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Arevo

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Nurturing innovation: how Arevo's IP strategy attracted high-growth investment

Abstract

Arevo's journey from academic discovery to commercial success underscores the critical role of patents in securing investment and driving growth. Led by Professor Torgny Näsholm, the company's business strategy centres around commercialisation of IP-protected arginine-based fertilisers, which offer an eco-friendly alternative to traditional nitrogen fertiliser. The patent portfolio not only safeguards its technology, but was also key to securing a €6.6 million Series A funding round in 2024, led by Industrifonden. The investment highlighted Arevo's scalable IP approach, enabling business expansion from forestry into agriculture. This highlights the need for IP-savvy investors who have expertise not just in assessing these IP portfolios, but also in strategy and management.

Figure 1: Precision growth monitoring—Arevo's arginine-based fertilisers drive sustainable plant development.

From discovery to new venture

Professor Torgny Näsholm at the Swedish University of Agricultural Sciences has long explored the intricacies of plant nutrition. His research uncovered that, unlike traditional nitrogen fertilisers based on ammonia (NH_3), plants could also utilise organic nitrogen in the form of the amino acid arginine. Initially, Professor Näsholm's studies pointed to plants' general capacity to absorb organic nitrogen, but he soon identified that arginine offers unique advantages, making it an ideal nutrient source across varied growing environments.

This pivotal discovery, made in 2000, laid the groundwork for a new generation of organic nitrogen fertilisers and biostimulants engineered to enhance plant growth and increase yields while supporting sustainable farming practices. Standard fertilisers, primarily based on ammonia, are highly problematic for the environment due to their significant carbon footprint and nitrogen pollution. Ammonia production is highly energy-intensive and relies heavily on fossil fuels like natural gas and coal, while nitrogen leakage from fertiliser use contributes to groundwater contamination and eutrophication, causing severe ecological and economic consequences. Recognising the potential environmental and agricultural benefits of arginine-based fertilisers, Professor Näsholm became driven to turn this technology platform into market-ready products. Because of Sweden's professor's privilege, which grants academic researchers ownership of their inventions rather than their employing universities, Näsholm retained the rights to his inventions.It is only about inventions!This allowed him to forge his own path to commercialisation, while also taking on the responsibility of securing funding and protecting his intellectual property (IP).

Securing the IP

To bring his inventions to market, Professor Näsholm recognised the crucial role of intellectual property rights in securing the exclusivity needed to achieve a sustainable moat, as well as to attract investors and other support. He knew that turning a scientific discovery into a commercially viable product requires significant work and funding, and that a solid IP foundation would help unlock that investment. Drawing on his prior experience with patents and industry connections in the Swedish forestry sector, he reached out to secure support. While Swedish universities now have technology transfer offices to assist researchers, these were not as developed in the early 2000s. Lacking that infrastructure, Professor Näsholm leaned on his own network for guidance and resources.

An early partnership provided the financial backing needed for his first patent application, filed in 2000, regarding the use of basic amino acids as plant fertilisers, with Professor Näsholm as one of the applicants. At the same time, the major Swedish forestry companies formed an IP holding company, SweTree, that partnered with him and other researchers to provide funding to protect their inventions with appropriate IP rights. Even at this early stage Professor Näsholm made contact with a reputable patent attorney with wide experience from both industry and private practice. She helped draft the first patent applications and advised him on strategically timing the filing of the patent applications to protect the IP rights while ensuring that scientific publications did not jeopardise the novelty required for patent protection. For example, her guidance was invaluable when it came to drafting patent claims that were not limited to forestry, something that proved to be extremely helpful later on. She also provided guidance on statements in scientific publications, and on whether a patent application needed to be filed prior to publication. This balance allowed Professor Näsholm to protect his inventions while sharing his findings with the academic community.

TAKEAWAY

Early IP counsel

Involving a patent attorney with business experience can be crucial in early product and company development.

