# Fastlane

### A tailormade venture program for the Dutch Agrifood community









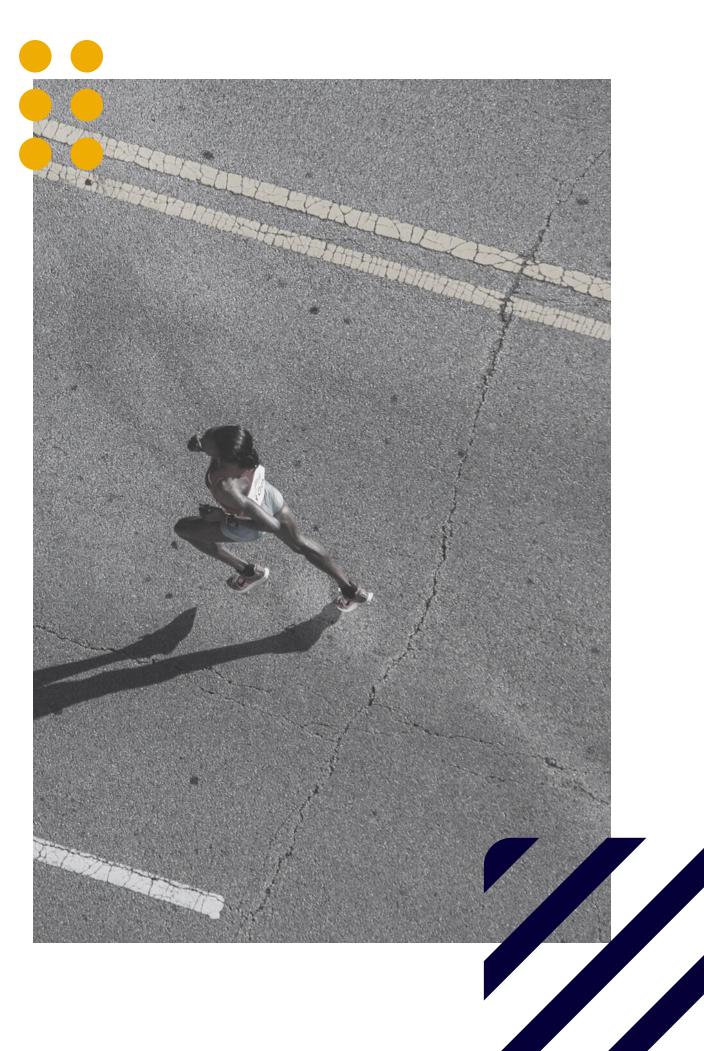
# FASTLANE



### WHY FASTLANE?

The Netherlands is home to many impact-driven pioneers with innovative technologies and ingredients that can play a key role in the transition towards a sustainable food system. However, many of these companies are struggling to survive and grow into scaleups.

Fastlane offers vital support to ventures to overcome common pitfalls that hinder the growth of their businesses. With the help of a multi-disciplinary team of experts, the program aims to fast track the companies' growth, thereby attracting the right investors.





## WHEN IN THE FASTLANE, YOU WILL BE ABLE TO ACCELERATE



### FASTLANE PROGRAM

Tailored support program to accelerate growth with a 360 scan



### FASTLANE ONLINE PLATFORM

Online platform to connect and collaborate with peers and industry experts



### FASTLANE COMMUNITY

Our network of partners, investors and experts is there to provide support

## **OUR SCOPE**

**Impact-driven** pioneers working on a truly innovative product or technology for a more sustainable food system and having a strong link with the Netherlands.













### ALTERNATIVE PROTEINS & NOVEL INGREDIENTS

### SMART AGRICULTURE & SOIL HEALTH

### CIRCULAR FOOD SYSTEM & ORGANIC WASTE MANAGEMENT

### **BIOTECH FOR AGRIFOOD**

PERSONALIZED NUTRITION & HEALTH



## **OUR SELECTION** CRITERIA

**IMPACT-DRIVEN COMMERCIAL TRACTION COLLABORATIVE MINDSET UNIQUE CONCEPT** 

- SCALABLE BUSINESS MODEL
- **ROBUST & DIVERSE TEAM**

### **A SNAPSHOT OF SOME OF OUR EXPERTS**



Yori May Torq Partners Finance



Louise de Sadeleer Double Agency Growth Marketing



Stephan Botz Gritd Market Entry



Martijn Messemaker Independent Advisor Organization Development



Marc Wesselink Venture Rock Sales and Fundraising



Harry de Jong Founders and Builders Sales and Marketing



Peter de Boer Willsark Proposition Development



Alain Cracau Goodberries Business Development









Hanne Gerhards WeSayHej Team Empowerment



Jennifer Reinhard WeSayHej Team Empowerment



Hans Janssen KplusV Fundraising

## FASTLANE'S PARTNERSHIP NETWORK





### **ScaleUpNation**







Rijksdienst voor Ondernemend Nederland





### techleap.пl









## **FASTLANE PARTICIPANTS**









































### HEALTH FOOD WALL

Anouk Snelders, Founder: Thanks to Fastlane we were able to develop our branding and identity. Partly because of the focus the programme has given us, we have increased our machinery from 13 to a targeted 70+ fridges this year. We also increased our expected sales growth by 625% this year!

