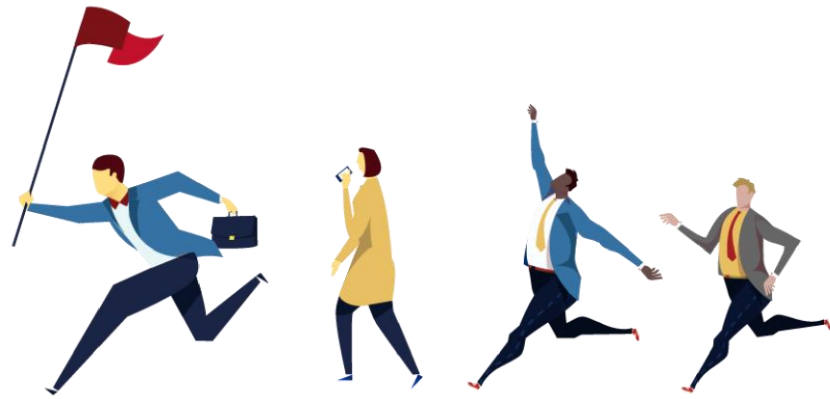
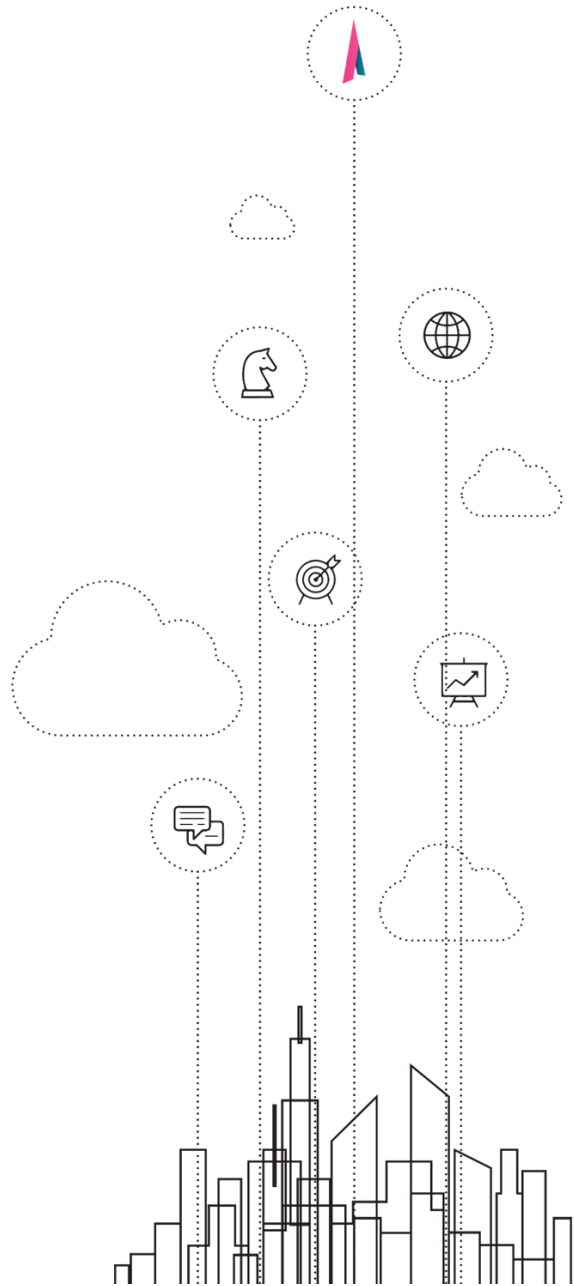




# **The 1<sup>st</sup> Global FoodTech**

Incubator and Accelerator Program of Thailand



# Mission

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“

To support outstanding FoodTech entrepreneurs to establish a strong and sustainable business that creates positive impact to the world

