33% — DEGRADED SOILS
75% — FOOD FROM 12+5 SPECIES
70% — GLOBAL H₂O WITHDRAWALS
–21% — TFP AGRI-CLIMATE
14.9¢/$ — FARM SHARE USA
0% — 0% PRODUCT VERIFICATION
13% — SECTOR EBITDA

~0% 95% BPA IN URINE	0% +12% CANCER RISK PER +10% UPF	ND 1.6µg/mL MICROPLASTICS IN BLOOD	+50–100% –38% RIBOFLAVIN (1950–1999)	–95% 33% DEGRADED SOILS	20/350 75% FOOD FROM 12+5 SPECIES	–90% 70% WATER WITHDRAWALS	0 –21% TFP AGRI CLIMATE	~80% 14.9¢/$ FARM SHARE USA 2022	100% 0% COA BATCH VISIBLE	>60% 13% EBITDA SECTOR

Normalization: direct % = identical height · 0 – 2% (min visibility, declared) · 1.6µg/mL – proxy 75 · ND – proxy 80 · +60% – proxy 65 · (20–350)÷100 = 6 (varieties) · farm share red = 100–14.9 = 85% (chain capture, declared) · Corrections v2: col2 +12%→h12 (was 50) · col3 33%→h33 (was 35) · col6 75%→h75 (was 70) · col8 –21%→h21 (was 40) · col11 13%→h13 (was 15) · ** internal KPI/target/projection

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Market · Business Model · Traction

WHO PAYS · HOW

Longevity clinics & wellness
-> Verified nutrition-as-intervention

HoReCa & premium retail
-> Spec ingredients + DPP traceability

Senior living / hospitals
-> Nutrition risk-reduction KPIs

Eco-district real estate
-> Urban longevity hubs + ESG

Model: Farming-on-Demand (pay-per-slot / subscription) + B2B + franchise/licensing

TRACTION – PROOF WE'RE READY

41
Project Designs

318
Consultancy Cases

288
Partnerships

325
Suppliers Network

FINANCIALS (Year 5 projection)
EBITDA 61% | EUR 8.3M | Pre-money EUR 23.7M | Raise EUR 7.8M
Scale-out path: modular deployment + licensing network

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Partners We Seek – SSM2026 Matchmaking

Who we want to meet + what we need from you to start fast:

SOLUTION SEEKERS (pilots)

Procurement/Sustainability leads – HoReCa & premium retail

Directors – longevity clinics, wellness, senior living/hospitals

Eco-district developers & municipalities

What we need to start fast:
1 pilot site + KPI owner | CoA/DPP procurement flow | 30-60 day commitment -> LOI

ECOSYSTEM PARTNERS

Accredited labs for 3rd-party CoA
Nutrient density + safety panels

DPP / traceability integrators
Data interoperability for food passports (Session 20)

MRV / carbon & circularity
Soil carbon credits + CRCF-aligned verification

Impact / corporate investors
Scale-out: sites + network + licensing | Raise EUR 7.8M

Cross-border ready: modular deployment, EU replication in 60 days, licensing/franchising network available.

EIC Accelerator – Phase 2 (Batch 1)
under evaluation

Book a meeting with: ImpattoZero S.r.l.

Close a cross-border lighthouse pilot + LOI in 30-60 days.

Pilot Scope | Quality | Traceability

Davide Balbi · CEO & Founder ·

db@agricoltura2punto0.it · +39 331 834 4974 · agricoltura2punto0.it

een.ec.europa.eu

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enterprise europe network

Pitch Presentations

Time to meet the innovators!

Pitch 3

AgroBiogel (Austria):

Tobias Keplinger

Retentis®

Soil Water Retention Powered by Lignin granulate for climate resilient landscapes

AgroBiogel GmbH

Tobias Keplinger

CEO

Retentis®


Beutelinhalt reicht Für 2 L Substrat
(2 Töpfe à 1 L oder 1 kleiner Pflanzkasten)
retentis
100% Bio
macht Pflanzen glücklich
Wasserspeichergel
NATUR pur GARTEN
Produziert in
Weniger gießen,
mehr genießen.

Retentis® – Lignin Granulate as Smart Water/Fertilizer Storage

🌱 **100% plant-based water storage** that acts as natural water reservoir in soil

💧 **Captures rain and irrigation water**, storing it in the soil like a natural water battery

♻️ **Improves soil health and plant survival** – without leaving microplastics behind.

Highly adaptable:

Agriculture · Reforestation · Urban green spaces · Horticulture · Substrates

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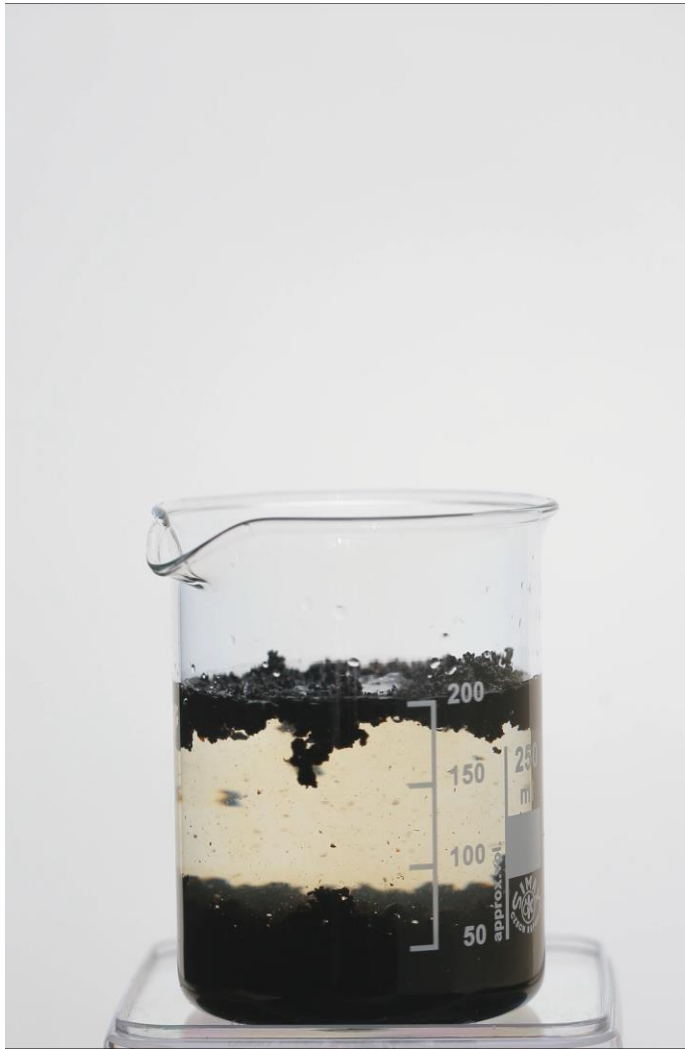

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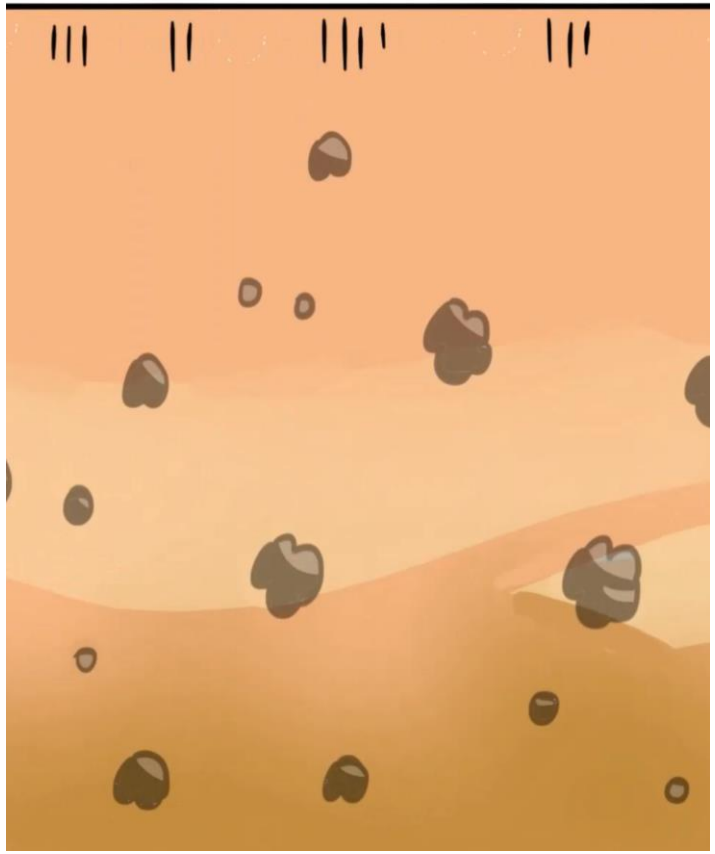

FOR

Agriculture · Reforestation · Urban green spaces · Horticulture · Substrates

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FOR

Agriculture · Reforestation · Urban green spaces · Horticulture · Substrates

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Worldwide Partners

SPAIN – PORTUGAL – ITALY – AUSTRIA – GERMANY – SWITZERLAND – UK – SERBIA – CANADA

manica · FLORISSA · GEFAFABRITZ SICHERT EINE GRÜNE ZUKUNFT · Hauert · MAD · Hundredfold Agro Ltd.

