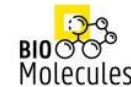




The path towards COStomized agriculture



Problem statement – Background



Fungal diseases



Growth



Storage



Transport



2.7 billion tonnes of pesticides annually used



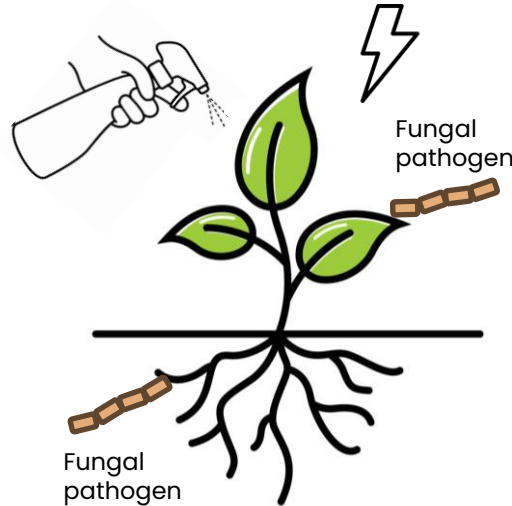
Reduce pesticide use by 50% by 2030

Problem statement – Background



Fungal diseases

Solution: Biological plant priming agents



Inconsistent results
due to batch variations



Limited affordability
due to labor costs upon
frequent foliar application



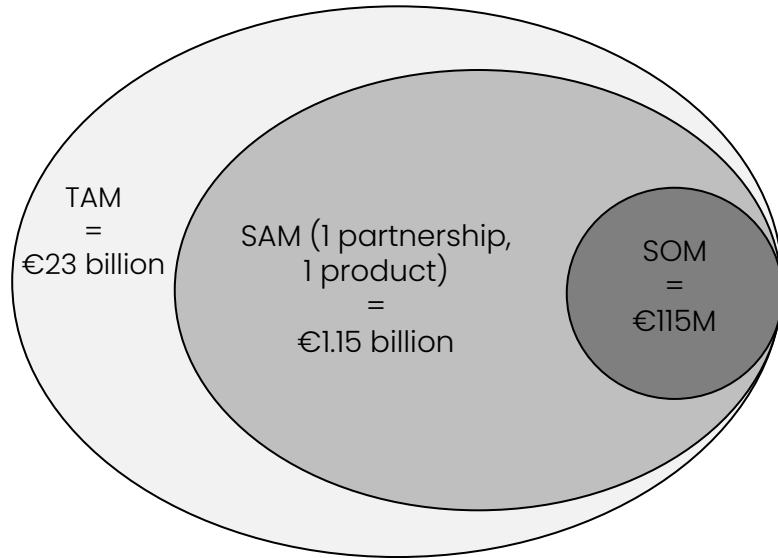


B-COS we offer an effective **biological plant priming agent**

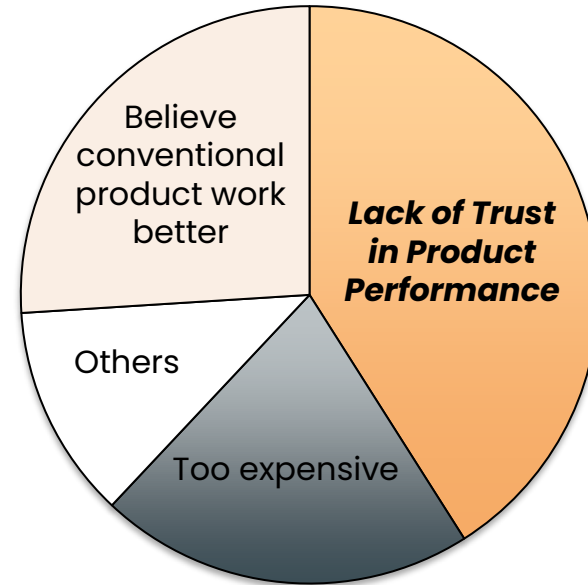
Crop protection market EU:



BASF, Bayer, Globachem, Biobest,
Corteva Agriscience, Syngenta, etc.



Barriers for adoption of biologicals in company:

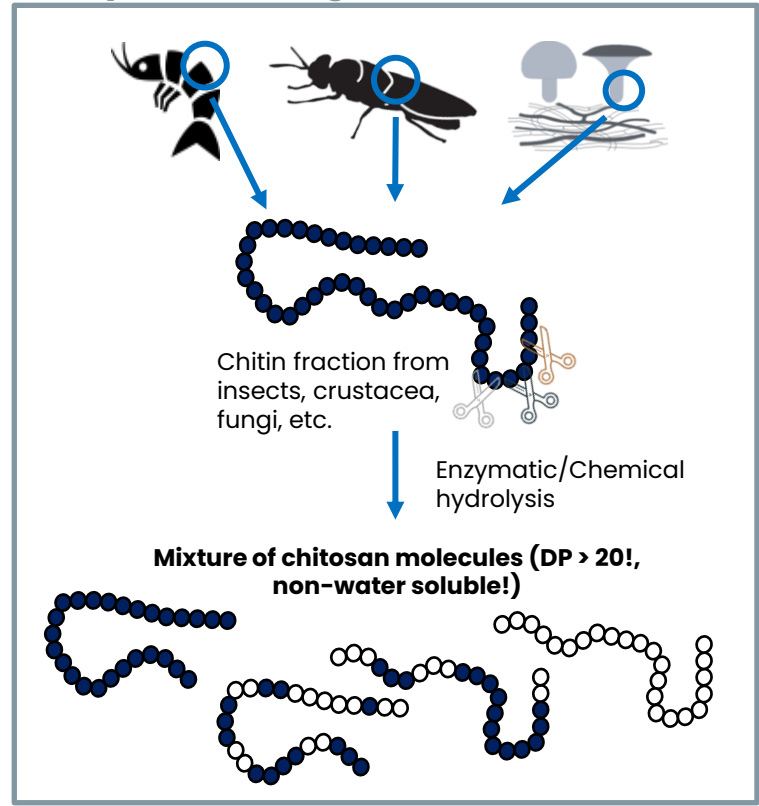




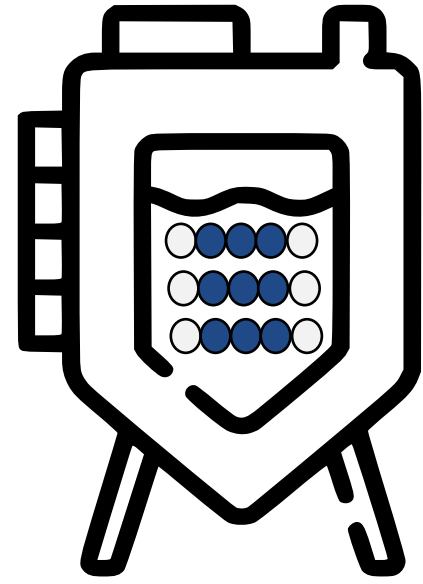
B-COS we are innovative - **Competition**

**Scalable
&
Specific**

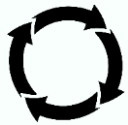
Competitors: Degradation



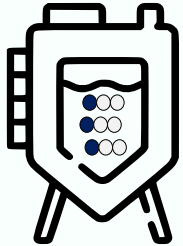
B-COS: Precision fermentation (synthesis)