Over the following decade Professor Näsholm continued his research, and three more patent applications were filed in the name of SweTree. During these years the first product line was developed; a liquid formulation for use in forestry, which was later commercialised under the

registered trademark arGrow. Another core breakthrough was achieved in 2015, when he discovered that arginine can form solid crystals with phosphate - so called ArgP crystals. This had the potential to form a slow-release product, providing plants with a steady and consistent supply of nitrogen over an extended period, and was worth protecting with a patent. At this point it was also decided that Professor Näsholm's inventions should form the basis for a new company, Arevo, which was then spun-out of SweTree.

With the founding of Arevo, all IP rights were transferred from SweTree to the new company. It is common at this stage to establish the ownership structure of the new entity. Since this process can be complex, it is crucial to reach agreement as early as possible in a collaborative and transparent manner between the company and the researcher(s) involved. Early agreements, before the product begins attracting attention from third parties or significant financial stakes come into play, are often easier to achieve and can help avoid potential conflicts later on.

Prior to forming Arevo, Professor Näsholm received several attractive offers from large forest companies interested in exclusive licenses for his invention. However, having previously seen one of his innovations shelved by a major corporation, he declined these to ensure his discoveries would reach their full potential and not be sidelined. This experience shaped his approach, allowing him to retain control over the technology's direction and development through Arevo, where he is currently CTO.

