



BIO2c^oat

NATURAL PRESERVATION TECHNOLOGY

The Problem(s)

The purpose of Bio2Coat is to eliminate **food waste** and reduce **plastics** in the agri-food supply chain



Food Waste

1/3 of all food production
is wasted

25%
of the world's wasted food
could **feed 800 M people**

 **20 Mt**

of fruits and veg are wasted
each year in EU



143.000 M€
are wasted each
year in Europe

Plastic use

230x

Increase of plastic
production in the past 70y

91%

of plastic produced
worldwide is not recycled



21 kg **per**
capita

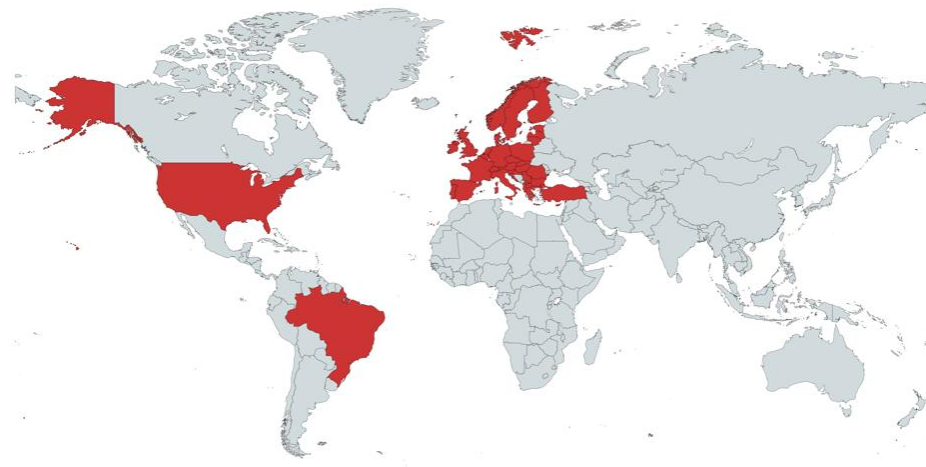
of plastic from pack materials
is wasted (w/o recycling)
each year in Europe

Our Solution (TRL 8)

Bio2Coat 100% natural, **edible coating** that extends the shelf life of fruits and vegetables