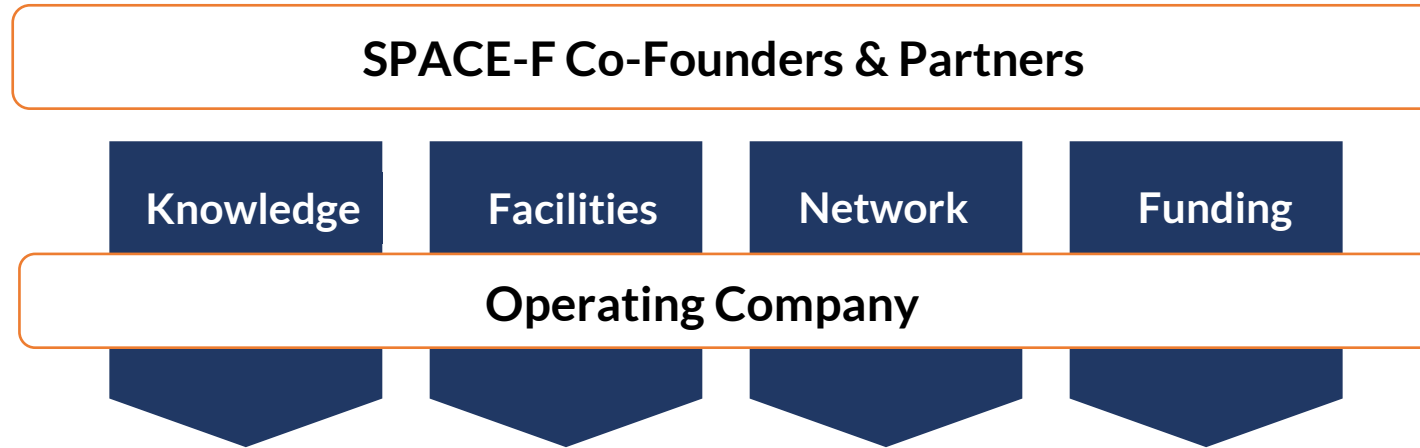
”

# Thailand Startup Universe 2019



**THAILAND STARTUP UNIVERSE**

# SPACE-F batch 3 | Operation Framework



## Incubator Program (9 months)

10  
Startups

### Targeted Startups

- Pre-seed ~ seed stage (TRL : 3-7)
- Lab-proved technology, not yet commercialized
- Want to do pilot-scale testing
- Want to develop a sound business plan
- Want to take-off the business

- Business knowledge & connection
- Technical support e.g. consultation & introduction to lab services and OEM
- R&D partnership



### Outputs

- MVP and pilot-scale product validation
- initial user feedback
- IP & Regulatory strategy
- Sound Business Model
- Raise fund (seed round)
- Business take-off

## Accelerator Program (5 months\*)

10  
Startups

### Targeted Startups

- Pre-series A ~ series A (TRL : 8-9)
- Commercialized, Post-revenue
- Want to penetrate market, scale-up production and expand business

- Market demonstration of existing products
- Customer acquisition
- Consultation on scaling-up operation, production, marketing and sales
- Go-to-market / Commercial partnership



### Outputs

- Product deployment & Market penetration
- Increase in revenue or users
- Team & Production scaleup
- IP & Regulatory strategy
- Raise fund (pre-series A and beyond)
- Go-to-market & Commercial partnership

**\*Foreign startups need to stay at least 1 month**

# SPACE-F Working Committee



Effective on Jan 19, 2021  
Under NIA's authorization



**Dr. Pun-arj Chairatana**  
Executive Director, NIA

## Chairman



**Vichian Suksoir**  
Deputy Executive Director, NIA



**Dr. Tunyawat Kasemsuwan**  
Global Innovation Director, TU



**Prof. Dr. Pattarachai Kiratisin**  
Director of the Institute for Technology and Innovation Management, MU



**Jean Lebreton**  
Senior Vice President, ThaiBev

## Vice chairman



**Dr. Suraat Supachatturat**  
Director, Dept. of Innovation for the Economy, NIA



**Patrick Bertalanffy**  
Group Strategy Director, TU



**Assoc. Prof. Dr. Sittiwat Lertsiri**  
Former Dean of Faculty of Science, MU



**Danai Kramgomut**  
AVP – Channels Business Development, ThaiBev



**Tongjai Thanachanan**  
Senior Vice President, ThaiBev

## Committee



**Secretary and Assistant secretary** Jittrapon Jirakulsomchok (NIA)



Anusara Jittratanawat (TU)



Assoc. Prof. Dr. Kanyaratt Supaibulwatana (MU)



Raksina Promphan (NIA)

