

nanobiotec

Nanotechnological Solutions for Agriculture





Global Market



Soybean

**Biggest source of
protein & oil**

Production Share:
Brazil 33%
US 38%

Soybean Pesticide Market
Brazil: \$2.2 Billion
US: \$2.6 Billion

Problem



Asian Soybean Rust

Projected:

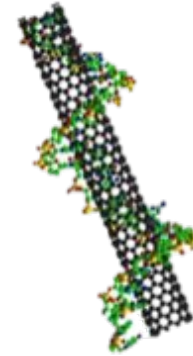
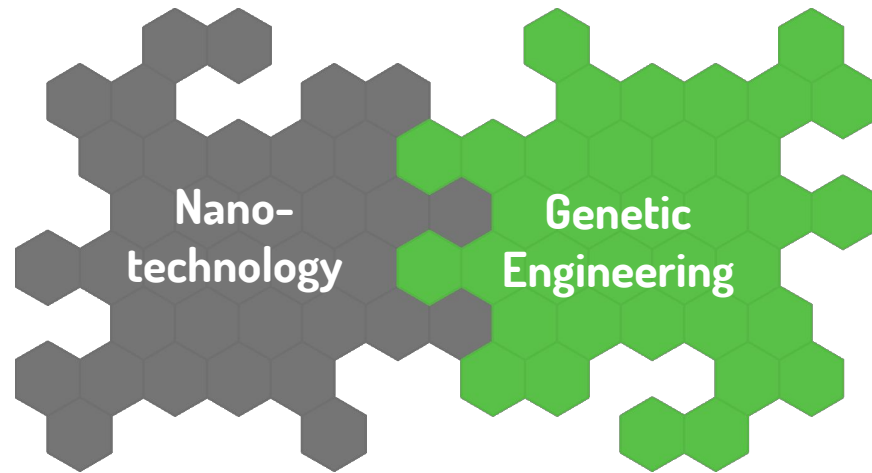
30% soybean loss by 2025

Cost of Control in
Brazil alone:

\$2.2 billion/year

Plant fungi become **resistant** to
traditional chemical pesticides

The Solution



Nano-fungicide
Carbon Nanotube & Gene

Proven viability against **bean rust**

Current Focus: **Soybean rust**

Patented Platform: License to other applications



Soy



Bean



Coffee



Corn

...