**Technology patented
in geographies we
plan to operate**



**BIO2
COAT**



8 days

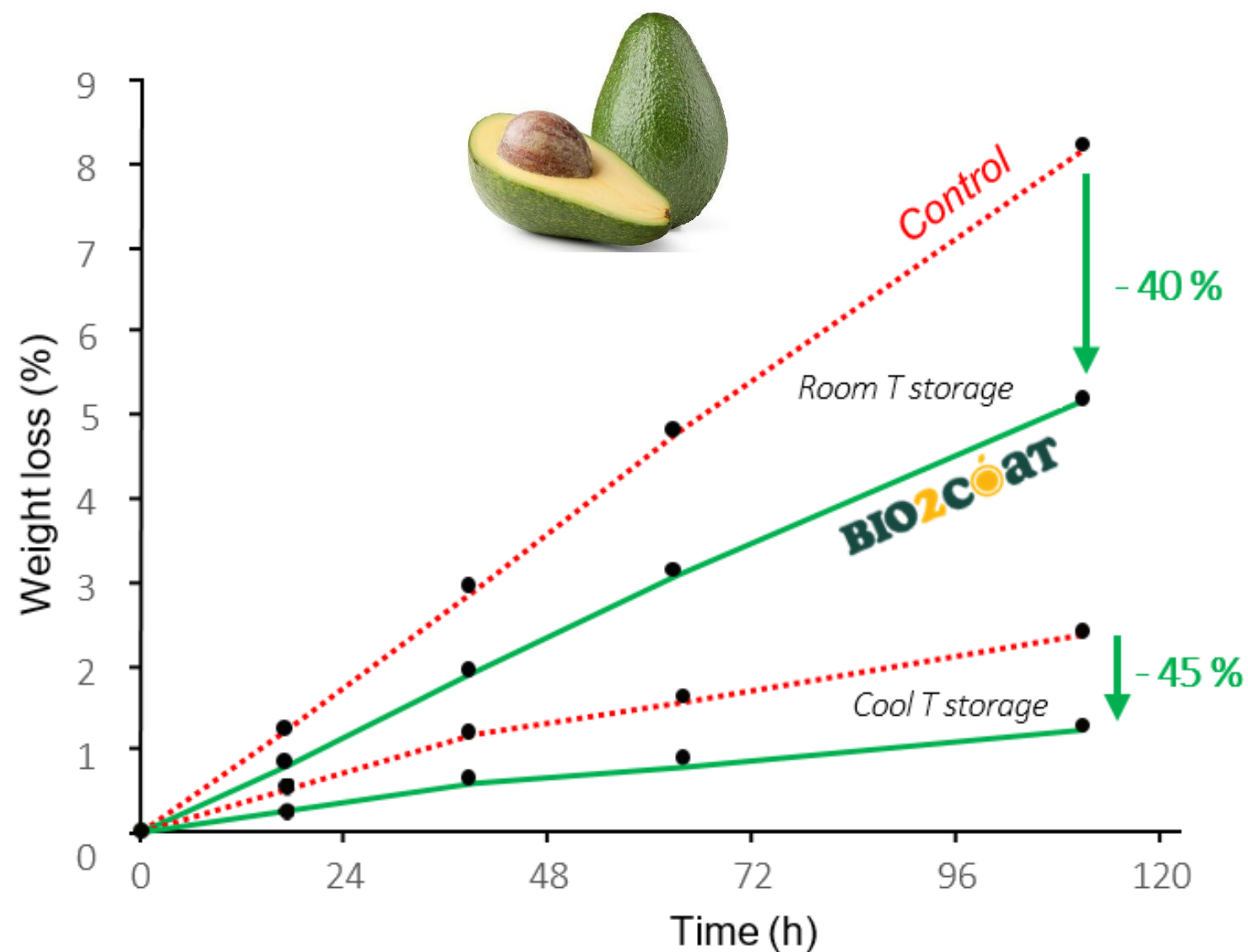


Our Solution



Product Description

High added value across the whole supply chain



Value

- 🕒 Up to 15 days shelf-life extension
- 💧 Up to 50% less weight loss
- ✅ Appearance, color and texture improvement
- ♻️ Reduction of environmental impacts

Our Solution

How our solution creates **positive change**



Increases the **availability** of fruits and vegetables



Reduces food waste across the whole agrifood supply chain, from farm to fork



Replaces plastic used as primary packaging for fruit and veg preservation

Benefits in the food chain



PRODUCERS & DISTRIBUTORS

- **Lower weight loss** between farm gate and customers
- Product has better overall appearance and **higher quality consistency**
- **Simple integration** into post-harvest treatment systems



WHOLESALE, CO-OPS

- Incoming products with better quality consistency
- **Extended time to store, distribute** the products and reach new customers
- **Lower use of plastic** as primary pack of fruits and vegetables



RETAILERS

- Extended time to store and to display produce on the shelf
- **Better overall appearance** and quality of the product
- **Natural** attracting health-conscious consumers