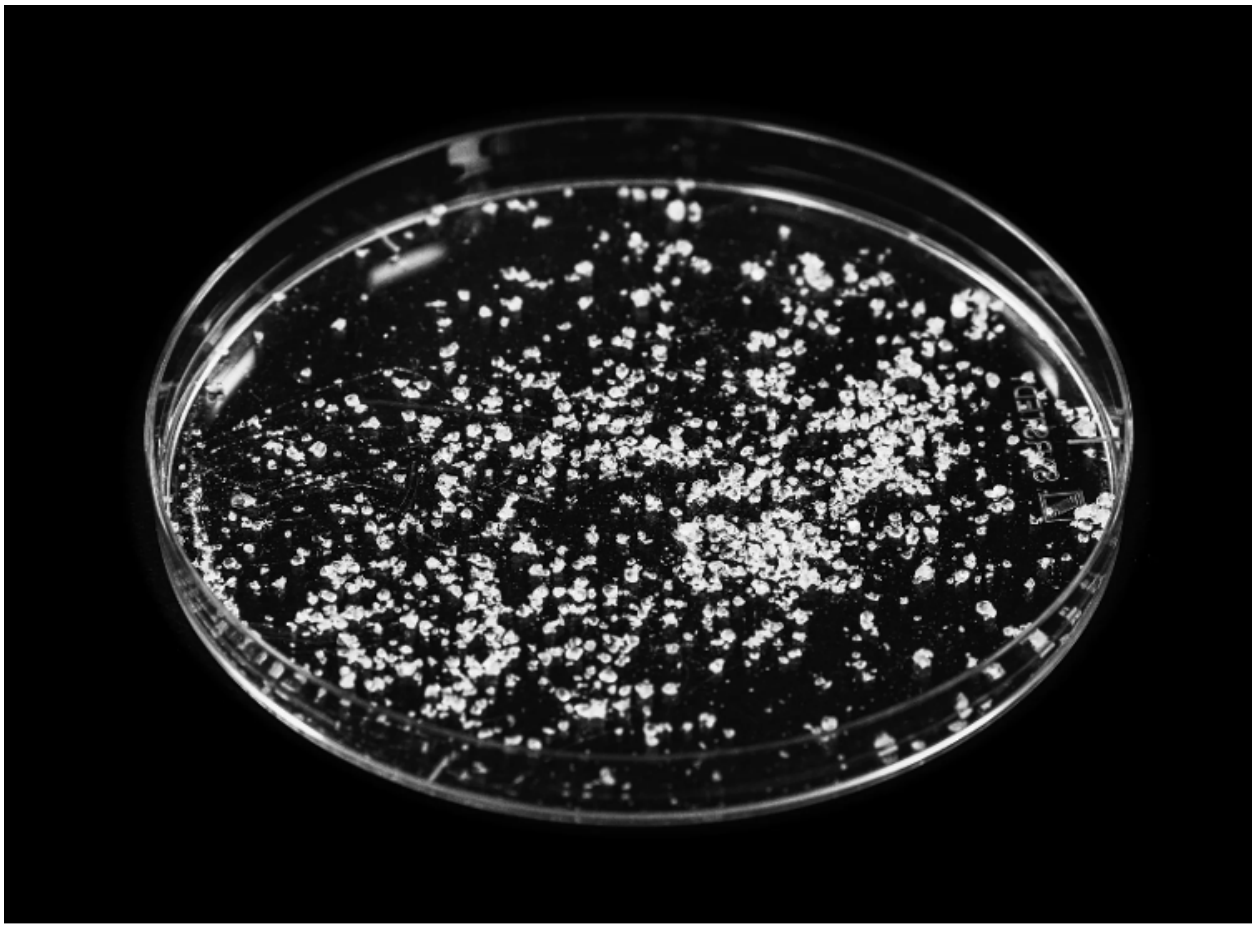


Figure 2: Organic nitrogen based on amino acids

Box 1: Arevo's products and technology

Arevo's technology can be aptly described as precision nutrition, built on a platform that uses organic nitrogen in the form of arginine—an amino acid with powerful, distinctive properties. This arginine-based approach does more than just nourish plants; it also stimulates root growth and supports beneficial soil microbes, with nitrogen inputs far below those required by traditional mineral fertilisers. As a result, plants treated with arginine exhibit enhanced resilience, notably improved drought tolerance, and greatly reduced nitrogen leakage into surrounding ecosystems. Unlike conventional mineral fertilisers, arginine does not inhibit the plant's natural ability to fix atmospheric nitrogen, helping preserve soil health and reducing environmental runoff issues.

In the forestry sector, Arevo's flagship arGrow product optimises root growth and microbial health in soil, improving both water and nutrient absorption. Arginine, the core component of arGrow, is absorbed by roots much faster than other forms of nitrogen and binds strongly to soil particles, minimising nitrogen waste. This efficient uptake process also means that significantly less nitrogen is required, leaving minimal impact on plant nitrogen levels and the soil's nitrogen cycle. Arevo offers arGrow in two formats: a liquid and a granulated formulation, both designed for application at planting to boost plant survival and yield rates. Together, these products exemplify Arevo's commitment to fostering resilient, fast-growing plants with sustainable, environmentally friendly practices.

Arevo's agricultural products, based on the same arginine technology as the forestry line, include an on-seed coating, granules, and a liquid solution, each tailored for distinct growth stages. Unlike the forestry products, which are designed for a single, long-term application, these formulations provide adaptable nutrition across planting, growth, and harvest cycles. This targeted approach supports rapid plant establishment, high yields, and sustainable crop production with minimal environmental impact.

Developing the business model

Arevo began by focusing on the forestry industry, reflecting Professor Näsholm's background in forest plants, with products initially sold directly to large forestry companies. The first product line included liquid formulations for plant nurseries and solid granules for field planting, both designed to enhance plant resilience and promote strong root development. Forest farmers need only apply a small amount of granules at planting, using a standard planting tube or hand dispenser, resulting in plants with robust roots and accelerated growth. Using this approach, Arevo's arGrow granules have proven highly effective, having been applied to over 95 million seedlings in forestry operations by 2024. The liquid products for nurseries have supported the growth of more than 600 million seedlings, promoting root growth and plant vigour without nitrogen loss into the environment.

In 2019, after several years focusing on forestry, Arevo's team found that their arginine-based technology can be just as beneficial for crops. This insight emerged from research conducted at Arevo's R&D lab. Professor Näsholm was splitting his time between Arevo and his academic role, and examined the effects of arginine fertilisers on agricultural plants. Arevo's technology supported plant drought resistance, improved yields, and fostered soil health through beneficial microbes, without contributing to nutrient runoff. Given the pressing challenges in agriculture—feeding a growing population while reducing reliance on mineral fertilisers to meet environmental standards—it was a natural step to explore the agricultural markets. The transition from high-waste fertilisation to precision nutrition offered substantial business potential.