Competitive Advantage

Traditional Pesticides

High toxicity

Non targeted

Efficacy 80% and dropping

 **BASF**
The Chemical Company



syngenta

 **nanobiotec**

Lower toxicity

Targeted action

Stable efficacy 88%

Lower cost per acre

Go-To-Market Strategy

ACADEMIC PARTNERSHIPS

UF *m* G

UNIVERSIDADE FEDERAL
DE MINAS GERAIS

 CTNANOTUBOS


WAGENINGEN
UNIVERSITY & RESEARCH



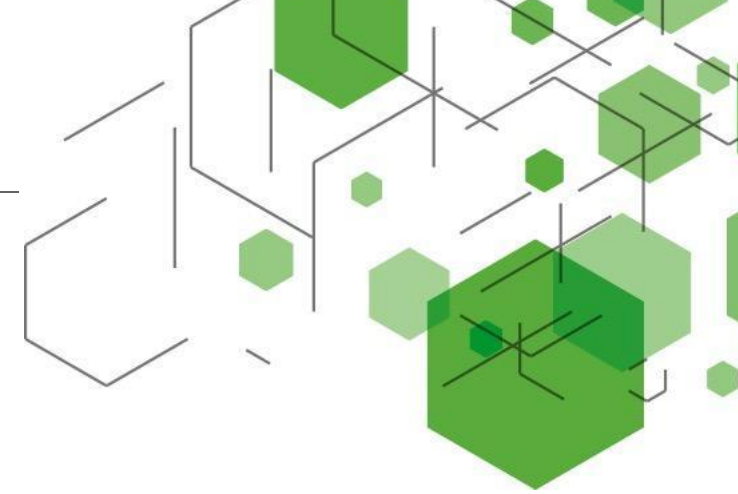
UCDAVIS
COLLEGE OF AGRICULTURAL
AND ENVIRONMENTAL SCIENCES



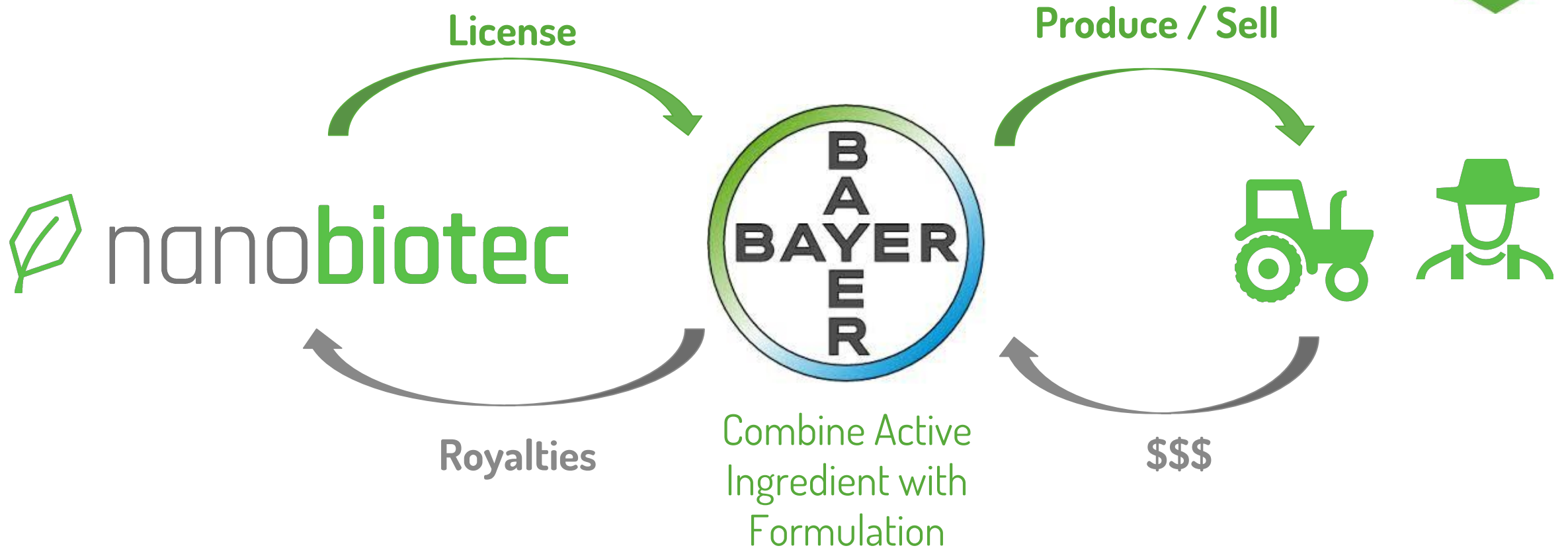
INDUSTRIAL PARTNERSHIPS



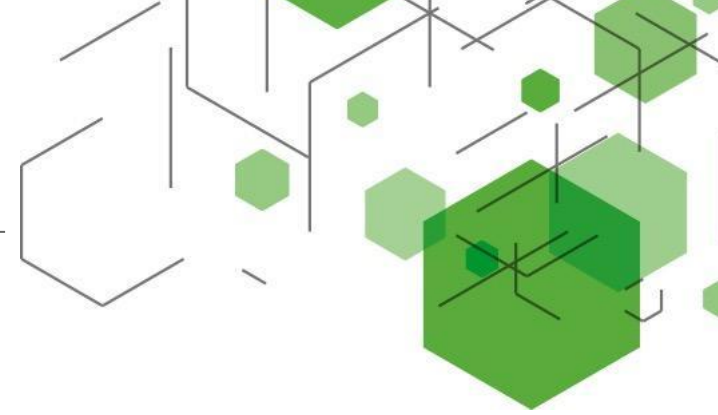
MONSANTO



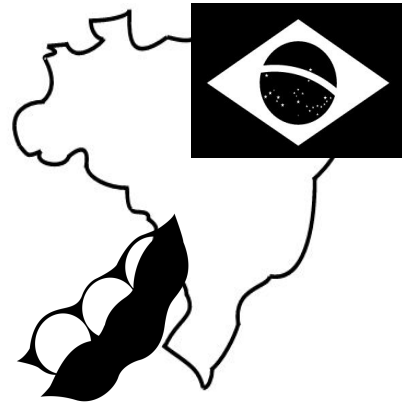
Business Model: B2B Licensing



Revenue Projections



Licensing Agreement
with Bayer-Monsanto



23% Global
Fungicide
Market Share



50%
Implementation



\$115 Million



5% Royalty
Fees

(End of year 4)

\$5.75 Million



Upfront
payments to cover
launch costs

\$1 Billion
Soybean
Fungicide Market



Ask

Angel Round



\$250 K

Year 1-2

R&D in Brazil



\$290 K

Years 2-4: Brazil Launch

Field Testing in Brazil

Approval In Brazil



\$ 540 K

Brazil Product Launch

Large-Scale Production

VC Round A



\$ 500K

Years 4-9

Approval In U.S
(Legal, IP & Licensing)



