

La Agrobiotecnología y la Integración Público-Privada



BIOCERES

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Bioceres: Misión y Foco

Bioceres es una empresa de biotecnología que desarrolla y comercializa productos para incrementar el rendimiento de de cultivos y expandir las aplicaciones de materias primas de origen biológico

Mejora de Rendimientos



Tecnologías On-Farm

Valor Agregado de Biomasa Agrícola



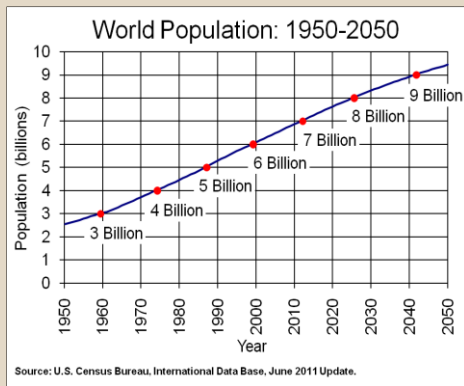
Tecnologías Off-Farm

Agricultura Global

Producir Mas con Menos

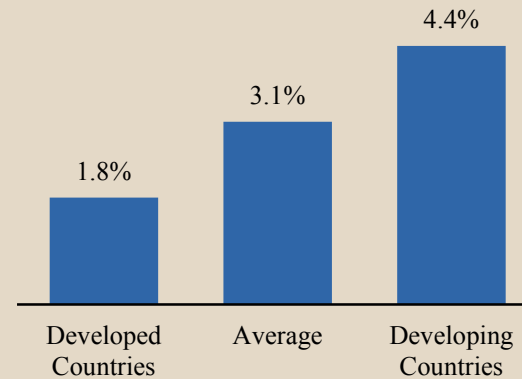
Mega Trends

Growing Population

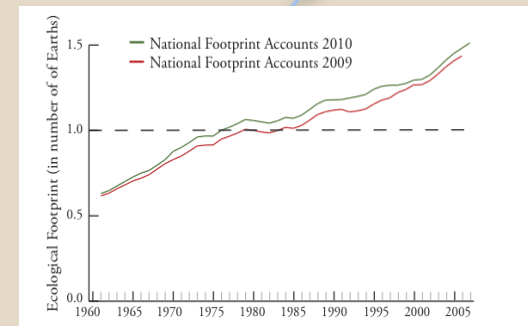