END CONSUMER

- Extended time to consume the fruit
- Better quality of the product

Market Size

TAM
12500 M€



SAM
596 M€



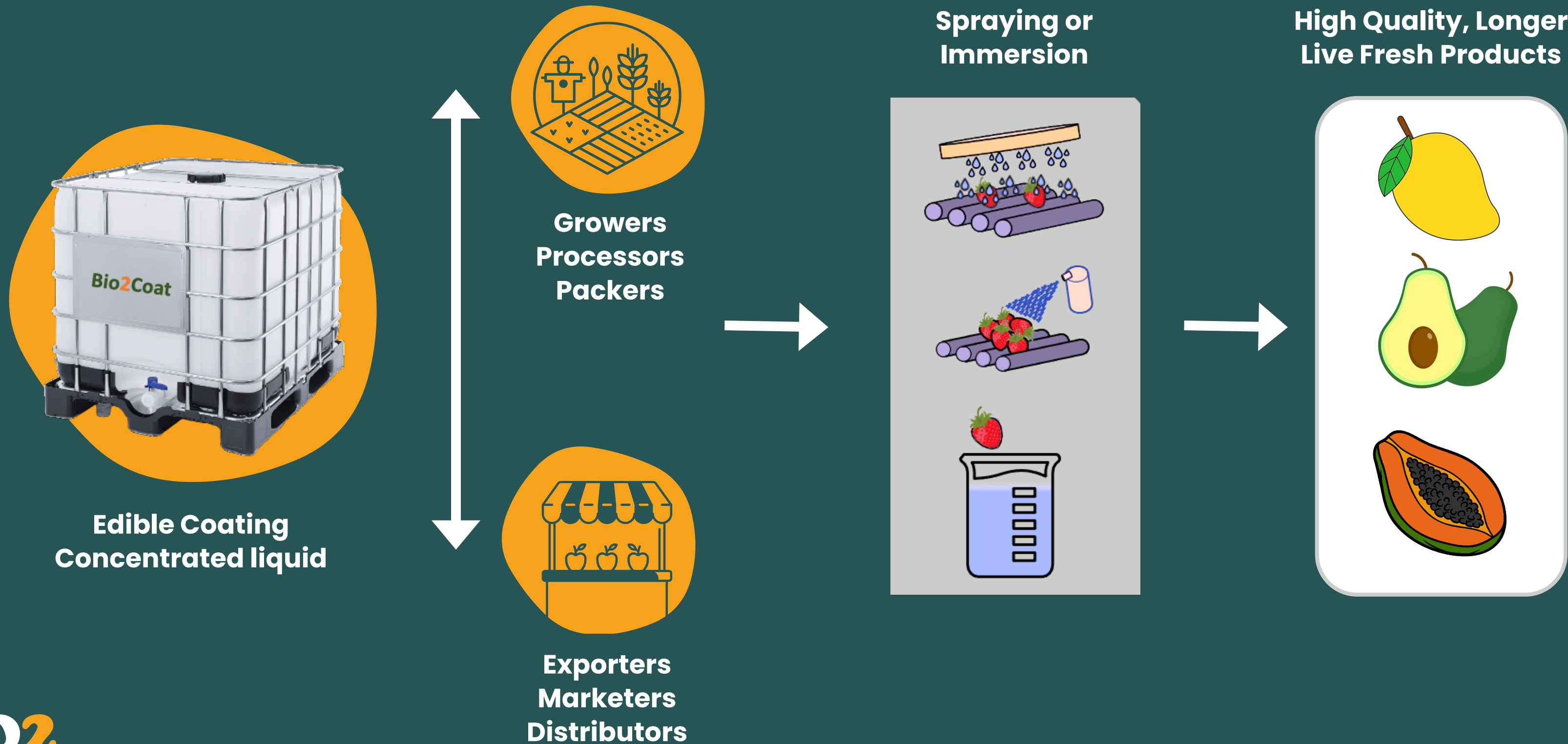
SOM
167 M€



Market size = Annual fruit production (ton) x product sale price (€/ton)

Considering segments in which Bio2Coat has ready coatings (tropical & pome fruits) or will have them in the short term (citrus fruit, bananas & table grapes) or medium term (cucumbers, cherries and loquats)