Chitooligosaccharides (COS)
DP < 20, water-soluble



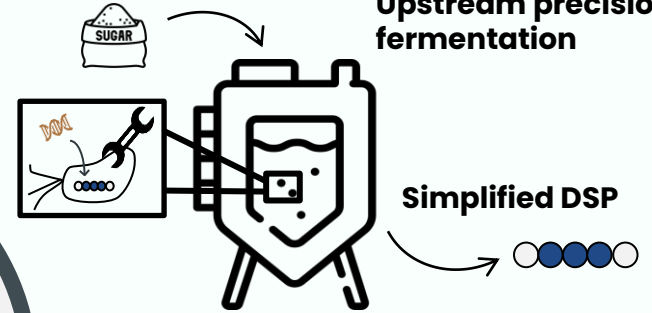
Scalable & Robust



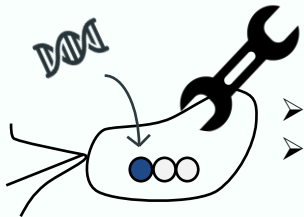
- ✓ 10 g/L
- ✓ 600 gram
- ✓ 4-5 days



Sustainable



Specific



90% in purity
Synthesis \neq degradation

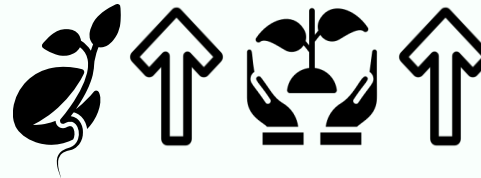


2 tech patents

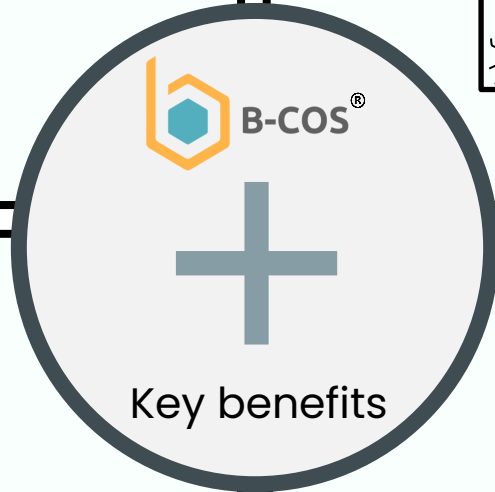
Key benefits



Cost-effective




- ✓ Profit for farmer
- ✓ Decreased pesticide use





B-COS we are innovative - **Competition**

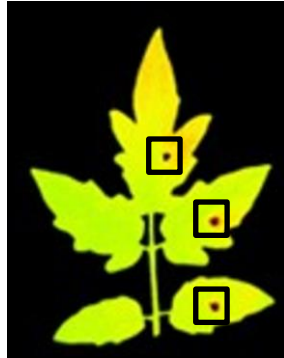
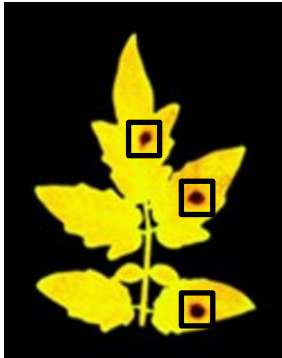
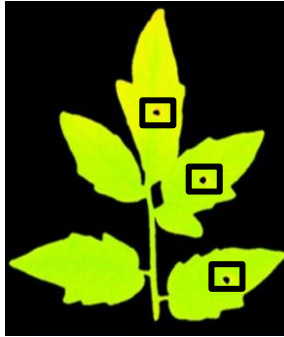
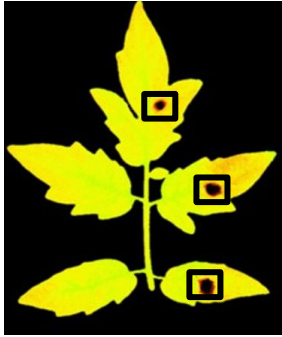
	Chitosan (1 st generation)	<i>Undefined</i> COS-mixture (2 nd generation)	Commercial biological priming agents (fungal diseases)	 B-COS® B-COS product (3 rd generation)
Water solubility	NO	YES	YES	YES
Price	Low	High (€400/ha)	Low to medium (€45-200/ha)	Low (€45/ha)
Regulation	Basic substance EU	EFSA-registration	EFSA-registration/ Basic substance	EFSA-registration
Batch variation	YES	YES	YES	NO
Bioactivity	50%	50-60%	50-60%	80%
Administration	Foliar (Acute effect)	Foliar (Acute effect)	Foliar (Acute effect)	Seed (Long effect)



B-COS we offer tailor-made COS-product – **plant priming agent**

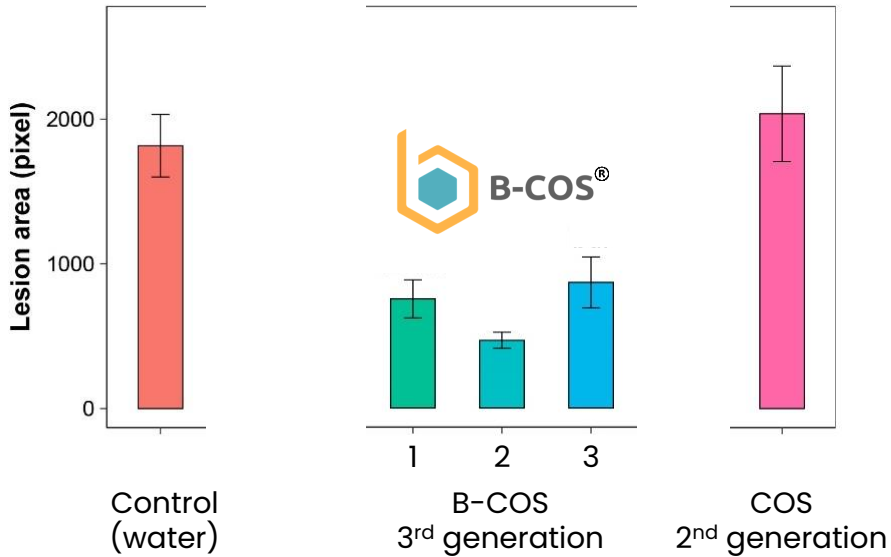
Control

B-COS product



Efficiency of photosystem II

Tomato – Grey mold fungus infection:



- ✓ No effect on final biomass
- ✓ Safety tests performed on animal cells



B-COS we need a go-to-market strategy – Business model

Business model: application-driven (**biomanufacturing**)
Customer(s): biostimulant/crop protection distributors (**B2B**)

Step	Objective	Year 1 2024	Year 2 2025	Year 3 2026	Year 4 2027	Year 5 2028
1. Time to market	4 years (2028)	R&D UGent	Field trials/Seed coating formulation			Biostimulant on market
2. Revenue	1. Biostimulant sale 2. Crop protection sale			File biostimulant	File crop protection	1st sale!
3. IP roadmap	2 tech patent applications, 1 application patent in preparation	Filing application patent	Filing of additional application/tech patents			
4. Market share	x% for plant	Complete tomato business case	Scale-up technology + Strategic partnership			COS-distribution

