

# **HELPING FARMERS**

**Increase Crop Yield by  
using Innovative  
Biological Solutions**

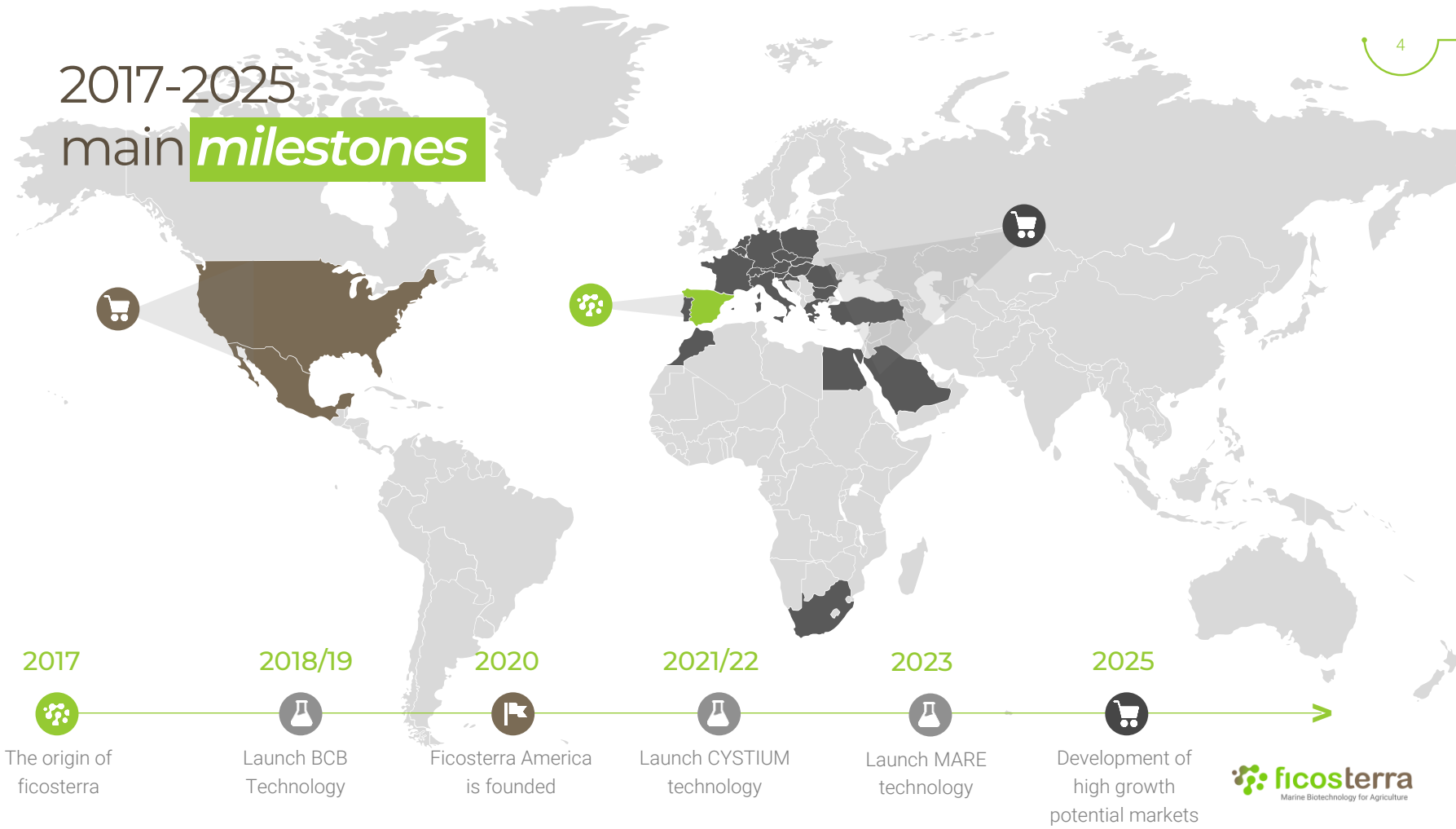
# Who **We Are**

*We are a company that applies marine biotechnology to agriculture.*

Our name comes from *ficos* (meaning algae in Greek) and *terra* (meaning soil in Latin) and is a reflection of our essence: to transform algae for their application in agriculture.

Ficosterra help farmers **increase the yield of their crops** by means of sustainable and cost-effective **biological solutions** that ensure better harvests, increase plant resiliency and **optimize ROI**.