### WILLICROFT

Margot Vandevoort, Head of Operations: "The great value of Fastlane is the personal coaching you receive from various experts. This enables you to see things from a fresh perspective that are often overlooked during day-to-day operations.

### 1-2 TASTE

Jasper Schouten, Founder: "The programme has developed us as a team by working on our value and by connecting us with multiple investors. It has strengthened our belief in what we do. The future is all about execution and growth."

## **A CLOSER LOOK INTO SOME FASTLANE CASES**

## Met dit investeringsprogramma kunnen food start-ups groeien als kool

Nederland kent veel innovatieve start-ups die een sleutelrol kunnen spelen in de eiwittransitie, waarbij we verschuiven van dierlijk eiwit naar eiwit uit plantaardige alternatieven. Maar, de stap van start-up naar scale-up blijkt moeilijk. Om dit soort bedrijven te helpen groeien, lanceerden Foodvalley NL, Invest-NL en ScaleUpNation een nieuw initiatief: het Fastlane programma. "Van veganistische kaas tot een bedrijf dat van gras nieuwe proteïne maakt voor veevoer; het Fastlane programma streeft er naar de voedselketen te transformere,n om de transitie naar een CO2-neutrale en circulaire economie te versnellen"



**Full article** 

### Gezond vegan voedsel uit de automaat: 'De markt is er klaar voor'

Van OK-chirurgen tot studenten bij het ROC: steeds meer mensen kiezen voor een gezonde maaltijd of snack. Dat merkt Anouk Snelders van Health Food Wall aan de toegenomen interesse voor haar slimme koelkasten. Ze vult deze met veganistisch voedsel, maar zet het niet zo in de markt. "Het gaat ons voornamelijk om de kwaliteit." Inmiddels neemt de concurrentie toe. Hoe houdt zij zich als start-up staande?



**Full article** 

### De Nieuwe Melkboer spoort Nederlandse boeren aan hun akkers te 'melken'

Alle sojamelk in Nederlandse winkels werd tot voor kort in het buitenland gemaakt. De broers Tom en Bart Grobben brachten daar verandering in. Met De Nieuwe Melkboer 'melken' zij hun eigen sojaveld en willen ze hun Nederlandse collega's aansporen om op hun akkers ook soja en haver voor plantaardige zuivelproducten te gaan verbouwen.



Full article

## A TAILORED PROGRAM TO PREPARE FOR FUNDRAISING

PHASE 1 Setting milestones				PHASE 2 Business building blocks				PHASE 3 Execution & Financing			
	Selection process	Assessment of your company to identify points	Milestone setting based on the results of	Setting up the bi-weekly business beat	Based on the defined milestones,	Multiple sessions with	Every month the group will be coming	Ventures will pitch program results to a	Expert sessions continued	Regroup days continued	Closing ever with
	Introduction to the program	of improvement Receive a 360 company scan that focuses on:	360 company scan Defining a roadmap for the	to keep the team focused on the defined OKRs	ventures are linked to a group of experts that will be	experts are scheduled to work collaboratively on company specific	together to discuss their progress In addition, there	selection committee Based on the progress made	Focus will shift from building business blocks to achieving milestones to	Group session focused on financing opportunities and FAQ for the	community members to celebrate th progress ma by the companies.
		- Market - Technology - Team	upcoming 6- months program.		supporting the company with their specific	milestones Experts are	will be masterclasses on growth related	during the first 3 months, the committee will	prepare the company for its fundraising	fundraising process	companies.
		- Financials			challenges	also available for ad-hoc requests.	topics.	decide whether the venture is ready continue with the program	process	Opportunity to ask questions to peers.	

- Ongoing support from venture partner
- Bi-weekly check-ins for continuation of the business beat

### Overview of the 6-months roadmap

## **PARTICIPANTS RECEIVE..**

### **COMPANY SCAN TO SET** ₹ SX **PERSONAL MILESTONES**

A 360° scan to make a development plan to prepare for a new funding round.



Candidates receive a €10k budget for tailored advice from industry experts and entrepreneurs.

### **ONLINE PEER-TO-PEER COMMUNITY & TOOLS**

Access to the community of alumni, peers and industry experts to connect and collaborate.



Throughout the program, companies will be able to connect with investors and corporates

### For a participation fee of only €1k participants receive a €10k budget to hire industry professionals next to dedicated support from the team

### **TAILORED 1-ON-1 ADVICE** FROM A TEAM OF EXPERTS

### ACCESS TO A NETWORK OF **INVESTORS & CORPORATES**

**Edition III Edition IV** 



Applications open for MARCH 1 Cohort IV Closing applications MAY 21 First selection & invitation for **MAY 31** the final selection day Final selection day JUNE 7 Kick off Cohort IV **JUNE 12** Graduation day Cohort IV **DECEMBER 8** 





### **THE PROGRAM IN 2023**

- Dec 2022 May 2023
- June 2023 Dec 2023

### **TIMELINE EDITION IV**

## WANT TO APPLY?

Apply on our <u>website</u> before the 22<sup>nd</sup> of May and if you have question please reach out to: <u>diederik.greeve@invest-nl.nl</u>

Your application should include a pitch deck with:

- A description of your business
- Your growth ambitions for the 24-36 months
- Overview of your financials
- The impact case







Powered by: **INVESTNL** 

### INVEST-NL

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# Get in touch