

Global Business Accelerator Programme  
**Healthy & Sustainable Food,  
Nutrition and substitutes  
technology visit to Ireland**  
12 - 15 March 2018



**Innovate UK**



*Business Support on Your Doorstep*

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# Company Profiles

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## Bakes and Balls

**Bakes and Balls** is a 'Feel Good Food' business. We produce **healthy snack and bakery products** that taste delicious and are **low-sugar, gluten-free, dairy free, nut free and vegan friendly**. We would like our products to be accessible by anyone – regardless of medical restrictions or diet choice. Many of the snack and bakery products in this sector are high in added sugars. Our aim is to use only naturally occurring intrinsic sugars contained within the fruit. The primary focus for our products is taste – and if they do not pass the taste test of my children, they go no further. In addition to taste, we also focus on texture and look – knowing how important a role multiple the senses play in choosing snacks and cakes.

We are looking for Irish partners to:

- **Manufacture** our healthy, free-from bakes and energy balls
- Sell our unique products (**coffee shop chains**, local distributors, independent retail outlets such as delis).
- Sell our healthier snack options to **schools and hospitals** (service sector)

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## BFT Drinks Ltd

**BFT Drinks** Ltd is made up of three co-founders and we have developed a new type of **healthy energy drink called Yusa.**

Yusa is the first energy drink in the UK to use a newly discovered plant from the **Amazon called Guayusa.** Guayusa is the second most caffeinated plant in the world & until 2009 was undiscovered outside of its native regions in **Ecuador.** Guayusa has only just been approved for consumption in the EU (19/01/2018). The drink is **low in sugar, all natural** and contains **no preservatives.** It has caffeine equal to one and a half cups of coffee and contains **antioxidants equal to three cups of green tea.**

This will provide a much-needed healthy alternative into a category that needs it. Because of the way Guayusa is grown; **1.3 million trees have been planted** so far and it is responsible for the largest **reforestation** project in Ecuador.

We are interested in meeting:

- **Irish manufacturers** to help us manufacture the drink
- Partners to help establish a market in Ireland which will provide us with a gateway to trade within the EU. This collaboration is key to make sure we have a competitive advantage in both the UK and EU market.

If we could setup a **distribution** line in Ireland and have a team selling the drink for us it would be great to collaborate with them and use it as a benchmark to expand out into the EU.



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## Bio Doctor Ltd

**Bio Doctor Ltd.** is developing a new range of **on-the-go probiotic yogurt drinks**. They are sold in 250ml bottles, contain Probi LP299v, one of the world's most researched probiotic strains, and come in 3 varieties: Energise – Strawberry/Raspberry with added Vitamin B6; Heal – Apple/Kiwi with added Vitamin B2; Protect – Apricot/Honey with added Vitamin C. The brand name for the range is '**Love Your Inner Self**'. The product has a 'clean-label' with **only natural ingredients, no added sugar, and no hidden 'nasties'**.

There is a huge opportunity to shake-up the probiotic yogurt drinks sector, with virtually no new product development in this sector in the last 15 years. Yogurt drinks in larger sizes up to 330ml are becoming more common, with some brands having recently entered the market in an on-the-go format. However none of these larger- sized products focus on, or even contain, probiotic bacteria.

We are interested in meeting:

- companies in the **dairy industry**. We are open to working with an Irish dairy for these products, either as an **ingredient supplier, contract manufacturer or potentially even as a joint- venture**;
- companies that can help with **functional food inclusions – probiotics, vitamins etc**;
- **retailers** to learn more about their requirements.

We are interested in research and innovation collaboration opportunities with partners to further our future growth.

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## Goupie

**Goupie** hand-makes a **uniquely textured chocolate confectionery product**, based on an old family recipe. Goupie is available in **17 individual flavours**, many of which are **vegan friendly, gluten-free or soya-free**.

Our products are available in two different sizes: 180g sharing boxes and an 80g Goupie Minis. Every Goupie flavour is packed in fully recyclable trapezoidal shaped kraft boxes complete with full QUID information and barcodes.