Business Model



Go To Market

- Conduct first sales in Spain
- Increase in fruits to be covered

Tropical Fruits
+ Apple Fruits
++ Citrus

- Increase in geographic area

EU
+ USA
++ LATAM

Projections

Revenues

EBITDA

2025

0.3 M€

-129 k€

2026

2.0 M€

1.17 M€

2027

5.3 M€

3.92 M€

Gross margin 90%

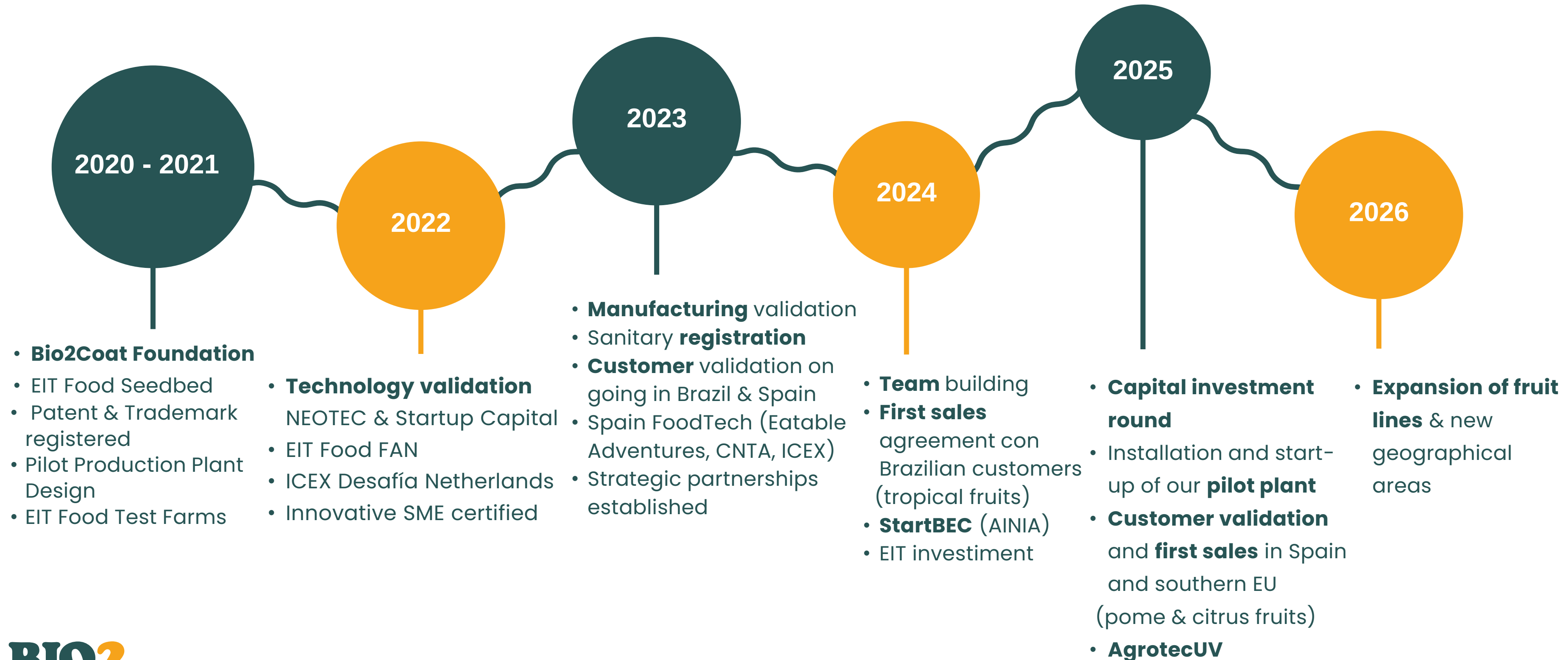
Competitors

Competitive advantages of Bio2Coat

- ✓ **100% natural solution**
- ✓ **Clean label** – no chemicals
- ✓ Applicable to a **large portfolio of fruits and vegetables**
- ✓ **Better overall performance**
- ✓ Product application leverages **capabilities already installed** in the customer
- ✓ **Price at market level** of non-natural coatings commercially available



Roadmap



A multidisciplinary and diverse team of experienced professionals



José Ignacio Velasco

CEO

30 years of Research & Tech Transfer in Polymer Science and Engineering.
6 Patents (4 licensed)



Farayde Matta Fakhouri

CRO

20 years of Research in Food Science and Engineering
3 Patents (2 licensed)



Sergio Sanches

Business Development

Over 20 years background. Angel investing and Start ups advising track record.



Tulio Rodrigues

Comercial & Marketing

31 years in comercial and marketing areas in large companiesl. Serial entrepreneur



Alvaro Cano Aliaga

Sustainability

25 years of experience in certifications, life cycle, facility management, energy management and innovation in technologies and materials.



