



is the discovery and engagement platform that champions cross-industry connection and collaboration between forward-thinking startups and industry leaders in the food and agriculture industry.



**FoodBytes! Pitch** is a digital discovery program that connects corporates and investors with the best and brightest startups addressing pressing industry challenges.

### ANNUAL MEMBERSHIP

**FOODBYTES! PITCH VIRTUAL**  
Annual capstone event showcasing 45 startups

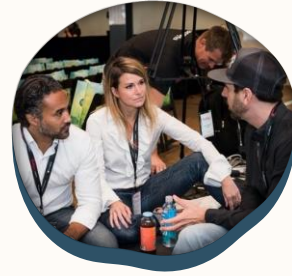
**STARTUP REVIEWS**  
Startup scoring discussions with members  
Theme based and in your timezone

**CORPORATE ROUNDTABLES**  
Member focused innovation discussions  
Insights from Rabobank sector experts

**CURATED WEBINARS**  
Public spotlight for innovation initiatives

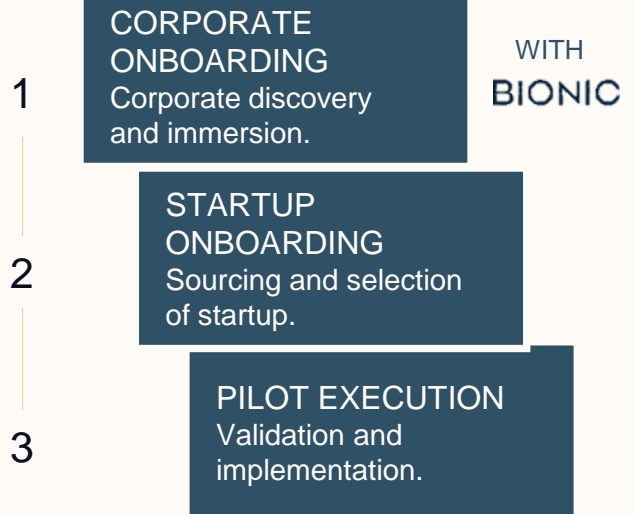
### SELECT PLATFORM BENEFITS

- Gain access to vetted startups sourced globally
- Build early relationships with emerging companies
- Receive insights on industry trends



**FoodBytes! Pilot** is a corporate-led experimentation platform that helps industry leaders engage with emerging companies through structured pilots.

### 6-9 MONTH PROGRAM



- Receive curated startup matches
- Create deep engagement with startups ready to scale
- Realize tangible results including product co-creation, investment opportunities or commercial relationships

## MEMBERSHIP BENEFITS

### PITCH

<b>STARTUP SCORING</b>	Members involved in scoring throughout the year to select top startups participating in annual Pitch event	✓
	Potential judging seat during FoodBytes! Pitch Virtual	✓
	Access to vetted startup applications	✓
<b>ACCESS, CONNECTIVITY &amp; ENGAGEMENT</b>	Strategic introductions to relevant startups / investment opportunities	✓
	Mentorship opportunities through webinar, panel seating and/or smaller break-out sessions with startups	✓
	Alumni showcases demonstrating attractive pipeline of later stage FoodBytes! startups	✓
	Corporate roundtables facilitating Member focused innovation discussions	✓
	Unlimited invites to digital programming sessions (corporate roundtables, webinars, etc)	✓
<b>SECTOR INSIGHTS</b>	Insights from Rabobank's sector experts and partners	✓
<b>BRANDING</b>	Member Designation in external communications	✓
	Curated webinars providing a public spotlight to showcase innovation to a broad global audience	✓

*Sign up by January 15, 2021 for promotional discount of 20%*

### 2020 MEMBERS



PEPSICO

TATE & LYLE



CGC  
Continental Grain Company

GERMIN8



HOLLAND & HART



MORRISON  
FOERSTER

PROPELLER  
INDUSTRIES



## ENGAGEMENT BENEFITS

### PILOT

<b>CUSTOMIZED STARTUP SELECTION</b>	Deep dive into your business challenges to identify your innovation objectives	✓
	Get access to a large pool of high-quality startups with emerging (tech) themes	✓
	Get the best startup matches that fit your business objectives	✓
	Startup onboarding for a successful pilot kick-off	✓
<b>STRUCTURED ENGAGEMENT PROGRAM</b>	Low-risk platform - Validate and experiment with technologies, strategies, products and ideas	✓
	Outcome-driven framework – Accelerate your business beyond experimentation	✓
	Tangible results – Realize market efficiencies, develop new products or start new commercial partnerships	✓
	A transformation mindset – institutionalize a culture open for change by tapping into the agility of startups	✓
	Active support – Enjoy a streamlined pilot process with monthly check-ins and access to industry experts	✓
<b>EXECUTIVE LEVEL BUY IN</b>	Work with Bionic, our specialist partner, to help you discover your proprietary gifts and identify your innovation objectives	✓
	Showcase pilot results at your next board meeting or employee gathering to empower culture fortified with Rabobank’s industry expertise	✓
<b>CROSS COLLABORATION WITH PEERS</b>	VIP invitation to FoodBytes! Pitch Virtual	✓
	Participation in workshops	✓

“ We see this as an extension of our innovation team, using it to source relevant startups aligned with our objectives.”

**Chamidu Karunathilake**, GrainCorp