

CO-FOUNDER NEEDED

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no later than FEB 28, 2025!

SymbioMatch

We develop effective biostimulants tailored to crop and soil types

THE PROBLEM

SymbioMatch addresses the problem that current agricultural biostimulants fail in two-thirds of cases due to their one-size-fits-all approach.

OUR SOLUTION

We solve this by performing soil and microbiological precision diagnostics to identify the best soil-microbe-crop match. SymbioMatch develops and produces tailored biostimulants to enhance sustainable crops.

PATENT STATUS

Submitted.
European patent application No. 23216703.1 (Aarhus University).

FINANCIAL OVERVIEW

In March 2024 we received a convertible loan of 4M DKK from the BII via the Venture Lab programme.

MILESTONES ACHIEVED

- **Industrial Partnerships:** We have attracted industrial partnerships with potential clients who are covering the cost of testing our initial biostimulant prototypes, specifically rhizobial biofertilisers for legume crops, in their field trials. These trials have helped us achieve a Technology Readiness Level (TRL) of 4/5 and validated our technology's efficacy. We completed a full agricultural cycle in 2024, and our prototypes are currently being tested in benchmarking field trials in Spain, with upcoming trials in Spring 2025 in Germany and Denmark.
- **Scale-Up Production Plan:** We are validating our scale-up production plan by fermenting customised formulations in collaboration with Swan Neck Bio in Denmark as our Contract Manufacturing Organisation (CMO).
- **Patent Application:** We have submitted a patent application, which has been peer-reviewed and published in Nature Communications <https://doi.org/10.1038/s41467-024-5>.

TARGET MARKET & CUSTOMERS

Our ideal customers are seed companies that, by partnering with us, can offer a "seed + biostimulant" combo to crop growers. We provide several value propositions to our customers: i) they can instantly expand their product catalogue by offering their current seeds as organic farming-compatible "premium combo products," without the financial and time burden of developing a new crop cultivar, which typically takes 10 years.

PHYSICAL ADDRESS

Department of Molecular Biology and Genetics
at Aarhus University
Address: Universitetsbyen 83 - Building 1872
8000 Aarhus C, Denmark



CO-FOUNDER PROFILE WE ARE LOOKING FOR

- Solid B2B experience with licensing and strategic partnerships, preferably in agribusiness, or alternatively in the life sciences or pharmaceutical industries.
- Specific experience in negotiating and structuring deals at the term sheet level, including exclusivity and off-take agreements for startups.
- Track record in securing and managing high-value contracts.

TASKS & RESPONSIBILITIES (FIRST 3 MONTHS)

- **Create a strategic growth plan:** Develop a comprehensive plan outlining the company's growth objectives, strategies, and key milestones.
- **Negotiate agreements with potential clients:** Engage with potential clients to establish mutually beneficial agreements and partnerships.
- **Analyse potential exclusivity agreements:** Evaluate the benefits and drawbacks of entering into exclusivity agreements with partners or clients.
- **Provide feedback on the funding strategy:** Review and offer insights on the company's funding strategy to ensure it aligns with long-term goals.

ACADEMIC BACKGROUND OF CURRENT CO-FOUNDERS

- **Assistant Prof. Marcela Mendoza Suárez, CEO and Co-founder:** Over a decade of research experience in developing customised microbial biostimulants for high-protein crops. She holds a PhD in Plant Sciences, an MSc in Environmental Sciences and a degree in Biotechnology Engineering. Marcela's background enables her to lead projects that translate research into sustainable agricultural applications.
- **Prof. Stig U. Andersen, Sci. Adviser and Co-founder:** With 20 years of experience in legume-rhizobium interactions, Stig has expertise in genomics, natural variation, and bioinformatics, including machine learning. His extensive network and research experience support SymbioMatch's development.
- **Dr. Francesca Tedeschi, CSO:** Experienced molecular biologist with a strong background in leading R&D projects, Francesca has a proven ability to manage interdisciplinary teams, oversee complex scientific projects, and translate advanced molecular biology concepts into practical solutions.

ENTREPRENEURIAL BACKGROUND OF CURRENT CO-FOUNDERS

During Marcela's PhD and postdoctoral research at Oxford University, she gained valuable innovation and business skills by participating in interdisciplinary programs such as Innovation Champions at the Oxford University Innovation Department and Ideas 2 Impact at the Saïd Business School. She also contributed to the GrowCab project, an open-source growth cabinet designed with speed breeding in mind. She has directed entrepreneurial academic projects such as the Innexplorer project from Innovationsfonden, SPARK-Denmark from the Novo Nordisk Foundation, and Spin-out Denmark from the Villum Foundation. In 2024, she led The BioInnovation Institute - Venture Lab program with the startup SymbioMatch.