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Differential Value

- 🌿 **100% Biobased:** Made from renewable lignin
- ♻️ **Circular Innovation:** Upcycling pulp & paper sidestreams
- 💧 **Water Retention:** Captures and slowly releases water to roots
- 🚜 **Scalable Solution:** Works with existing farming infrastructure

Sustainable Impact

- 📊 **Measurable impact** – Clear, sustainable performance benefits
- 💧 **Less irrigation** – Significant reduction in water use
- 🌱 **Stronger plants** – Higher survival and establishment rates
- 🌍 **Climate resilience** – Supports stable soils and ecosystem rest.

LAWN TEN DAYS WITHOUT IRRIGATION – LEFT Without Retentis® R

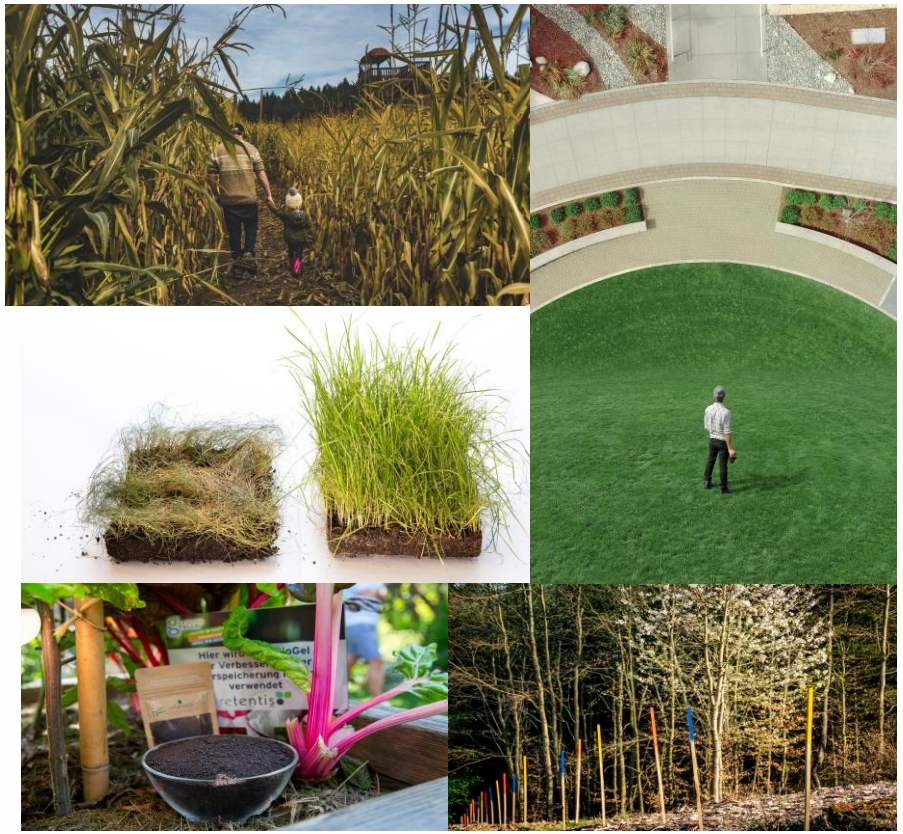
Who can utilize Retentis®

🚜 **Farmers:** Reduce drought risk and irrigation costs.

🌱 **Substrate producers:** Improve water retention in growing media.

🌳 **Forestry:** Increase tree survival in dry soils.

🏙️ **Cities & landscapers:** Create water-efficient green spaces.



Scalability options

🧪 Fertilizer producers
Co-develop **high-efficiency fertilizers** with Agrobiogel.

🌱 Substrate & soil companies
Add **built-in water retention** to growing media and soil products.

🔬 Innovation partners
Unlock **synergies with advanced agricultural inputs**.

🤝 AgTech partners
Create **integrated water & nutrient efficiency solutions**.

#EENCanHelp

Book a meeting with: AgroBiogel GmbH

Tobias Keplinger
CEO
Agrobiogel GmbH
tobias.Keplinger@agrobiogel.com

een.ec.europa.eu

agrobiogel

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Pitch Presentations

Time to meet the innovators!

Speaker

Pitch 4

ASSEA Bioenergy and Biosoils

Apostolia Tsampouniari

Closing the loop from Sea to Soil

ASSEA BIOENERGY

APOSTOLIA TSAMPOUNIARI

FOUNDER/CEO

Problem

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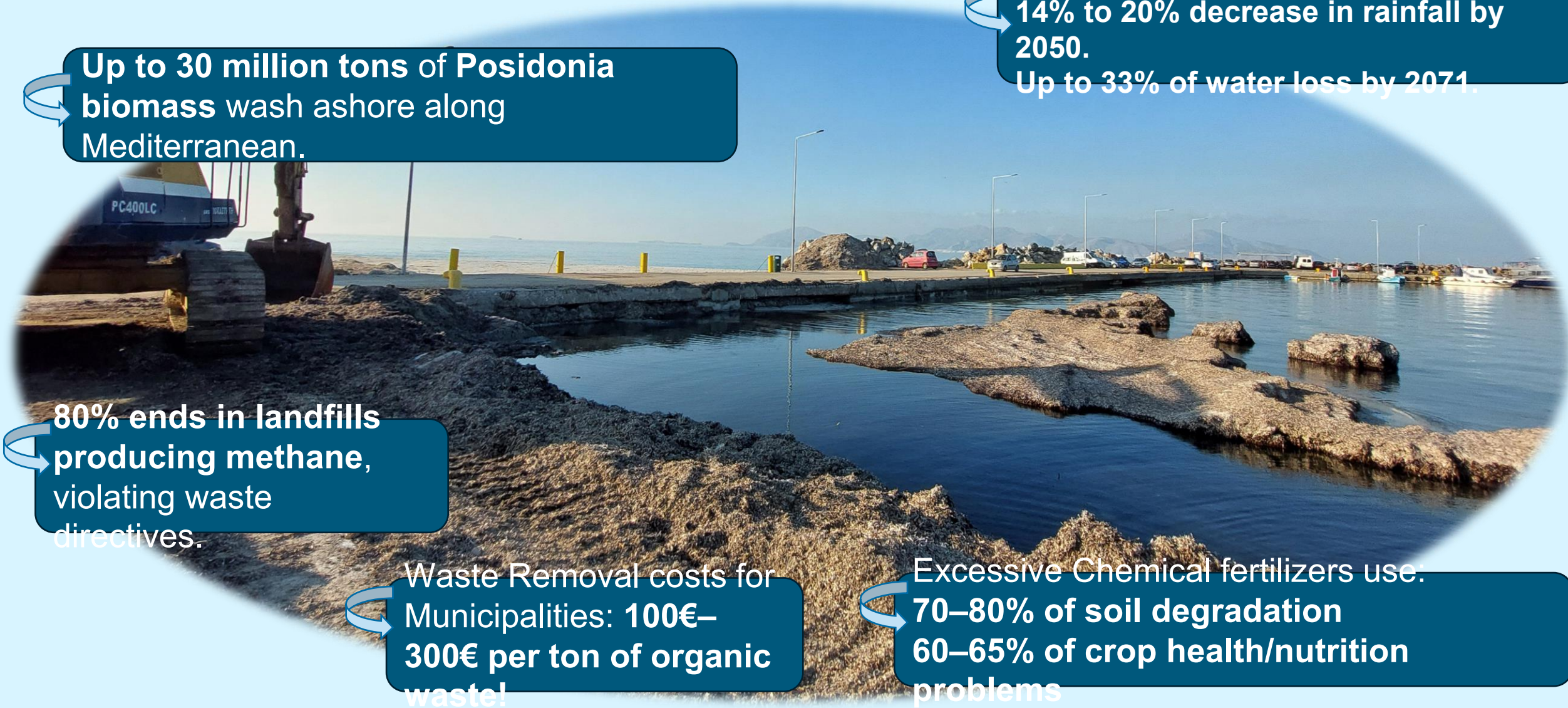
Global Warming:
14% to 20% decrease in rainfall by 2050.
Up to 33% of water loss by 2071.

Up to 30 million tons of **Posidonia biomass** wash ashore along Mediterranean.



80% ends in landfills producing methane, violating waste directives.

Waste Removal costs for Municipalities: **100€–300€ per ton of organic waste!**

Excessive Chemical fertilizers use:
70–80% of soil degradation
60–65% of crop health/nutrition problems

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Solution in Agriculture

ESG & Greek Patent

Port & Coast Cleaning / Recycling Services.

Each 1,000 tons of Posidonia we recycle:

- Prevent 2,500 tons of CO_2e.
- Produce 600 tons of compost.
- Restore up to 300 ha of degraded farmland.

Organic Ecofriendly Compost Fertilizers & bio-Soils.

- ✓ **Plant Protection** – (Natural Aminoacids)
- ✓ **Decrease up to 60% of water waste**
- ✓ **100% PEAT free**
- ✓ 100% CHEMICAL free

Solution in Energy

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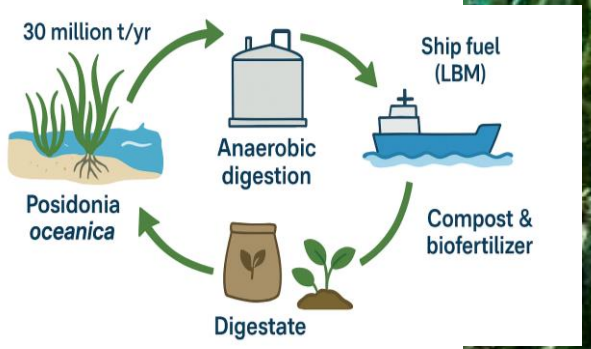
- Convert stranded **Posidonia** wrack into biomethane via **anaerobic digestion**
- Establish decentralized coastal **biomethane** plants
- Produce renewable **biomethane** for grid, transport fuel, and electricity
- Reduce municipal costs and create **circular blue economy** value chains

From waste to resource: powering future's circular blue economy!