\$1 Million

4 + Years

Sale Cost

R&D Cost



\$ 1.5 Million

US Product Launch

Large-Scale Production

Brazil Team

Founding Partners



**CAMILA
VIANA**

Microbiology PhD



**SABRINA
FELICIANO**

Microbiology PhD

Inventors/ Technology Consultants



PROF. ARY CORREA JR
Biologists



PROF. LUIZ ORLANDO L.
Physicists



**DR. LEONARDO
RODRIGUES**
Biologist

U.S. Team



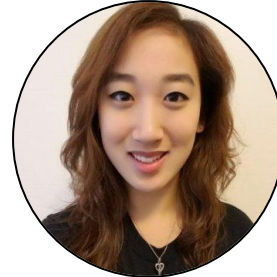
**RAISSA
RESENDE**

CEO and Partner
Industrial Engineer B.S
MBA



**PETER
NGUYEN**

Chemical Engineer B.S



**ANNA
SONG**

Chemical Engineer M.S
Product Developer

Mentor



**NATASHA
CHATLEIN**



**MARIA
RETAMALES**

Biotechnology Engineer B.S



**VINEET
NAIR**

Mechanical Engineer B.S.
Economics B.A



**VIV
PITTER**

Chemical Engineer M.S.
Product Developer



Berkeley
UNIVERSITY OF CALIFORNIA



PONTIFICIA
UNIVERSIDAD
CATÓLICA
DE CHILE

 **#SavingSoybean**



Appendix

Competitive Landscape



Global Soybean Demand:
Increasing at **4%**
per year

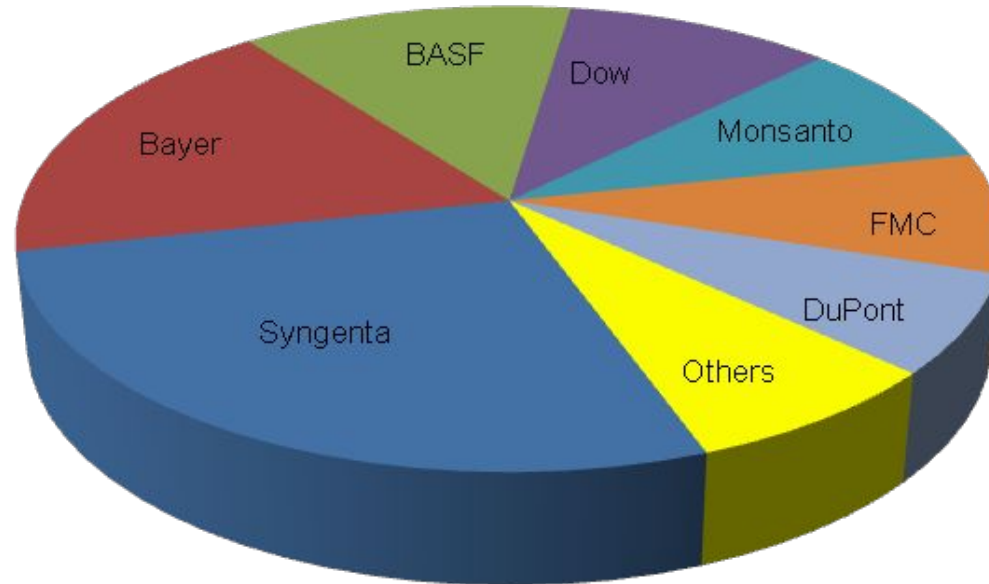
Pesticide Sales (US\$)



syngenta



Market Segmentation



Other players (Bayer, BASF, 4 smaller players)

Largest competitor  **Elatus™**

= **US\$384 Million**

Financial Statement - Angel Round

	1 year	2 year	Year 3	Year 4
Infrastructure	\$12,400.00	\$0.00	\$0.00	\$0.00
Research Material	\$94,550.00	\$28,210.00	\$56,420.00	\$56,420.00
External Services	\$2,325.00	\$720.75	\$360.38	\$180.19
Trips and Events	\$11,625.00	\$7,750.00	\$7,750.00	\$7,750.00
Workers	\$44,640.00	\$44,640.00	\$78,120.00	\$78,120.00
Intellectual Property	\$0.00	\$2,387.00	\$2,387.00	\$2,387.00
Total	\$181,040.00	\$83,707.75	\$209,827.38	\$209,647.19
			TOTAL	\$540,000