While the core arginine-based technology platform remained the same, entering the agricultural sector required new product formulations and tailored marketing approaches. Back then, Arevo's small team of around ten employees faced the challenge of balancing day-to-day operations with strategic expansion, temporarily slowing their forestry market growth. Recognising that each industry sector demanded a unique business approach, Arevo began developing a dedicated business plan for agriculture in late 2022.

To support its market reach, Arevo established its own manufacturing plant in Umeå, Sweden, with the goals of achieving cost-effectiveness and further advancing its manufacturing processes. Previously, production had been outsourced to third parties. From an IP perspective, this arrangement posed no issues, as the products were safeguarded by Arevo's patent portfolio. The production facility was initially built to supply the forestry market and enabled Arevo to manage production scale and refine its technology in-house. Today, the plant's capacity supports both industry sectors, positioning Arevo to meet the demands of forestry and agriculture with scalable and sustainable production infrastructure.

Figure 3: Arevo provides fertilisers for nurseries and granulates used when planting. Fertilisers are essential for growth in most types of cultivation.

Looking for funding – Arevo's perspective

With Arevo's expansion into two distinct markets—forestry and agriculture—the need for additional capital became evident in 2023. Up to that point, Arevo had relied on seed funding from a handful of investors, combined with sales revenues, to finance its operations. However, these resources were insufficient to support the development of a new business area, expand the team, bring in commercial expertise, and accelerate product development for the newly targeted sector. Acting CEO Rikard Höög, together with the board, led the creation of a new business plan in spring 2023 that strategically incorporated agriculture. This plan underwent thorough review by Arevo's original stakeholders as well as several potential investors, laying the groundwork for securing the necessary funding.

Prof. Näsholm: *"Getting assessments of Arevo and our new business plan from external venture capital companies helped us shape our business case and develop an efficient elevator pitch."*

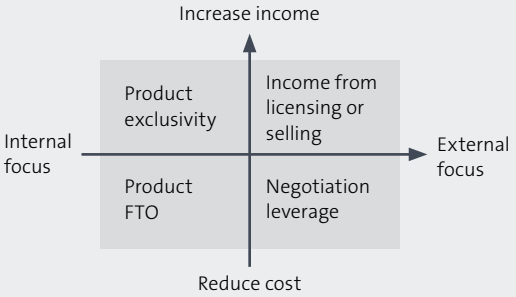
Prof. Näsholm

For a technology-driven company like Arevo, prior patent protection was a critical element of the pitch, as this provided the freedom to discuss the technology openly with investors without risking IP exposure. The pitch deck highlighted Arevo's robust patent portfolio and IP strategy, ensuring protection in markets where commercial activities would be evolving. While investors typically do not delve deeply into specific patent claims at this stage, they want confidence that the technology is well protected and that an IP strategy is in place.

Box 2: IP strategy

An IP strategy is a structured approach to managing a company's IP portfolio in line with its overall business strategy. An important purpose of the strategy is that each patent family should pursue one (or more) of these goals:

- Protect the company's own technology to gain product or market exclusivity
- Create freedom to operate for the company, for current and/or future products
- Generate company income through licensing or sales
- Generate leverage in negotiations with third parties



TAKEAWAY

Strategic IP

A tech-driven startup needs more than simply strong patent protection; an IP strategy which assigns each patent family a mission to create value for the company is essential.

Arevo's innovative approach, with a breakthrough technology that was ready for scaling, meant it fitted well with the mission of Industrifonden, making it an ideal investment match. Industrifonden joined as a lead investor in a €6.6 million Series A round which successfully closed in 2024, with continued support from existing backers Navigare Ventures, Fort Knox, Stora Enso and Kempestiftelserna.