Biodegradable waste

enterprise europe network

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Biomethane & Biosoils

- Greece has ~5,500 km of coastline suitable for Posidonia collection
- Estimated 0.6–6 million tons of stranded Posidonia annually
- Untapped biomass resource for renewable energy production
- Potential to align with EU Green Deal and energy transition targets

- 50–100 m³ biogas/ton Posidonia
- ~60% methane
- 10 kWh/m³ methane energy
- Biomethane from 6,000,000 tons wrack (high) → **€180–540M** annual revenue
- **0.6–6M tons → 180–3,600 GWh/year**
- Equivalent to powering hundreds of thousands of households
- Compost production of 20,000 tons /year, **$4.8 million annual revenue profit margins 25–35%.**

Values & Impact

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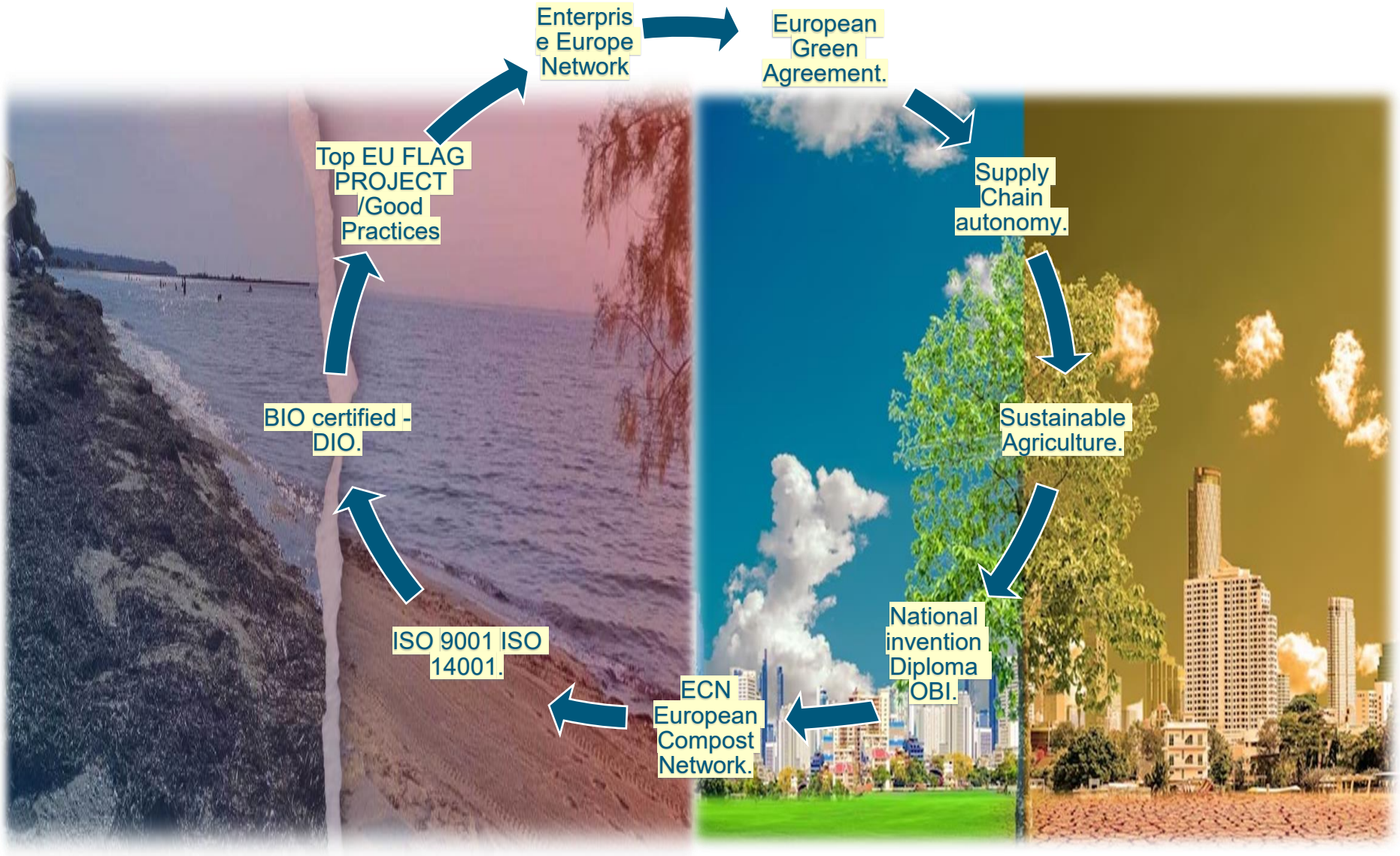
- Waste diverted: up to 6M tons/year
- Renewable energy: up to 3,600 GWh/year
- Revenue: up to €540M/year
- CO_2 savings: up to 727,000 tons/year
- Sustainable tourism – Jobs in bioenergy, logistics, R&D
- Replacing fossil natural gas avoids 0.202 kg CO_2/kWh.



Market & Competition

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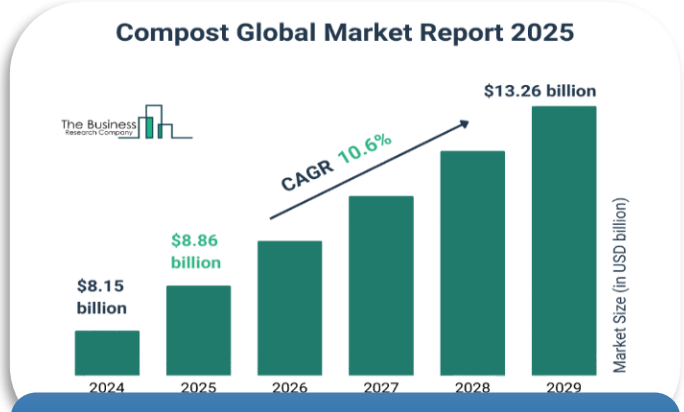

Biomethane Producers/Competitors

- **Anaergia** large global AD/biomethane developer; recent contracts for multi-plant biomethane projects in Europe.
- **Air Liquide** (Biogas/ Biomethane) operates many biomethane units worldwide and expanding.
- **ENGIE** (and other large utilities / oil & gas groups) actively acquiring/operating biogas/biomethane sites in Europe to scale renewable gas supply.
- **Cepsa** (with waste partners, PreZero etc.) large energy company pivoting into biomethane via partnerships to convert organic waste to

Comparison Factors	ASSEA BIOENERGY 	Haifa Chemicals 	Compost Hellas 	Growmoor 	SK AGRO SOLUTIONS M IKE 
Price.	4,60 € /10 kg 200 € / Big bag	40 € /10 kg	260 € / Bigbag	10 € / 60 Lt exl.VAT	19 € / 25 kg
Markets.	Greece	Australia, America, Europe, China, Asia, Africa & Middle East	Greece	Ireland	Greece
Attractive Packaging.	✓	☒	☒	✓	☒
Soil conditioning.	✓	✓	✓	✓	✓
Organic product.	✓	☒	✓	✓	✓
Contains Posidonia Oceanica.	✓	☒	✓	☒	☒
Ecofriendly.	✓	☒	☒	☒	☒
Bio certified.	✓	☒	☒	✓	☒
Plant protection .	✓	☒	✓	☒	☒

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Costumers & Targets

- **Kos Municipal Port Authority**
- **Regional Nursery of Rhodes**
- **Ntimar waste Recycling**
- Atlantica Beach Hotel
- Atlantica Belvedere Hotel
- Marmari Beach & Palace Hotel
- Supermarket **ΚΡΗΤΙΚΟΣ**
- Koia Resort Hotel
- Ikos Resort Hotel
- Winery Χατζηεμμανουήλ
- KTIMA AKRANI (Winery Τριανταφυλλοπούλου)
- Kos Olive oil factory (Παπαδημητρίου)
- Openfarm Olive Oils Χατζηπέτρου
- Kos Locally Grown