Daniela Carrea

Quality

Food Engineering
Master in Food Tecnology

Advisory Committee



Kevin Camphius
Strategy

Co-Founder of Shakeup Factory
Founder of abcde consulting.
Food disruption, disruptive strategy & implementation.
Open innovation with start-ups



Eduardo Quemada
Business Development

Seasoned Entrepreneur in Food, Ag and Bio Technologies
Ex CEO PlantResponse Biotech;
Genomics4All, Inhibitec, Fair Data Systems



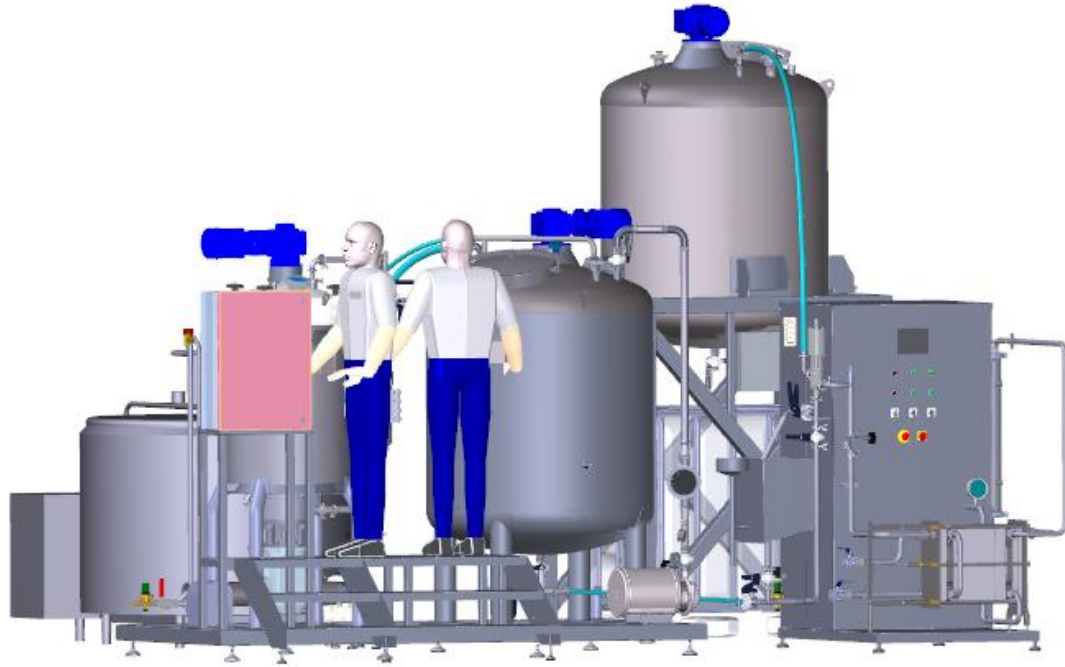
Solon Cunha
Industrialization

28 years in technical and leading roles in the Food Industry in Supply and Innovation

Traction



- ✓ **Production pilot plant** designed and the equipment **manufactured** (batch 1000 l)
- ✓ Production validated on an **industrial scale** with batches of 5000 liters



- ✓ Application of Bio2Coat **validated on industrial line**, with avocado, papaya and mango producers

Sales Pipeline

First sales agreements on going in Brazil for



Avocados: Jaguacy (first sale closed) Carlini, Bonella



Mango: Grand Valle, Araujo Vale, Argofruta, Special Fruit, Gold Fruit, Agrobrás



Papaya: Interfruit, Fruitmel frutas, Frutas solo, MC Agricola, Doce Fruit

IP Protected by **Registered Trademark** and a Family of **Invention Patents** with Prior Examination:

- Spain ES2768432B2
- International WO/2020/128132
- EU EP3900550A1
- USA US20220071264A1
- Brazil BR112021011215A2

Positive results are also observed in other different fruits, which will be validated with potential clients in the short and medium term

*tropical fruits
pome fruits
citrus fruits
stone fruits
berries*

300K Public Funding

Capital financing

BIO2COAT

40%

**Sales Force &
marketing**

35%

Team

25%

Technology

Total Asked

600k€

**3.5 M €
Pre-money
valuation**

**Runaway
15 months**

**BIO2
COAT**



**Join us in saving the planet
one fruit at a time!**

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