Box 3: Industrifonden - supporting breakthrough Nordic innovations

Industrifonden is a Swedish venture capital fund focused on bringing Nordic breakthrough innovations to the global market. With an emphasis on deep tech, life sciences and transformative technologies, it seeks investments in scalable, high-impact ventures poised to drive societal progress. As an evergreen fund, Industrifonden operates with no fixed end-date, allowing for long-term support and strategic guidance to help portfolio companies achieve sustainable growth.

With a fund size of over €500 million and over 50 active portfolio companies, Industrifonden typically invests in seed and Series A rounds, with initial investments ranging from €2-5 million and the flexibility to provide further funding as companies advance, especially for promising technologies.

The Industrifonden team is composed of 20 investment professionals with different backgrounds and experience, including an IP professional, in order to both analyse the variety of companies seeking investment and provide support to portfolio companies.

Looking for investment opportunities – Industrifonden's perspective

Initiation phase

Arevo's position as a Swedish deep tech pioneer in the forestry industry had already caught Industrifonden's attention, so there was a relationship before Arevo made its approach for the Series A round. Prior to committing, Industrifonden conducted an analysis to understand the company and target markets, focusing on critical aspects:

- Technology and scientific foundation: validating the science behind Arevo's platform and its novel applications in sustainable plant nutrition.
- Market viability: examining trends and global market needs, particularly in forestry and agriculture.
- Strategic alignment: evaluating Arevo's business strategy to ensure it matched the scalability potential.
- Team dynamics: engaging with the full Arevo team to understand their roles and collaborative structure.
- IP and regulatory positioning: assessing Arevo's IP status and anticipated EU regulations, especially with the European Green Deal and the Farm-to-Fork Strategy[1] set to reshape sustainable agriculture by 2030.

Industrifonden's analysis was extensive, involving frequent discussions with the management team. Given Arevo's relatively small size, meeting each team member was crucial for understanding their roles, responsibilities and contributions to the company's vision. To grasp the scientific basis of the technology, Industrifonden conducted multiple interviews with Professor Näsholm and reviewed a selection of his published research. Additionally, they consulted industry experts to understand the broader global challenges that Arevo's technology addresses, gathering insights from some of the company's existing partners on the technology's impact and potential.

For Arevo, upcoming EU regulations, particularly the European Green Deal and its Farm-to-Fork strategy, were essential considerations. These regulations will impose strict limits on mineral fertiliser use by 2030 and align well with Arevo's sustainable approach. Industrifonden also engaged with farmers and forestry owners to gauge their expectations and receptiveness to new products and solutions that fit with these evolving regulatory standards and environmental goals.

IP strategy for a deep tech startup

In deep tech, a company's core value often lies in its intangible assets—know-how, proprietary compounds, innovative manufacturing techniques and other unique technologies. Companies like Arevo are typically pioneering advancements that will shape the future, characterised by groundbreaking science, strong protection by patents and close ties to academic institutions. Patents are typically used by deep tech companies to create and maintain a sustainable moat, in particular when the time-to-market and market penetration take longer than for other technology companies.

Industrifonden expects its portfolio companies to demonstrate a solid grasp of IP basics—especially the importance of controlling IP in academic or industrial partnerships and avoiding premature disclosures that could limit future protection. Given that deep tech companies often collaborate across sectors with varying interests, Industrifonden emphasises the importance of securing all necessary rights, supporting long-term development and establishing a solid global IP position to ensure sustained growth in international markets.

Deep tech investors typically either maintain in-house IP expertise or collaborate with external specialists. Industrifonden relies on a mix of in-house knowledge and external consultants when necessary, conducting initial checks on a company's IP portfolio and scanning

1. See https://food.ec.europa.eu/horizontal-topics/farm-fork-strategy_en

the patent landscape of the technology to understand how crowded the field is and how strong the protection (i.e. whether a particular patent is likely to survive nullity proceedings). This initial assessment helps Industrifonden decide whether to proceed with a deeper evaluation. They also evaluate the company's current and future IP strategy together with the other development plans to see that they go together.