**GOUPIE™**



Grace Simpson

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[www.goupie.co.uk](http://www.goupie.co.uk)

 [@GoupieGroupies](https://twitter.com/GoupieGroupies)

We are interested in meeting:

- companies that specialise in **sustainable packaging** (biodegradable packaging solutions, vegan options and innovative machinery) and the **product recipes development**. We are currently in the process of refining all our products;
- **distributors** and **independent food outlets** to develop our export relationships.



Elsa Valentine

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 @beinnate

## Innate Food Limited

Inspired by the belief that food ought work with rather than against us, **Innate** are on a mission to contribute a more imaginative and sensory euphoric solution to the **healthy snacking** arena; utilising a fusion of science and art to create food which is both in tune with our innate requirements as humans and exceedingly delicious.

Innate's first newly launched products are their **100% natural savoury squares**, an air-dried snack which combine **vegetables, coconut and almond** to achieve a rare and happy marriage of **exquisite flavour, nutritional balance and slow-release sustaining energy**. The result of this is an excitingly innovative and intensely satiating category new-comer; packed in **eye-catching resealable stand-up pouches**, which enable the consumer to snack at their own rate - enjoying longer lasting nutritious sustenance. Their stunning ingredients compilations are by default **gluten/dairy/grain/soy/refined sugar free, vegan and paleo**.

We are always fascinated to make new connections:

- New **suppliers**
- Manufacturers
- **Distributors**
- Logistics coordinators
- Investment partners

We love sharing ideas and learning with like-minded companies sharing a similar ethos and are always looking for ways to improve our efficiency, effectiveness and sustainability.

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## Love Katjes

**Katjes Fassin UK Ltd**, inventors of the **world's first consumer facing 3D printer for food**, are launching a new concept to develop **personalised vitamins using innovative technology to combine multiple active ingredients into one delicious and chewable gummy**.

Consumers can select up to **seven different vitamins and supplements**, along with their favourite flavours, which will then be made on demand into customised gummy pods. Using only the **highest quality, vegan and allergen free ingredients**, the new concept takes the complication out of getting the right vitamins in one daily delicious dose! A month's supply of supplements is then made fresh for the customer and delivered in **personalised packaging** for less than the cost to buy all the supplements and vitamins individually. Because each blend is made to order there is also **no waste product or extra packaging**, meaning that **Vitamyne** is not only better for the consumer – it's also better for environment!



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To support the launch of its new innovation to the UK market in May 2018, we are interested in meeting:

- Suppliers of **high quality active ingredients**
- **Experts** in the health and wellness industry who can offer them advice and guidance.
- **Manufacturers** of eco-friendly and premium packaging
- Potential partners to help **distribute** the innovative new products.





Lucy Boulton

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 @lunaTribe2

## Luna Tribe

**Luna Tribe** is an innovative, transparent new **snack** company that focuses on making **plant based snacks using dehydrated watermelon to create watermelon jerky**. Handmade currently in small batches, we aim to shake up the nations snack life and bring about a new movement of healthy plant based snacks that combine flavour combinations to suit everyone without the guilt. The plant based lifestyle is on the rise, and we aim to be a huge part of it.

Being the first of it's kind in the UK, our dehydrated jerky is **full of nutrients and vitamins** which are sealed in when the dehydrating process takes place and demand is increasing weekly from those that follow a **plant based/ vegan lifestyle, to flexitarians** and meat eaters a like. Our jerky is **100% raw, natural and free from allergens** and contains **no added nasties** making it the perfect on the go superfood snack option for anyone.

We are interested in meeting:

- Irish **Health food Wholesalers** that specialise in **Vegan, Vegetarian and Artisan products** with a strong focus on ethical and transparency;
- **Sustainable packaging** companies to ensure the Luna Tribe brand becomes as sustainable as possible in terms of being recyclable and biodegradable;
- Companies specialised in product development to increase certain product aspects such as **protein content** in a product manufacturers that can produce these products on a large scale.

