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Pitch & Connect Sessions #1 & #2 – Meet Your Match

1 April & 9 April 2026 • 40 min each • Online • Pitch & Matchmaking Sessions

About these sessions

The two **Pitch & Connect Sessions – Meet Your Match** were specifically designed to accelerate consortium building for the GATE5.0 Open Call by connecting Agrifood SMEs with Technology SMEs through short, structured pitching sessions.

Besides the three information sessions focused on the Open Call, programme structure, and application guidance, these sessions represented the practical matchmaking phase of the Community Hub. Participants had already explored company profiles on the B2Match platform, identified potential partners, and initiated bilateral meeting requests. The Pitch & Connect sessions provided the opportunity to move from platform discovery to direct interaction.

Each participating company had a maximum of 2 minutes to present its organisation, explain its challenge or technological solution, and clearly define the type of partner it was looking for to build an eligible consortium for the Open Call.

The objective was simple: help companies move quickly from idea to partnership.

The sessions were intentionally designed as short, focused, and high-intensity pitches to maximise relevant interactions and encourage immediate follow-up through the B2Match platform.

Session impact at a glance

104

Total participants (both sessions combined)

57

Participants – Session #1 (1 Apr)

47

Participants – Session #2 (9 Apr)

Session format

Both Pitch & Connect sessions followed an identical structure designed to maximise the efficiency of participant interactions within the 40-minute format:

- Opening (5 min): brief welcome, session format explanation, and B2Match meeting reminder
- Pitch presentations (25 min): 2-minute pitches from Agrifood and Technology SME participants, each clearly stating their organisation, their offer or need, and the type of partner they were seeking
- Matchmaking guidance (5 min): instructions on how to follow up through the B2Match platform and schedule or join pre-arranged meetings
- Open networking (5 min): unstructured interaction time via platform messaging and direct contact

Companies and innovations pitched

A total of **28 companies** presented across both sessions, covering a broad range of Agriculture 5.0 challenges and solutions, including precision farming, water management, AI, IoT, traceability, robotics, soil health, food analytics, and digitalisation of agrifood operations.

PITCH AND CONNECT Session #2	PITCH AND CONNECT Session #1
1. Ariana Macieira – Foodintech	1. Francesco Catucci – Antiche Distillerie Catucci
2. João Santos – BRAINR	2. Tiago Sá – WiseCrop
3. Carlos Graça – Occidents	3. Marian Peters - NGN
4. Yury Grims – ACREATLAS	4. Koen Jenniskens - SOILZ
5. Wilbert Hilkens – Food Supply Chain Labs	5. Óscar González - Sensical SCCL
6. Gert-Jan van Fessem - Food For Analytics	6. Xabier Crespo - SC Robotics
7. Paulius Spranginas - Spranginų ūkis	7. Maxim Dedecker - Tracee
8. Edgaras Dida – Dida	8. Jamshid Heidarialamdarloo - Nexion EDGE, LDA
9. Farm Constanza Vázquez – VinWizard	9. Ekaterina Volkova-Volkmar - Soil Next
10. Javier Farré – AEInnova	10. Francesco Martini - Abinsula
11. Juan José Ortega – WiseConn	11. Olena Hrynko - Khladoprom LLC
12. Ana Pires – DIMERA	12. Moisés Campos - PLAKO
13. Stefano T.Chiadó - VASTALLA	
14. Nadim Khoury - Huggin Munin	
15. Marc Peters - PIP Capital	
16. Marcel Vroom - npk design	

Outcomes and follow-up

The Pitch & Connect sessions became the most action-oriented matchmaking moments of the GATE5.0 programme.

By the time Session #1 took place on 1 April, **256 bilateral meetings had already been accepted** on the B2Match platform. This meant that participants arrived with pre-identified potential partners and could use the sessions to validate compatibility, refine collaboration ideas, and strengthen consortium discussions.

The live pitches played a key role in helping companies better understand each other's real needs and capabilities. In several cases, participants initiated new contact requests after discovering relevant partners during the session itself.

At the time of reporting, **436 meetings remained pending**, showing that matchmaking activity continued to grow beyond the live sessions. Platform messaging remained highly active, with participants exchanging technical details, discussing project ideas, and progressing toward consortium formation for the GATE5.0 Open Call.

These sessions successfully fulfilled the main objective of the GATE5.0 Community Hub: transforming networking into concrete collaboration opportunities and enabling the creation of strong, cross-regional SME consortia.

Access these sessions

Pitch & Connect Session #1 (1 April) – details: <https://www.b2match.com/e/gate50-matchmaking-agri-tech-community/sessions/c2Vzc2lvbjoyMTc3MzI=>

Pitch & Connect Session #2 (9 April) – details: <https://www.b2match.com/e/gate50-matchmaking-agri-tech-community/sessions/c2Vzc2lvbjoyMTc3MzM=>

GATE5.0 Community Hub: <https://www.b2match.com/e/gate50-matchmaking-agri-tech-community>