TAKEAWAY

Cornerstone of deep tech investment

Deep tech investors expect companies to have a fundamental understanding of and control over their IP, and they often have expertise in assessing IP rights and strategy.

Assessing a IP deep tech company demands a higher level of expertise than other types of investments. Investment analysis often does not include a full freedom-to-operate (FTO) analysis for the product; instead, it focuses on a comprehensive evaluation of the existing IP portfolio and the overall strategy, to ensure these are aligned with the company's long-term goals and competitive positioning. Early-stage deep tech companies like Arevo often have no finalised products, making a full FTO analysis premature. Their ultimate place in the value chain is also typically not finalised. Industrifonden prioritises understanding the existing protection of IP and the strategic planning for it in future.

Beyond ensuring that the core technology is adequately protected, it is essential to understand if a deep tech startup has developed a strategic approach to IP. When Industrifonden evaluates an investment, it focuses on the strength and strategic use of the intangible assets. For companies like Arevo, IP development is an ongoing process that evolves in tandem with technological advancements, and does not need to be fully established before investing. This approach contrasts with the pharmaceutical sector, where robust IP protection is essential at a very early stage of venture capital investment.

For Industrifonden it is important that a company owns all rights to its foundational IP and has a strategy that takes competitors' IP into account. Potential gaps in these areas can be addressed after investing, but all core rights must be secured in the company's name before any funding is released, to make sure that it has full and enduring control over its IP and enjoys strategic flexibility. In Arevo's case, the critical IP includes the use of arginine and related innovations. While arginine as a substance is well known, Professor Näsholm's discovery of its crystalline form and its unique plant nutrition applications (alongside a slow-release formulation) was patentable. Additional patents cover different applications, avoiding restrictions on plant types or usage methods.

IP due diligence

IP assessment formed a crucial part of Industrifonden's overall investment decision in Arevo. As the sole new, but also the lead investor in this funding round, it carried out its own complete IP assessment, which included a review by internal IP professionals and a formal due diligence by a patent law firm. This addressed critical questions, including:

1. What was the current status of Arevo's patent portfolio and other IP rights?
2. Had the patents and other IP rights been transferred correctly from Professor Näsholm to SweTree, and then on to Arevo?
3. Did the patent claims effectively cover Arevo's current and future products?

The findings revealed that Arevo held an IP portfolio of 11 patent families covering its current products and core technology platform, along with two trademarks and several trade secrets, some specific to the production process. Industrifonden found the IP strategy to be well-structured, with plans for managing patents, trademarks, and trade secrets effectively within Arevo, in collaboration with Professor Näsholm's research group and in external collaborations.

TAKEAWAY

IP strategy for lasting advantage

To determine the sustainability of a deep tech company's competitive advantage, investors must evaluate the technology platform and its future potential in relation to the current IP portfolio and strategy.

TAKEAWAY

IP ownership

A clear, legally secure IP-backed relationship between research teams and a company strengthens the company-controlled IP portfolio and consequently investor confidence and sustainable growth.

A key focus of Industrifonden's analysis was understanding the contractual relationship between Professor Näsholm, his research group and Arevo to ensure that the IP generated within the research group was solidly tied to the company, preventing potential IP drift outside Arevo's control. To support Arevo's global growth potential, Industrifonden required a detailed review of patent protection across various regions to ensure comprehensive protection against any unauthorised commercialisation of the company's technology in key international markets.

Industrifonden required all core IP to be registered under Arevo's name before any investment. During due diligence, it was found that some patent families were still under the name of SweTree, which held a minority stake in Arevo. While not a barrier to investment, Industrifonden stipulated that this transfer be completed prior to any fund release, which was successfully resolved before investing.

Managing IP

Arevo's IP strategy has remained a dynamic and evolving framework from the beginning, which has continuously refined in step with the company's growth and market demands. The management team and the Board of Directors regularly consider core questions such as what customers want and expect, what the most valuable innovations are and how they are best protected. Currently, Arevo's approach is to give customers non-exclusive access to its technology rather than exclusive rights. This choice allows the company to retain control of its IP and use it in multiple ways across different markets and applications, giving it more flexibility to expand and adapt its technology as needed.

