



Making biologicals work **in the real world**

Biologicals work in the lab.
They fail at scale.

90%

of farmers worldwide
do not use biological inputs

McKinsey Global Farmer Insights, 2024

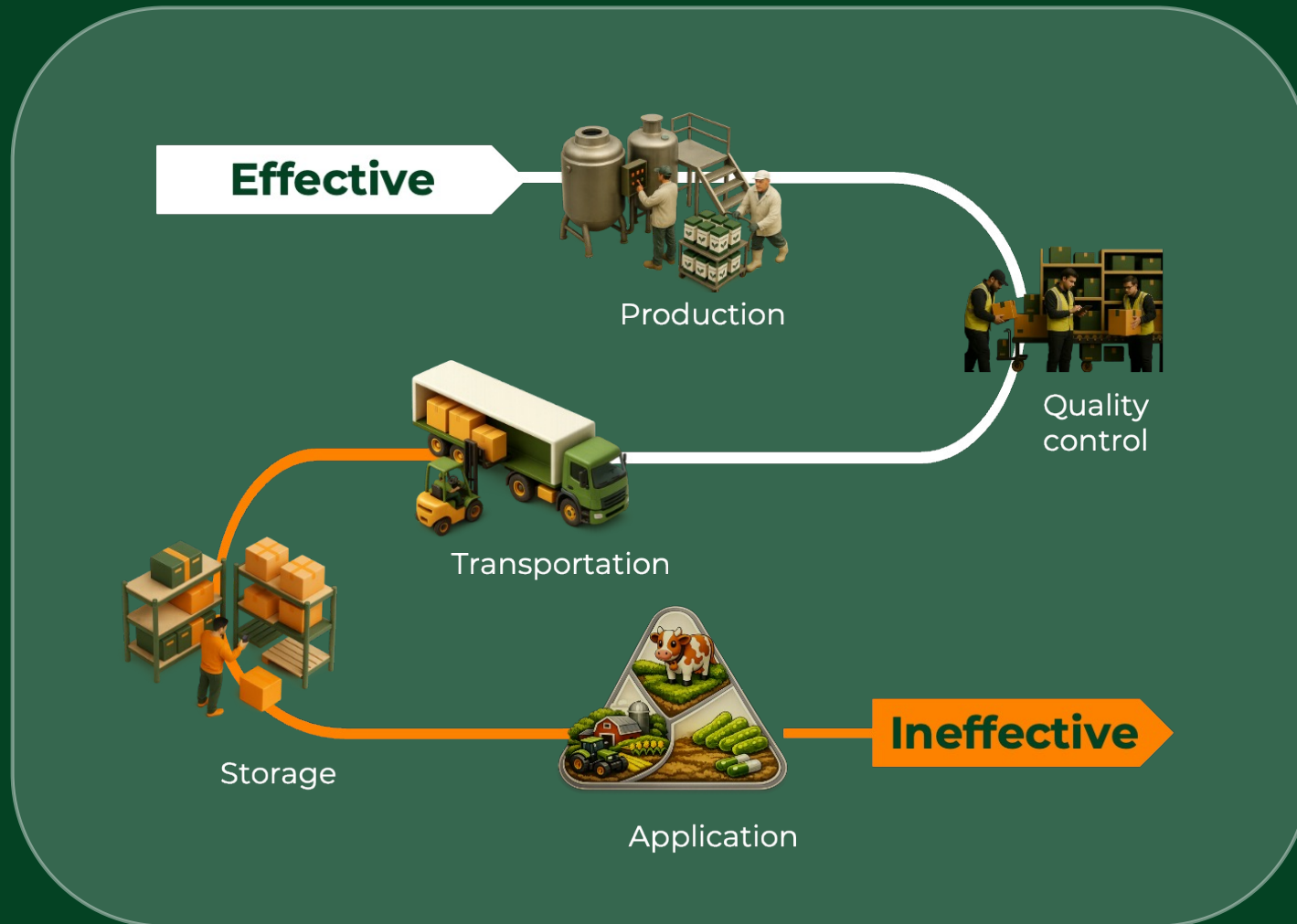
The market is growing at double digits.