# Why SPACE-F?

Sector-specific  
program

Advantage of  
Thailand &  
Bangkok

Support and  
network of  
Co-Founders &  
Partners

Equity-free

# “Where food innovation is nurtured”



~1,000 m<sup>2</sup> @Faculty of Science, Mahidol University, Bangkok, Thailand

>>> Global FoodTech startup ecosystem with incubation & acceleration programs for deep-tech startups <<<

## 9 Focused sectors

**Health &  
Wellness**

**Alternative  
Proteins**

**Smart  
Manufacturing**

**Packaging  
solutions**

**Novel food &  
Ingredients**

**Biomaterial &  
Chemicals**

**Restaurant  
Tech**

**Food Safety &  
Quality**

**Smart Food  
Services**





# Past Performance

Co-Founders



Corporate Partner



Supporting Partners



## Batch 1 (15 startups)

**3** Startups  
Finished their first MVP

**7** Startups  
Have done POC / On-ground market test

**1** Startups  
Launched their first product to market

**1** Startups

Got business collaboration from SPACE-F network

**4** Startups

Reported increased traction

**3** Startups

Secured investment from Thai Union

**2** Startups

Received NIA grant

## 2 Demo Days

**35+** investors

**60+** representatives from F&B corporates

**15** Embassies

**Batch 2**  
(19 startups)  
On-going

**Batch 3**  
(20 startups)  
Preparing



# Batch 1

# SPACE-F batch 1 Accelerator cohort



**Technology to raise darkling beetles** as a sustainable source of protein. Their final product is a flour which can be used as a cost-effective protein ingredient in the food industry.



**IoT-based Smart Farm Management System** that constantly monitors water quality using sensors, and automates aeration and feeding for the shrimp farming industry *(operating in Thailand)*



**Food additive that helps prevent blood glucose spike** without sacrificing the taste of the food.



**Innovative dispenser** of soft-serve ice cream & other soft frozen desserts, using capsules (similar to Nespresso).



**Insect-protein dog treat.** Producing each bag of Laika reduces over 500 grams of organic food waste per bag.



**Insect farming and processing technology** to efficiently make a clean high quality insect protein powder with zero-waste. The insect's by-products are converted into valuable functional animal feed and feed ingredients.



**Invisible edible spray-on coating for fresh produce** exporters and distributors to maintain freshness and quality, and to extend the shelf life of fresh-cut produce up to 3 times.



**Ready-to-eat protein** from natural, protein rich food products from egg whites for the health and wellness.

# SPACE-F batch 1 **Incubator** cohort



**Cultivation system** for premium-grade *Wolffia globosa* or 'phum', a traditional Thai vegetable that has recently excited the world as a new superfood, into our diets.



**"Milk" from sesame.** Sesame is a milk alternative made from sesame, Sesamilk is already on retail in some Thai supermarkets.



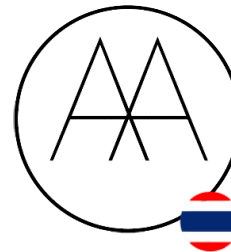
**Plant-based meat that suits Asian plates.** First product is a burger patty.



**Plant-based meat** replacement making fresh minced meat substitute with delivery to partner restaurants.



**IoT-sensor platform** that helps certify the freshness of food during transportation by monitoring environment quality & ensure optimisation routing.



**Multi-purpose IoT electromagnetic sensor and database platform** for detection of the contamination and specified properties in the food manufacturing process in real time manner. The system can be used as a guide to plan and create a better course of action of risk management to prevent the defected and fraud substances in the food.



**3D printed food for personalized nutrition.** Machine IP by Singapore University.

# MORE MEAT

*ground meat from mushroom*



**READY-TO-COOK SET 1**

ข้าวโพดทะเลเมล็ด 550 g  
More Meat 220 g

x1 แพ็ค  
x1 แพ็ค

ชุด: 160 บาท

เฉพาะสั่งออนไลน์ @VFARM

\*\*หมายเหตุ  
• ราคานี้รวมภาษีและค่าจัดส่ง  
• จัดส่งเฉพาะกรุงเทพฯ และปริมณฑลเท่านั้น