Regular review meetings between Professor Näsholm, in his role as CTO, and the external patent attorney who has been with the company since inception facilitate ongoing evaluations of the patent portfolio and provide a strategic evaluation of the current patenting landscape in the respective technology areas. An annual portfolio review is conducted, which has led to two patent families deemed commercially obsolete or unlikely to provide competitive advantage in the market being abandoned.

Today, Arevo has an in-house team dedicated to core research and development. The recent investment will enable the company to expand its own facilities, reducing reliance on university lab space. Importantly, all new patent applications are now filed under Arevo's name—a critical requirement that helped secure investor confidence. All employees are educated on the importance of IP protection, and external collaborations operate under strict NDAs to protect proprietary information. Given the cutting-edge nature of Arevo's technology, patent opportunities arise across multiple domains, including technical, chemical and biological fields. Each new technical advancement is assessed for potential patent filings, evaluated based not just on patentability, freedom-to-operate and strategic fit, but especially also on the anticipated market value of the invention. As part of their IP strategy, Arevo uses complementary IP protection, including trademarks and trade secrets, to secure its competitive advantage.

Developing the patent portfolio

Arevo has consistently pursued R&D, growing its IP portfolio to 11 patent families with broad international coverage in up to ten countries. The company's patent portfolio development strategy focuses on protecting core substance patents, which provide strong, unrestricted protection for the arginine-based formulations and are critical for business expansion. Also known as a composition-of-matter patent, substance patents provide protection for a new chemical compound, covering the specific chemical substance itself rather than just a specific use or application. This type of patent is particularly valuable because it grants broad rights to the holder, allowing them to control not only how the substance is used but also the application. In sectors like pharmaceuticals, biotechnology and agritech, substance patents are essential, as they offer comprehensive protection over the core technology, ensuring that competitors cannot easily circumvent the patent by using the same substance for a different purpose.

TAKEAWAY

Substance patents

In pharmaceuticals, biotechnology, and agritech, substance patents provide strong, broad protection for core technology, allowing a company to control both its use and application across markets in a flexible way.

To avoid over-reliance on a few patent families protecting the core substance and prolong protection of the core technology, Arevo continues to enhance its patent portfolio with use-patents. These protect new applications or methods of using the substance, and patents on parts of the manufacturing process. The patent portfolio is core to supporting the global market expansion of Arevo's products, especially in agriculture, which is truly a global market. Market expansion is planned both by product sales and through licensing of the technology. Industrifonden appreciated this approach when evaluating Arevo's patent portfolio.

TAKEAWAY

Use and process patents

Building additional use and process patents with broad geographical coverage around the core technology strengthens the patent portfolio and can prolong protection—an approach that fits well with investors' expectations for global market growth at a deep tech startup.

Professor Näsholm's experience has taught him that letting go of ideas without market potential is essential for the company's progress. However, this flexibility is only possible with a broad patent portfolio, where the scope is not confined to specific plants, application, or geographies. By initially avoiding restricting itself to forest plants in its first patent applications, Arevo was able to expand into new verticals under the same portfolio as the company developed.

TAKEAWAY

Protecting core technology

Startups should aim to keep the patent protection of their core technology as broad as required by potential markets and applications, as it is likely to evolve throughout the company's journey.

While the company's focus on IP has grown with recent investments, Arevo remains driven by commercial and R&D milestones rather than IP-specific targets. However, a closer alignment between R&D and IP has emerged, with outlines for new patent applications. The strengthened IP budget that became available with the new investment round allows Arevo to file patent applications with broader geographical scope and more strategically, concentrating on expanding the protection around its unique amino acid technology platform.

A bright future for Arevo?

