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French Winetech Start-up ONAFIS Raises €6 Million in Funding, Exceeding Target by €2.5 Million

ONAFIS Secures Investment to Drive Innovation in Wine, Beer, and Spirits Production

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Alexandre Ermenault, CEO and founder of ONAFIS

In a significant leap forward for the wine, beer, and spirits industries, French start-up ONAFIS has announced a groundbreaking funding round of €6 million, exceeding its initial target of €3.5 million. This substantial capital infusion will accelerate the company's global expansion, bolstering its commercial and R&D teams.

Founded in 2018 in the Loire region by Alexandre Ermenault, ONAFIS has revolutionized the monitoring of fermentation and aging processes. The company's advanced tools provide real-time control of each production stage, significantly reducing energy consumption. This innovation has earned ONAFIS numerous accolades, including the Winnovation Awards 2023 in the U.S., the FEGP1 Innovation Award, and the 2023 Viticulture Innovation Award.

The vision for ONAFIS is ambitious: by 2028, the company aims to multiply its revenue by 20. With a sales increase of threefold in 2023 and a client base of over 200 worldwide, ONAFIS is poised for rapid growth. The company plans to double its size, intensifying its presence in France, Spain, and other global markets.

To achieve these goals, ONAFIS will hire 40 new employees over the next four years. This recruitment drive will enhance the company's presence in France, facilitate the opening of a new office in Italy, and strengthen teams in the U.S. and Spain. The new positions will be split between commercial roles (60%) and technical roles (40%), ensuring a balanced approach to expansion and innovation.

ONAFIS's current technology offers precise monitoring from fermentation to the end of the aging process without the need for recalibration. The ongoing improvements will enable the system to handle a growing variety of configurations and challenges. This precision ensures consistent quality and efficiency, setting ONAFIS apart in the winetech sector.

ONAFIS's success in securing €6 million in funding underscores the confidence investors have in the company's vision and capabilities. Alexandre Ermenault, CEO and founder of ONAFIS, emphasized the importance of these partnerships:

"We have convinced both our current and new investors that ONAFIS holds a unique position as a leader in winetech in France and Europe. This funding round is a true sign of trust from the investors we have met and selected. More than financing, we sought investor partners," Ermenault stated.

The investment round includes contributions from notable entities such as DEMETER via the Vitirev Innovation Fund, Cléry, BPI, Crédit Agricole Atlantique Vendée Innovation, SODERO Pays Loire Développement, Xinomavro Ventures, Bamboo, and the HOLNEST Family Office Aulas. These investors are joined by professionals and technical directors from various wineries, highlighting the broad support for ONAFIS's innovative approach.

As ONAFIS looks to the future, the company is set to expand its technological offerings and its global footprint. With new offices and an expanded team, ONAFIS will continue to drive innovation in the wine, beer, and spirits industries. This growth will ensure that producers can maintain the highest standards of quality while reducing their environmental impact.

In summary, ONAFIS is not just a company; it's a movement towards a more precise, efficient, and sustainable future in beverage production. The latest funding round is a testament to the company's potential and the confidence the market has in its vision. As ONAFIS continues to evolve, it will undoubtedly set new benchmarks in the world of winetech.