**ลาบหัด More Meat**

ลาบหัด More Meat 100 g

แพ็ค: 89 บาท

เฉพาะสั่งออนไลน์ @VFARM

\*\*หมายเหตุ  
• จัดส่งเฉพาะ กทม. นครปฐม สุพรรณบุรีราชบุรี นครสวรรค์





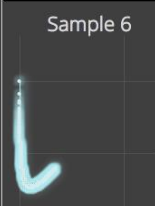



## Highlights:

- entered this business by starting from importing vegan meat, then started their own brand by building their own R&D team and manufacturing factory
- like SPACE-F because of its comprehensive support and extensive network in F&B industry
- got collaboration with V-Farm at SPACE-F batch 1 Incubator Demo Day
- now already sold in supermarket and been used by several vegan restaurants

# Artificial Anything

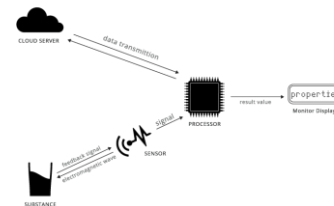
*rapid non-invasive system for QA & QC of fresh coconut juice using electromagnetic technology*



น้ำมะพร้าวที่มีการเจือปน		น้ำเปล่า	น้ำมะพร้าวที่มีการเจือปน		น้ำเปล่า
Sample 4	Sample 5	Sample 6	Sample 4	Sample 5	Sample 6
					
Sample 3 + น้ำตาล	Sample 1 + น้ำเปล่า		Sample 3 + น้ำตาล	Sample 1 + น้ำเปล่า	

## Highlights:

- Technology from KMUTT
- got NIA's open innovation grant (around 1 mil THB)
- been doing POC with TIPCO
- recently have expanded scope of application to agriculture by doing POC with tilapia farm through NIA's connection



# HydroNeo

*smart farming system for shrimp farm*



## Highlights:

- founder was a consultant in Germany
- previously joined a German Accelerator in Singapore, then moved to Thailand because the shrimp market is here
- got POC project with several shrimp farms through TU's network
- got SMART visa, BOI investment incentives e.g. tax holiday, privilege to own 100% Thai company
- now launched business in Thailand. their office is located in Chamchuri Square.
- is 1 of the 3 startups from SPACE-F batch 1, who got investment from TU



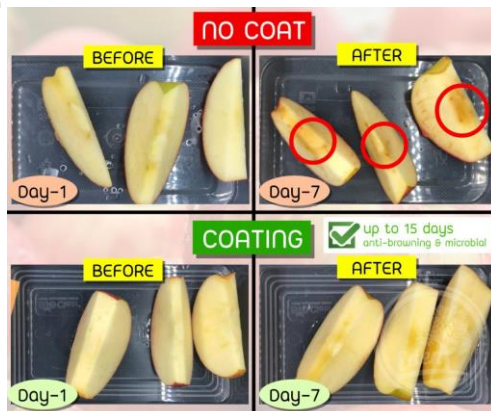
# Eden Agritech

*Edible coating for prolonging shelf-life of fresh-cut fruits and agricultural produces*



ใช้เคลือบได้ทั้งผลไม้สด  
แต่งและเปลือกผลไม้

และใช้เคลือบผักสดเพื่อ  
ยืดอายุให้ยาวนานขึ้น



- ✓ ยืดอายุการเก็บรักษาได้ถึง 3 เท่า
- ✓ ชะลอการสุกของและการเกิดเชื้อราของผักและผลไม้

- ✓ ควบคุมภาพและสารอาหารของผลิตภัณฑ์
- ✓ ปลอดภัยด้วยวัตถุดิบจากธรรมชาติ

## Highlights:

- IP licensing from CU
- Got introduced to Doi Kham for Proof of Concept (POC) project
- Received feedbacks on new potential market segments in Demo Day
- faced some difficulties from getting approval by Thai FDA. Now safely overcome.