The demand is real.

The bottleneck is formulation.



Formulation is the bottleneck



Short shelf-life

Less than 6 months

Supply chain degradation

Viability lost before reaching the farm

Incompatibility

With traditional agrochemicals



BeCaps formulation for microcapsules

1

Protect microbes with **low-cost multi-layered microcapsules**

3

It makes possible to combine **multiple microbes** in a **single bio-input**



2

Allow bio-inputs to **be compatible** with other **inputs**

4

Increase **shelf-life** up to **2 years** and **reduce logistics** up to **100x**



Custom-made protection for each bio-input

1



Selection of the best bioinputs

2



Analysis with **SAMANTHA** (our AI)

3



Formulation and encapsulation process design

4



Characterization and testing

5



New solid bioinput product



More yield. Proven in the field.

18x

ROI for the farmer

+USD 180 **USD 10**

additional income /ha Solid 5 cost/ha



5 microbes in the same product



MAIZE

-30%

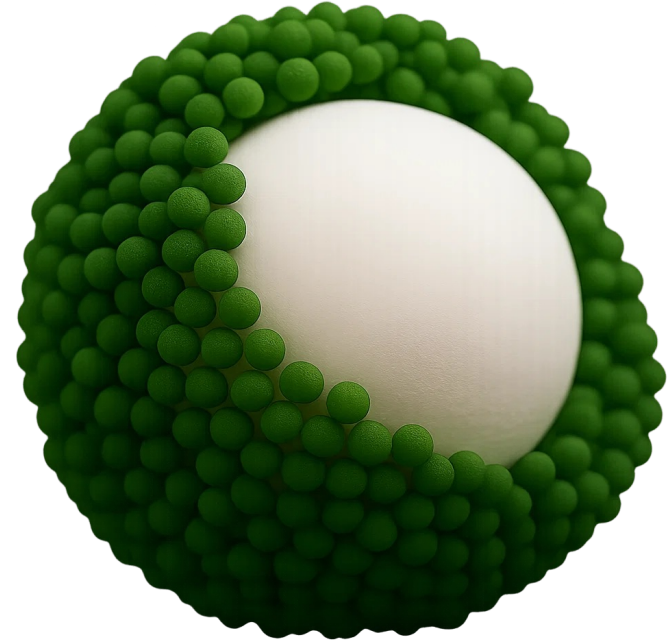
Urea application per hectare

+USD 150

additional/ha

-102.4 kg

of CO₂eq mitigated per hectare



The same yield. Less Urea.
Now with the encapsulated bioinput.