# 2017-2025 main *milestones*



2017



The origin of ficosterra

2018/19



Launch BCB Technology

2020



Ficosterra America is founded

2021/22



Launch CYSTIUM technology

2023



Launch MARE technology

2025



Development of high growth potential markets

# The challenge:

Time to stop using  
**synthetic fertilizers**



**Increasing costs** of  
fertilizers

Soil **deterioration**  
leads to **lower productivity**



**CO<sub>2</sub> footprint and ocean  
pollution due to run-off** of  
nitrogen and phosphorus



**Low crop productivity**  
with chemical fertilizers



## Positive Impact *of Seaweed*



Marine Seaweed cultivation provide **coastal protection** and **ocean restoration** while offers a sustainable alternative to chemical based fertilizers and pesticides.



Marine Seaweed farming generate high amounts of Oxygen and are a main source of **Carbon sequestration**



Any activity that improves marine ecosystems will contribute to a **Low Carbon Footprint** and a **reduction in greenhouse gases**

# Opportunity window: *Agro market*

**TAM**

**5,100 us \$**

Biostimulant world  
market in 2027

**SAM**

**1,800 us \$**

Berries 7%, Grapes 5%,  
High value vegetables 15%,  
Tropical fruits 7%

**SOM**

**50 us \$**

Target Market  
share  
by 2030



## Our Solution

*CYSTIUM: A suite of biostimulants composed of BACTERIAL INOCULANTS and SEAWEED EXTRACTS that provides optimal crop production*

### *BENEFICIAL MICROBES AND BACTERIAL INOCULANTS: PROBIOTICS*

The combined action of microorganisms and algae achieves a balanced soil and improves fertilization, resulting in healthier plants and increased productivity.

### *SEAWEED EXTRACTS: PREBIOTICS*

A high concentration of polysaccharides that regenerate soil, stimulate crop growth, improve productivity, increase soil fertility, and enhance plant resistance to stress.

# Portfolio **CYSTIUM SUITE**

## 2017 -2202

## 2023 -2025



PRODUCT NAME	<b>Cystium-K</b>
MODE OF ACTION	Alginates and elicitors
FORM	Liquid
REGISTRATION STATUS	EU approval Organic approval

PRODUCT NAME	<b>Ficosagro</b>
MODE OF ACTION	Microbial soil activator
FORM	Liquid
REGISTRATION STATUS	EU approval Organic approval

PRODUCT NAME	<b>Rhizomare</b>
MODE OF ACTION	Fixation of mineral nutrients and increased availability of NPK-Fe
FORM	Powder
REGISTRATION STATUS	EU approval Organic approval

PRODUCT NAME	<b>Cystium-A</b>
MODE OF ACTION	Natural auxins
FORM	Liquid
REGISTRATION STATUS	Pending EU approval Performing field tests EIC Seal of Excellence



# Rhizomare

## INCREMENT CROP PRODUCTIVITY

Combination of seaweed and microbial complexes that increment crop yield, fix soil Nitrogen and mobilize nutrients

## ÚNIQUE PRODUCT IN THE MARKET

That combines seaweed prebiotic fundamentals with probiotic characteristics of microorganisms → boost the performance of the microorganisms x100

## DOUBLE EFFECT

Soil benefit (microbial complexes) and foliar benefit (seaweed extract)

# cystium-a

## SUB-CRITICAL EXTRACTION

High efficiency, preserves auxines

## ÚNIQUE PRODUCT

containing high concentration of auxines  
: IAA > 10ppm

## STRATEGIC REPLACEMENT of synthetic auxines

# Our Unique *values*

Only company combining marine seaweed and microbial complexes

## PROPRIETARY EXTRACTION TECHNOLOGIES

Custom made products  
Patent pending



## PROVEN REDUCTION OF MARINE POLLUTION

validated by UNDP



# Business development strategy

## Product strategy

- + Enhancing the marine seaweed active principles
- + Proprietary extraction techniques



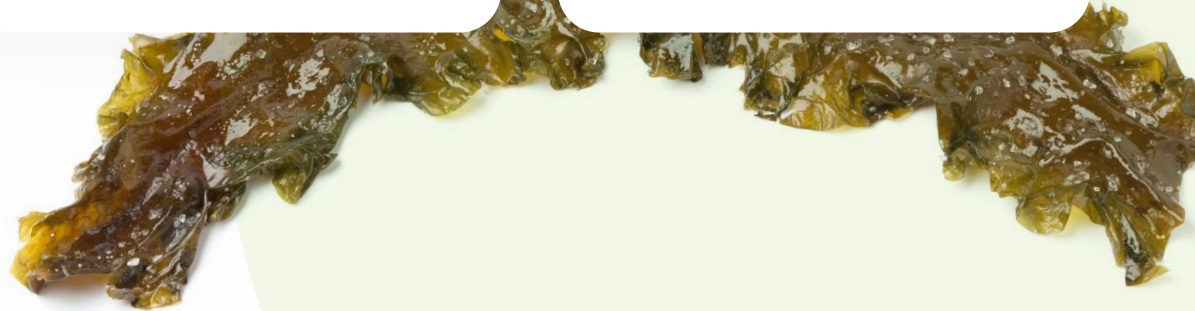
## Crop strategy

- + High value added crops + extensive crops



## International strategy

- + Countries eager for biostimulant products (US, Mexico, Europe)
- + Replacement of synthetic auxines