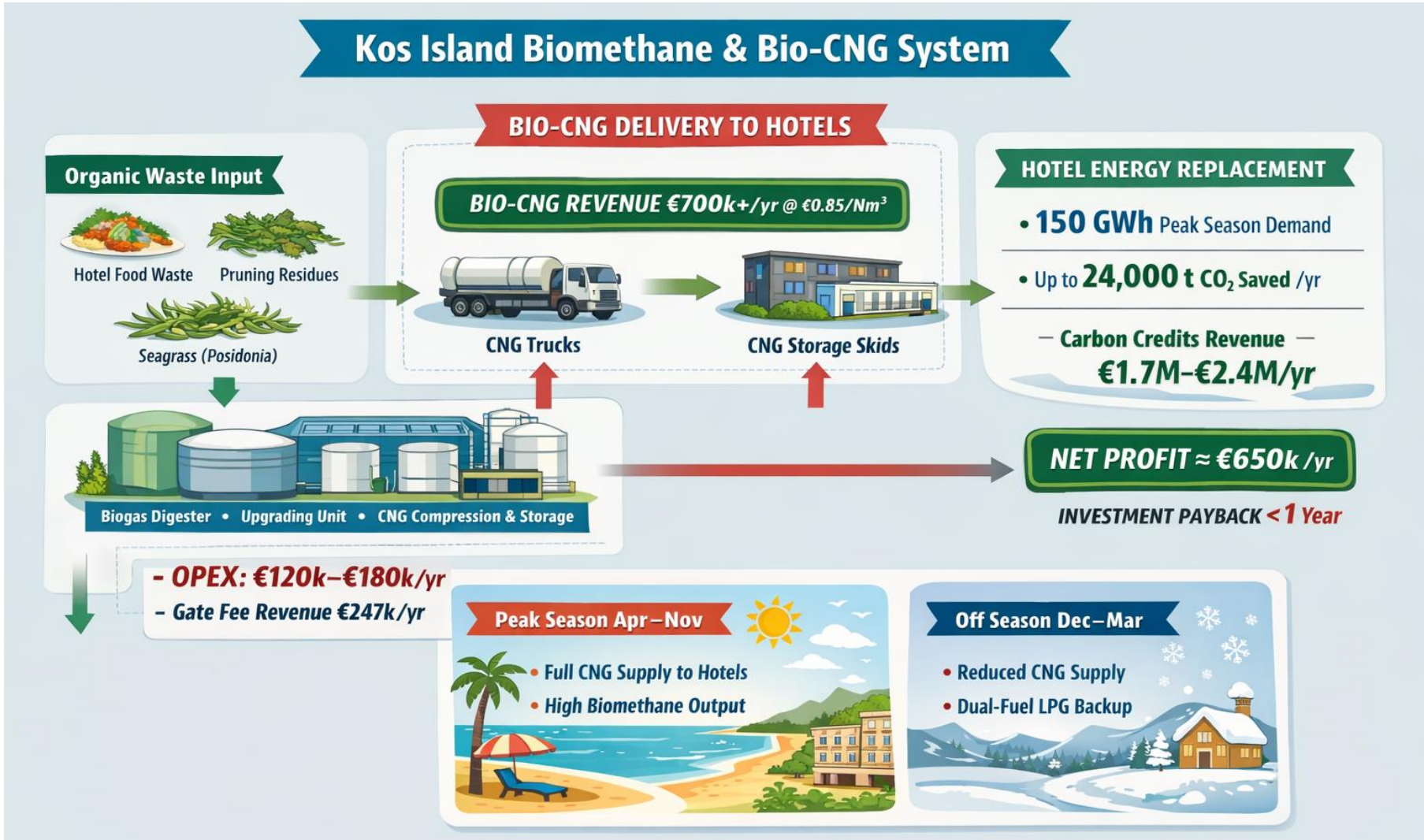
- Nurseries
- Stores
- Housekeepers
- Farmers
- Gardeners
- Hotels
- Municipalities
- Public Services
- Energy Suppliers
- Gas & fuel suppliers

Scale Up - Investment

Total upfront CAPEX ≈ €500,000

Lifetime: 20 years

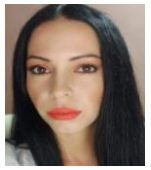
Contracts & Partners



Team

SustainableSolutionsMatch

Name: Apostolia Tsampouniari
Role: Founder – Mechanical Engineer

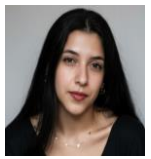


Name: Stamatios Niokastritis
Role: Site Manager - Operator

Name: Mike Niokastritis
Role: Engineer – Technician

Name: Fenia Goritsa
Role: Agronomist /CRM Manager

Name: Anna Limperopoulou
Role: Agronomist /Sales Manager



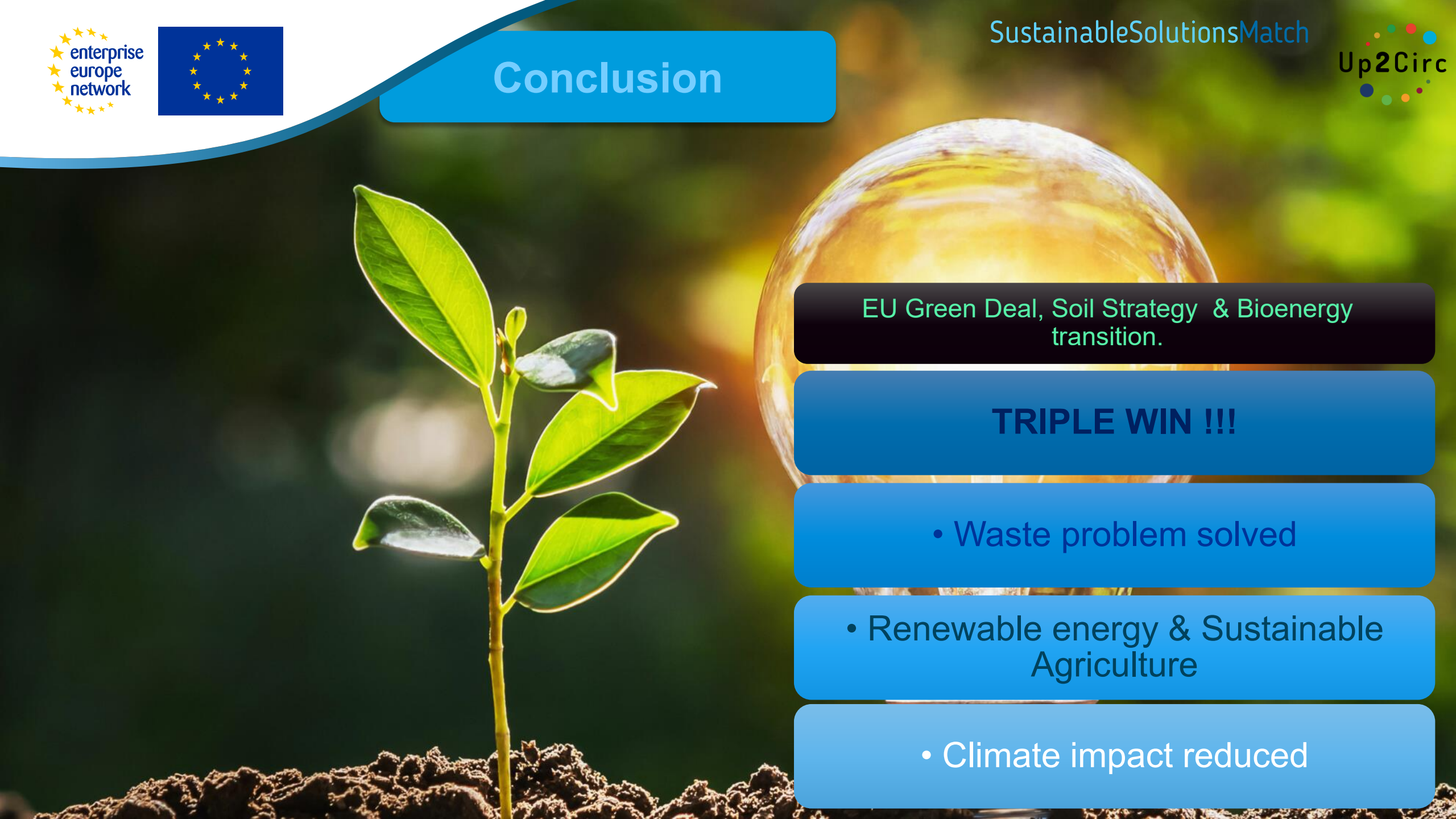
Team's Contact Details
Apostolia Tsampouniari
whatsapp +30 6981764991

Email: info@assea.gr
www.assea.gr

SustainableSolutionsMatch

Up2Circ

Conclusion



EU Green Deal, Soil Strategy & Bioenergy transition.

TRIPLE WIN !!!

- Waste problem solved
- Renewable energy & Sustainable Agriculture
- Climate impact reduced

#EENCanHelp

Book a meeting with: Assea Bioenergy

Fenia Gkoritsa
CRM Manager
ASSEA BIOENERGY
info@assea.gr
+30 6937229350

een.ec.europa.eu

Biodegradable waste

ASSEA BIOENERGY - BIOSOILS

Up2Circ

enterprise europe network

Pitch Presentations

Time to meet the innovators!

