

Seeking cutting-edge science and assets to sustainably feed growing global populations

Company bio:

Carrot Ventures is Canada's pre-eminent AgTech venture studio. It was formed to address the gap between the development of promising innovations and successful commercial outcomes.

Our model is to combine promising IP and strong leadership into a newly formed company that is properly structured and sufficiently capitalized for the venture journey. As an institutional co-founder of each opportunity, we are responsible for CEO recruitment, company creation and legal documentation, as well as providing start-up capital and ongoing back office and business development support. Our value proposition to inventors is bringing an experienced team and capital to commercialize their technology. All stakeholders are expected to benefit from a faster path to commercial success and improved financial returns.



R&D challenges and priority areas:

- › On-farm technologies including equipment, inputs, automation, data and AI technologies.
- › Technologies addressing the food processing and distribution value chain.
- › Solutions for a broad range of agricultural sectors including animal production, cropping, companion animal and specialty sectors.

Specific opportunities and approaches of interest:

- › Technology that solves a substantive market problem and scales efficiently.
- › Innovations with a clear sustainability benefit or that enable regenerative agriculture.

Out-of-scope:

- › Cannabis and Forestry.
- › Consumer packaged goods, or direct-to-consumer branded products
- › Technologies with long or uncertain regulatory pathways (>3 years).

Stages of development preferred:

- › We seek technologies that have reached proof of concept in a target market environment (TRL7).
- › We will also engage with IP owners who have developed technology to an earlier stage of technical readiness and work with them to achieve proof of concept.
- › Our process is to conduct an initial screening and assessment of fit with our model prior to more complete due diligence. This initial phase is focused on:
 - Value proposition of the technology
 - Market size and competitive landscape
 - Freedom to operate and level of IP protection
 - Stage of advancement of the technology

Types of collaboration preferred:

- › Carrot Ventures forms a new company for each opportunity and recruits a new commercially experienced CEO to lead the venture. We issue IP owners and CEOs founder shares in the new entity so that all parties are aligned on maximizing the commercial value of the startup.
- › We can license technology when working with Technology Transfer Offices, however assignment of the IP to the new company is our preferred mechanism of acquiring the technology.
- › It is anticipated that the inventor will be willing to have an ongoing technical role in the new company.