## **Batch 2**

# SPACE-F batch 2 cohort

## Incubator program

Health & Wellness



### GPJ Technology

Supplement to address joint pain, utilizing glucosamine, capsicum, and other herbal ingredients



### HydroZitLa

Delicious and clinically-proven functional drink for preventing kidney stone formation



### Nam Jai Sparkling Water

Sparkling water RTD made with 100% real fruit, zero sugar added  
*(operating in Thailand)*

Novel foods & ingredients



### Omylk

Heat stable, pasteurized oat milk, which can be heated and frothed



### Rethink Bio

Novel nutritional potential of microalgae to create delicious, healthy and sustainable food products



### Viramino

Convenient snack foods with healthy plant-based protein and a local flavor profile  
*(operating in Thailand)*

Packaging solutions



### The Flying Thai Food

Active coating that keeps food fresh longer, e.g. durian meat stays fresh for 45 days



### Trash Lucky

Exchanging recyclable items to lottery platform

Alternative proteins



### Saxo-Siam Protein

Sustainable fishmeal and chicken feed made from black soldier fly larvae  
*(operating in Thailand)*

Smart food services



### Yindii

Platform selling unsold food surplus or near-expired ingredients to customers at discounted price  
*(operating in Thailand)*

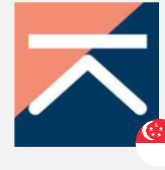
## Accelerator program

Alternative proteins



### Avant Meat

Lab-grown fish based on fish cell cultivation at large scale



### Karana

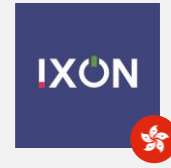
Plant-based proteins from jackfruit. Launched dumplings and buns containing plant-based "pork"

Packaging solutions



### Dezpax

Customized, eco-friendly and affordable food packaging solutions



### Ixon Technology

Sous-vide aseptic packaging to prolong shelf life of prepared meat for up to 2 years at room temperature

Health & wellness



### Advanced Greenfarm

Farming of wolffia which provides high-quality proteins

Restaurant Tech



### NitroLabs

Craft brewer of non-alcoholic beverages like nitro cold brew coffee and teas

Biomaterials & chemicals



### Sophie's Bionutrients

High quality sustainable plant-based protein from microalgae



### Spira

Colorful carbon-negative microalgae to create sustainable food-safe pigments and algae protein isolate

Food safety & quality



### ProfilePrint

SaaS-based food analyzer using AI to authenticate and recognize characteristics taste profile and quality

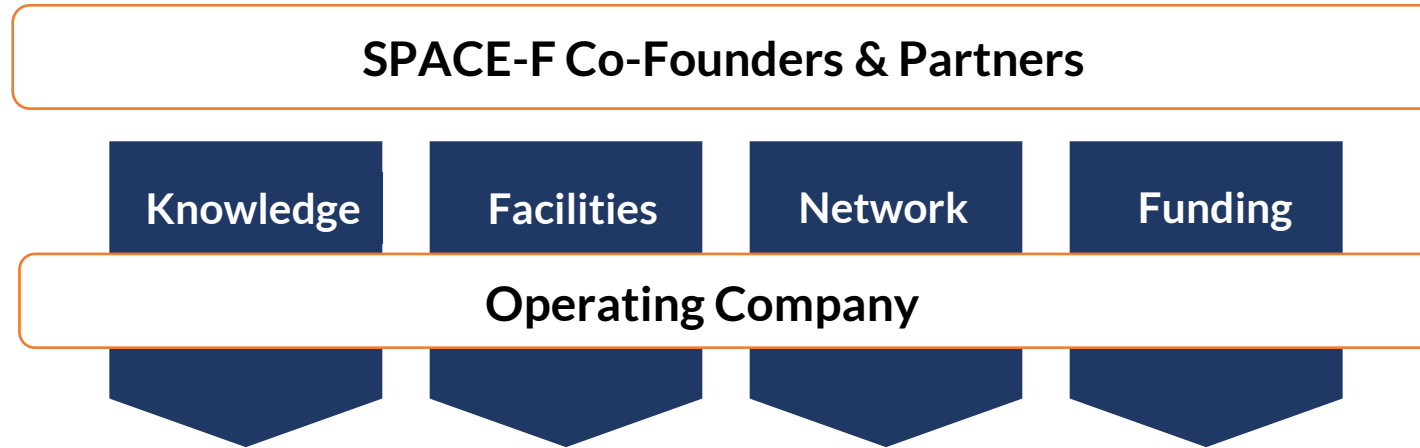
# Co-Founders & Partners





## **Batch 3**

# SPACE-F batch 3 | Operation Framework



## Incubator Program (9 months)

10  
Startups

### Targeted Startups

- Pre-seed ~ seed stage (TRL : 3-7)
- Lab-proved technology, not yet commercialized
- Want to do pilot-scale testing
- Want to develop a sound business plan
- Want to take-off the business