Speaker

Pitch 5

PES Technologies Ltd (United Kingdom):

Andrey Porovic

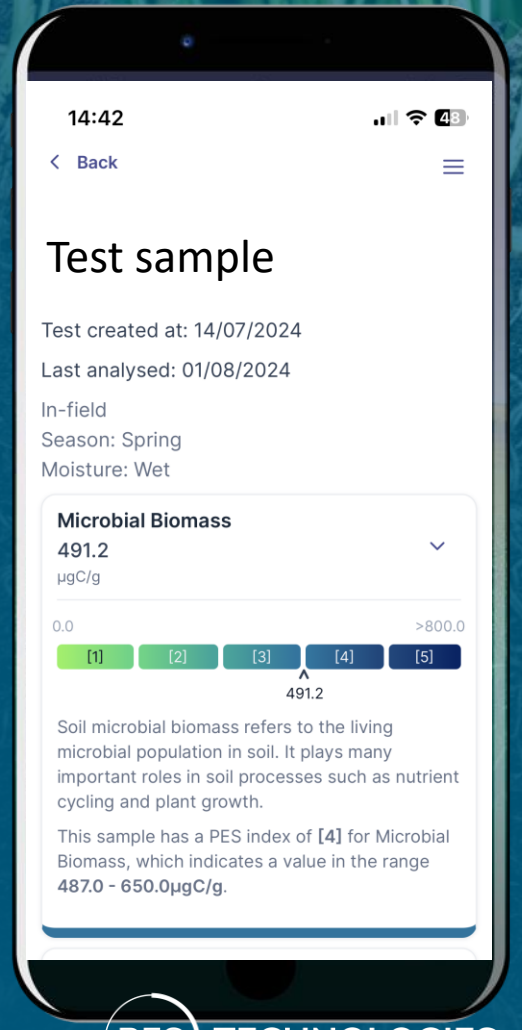
Rapid In-Field Soil Health Assessment

PES TECHNOLOGIES
Testing transformed

Andrej Porovic
Business Development Director

Future of Soil Health Measurement

Industry-leading data about soil biology



PES TECHNOLOGIES
Testing transformed

- in-field
- results have GPS location
- time and date-stamped

PES TECHNOLOGIES
Testing transformed

Soil Health & Carbon indicators

Microbial Biomass	Fungal : Bacterial ratio (in development)
Basal Respiration rate	Microbial Diversity (in development)
Organic M. (%), LoI	
Soil Carbon	Bulk Density

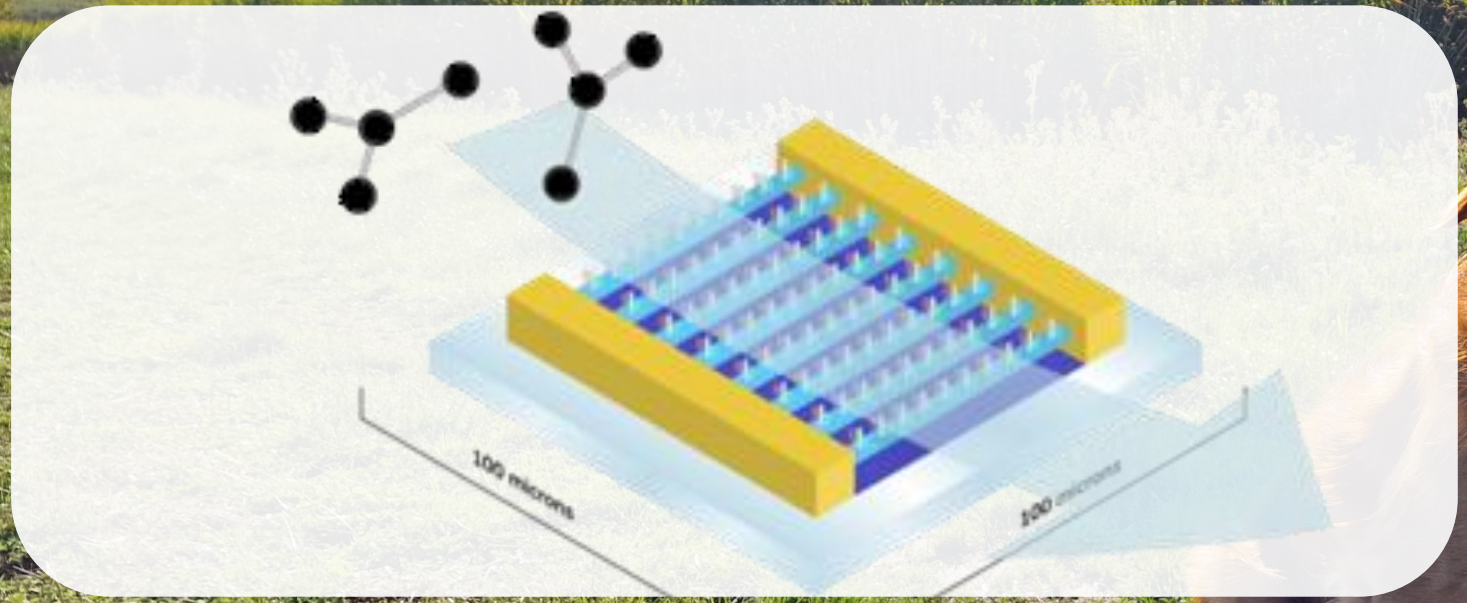
Water Holding Capacity
Field Water Content
Sand, Silt, Clay % + soil texture

Available phosphorus	pH
Available potassium	Extractable ammonium
Available magnesium	Extractable nitrate

cost from labs for same:	~£200/test
costs from us:	£25/test

PES TECHNOLOGIES
Testing transformed

How it works



PES TECHNOLOGIES
Testing transformed

Customer Profile

Agronomists

Farm Performance Optimisers

Benchmarking / MRV

Professional Service Providers To Farmers

PES TECHNOLOGIES
Testing transformed

Book a Meeting with PES Technologies

Andrej Porovic
Business Development Director
PES Technologies
a.porovic@pestechnologies.com

PES TECHNOLOGIES
Testing transformed

Pitch Presentations

Time to meet the innovators!

>

Pitch 6

VIVO Carbon (Germany)

Konstantin Schwarz

Bringin Trees back into Agriculture: AGROFORESTRY

VIVO Carbon

Nette Svenja

Co_Founder

Introduce your sustainable solution

- Agroforestry = Trees on farming land
- One of the highest ranked solutions for combatting climate change & food security globally (IPCC Special report on climate change and land)
- Initial costs and skill hinders scaling: we offer both of that, financed through voluntary CO2 payments and the wood sales

Up2Circ

Describe your solutions differential value and sustainable impact

- Massive potential for negative emissions
- Climate adaptation in agriculture
- High positive biodiversity impact
- Filling growing resource gap (wood)
- = win win win win scenario

- Society (=biodiversity, landscape cooling, water infiltration, sustainable resources)
- Farmers (=adaptation to extreme weather events, additional income, risk diversification)

Sustainable and circular innovation needs good networks along the whole value chain.

- Organizations & individuals in the negative emissions sector
- Organizations & individuals with connection and access to agricultural value chains
- Organizations & individuals within agriculture
- Organizations & individuals in politics & governance around negative emissions and land-use

#EENCanHelp

Book a meeting with:
Company name

een.ec.europa.eu

Up2Circ

enterprise europe network

Pitch Presentations

Time to meet the innovators!

Pitch 7

Zymofix (Belgium):

Emile Redant

zymofix

MICROORGANISMS, MACRO SOLUTIONS

Stephen.Andersen@zymofix.com

An industrial platform for bulk micro-organisms

sustainable, cost effective & stable.

Grown at the t-scale to client specifications

powder, granule, suspension or spores.

Tested on >160 unique microbial strains

>90% of products on the agricultural market,
also environmental remediation, and more…

Currently filling reservations
for ton-scale production

zymofix makes better bulk microbes

This is how we work with you.

Step 1) Zymofix performs a feasibility study with your strain

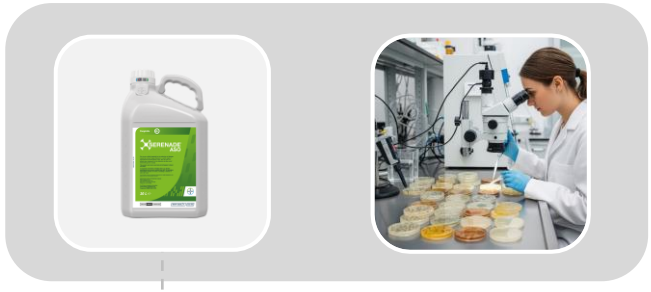
Step 2) Your strain is scaled up in Zymofix's production process

Step 3) You receive your product in bulk,
in formula or formulation-ready

PARTNER » **zymofix MANUFACTURING** » **SOLD & DISTRIBUTED BY PARTNER**

Existing Product Line (to replace or extend)

Strain Selection by Partner



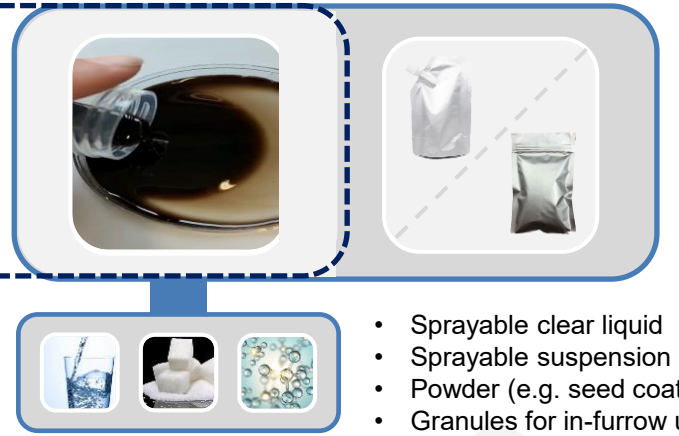
1,000+ products globally

Pretreatment | **Fermentation** | **Active ingredient**

One locally available feedstock per product

Formulation

End-Product "2.0" Biological



Co-formulants

- Sprayable clear liquid
- Sprayable suspension
- Powder (e.g. seed coating)
- Granules for in-furrow use

t-scale lab & pilot production
building a factory in Gent, BE

This is how we roll

Consistent cultivation, at scale and at a fraction of the cost.