Competitive landscape



Seed coating



Fertilizer coating



Biocontrol activity



MARKET

TAM

USD 64B

1.600M ha · global bioinputs

SAM

USD 18.2B

455M ha · Arg · Br · Py · EE.UU. · Europe

SOM

USD 545M

10% of Arg · Py · Br

CAGR 14,6% - Bottom-up Approach

HOW BECAPS CAPTURES IT

A market built in two engines

Encapsulation

Licensed to manufacturers · scales with partner volume

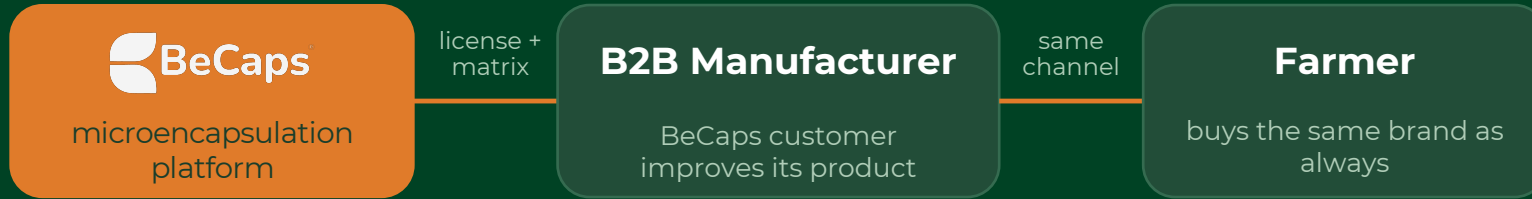
New products

In solid formats that don't exist today in the market

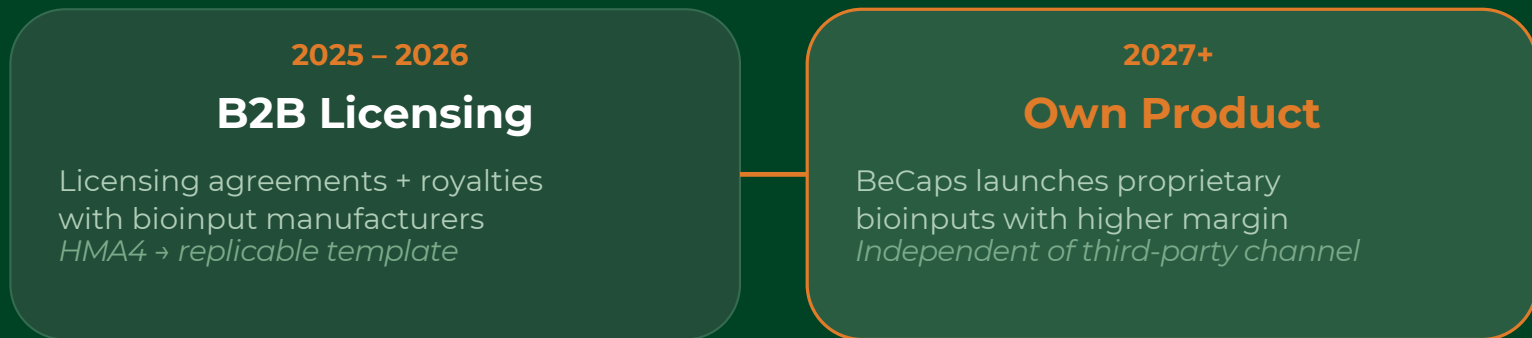


The customer is the manufacturer.

Zero friction with the farmer.



GROWTH PHASES



REVENUE STREAMS

Access Fee

USD 50K – 200K per licensing contract

upfront · per partner

Royalties

~5% on partner's final sales price

scales with customer volume

Matrix Supply

BeCaps supplies encapsulation material

recurring · already active with HMA4



Validated at every level of the funnel

1

Paying customer
(HMA4 S.A.)

8+

Active pilots
& trials

15+

Microorganism
species validated

1

Patents filed
(AR + PCT)

VALIDATION FUNNEL

PAID CUSTOMER



Commercial licensing + royalty contract.

TECHNICAL TRIAL



Multi-site, production-scale validation. Evaluating portfolio integration.

PROOF OF CONCEPT



Converting towards industrial pilots

EXTERNAL VALIDATION

INTA Castelar + UNSAM + CINDEFI

Independent institutional validation. Published greenhouse results.

PIPELINE (commercial discussion)



Product pipeline

Program	Target / Crop	Discovery	Development	Registration	Commercial	Partner / Status
Solid 5 Biofertilizer / Biostimulant	N-fixers & growth promoters Maize, soy, sorghum	●	●	●	○	30+ field trials SENASA dossier Oct 2026
BIOMAX Solid bioinput (B2B)	Multi-strain consortium Broad crop spectrum	●	●	●	●	✓ Signed — HMA4 Royalty contract active
Microbe-coated Urea Fertilizer integration	N-fixers on urea granules Maize, sorghum	●	●	●	○	Setting PoC — ICL / OCP +10% yield uplift validated
Seed Coating Biostimulant	Growth promoters Camelina, maize, soy	●	●	●	○	Trial BUNGE / Corteva / Rizobacter 19 field trials (maize/soy)
Biofungicide Biocontrol — next gen	Fungal pathogens Fruits, vegetables, row crops	●	●	○	○	R&D — initiated Seed round milestone
Bioinsecticide Biocontrol — planned	Key insect pests Row crops, specialty	●	○	○	○	Pipeline — planned TAM expansion play

