

Nectariss – Novel Natural Flavours

Diana Hernández – Richard Splivallo

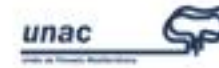
Innovative businesses and entrepreneurship for non-wood forest products: opportunities for the rural economy

28 February 2020

Coordinator



Partners



The Vision

We want to take you on the quest of the ultimate flavor!



Piedmont white truffle



Périgord black truffle

Problems of the truffle trade

1. Unauthentic truffle flavors
2. Truffle flavors lack diversity
3. Missing geographical traceability



The Solution - Authentic truffle flavors

Natural truffle aroma concentrates



& other innovative products coming soon...

USP



Authentic & natural flavors



Available all year round



Larger palette



Novel food products

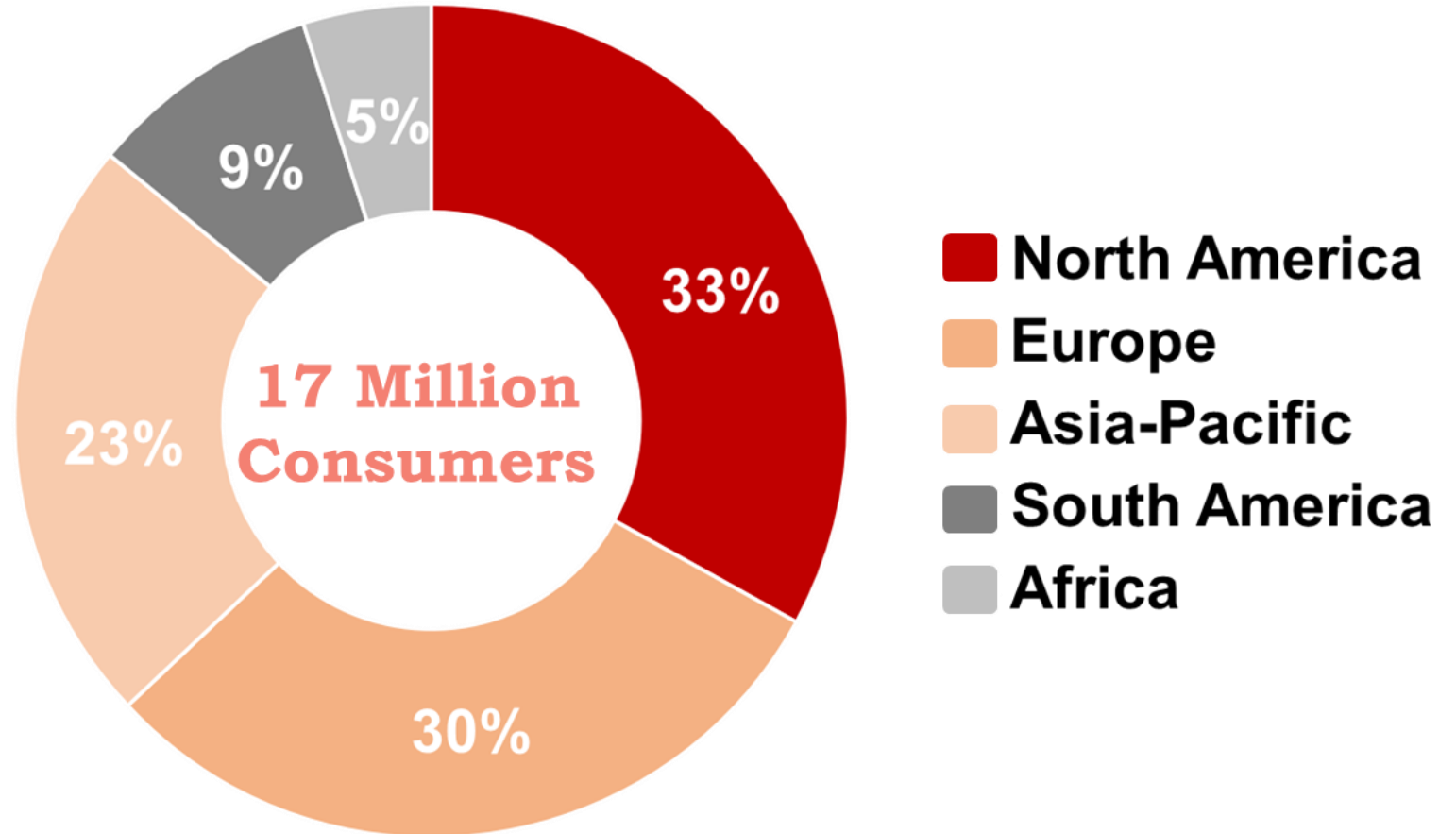
The Nectariss Method

- **Novelty:** truffle flavor does not come only from truffles but from the **intimate interactions** of **truffles** and their **microbiomes**.
- **Practical aspect:** we can release through **fermentation** the aroma potential of truffles on demand and can do it from waste products as well as laboratory grown truffles.

