



Nunatak Biotech

With nature on our side

Our soils are losing productivity.

GRAIN DEMAND RISES EVERY YEAR.



- One third of all farmland is degraded
- Up to 50% of irrigated land is salt-affected, with lower yields
- Stricter regulations in traceability of sustainable products in grains
- Current technology ignores soil–plant–microbiome dynamics

The biologicals market keeps growing

The biologicals market: US\$ 15–17B today, growing 10–15% per year — while the chemicals market stays flat.

Sources: Research Nester, Roots Analysis, Fortune Business Insights (2025–26)

→ Brazil hit a record: US\$ 1.24 billion in bio inputs in the 24/25 season; US\$ 967 million in biocontrol alone (Kynetec).

→ Latin America is on track for US\$ 6.7 billion by 2030, growing 11.5% per year (DI Market Reports).

→ Brazil holds 50% of the regional market. Argentina is the technical leader in microbials.

→ Big Ag has already validated the category: Bayer, Corteva, Syngenta, UPL.



The limits of today's biological offering

- ⊗ **Inconsistent results:** the same product can help or do nothing, depending on soil, climate and the resident microbiome.
- ⊗ **Low compatibility** with chemical products
- ⊗ **Hard to integrate** (dose, price and frequency complicate field adoption)
- ⊗ Almost exclusive focus on **fertile soils**





WE BRING A NEW APPROACH

Extreme biotechnology, born in Antarctica



Symbiosis: plant–microorganism

We decoded **how Antarctic grass survives** thanks to its microbiome.

On that foundation, we built a platform that designs **compatible and scalable solutions**.

→ Co-founders with **more than 20 years** researching Antarctic life.



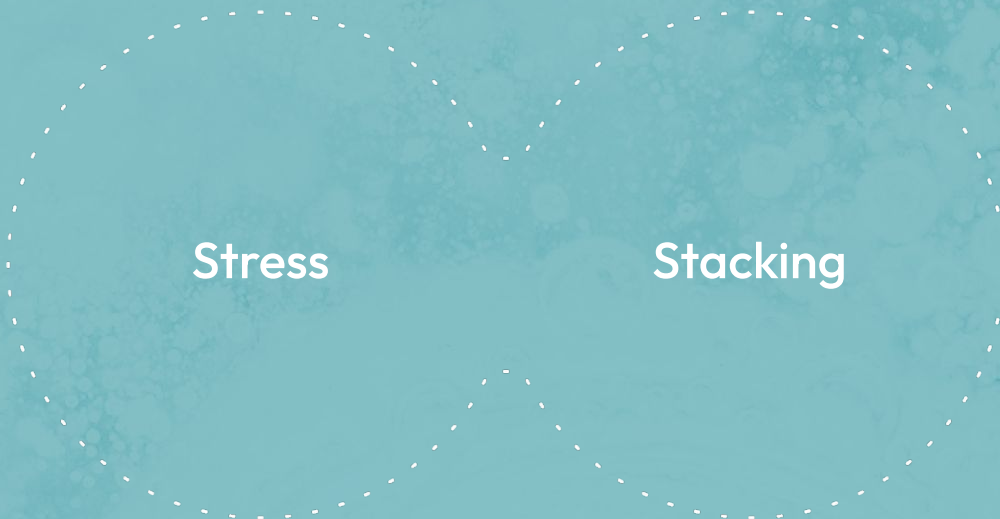


What we do

We develop bio-inputs by combining **biotechnology** and **bioinformatics**. We study the **microbiomes** of wheat and soybean crops to develop products that are **effective and consistent** over time.

Platform pillars

We tackle two key challenges: **Stress**, enhancing crop resilience with extremophiles, and **Stacking**, creating microbial consortia and novel formulations that work with current agrochemical solutions.



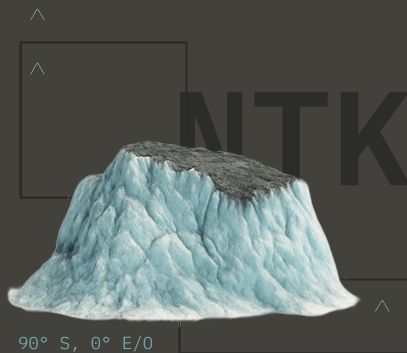
Stress

Stacking

FIRST PILLAR

Stress tolerance

Nunatak leads in agricultural biotechnology by providing adaptable solutions to increase yield and tackle environmental stress.



Microbial Prospecting

Nunatak focuses on discovering extremophiles—microorganisms capable of thriving in extreme environments using metagenomic approaches



Abiotic Stress Resilience

Genome- based and phenotypical selection of microorganisms:

- Plant growth promotion
- Salinity
- Drought
- Temperature



Stress Tolerance and Crop Improvement

Microorganisms are chosen for their ability to improve plant stress tolerance and nutrient efficiency in challenging soils.



Biological Compatibility check

Each strain undergoes in-silico testing against our culture collection and common agricultural strains to enhance the potential of the consortia



Agrochemical stacking check

Prediction of microbial tolerance, degradation potential and inhibitory effects of chemical molecules, nutrition and amendments.