Current partners: IQS Bioprocess pilot plant (**upscaling**),
 LAMP (UGent, **application testing**)

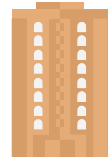


B-COS we need a go-to-market strategy

Incorporation



TRL 6-7



TRL 8-9

2011

2025

2026

2027

2028

2029

EXIT

Seed round (€3M)

Milestones:

1. Production scale-up to 1.5kL
2. Field trial(s)
3. Seed coating strategy
4. Strategic partnership
5. Filing for biostimulant
6. 1st application patent granted

Series A (+€7M)

Milestones:

1. File for active substance registration
2. 1st sale biostimulant (drought stress)
3. Production scale-up to 15kL

Series B/C

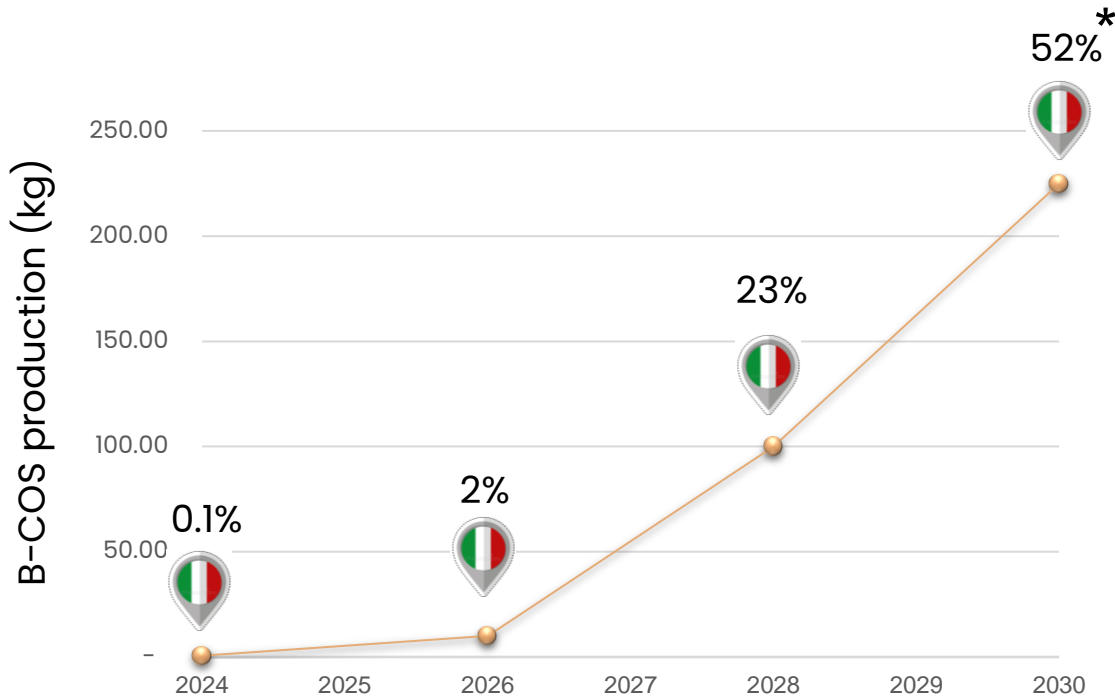
Milestones:

1. COS-production plant
2. Registered COS-product to prevent fungal infection





B-COS we need a go-to-market strategy



Product pipeline:

B-COS as biomanufacturing company for efficient biological priming agents:

- ✓ Biostimulant tomatoes (**drought stress**)
- ✓ Crop protection tomatoes (**fungal diseases**)

* % of tomato area Italy



Who is the team?



dr. ir. Chiara Guidi

- PhD in Bioscience Engineering
- Inventor of technology, BD, grant writing, (pre-)incubator participation, patent writing
- **CEO**



dr. ir. Wouter Demeester

- PhD in Bioscience Engineering
- (Co-)author and vast experience in synbio, metabolic engineering
- **CTO**



Prof. dr. ir. Marjan De Mey

- Scientific advisor



Dr. ir. Nele Ameloot

- Business developer Biomolecules



Dr. ir. Maaïke Perneel

- Business developer Cropfit



Prof. dr. ir. Kris Audenaert

- Scientific advisor

Call to action



Scientific advisors + team members in the agronomic sector



Third parties to help/assist on the regulatory process & seed coating technology



Pre-seed funding: €3M for 2 years (Scale-up, IP strategy, Product testing in field trials, Start registration process, R&D)



B-COS



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chiara-guidi-

