



## Buyer Profile



[About Us - Icos Capital](#)

### 1. Short introduction

Icos Capital is a venture capital firm based in Rotterdam, The Netherlands. The firm specializes in early-stage and startup investments with a geographical focus on EU and Israel (late seed, series A and series B companies).

The firm invests in industrial digitization and sustainability propositions for agri-food & (bio)chemical sectors including health food, bio-based chemicals, big data analytics and artificial intelligence. The fund operates in CVC formula and is supported by three corporate investors: Nouryon (the former AkzoNobel Specialty Chemicals), Bühler Group (machine and factory builder for the food processing and chemical industry), Royal Cosun (food processing of (amongst others) sugar (SuikerUnie), potato products (Aviko) and health food ingredients (Sensus), as well as public sector investors Rotterdam city, Dutch Ministry of Economic Affairs, EU/PFR (the Polish Development Bank).

### 2. Description of your core business activities *Please also elaborate upon innovation activities*

#### *Core business*

The firm invests in the cleantech propositions with focus on digitization and sustainability within the agri-food and chemical sectors. Investment themes include health food, bio-based chemicals and materials, big data analytics and artificial intelligence for smart industry. ICOS strives to invest in companies with strong impact in terms of decarbonization within a 10 years investment horizon. Typically Series A + B financing rounds.

#### *Innovation*

### 3. Cleantech challenges *Please define type of desired cleantech innovations that you are looking for as specific as possible*



The firm invests in the digitization and sustainability propositions for agri-food and chemical sectors including health food, bio-based chemicals, big data analytics. and artificial intelligence. Some of the current specific areas of interest are the following:

1. Agrifood:
  - i. plant-based proteins and other protein alternatives
  - ii. cell cultured meat
  - iii. healthy innovative food ingredients.
- b. Lowering CO<sub>2</sub> footprint of food processing and chemical industry
- c. Reuse of side streams and waste streams
- d. Waste water reuse, recycling
- e. Including exploring opportunity of value creation through side streams like
  - i. biosurfactants,
  - ii. biopolymers for chemicals and materials
  - iii. bio based chemicals
- f. Smart industry solutions like
  - i. Predictive maintenance
  - ii. Assistance at distance
  - iii. AI tooling
  - iv. Automation
  - v. Digitization
- g. Industrial biotech
- h. Carbon Capture (Storage + Usage)

4. **What can you offer to cleantech scale-ups?** *Please describe what you can bring to the table (i.e. buy product/service, investment, knowledge, network, participation in pilot or research project, etc.)*

We have over 15 years experience in this sector and we know how to scale companies in this field. We work with corporate investors in our fund who are keen to collaborate and help portfolio companies scale up. We also have a large network of other corporations in our investment area as well as access to potential co-investors and experience with attracting other funding sources for our portfolio companies.

5. **Keys to success.** *Please add any other comments to foster fruitful collaboration with scale-up*

In our experience, start-ups have to grow to scale-ups through striking multi-million contracts with large players in the market. In our focus areas, scale-up companies have propositions for industrial and typically B2B markets which requires specific go-to-market strategy and sales execution.