NOVEL PRETREATMENT TECHNOLOGY

“Turns waste into feedstock for fermentation”

- 100s of feedstocks, incl. manure
- Uniform, sterile and no odor
- Continuous process

- Low CAPEX
- TRL 9, robust technology
- Powered by renewable energy

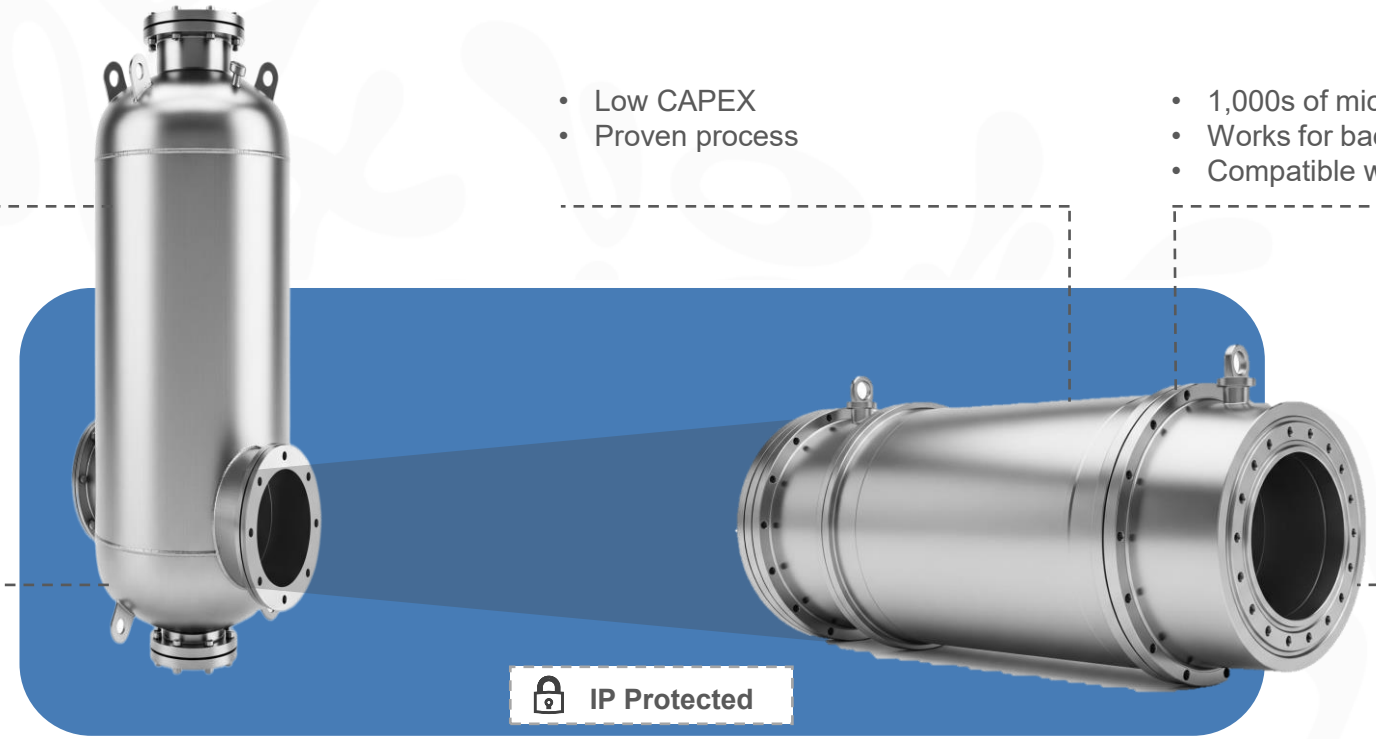
SOLID STATE FERMENTATION

“Ferments in days, not weeks”

- Low CAPEX
- Proven process

- 1,000s of microbial outputs
- Works for bacteria, yeast & fungi
- Compatible with all formulation types

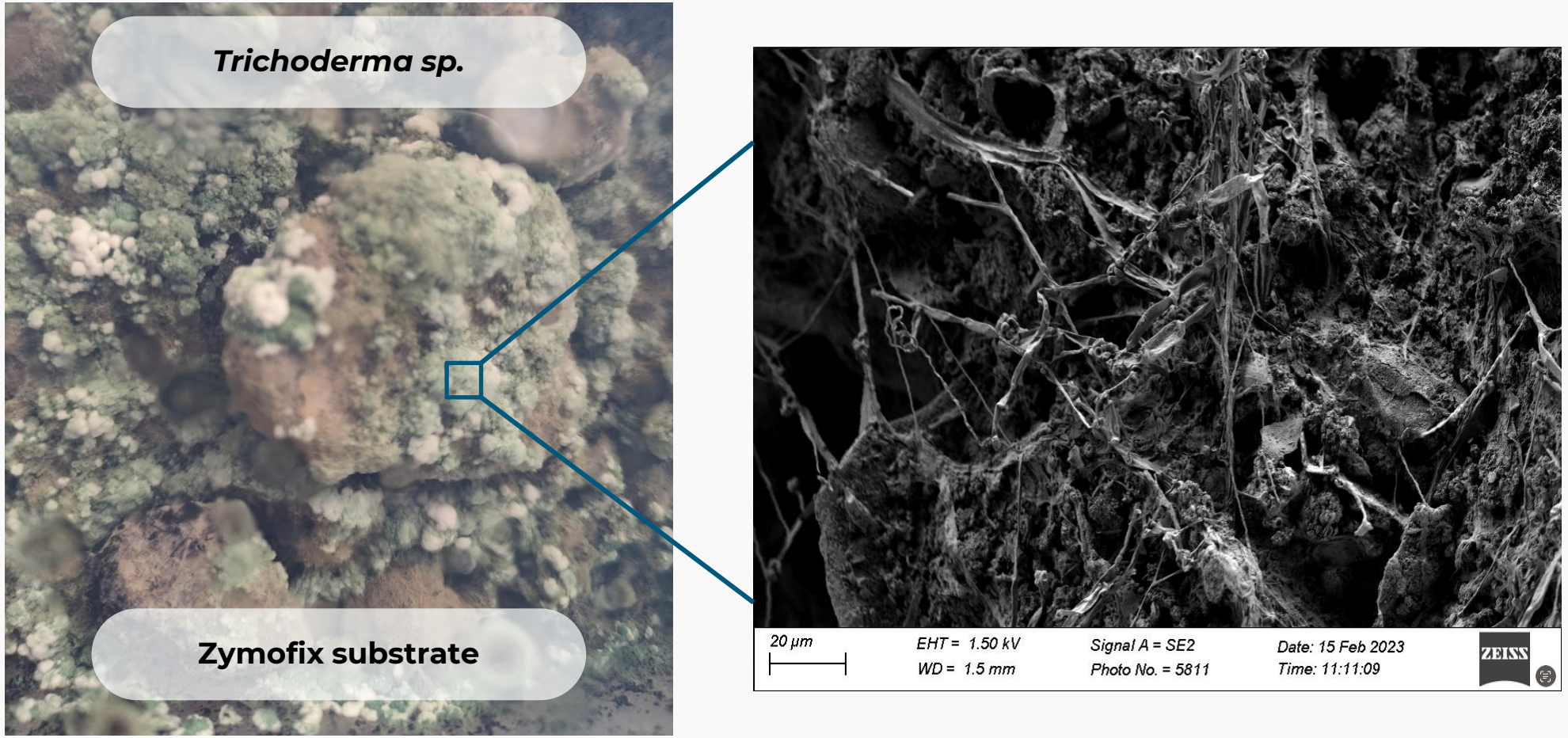
- Consistent product quality
- Short fermentation runs



PURE | **STABLE** | **COST-EFFECTIVE**

zymofix

After SSF, they are loaded with microorganisms



>160 microbial strains tested

>90% of products on the agricultural market

…and other bulk microbial industries, like remediation

Do you need g- to kg-scale microorganisms for applied tech?

Where can microorganisms at the t-scale support your ambitions?

Any out-of-the-box applications? Always happy to talk!

Gram positive bacteria

Arthrobacter sp.
Bacillus altitudinis
Bacillus amyloliquefaciens
Bacillus licheniformis
Bacillus pumilus
Bacillus safensis
Bacillus subtilis
Bacillus thuringiensis
Bacillus velezensis
Cellulosimicrobium sp.
Kitasatospora misakiensis
Lysinibacillus fusiformis
Micrococcus yunnanensis
Nocardioides caeni
Paenibacillus polymyxa
Paenibacillus xylanexedens
Peribacillus simplex
Priestia aryabhattai
Priestia megaterium
Streptomyces achromogenes
Streptomyces bacillan
Streptomyces echinatus
Streptomyces globosus
Streptomyces griseoaurantiacus
Streptomyces griseoincarnatus
Streptomyces griseoviridis
Streptomyces misionensis
Streptomyces murinus
Streptomyces musisoli
Streptomyces niveus
Streptomyces sennicomposti
Tetragenococcus halophilus

Gram negative bacteria

Acinetobacter calcoaceticus
Acinetobacter radioresistens
Azospirillum brasilense
Azotobacter chroococcum
Azotobacter vinelandii
Bosea sp.
Bradyrhizobium japonicum
Brucella pseudogrignonensis
Caulobacter sp.
Delftia acidovorans
Duffyella gerundensis
Enterobacter ludwigii
Enterobacter mori
Flavobacterium sp.
Gluconacetobacter diazotrophicus
Herbaspirillum huttiense
Herbaspirillum lusitanum
Niveispirillum sp.
Novosphingobium sp.
Ochrobactrum intermedium
Pantoea agglomerans
Pantoea ananatis
Pseudoduganella sp.
Pseudomonas azotoformans
Pseudomonas chlororaphis
Pseudomonas fluorescens
Pseudomonas frederiksbergensis
Pseudomonas lutea
Pseudomonas metallosolvens
Pseudomonas proteolytica
Pseudomonas sessilinigenes
Pseudomonas tensinigenes
Raoultella terrigena
Rhizobium sp.
Sphingobacterium faecium
Sphingomonas sp.
Stenotrophomonas maltophilia
Stenotrophomonas rhizophila
Stutzerimonas stutzeri
Variovorax paradoxus
Vogesella indigofera

Fungi

Aspergillus awamori
Aureobasidium pullulans
Beauveria bassiana
Clonostachys rosea
Cordyceps javanica
Metacordyceps chlamydosporia
Metarhizium anisopliae
Metarhizium brunneum
Penicillium bilaiae
Penicillium citrinum
Penicillium olsonii
Pochonia chlamydosporia
Serendipita sp.
Trichoderma atroviride
Trichoderma harzianum
Trichoderma virens
Trichoderma yunnanense

Yeast

Candida intermedia
Kluyveromyces marxianus
Metschnikowia pulcherrima
Meyerozyma guilliermondii
Papiliotrema laurentii
Papiliotrema terrestris
Pichia kluyveri
Rhodotorula mucilaginosa
Saccharomyces cerevisiae
Torulaspora delbrueckii
Wickerhamomyces anomalus

…and more

Stephen.Andersen@zymofix.com

Pitch Presentations

Time to meet the innovators!