- Business knowledge & connection
- Technical support e.g. consultation & introduction to lab services and OEM
- R&D partnership



### Outputs

- MVP and pilot-scale product validation
- initial user feedback
- IP & Regulatory strategy
- Sound Business Model
- Raise fund (seed round)
- Business take-off

## Accelerator Program (5 months\*)

10  
Startups

### Targeted Startups

- Pre-series A ~ series A (TRL : 8-9)
- Commercialized, Post-revenue
- Want to penetrate market, scale-up production and expand business

- Market demonstration of existing products
- Customer acquisition
- Consultation on scaling-up operation, production, marketing and sales
- Go-to-market / Commercial partnership

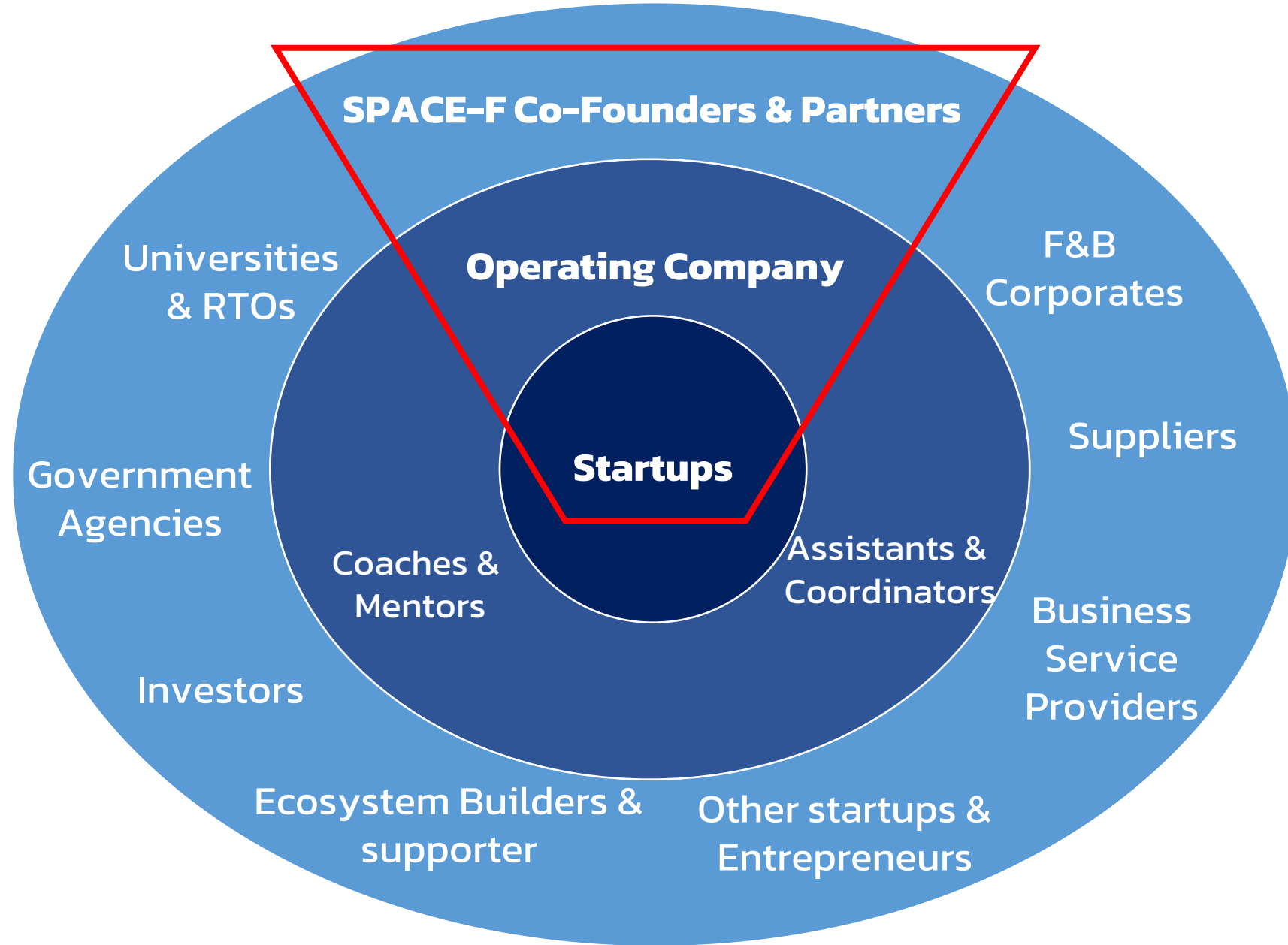


### Outputs

- Product deployment & Market penetration
- Increase in revenue or users
- Team & Production scaleup
- IP & Regulatory strategy
- Raise fund (pre-series A and beyond)
- Go-to-market & Commercial partnership