Stage key:
 ○ Completed
 ● In progress
 ○ Planned
 — Validated
 - - In execution



Team



CLO

**María Laura
Farrapeira**

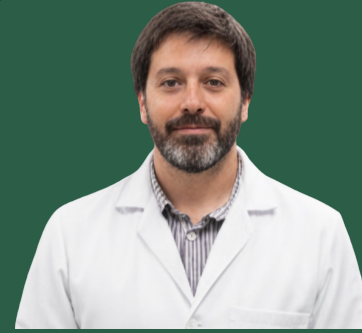
35 years in business, M&A
and commercial law



CEO

**Emiliano Agustin
Barbero**

MSc. & MBA. Global leader
in agri-food systems



COO

**Prof. Juan Manuel
Crespo**

15 years scaling microbial
products industrially



CSO

**Prof. María Flavia
Luna**

30 years researching
microbes for agriculture

ADVISORY BOARD



Antonio Aracre

Former CEO of Syngenta

syngenta



Geronimo Watson

CEO of Rizobacter

Rizobacter



Sebastian Cavalitto

Director at CONICET



**Seedbed
Incubator**

Most innovative solution



**Innovators
Under 35
LATAM**

Awarded



**UdeSA
STARTUP
COMPETITION**

Champions



Built to create real-world impact

ENVIRONMENTAL



-102.4

kg CO₂eq/ha avoided
per hectare

CIF certified
Adaptation & Resilience
Climate KIC certified

ECONOMIC



18x