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## Nucleotide Nutrition

**Nucleotide Nutrition** has pioneered **food supplements** based on a naturally derived, balanced **nucleotide nutritional formula, Nutri-tide®**. The research conducted by the company has helped to expose deficiencies in modern Western diets for nucleotides, with some key scientists and nutritionists, proposing that there is now a lifestyle conditional essentiality. Its consumer products combine Nutri-tide® with selected nutrients to **support immunity (NuCell®IM), digestive health (IntestAid®IB) and sports stress/recovery (nnnSPORT®X-Cell®)**. All products are supported by peer-reviewed clinical trials, practitioner case studies and published articles. These products are established in the UK market, meeting EU food law, have **Halal and Kosher certification, gluten and dairy free, suitable for vegetarians and vegans**. Designed especially for health practitioners, the supplement Nutri-tide®NT provides therapeutic levels of the nucleotide formula, without additional nutrients, making the product ideal to introduce easily into existing patient protocols. Soluble and heat tolerant, the premixes of the Nutri-tide® are available for functional food applications.

We are interested in meeting:

- **Functional food producers** interested to collaborate under licence with our formulas.
- **Research** institutions interested to include our formula in their research programmes.
- Wholesalers/**Health store retailers/Health Institutions** involved in the distribution of food supplements brands.
- Prominent health store chains, influential health practitioner and nutrition organisations.



Rachel Hoyle

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## Odeiga House Limited

**Odeiga House Limited** is primarily a product development company in the Food and Drinks sector. Our raison d'être is to **convert traditional African kitchen concepts to viable commercial concepts**. We come from a background where it is believed 'Food is Medicine'.

Our product, among others, is a **Pure Fruit and dairy Smoothie**, that can be produced both as fresh and extend life variants, using a mature technology, that has been tried and tested, proven and reproduceable. Products include a variety of flavourful range with very unique USPs; high in soluble fibre, with specific Public Health benefits based on very recent scientific data. Products can be sold to diverse markets, including Food Health; **helping in the management of Type 2 Diabetes and Chronic Kidney Disease**. Product range can be further enhanced by the addition of **Omega 3**, thus influencing outcomes in maternal (pre and postnatal) and Child health and Coronary Heart Disease.

We are looking to meet with:

- Reliable pure **fruit juice and/or dairy manufacturer** that can produce pure fruit and dairy blends, food manufacturing companies.
- Food **Research Institutions** that can enable substantiation of our USP claims.
- Pharmaceutical companies with which new products can be developed.
- International **sales organisations** with presence in the USA and Europe and the Middle East.
- Investment Companies that might be interested in giving financial backing for a ROI.

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## SACOMA Global Foods Innovation

Winner World Food Innovation Award 2017, **SACOMA Global foods Innovation** is a social impact innovation-led food business.

We develop innovative food products from **100% sweet potatoes; tasty, healthy and Free from Gluten and sugar**. We are concerned with the function and performance of our food products as well as the emotional role they play in people's lives, effects on environment and economic opportunities for farmers.

Sweet potatoes are naturally sweet-tasting, their natural sugars are slowly released into the bloodstream, have many health benefits, **high beta carotene** compared to other vegetable; source of **vitamins A, B, C, D, potassium, fibre and anti-oxidant**.

We have a **range of sweet potato products**: snacks, energy bars, protein bars, crème brûlée, soups, powder based foods (Meal replacements powders), pancakes, and vegetarian options.

We are interested in meeting:

- Companies to conduct further **research** on the specific issues to investigate and determine what customers expect and would want from our sweet potato based products as well as specifics on taste, palatability, viscosity and packaging;
- Companies to co-create **new innovative sweet potato based food products to open up new markets**;
- **Distributors** in the ethnic market space and the silver community, restaurants and hotels;
- Organisations to partner, share knowledge or come together to discuss, identify gaps and agree future joints collaboration actions, **Joint Marketing Initiatives (JMI)**.



Perez Ochieng

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 @sacomasweet



SHELTON'S COFFEE

Ximena Shelton

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 @sheltonscoffee

## Shelton's coffee

At **Shelton's Coffee** we pride ourselves on supplying the **highest quality, 100% single origin coffee**.

Sustainably grown, ethically farmed and artisan roasted, our coffee is never blended, and showcases the finest Colombian crops. Currently in our range, Shelton's **Flavoured Coffee Hearts**. A complete innovation in the coffee world.