Pitch 8

ARGALY (France):

Marielle García

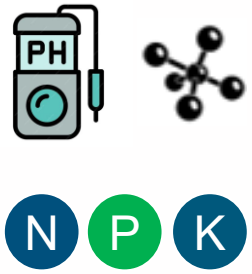
eDNA metabarcoding for soil-health monitoring

ARGALY, France

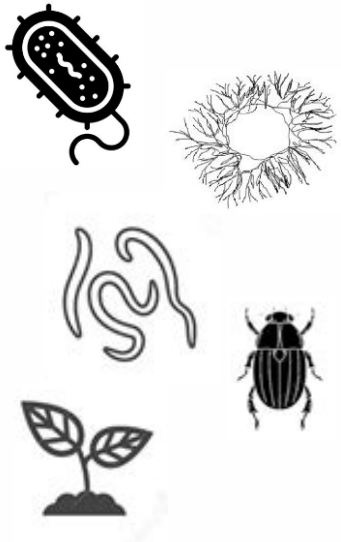
Marielle GARCIA
Molecular biology engineer, eDNA project leader

How to monitore soil recovery during remediation programs?

Physical chemistry

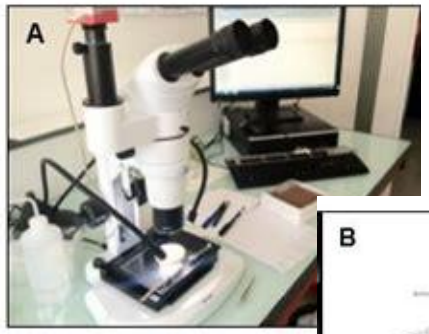


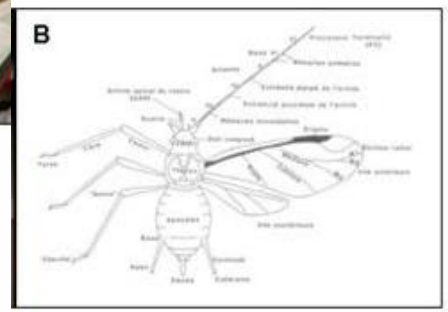
Biology



SustainableSolutionsMatch

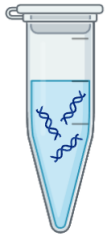
Biological monitoring



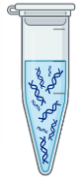


Taxonomic expertise

eDNA extraction



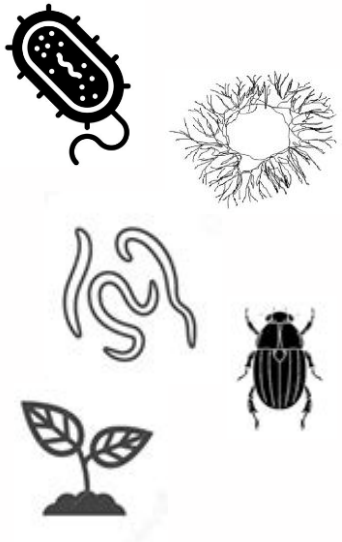
eDNA amplification



Sequencing
+
Taxonomic
assignment

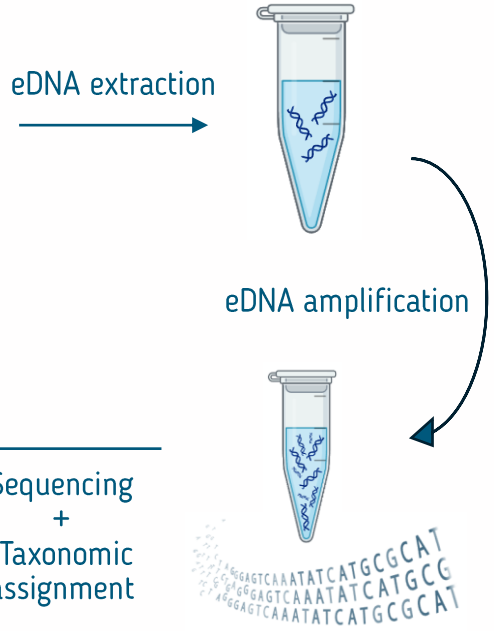
eDNA metabarcoding

Biology

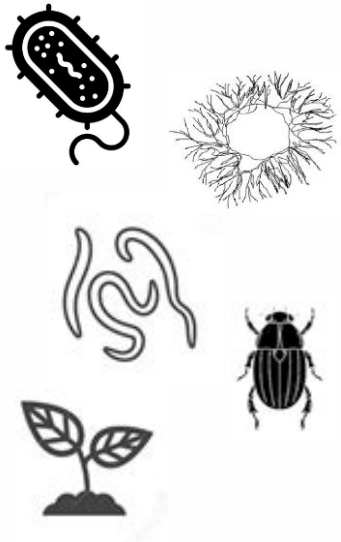


Advantages

- ☑ Non-invasive
- ☑ Integrative survey
- ☑ High-throughput
- ☑ Time and money savings