Entering the agricultural market has already provided Arevo with valuable insights. Customers clearly desire substantial, crop-specific data generated from trials conducted with their own seeds and in their own soil conditions. To meet this demand, Arevo is focused on gathering comprehensive data while refining its product offerings. Although its product platform is plant-agnostic and adaptable to various crops, customers still prefer evidence that demonstrates product efficacy for their specific needs. Currently, gathering targeted data remains a top priority.

Arevo now offers three distinct products for agricultural use, covering every growth stage: an on-seed coating for pre-planting, granules for application during planting, and a liquid nutritional solution for post-planting growth. The company's immediate focus is on expanding the application of these products across diverse crop types, rather than developing additional product lines. With the recent investment, ambitions are set high; Industrifonden and other investors aim to see Arevo's technology scaled globally, positioning the company for greater market reach and increased value.

AREVO's timeline

Year	Scientific discovery	Business development	IP rights	EP patent number	Financing
2000	Plants prefer organic nitrogen sources	-	First patent application (basic L-amino acids for plant nutrition) filed: no longer valid	EP1284945B1	Financing for patent application provided by SweTree Technologies
2007	-	-	arGrow registered as a trademark Patent application filed for 2on biomass allocation in plants	EP2872169B1	Financing for patent application provided by SweTree Technologies
2013	-	-	Patent application filed for sowing unit, later withdrawn for commercial reasons	EP3038458A4	Financing for patent application provided by SweTree Technologies
2015	Arginine and phosphate form sloid crystals (argP) can be used for slow release purposes	Arevo AB established Product development for forestry market (first product liquid formulation)	-	-	First investment from Fort Knox
2016	-	Solid product developed for slow release (argP)	Patent application filed for solid phase fertiliser composition comprising a zeolite and a basic L-amino acid (next generation product in solid form)	EP3475249B1	-

Year	Scientific discovery	Business development	IP rights	EP patent number	Financing
2017	-	start of arGrow granules product line (solid formulation)	Patent application filed for coating composition Arevo registered as trademark	EP3458432A4	Second investment received, from Navigare
2018	Production process development ongoing		Patent application on separation of basic amino acids filed (process-related patent)	EP3762503A4	Third investment round: CVCs, SLU Holding, etc
2019	Argine is not only beneficial for forestry plants but also for agricultural and horticultural plants		Patent application filed on preparations for enhanced biocontrol, and liquid slow release composition	EP4054994A4	-
2022	-	Production line opened in Umeå Plan to enter two new market verticals: agriculture and horticulture	-	-	-
2023	-	-	-	-	Series A (fourth investment round): Industrifonden comes on board

PROFILES:

Arevo

- Founded in 2015
- Employees in 2024: 16
- Core technology: pioneers precision plant nutrition technology based on organic nitrogen (arginine) to promote sustainable agriculture.
- Product portfolio: offers forestry-focused formulations (arGrow) and a range of agricultural products (on-seed coating, planting granules, and post-plant liquid nutrition).
- Business model: initially focused on forestry, with expansion into agriculture and horticulture; sells directly to large forest companies and is boosting in-house production facilities.

Professor Torgny Näsholm

- Founder and CTO of Arevo and Professor of Tree Ecophysiology at the Swedish University of Agricultural Sciences.
- Identified arginine as an ideal organic nitrogen source for plants, forming the basis of Arevo's technology.

Industrifonden

- Swedish venture capital fund focused on supporting Nordic deep tech, life sciences and transformative technologies.
- Provides long-term, scalable funding through an evergreen structure, typically investing in seed and Series A rounds.
- Led a €6.6 million Series A round, seeing Arevo as a promising, sustainable solution in sustainable global plant nutrition.
- Works actively with portfolio companies to guide development, supporting Arevo in its transition to agricultural markets.
- Fund size over €500 million in 2024.

SweTree Technologies

- Founded in 1999.
- Tree and wood property research and development company.
- Early supporter of Arevo, providing initial funding for patent applications.
- Initially held Arevo's patents before they were transferred, contributing to foundational IP for Arevo's growth.
- Investor relationship: now a minority shareholder in Arevo, providing historical industry and technology transfer insights.

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