**\*Foreign startups need to stay at least 1 month**

# Key Stakeholders



## 9 Focused sectors

**Health &  
Wellness**

**Alternative  
Proteins**

**Smart  
Manufacturing**

**Packaging  
solutions**

**Novel food &  
Ingredients**

**Biomaterial &  
Chemicals**

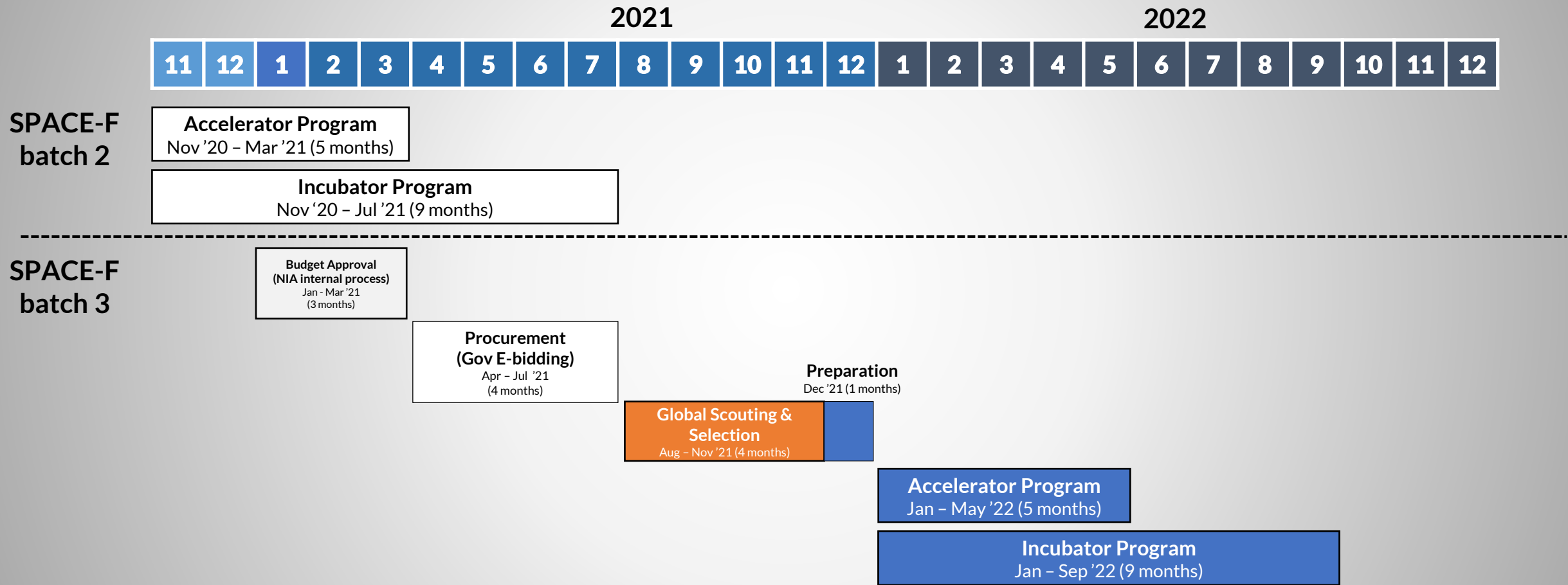
**Restaurant  
Tech**

**Food Safety &  
Quality**

**Smart Food  
Services**



# SPACE-F BATCH 3 | Timeline



## Scouting Goal

**Incubator**  
(per batch)



**Accelerator**  
(per batch)





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Facebook: @spaceffoodtech

LinkedIn: <https://www.linkedin.com/company/space-f>