

News

BCLP ADVISES TNUVA ON THE LICENCE OF ITS TECHNOLOGY TO MIGROS GROUP

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SUMMARY

BCLP has advised Israeli company Tnuva Central Cooperative for the Marketing of Agricultural Produce in Israel Ltd. (Tnuva) on the grant to the Migros Group (Migros), the largest food retailer in Switzerland, of a licence for the use of Tnuva's technology for the production of soy-based milk substitutes. The deal is for 10 years with an option for another 10 years.

Under the licence agreement, Tnuva will receive payment for accompanying Migros in adjusting the existing production lines in the group's plants and assistance in product development, as well as royalties for the products to be sold, with a revenue potential of tens of millions of euros. In the first phase, the knowledge to be sold is for the production of yogurt drinks and soy-based delicacies for Migros' private label.

The BCLP team was led by technology and commercial partner, Richard Shaw.

BCLP client relationship partner and co-leader of the firm's food and agribusiness sector group, Jonathan Morris, commented: "We are delighted to have advised Tnuva on this ground-breaking deal – the first time that it has signed an agreement for the sale of its knowledge."

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MEET THE TEAM



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