Metabolic modeling pipeline

Simulation of microbial consortia growth and conservation to identify co-culture conditions and functional synergies.



Explainable AI for functional design

Optimization of microbial combinations tailored to soil and climate conditions.

SECOND PILLAR

Stacking: Microbial Consortia and Formulation Design

Nunatak focuses on designing effective microbial consortia, combining complementary strains and chemicals to maximize plant growth and resilience.



Our differentiator:

Our products adapt to the grower, not the other way around

→ **20 years of extreme-environment microbiology** → Low dose, low price — built for extensive-crop economics → soybean + wheat in Argentina & Brazil alone: 70M+ hectares (1 ha = 2.47 acres)

→ **1,180 unique strains**, isolated for stress tolerance → products no one else can replicate

→ **Compatible** with the grower's current program → zero workflow change, adoption without friction

The Nunatak Thesis

We turn extreme nature into farm inputs.

Biologicals are **growing double-digit** while chemicals stay flat — and the fastest way in is not to replace the chemical stack, but to **ride it**: products compatible with **whatever the grower already uses**, priced for extensive crops, sold through the distributors who already own the relationship.

High margins at scale feed a loaded pipeline: **one product registered, one patented, two entering registration now.**



First product commercially in Argentina:

Yamana Cold

From the end of the world to the furrow

Launched in August 2026



Yamana Cold

- **Microbial** biostimulant
- Extremophile **microorganisms**
- Crops: **soybean, wheat**, and others
- On-farm seed treatment
- **Low dose** (100 ml / 100 kg of seed)
- **Compatible** with commercial treatments.

4% average yield increase*

12 trials in soybean, 10 trials in Wheat, 4 trails in barley.

*Soybean: on top of Bradyrhizobium, wheat and barley on top of fungicide seed treatment. Validated with third parties.



**Control treated with Bradyrhizobium.*

SOYBEAN: the grower's math

**10 kg/ha
invested**

**+168
kg/ha**

**74%
win
rate**

How do we do it?

Better early nodulation → More branching → More pods → **Higher grain number**

WHEAT: the grower's math

**18 kg/ha
invested**

**+190
kg/ha**

**71%
win
rate**

How do we do it?

↑ Establishment → Stronger early growth → More spikes/m² → Higher grain number

Business Model B2B



→ CUSTOMERS

Ag-input companies. Food and beverage companies with sustainability policies.

→ PRODUCTS

One registered product and 3 more on the way.

→ REVENUE MODEL

Sale of the **final product** and **technology licensing**.
Provisional patent of the formulation presented in the US.

→ STRATEGY

Deliver value to the grower: competitive price, low dose, compatible with what they already use.

Strengthen companies' product portfolios with our solutions. We scale through partners.

\$15 B → TAM

\$3.7 B

→ SAM

\$120 M

→ SOM

Capturing the value

→ **TAM**: hectares of cereals, grains and pastures using FAO adoption data, **assuming 31% adoption of biologicals and 16% of specialty fertilizers.**

→ **SAM**: Argentina 16M ha, Brazil 33M ha, Canada 8M ha, USA 67M ha

→ SOM: **3.2% of the SAM**

** Not accounting for a CAGR growing at double-digit rates.*

Our commercial traction

Running trials

Ag inputs

Koppert



Food and beverage



In conversations

Ag inputs



Food and beverage



Our Journey:

2024

- > YAMANA development
- > First trials

2025

- > YAMANA® registration in Argentina
- > Trials with companies
- > Provisional patent in the U.S.

2026

- > YAMANA® registered
- > Commercial launch
- > New product registrations

Next Steps:

Consolidate our
**distribution network in
Argentina**

Launch of **3 new products** for
Argentina **within 12 months:**

- Generation 1 Consortium
- Biofungicide
- Generation 2 Consortium

Expansion into
strategic markets



Adventurous Team

Founders



CEO - CO FOUNDER

JULIA MENSE

Business and International Relations



COO - CO FOUNDER

MARTHA MARTORELL

PhD in Biotechnology



PRODUCT & IP LEAD - CO FOUNDER

FRANCISCO MASSOT

PhD in Microbiology



R&D Lead - CO FOUNDER

LUCAS RUBERTO

PhD in Environmental Biotechnology

Science and Production Team



LAURA RECALDE

PhD | Greenhouse trials



JESSICA SOTELO

PhD | Production and process



LUCAS BORQUE

Laboratory



IGNACIO LLAMEDO

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Business and Strategy



GUSTAVO ISRAELEVICH

Finance and administration



MARIA SCARANO

General Coordinator



MARCOS PETTINAROLI

Commercial Lead

Advisors



GUSTAVO G. ANTA

PhD | Production and formulation



AGUSTIN BIAGIONI

PhD | Bioinputs and Marketing



CARLOS BECCO

Corporate affairs and strategy



LUIS MOGGI

Commercialization and Distribution

Strategic partners



Global Validation

Institutions



Investors



Thank you!

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