# Core team that *makes it happen*



**Luis** | CEO & FOUNDER  
2 profitable ventures



**Alejandro** | Technical Dept.  
Agronomic engineer



**Arancha** | Marketing & Comm.  
Formet Organization GM Castilla  
Government



**Diana** | Research & Development  
PhD Aquaculture Sciences



**Roberto** | CEO Ficosterra América  
+20 years experience with seaweed  
treatment and cultivation

# Impact

*Ficosterra was selected in 2021 by United Nations Development Program (UNDP)*

within the first cohort of Ocean Innovators to meet SDG Target 14.1: marine pollution reduction.



*THRIVE Global IX Accelerator Program)*





# Traction



Revenue since  
**starting operations**

**2017**

**2022**



**EBITDA Positive**

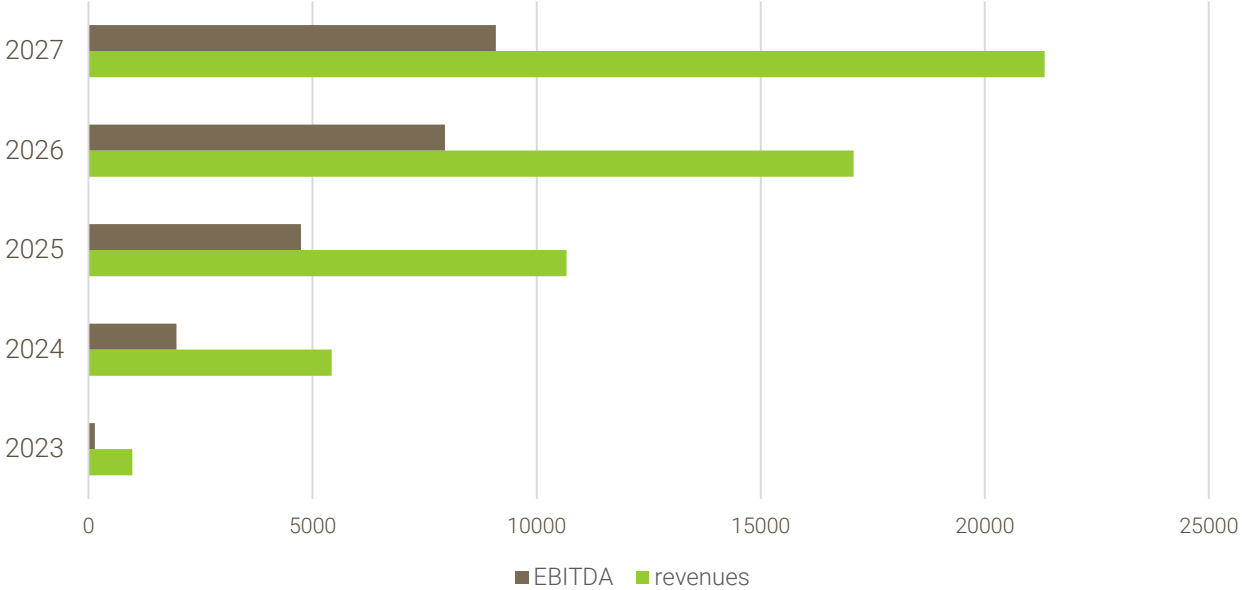


Expected revenues  
**20MUSD**

**2028**



# Traction



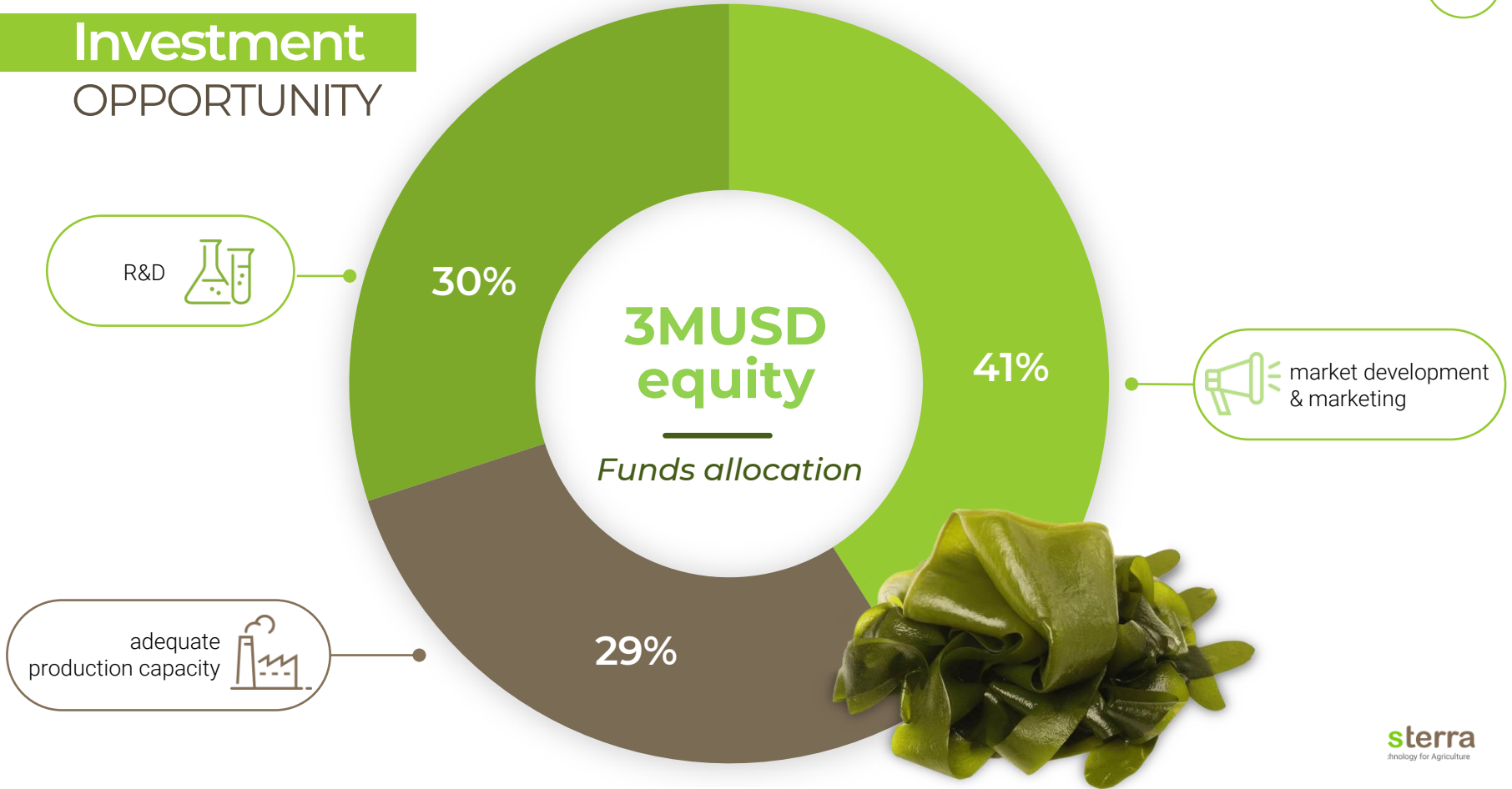
# Financial *projections*

	2023	2024	2025	2026	2027
TOTAL REVENUES	977	5.427	10.670	17.071	21.339
COGS	-324	-1.899	-3.734	-6.170	-8.148
<b>Gross margin</b>	<b>653</b>	<b>3527</b>	<b>6935</b>	<b>10901</b>	<b>13191</b>
Selling, General and Administrative expenses	-843	-1799	-2382	-3096	-4217
Extraordinary / R&D Capitalized	330	231	185	148	118
<b>EBITDA</b>	<b>140</b>	<b>1.959</b>	<b>4.738</b>	<b>7.953</b>	<b>9.092</b>
Depreciation	-193	-341	-293	-293	-293
Financial Results	-20	-109	-213	-341	-427
<b>EARNING BEFORE TAX</b>	<b>-73</b>	<b>1.509</b>	<b>4.231</b>	<b>7.319</b>	<b>8.373</b>
		28%	40%	43%	39%

Comprises EMEA + MX + US [KUSD]

Sales forecast based on finance round accomplished Q1\_2023

# Investment OPPORTUNITY





 **ficosterra**  
Marine Biotechnology for Agriculture

**The power of the  
ocean in your plants**

[www.ficosterra.com](http://www.ficosterra.com)