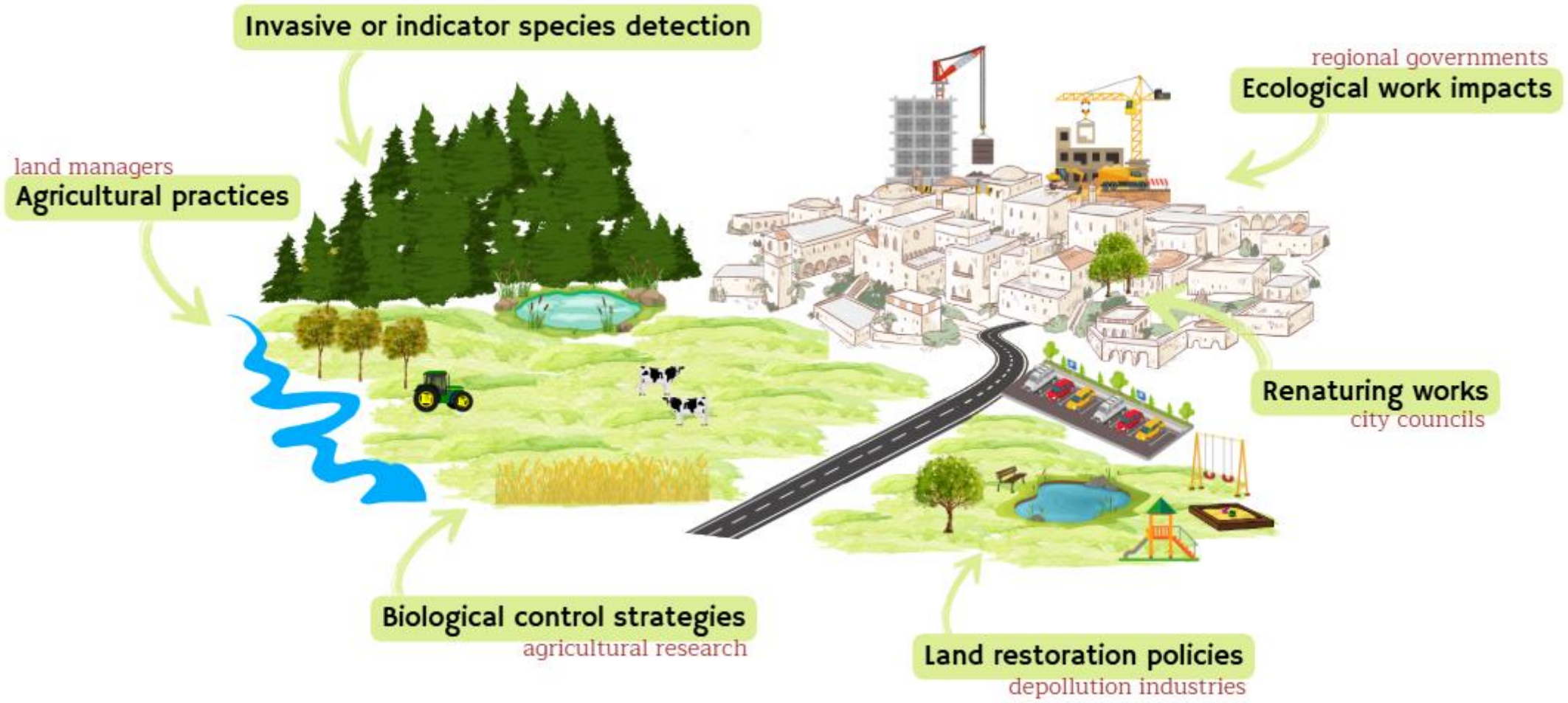


Biology



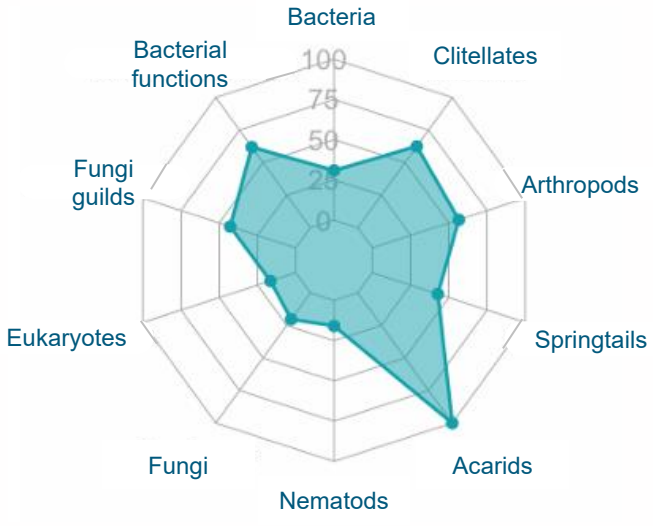
eDNA metabarcoding

Market audience

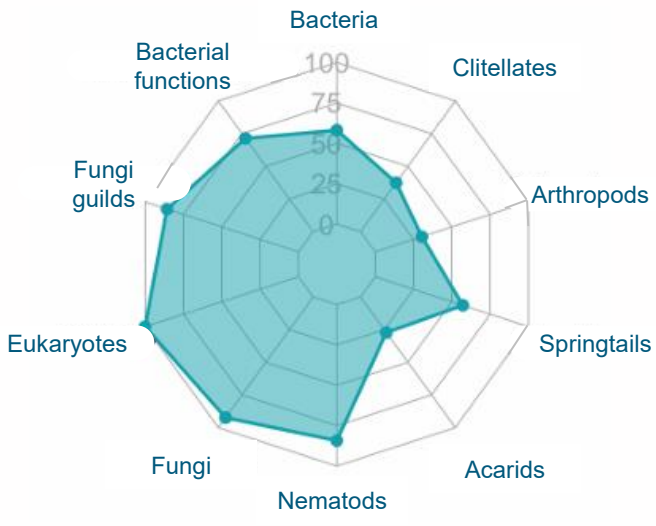


Market audience: depollution industries

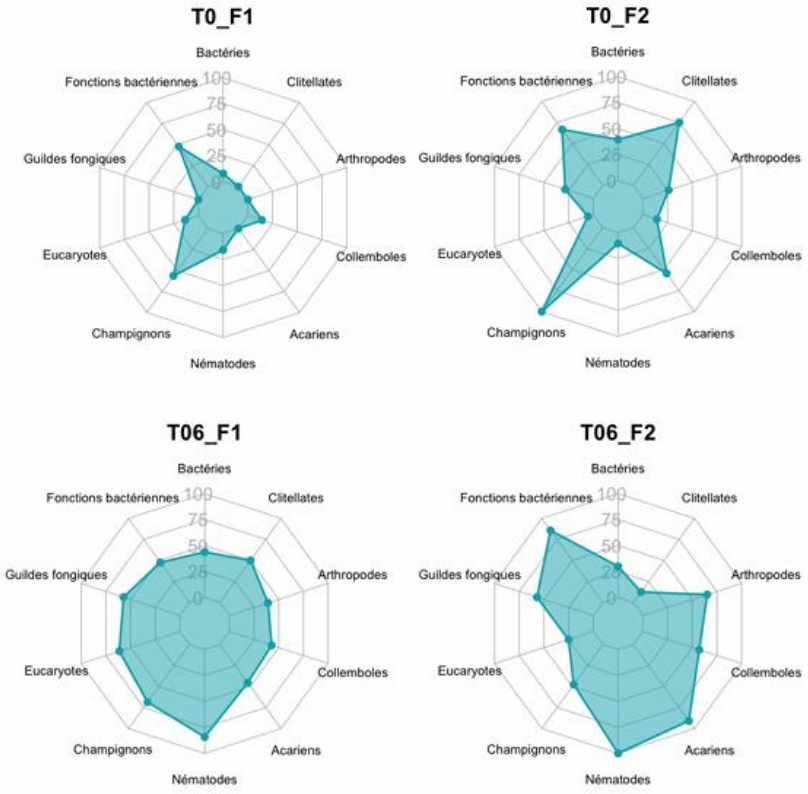
Green compost



Local natural soil



Industrial excavated soil



enriched with green compost

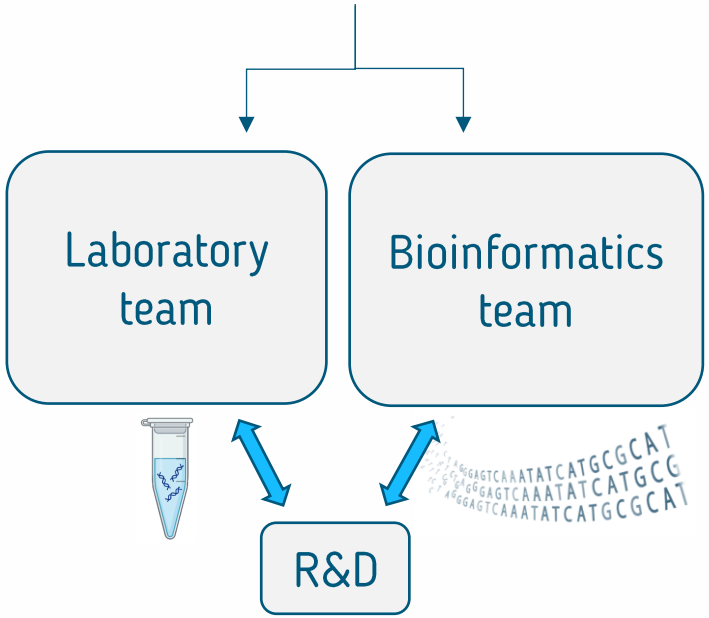
enriched with green compost and textured soil

Our expert team

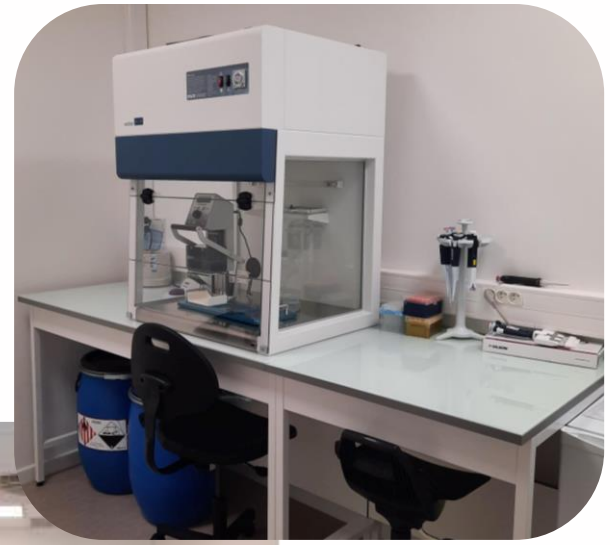
Molecular ecology experts, CEO

Eva BELLEMAIN

Aurélie BONIN



- ☑ **Scientific robustness**
- ☑ **Fair prices**



#EENCanHelp

Book a meeting with: ARGALY

Marielle GARCIA
Molecular biology engineer, eDNA project leader
marielle.garcia@argaly.com

Monitoring =
5% of restoration budgets

Want to take an interest into molecular soil resilience?

een.ec.europa.eu

Argaly

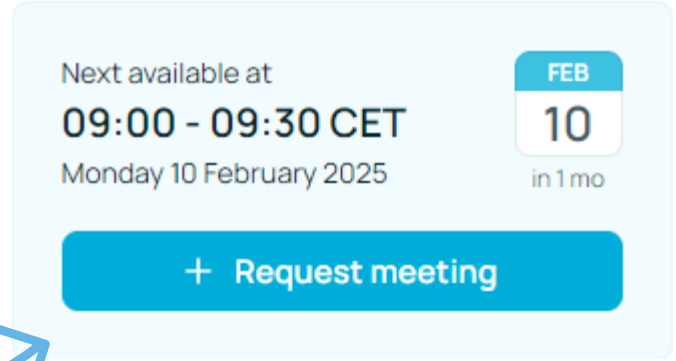
Up2Circ

enterprise europe network

Closing Remarks

A big thank you to all pitchers and attendees!
We appreciate your participation today.

If you'd like to connect with any of the pitching companies, please use the matchmaking tool to **book a meeting**!



Need support? **Enterprise Europe Network is here to help!**

Reach out to your local Network partner:

https://een.ec.europa.eu/local-contact-points

#EENCanHelp

Thank you!

Annette Moritz and Brigitte Duffhues

Enterprise Europe Network
annette.moritz@ib-sh.de bduffhues@bom.nl

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