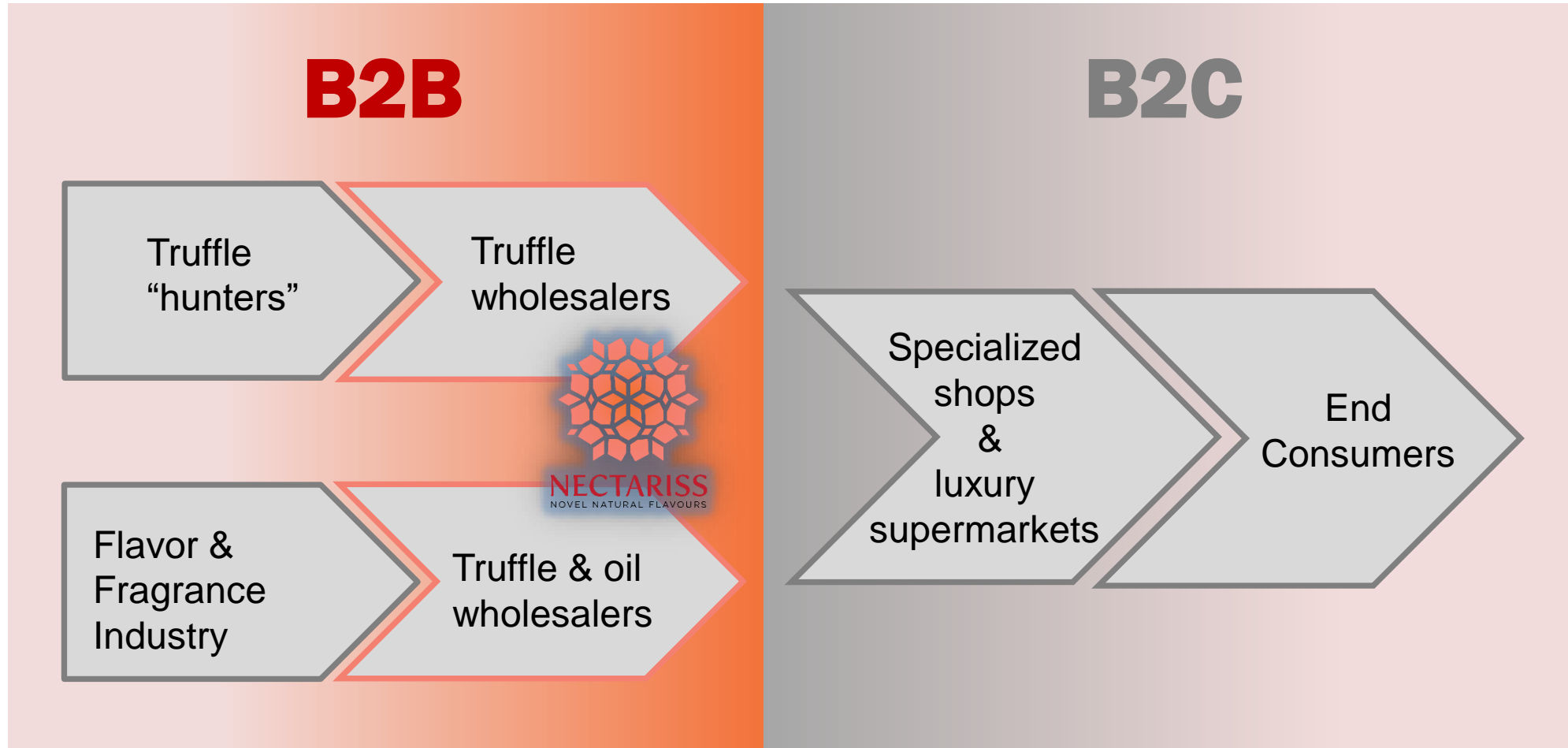


The Truffle Market

B2C
€1 Billion



Value Chain & Revenue Model



The Team

The Visionary



Richard Splivallo
Co-Founder & CEO

- Truffle expert (PhD) with >30 scientific publications
- Experience of sales & marketing of luxury goods

The Rationalist



Diana Hernández
Innovation/R&D Director

- Food Engineer & MSc. in Flavor and Fragrances
- In-depth experience with mass consumption food products

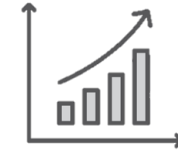
The Strategist



Christophe Maier
Co-Founder & Advisor

- Serial entrepreneur in food and biotech
- Raised >20 million USD of venture capital

Achievements & Roadmap



Phase

Buildup

Launch

Growth

Time

Up to end 2018

2019



2020-2022



- ✓ **Patent granted**
- ✓ **Sàrl incorporated**
- ✓ **Regulatory approv.**
- ✓ **Financial support**

- ✓ **3 key customers acquired**
- ✓ **Pilot plant finalized**
- ✓ **Sales started**
- ✓ **CHF100K grant from Swiss Gov.**

- Reach Millions € in sales**
- Apply novel IP**
- Expend prod. site**
- Develop a Bio line & geo. traceability**



Staff



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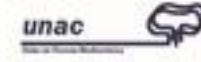
Headquarters 

R&D Center 

Coordinator



Partners



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