"Premium quality coffee to be enjoyed anywhere anytime".

- Made using **100% single origin Arabica Colombian Coffee** of the highest quality;
- Absolutely **natural with no added chemicals or sweeteners**;
- Only 5 calories per serving;
- Individually sealed for freshness, portability and portion control;
- 18 months shelf life;
- **NO MACHINES** required - Simply add hot water, stir and enjoy the best Colombian Coffee in an instant;
- **6 flavours** available: Colombian, Mocha, Cappuccino, Amaretto, Vanilla & Irish Cream.

We are interested in meeting:

- Investigation centres or universities with expertise in the latest **sustainable packaging technologies**;
- Investigation centres or universities with expertise in **freeze dried fruits** - new project for 2018, development of our new Fruit infusions hearts, 100% freeze dried fruit, compressed into a heart shape and individually sealed for freshness and portability, a 100% natural fruit infusion to enjoy whenever and wherever;
- **HORECA** operators or distributors to that market.

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## Taste Tech Nutrition

**TasteTech** manufacture **encapsulated functional ingredients and flavourings**. The encapsulation technology controls the release of the active ingredient until required. We sell B2B to a range of industries including our 3 key markets – Nutrition, Bakery and Confectionery.

Many functional/nutritional ingredients can be bitter tasting, for example whey protein and caffeine. We have the technology to make these types of **ingredients and blends palatable** by either applying a flavouring to the recipe or encapsulating the ingredient.

Benefits of using our technology include **improving stability and controlling the release of the active ingredient**. We have a range of readily available products but also the ability to create custom made encapsulates to solve specific issues in a customer's recipe.

We are interested in meeting:

- Companies who design/manufacture **powder blends** (e.g. high protein, vitamin blends, etc), RTDs (ready to drink), **meal replacements** and supplements for the Nutritional market including sports, active, healthy ageing and pharma.

We are interested in collaborating with companies who:

- Need support/solutions to make their products more palatable
- Interested and open to using **flavouring solutions** in their applications
- Interested in controlling or **delaying the release of functional ingredients**
- Bioavailability of **functional ingredients**



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[www.myteapop.com](http://www.myteapop.com)

 @tmyteapop

## Tea Pop

Tea specialist **Tea-Pop** is taking the fuss and fiddle out of using loose leaf tea with a remarkable new and patent-pending **Tea-Crystals**.

Tea-Crystal is made from a reverse extraction process which sees loose leaf tea infused and brewed, the liquid and minerals extracted and then compressed into a solidified crystal form, which dissolves instantly in water. Unlike any other none loose-leaf tea, Tea-Crystals have the equivalent taste and health benefits normally associated with loose leaf tea.

A newly formed company based in Manchester and supported by Cha International Ltd (one of Hong Kong's largest merchant of White Tea), Tea Pop is set-up with an aim to introduce a whole new generation to white tea and bring fresh innovation to an old tradition of tea growing, cultivating and manufacturing.

We are interested in meeting:

- **Research and development** companies that specialise in health and drink category –we can collaborate on new product development for tea with
- **Retailers / distributors** and online gifting retailers

# Notes



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[www.enterprise-europe.co.uk](http://www.enterprise-europe.co.uk)

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The Enterprise Europe Network helps businesses innovate and grow on an international scale. It is the world's largest support network for small and medium-sized enterprises (SMEs) with international ambitions.

The Network is active in more than 60 countries worldwide. It brings together 3,000 experts from more than 600 member organisations – all renowned for their excellence in business support.

### **Global Business Accelerator Programme**

Building collaborations and partnerships as well as understanding the needs of different markets are often the barriers stopping businesses expanding globally. This programme, therefore, will support businesses through that and follow-up activity to maximise their chances of success and achieve the greatest impact.

Funded by Innovate UK, the Global Business Accelerator programme will see cohorts of up to 15 high growth businesses explore and exploit the opportunities in specific countries and market / technology areas.

**Published February 2018 by Enterprise Europe Network North West**

**Innovate UK**