ROI for the farmer

+\$180 additional income/ha
at a cost of \$10/ha

SOCIAL



100x

logistics reduction
vs. liquid formats

No cold chain required
Same access for small &
large-scale farmers



2-Year Roadmap

Pre-Seed execution → Seed round

USD 1 M

Pre-Seed target

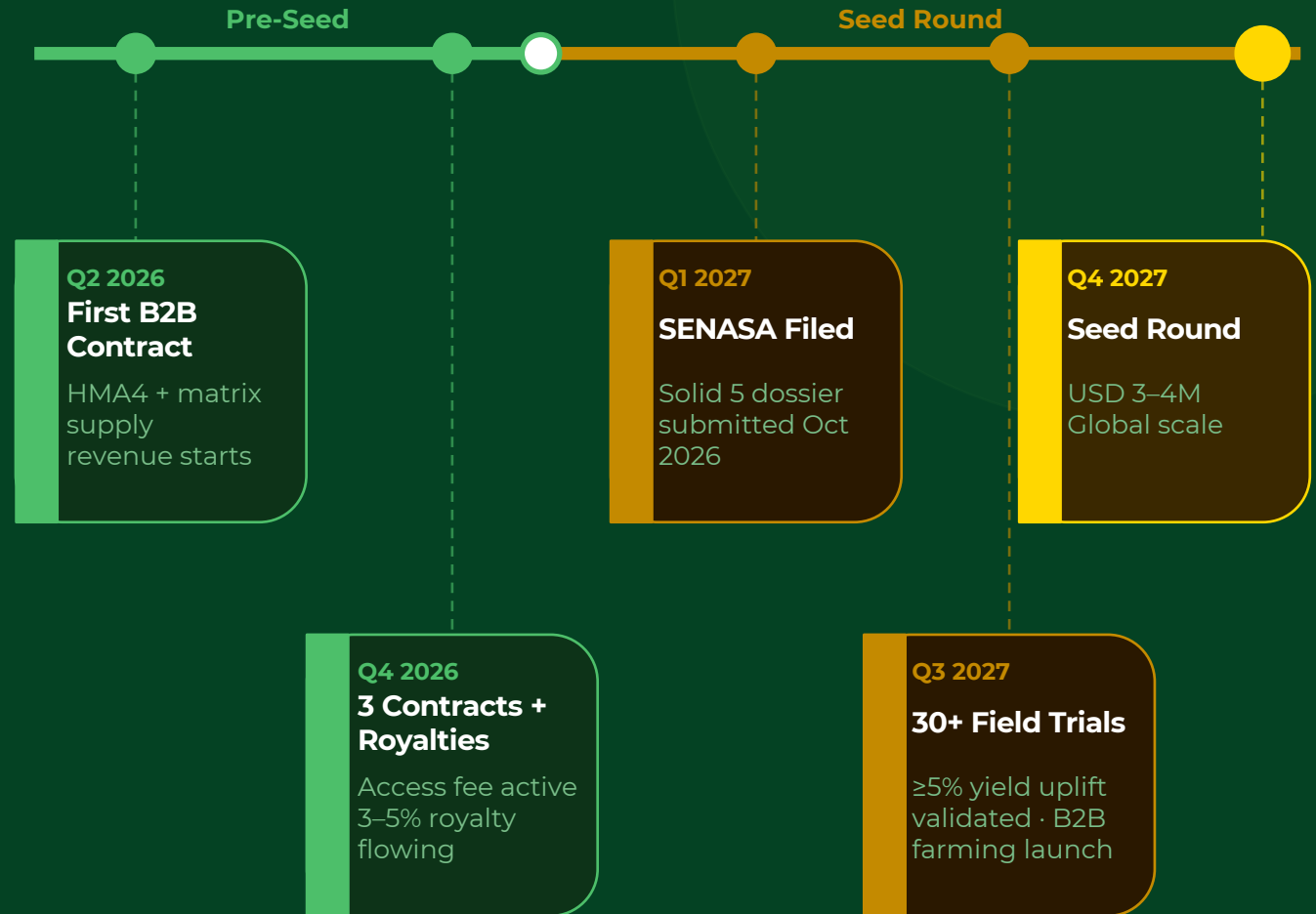
30+

Field locations by Q3 2027

USD 3–4M

Seed round target

Roadmap



RAISING

Pre-Seed round

\$1,000,000

SAFE

THIS ROUND FUNDS THE PATH TO

3 B2B contracts + royalties flowing

Biofungicide (R&D) + Bioinsecticide (R&D)

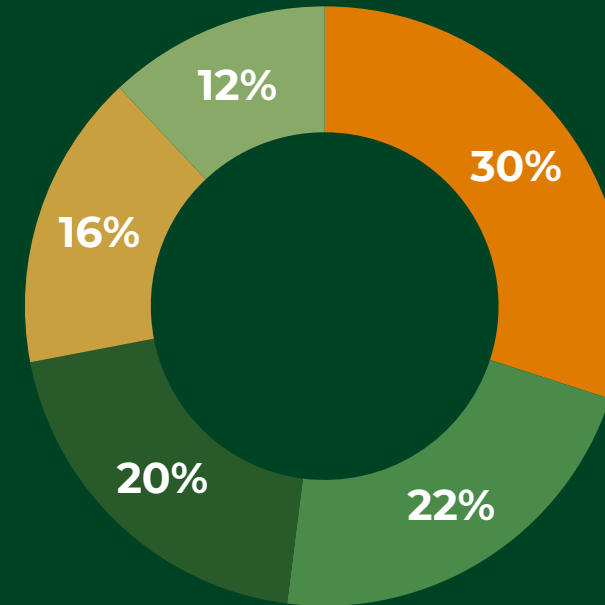
SENASA dossier filed · 30+ field trials

→ Seed round of \$3–4M in Q4 2027

1 commercial agreement signed · HMA4

8+ active pilots/trials

USE OF FUNDS



- Go-To-Market
- R&D + Field Trials
- Administration & Operations
- Regulatory + IP
- Production & Scale-up





SCAN
for more information



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SUPPORTED BY