Growing GDP

Expected GDP Growth 2015E



Ecological Footprint



Mega Challenges

70% more calories

60% more protein

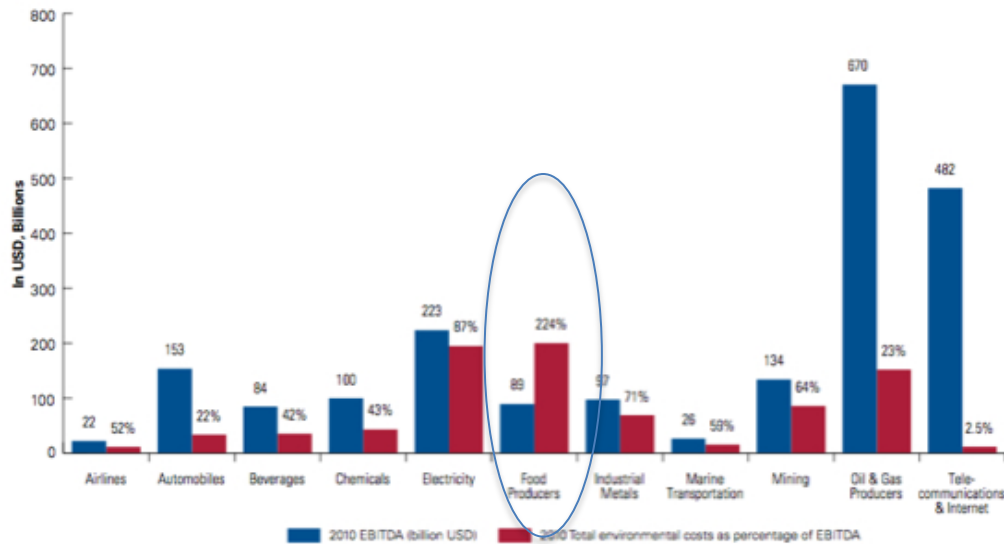
50% more energy

50% more water

Producir Mas con Menos

Agricultura de Menor Impacto Ambiental

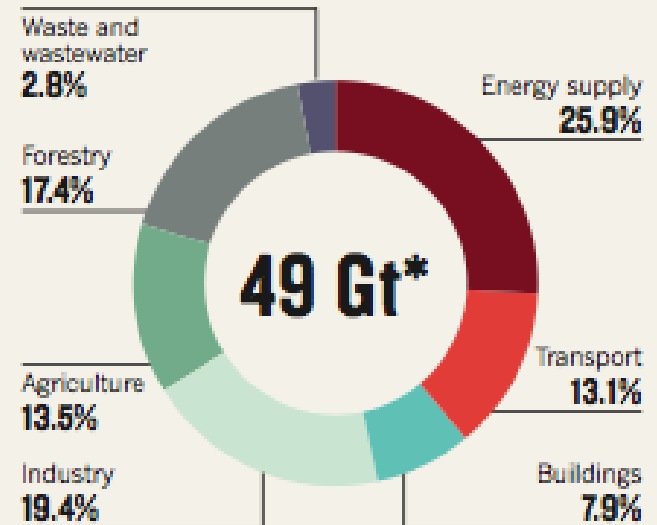
Figure 27: 2010 EBITDA vs external environmental costs



Source: Trucost 2012

FARMING FOOTPRINT

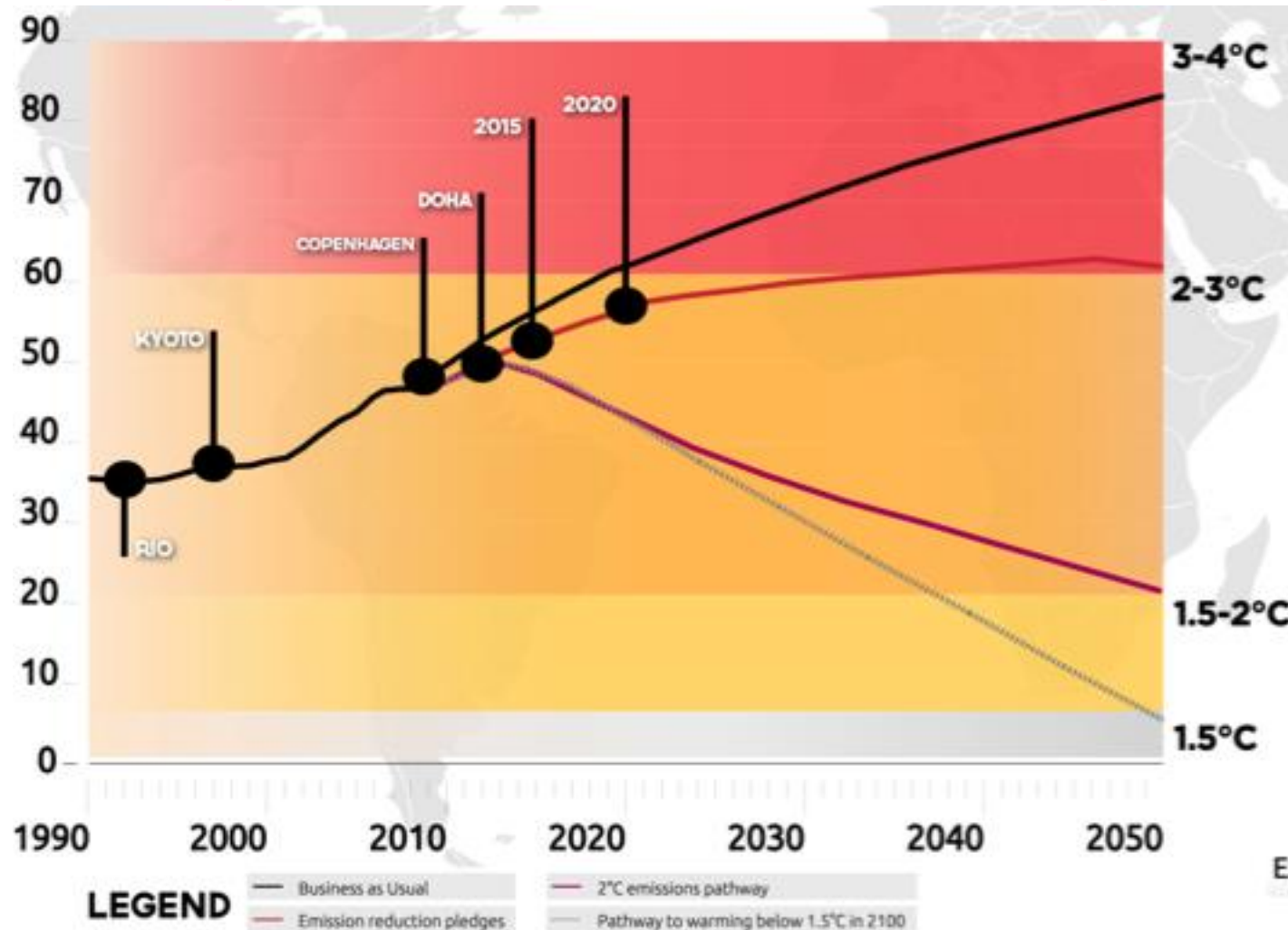
Greenhouse-gas emissions from forestry are largely caused by creating new farmland. When added to emissions directly from agriculture, farming is the largest source of man-made greenhouse gases.



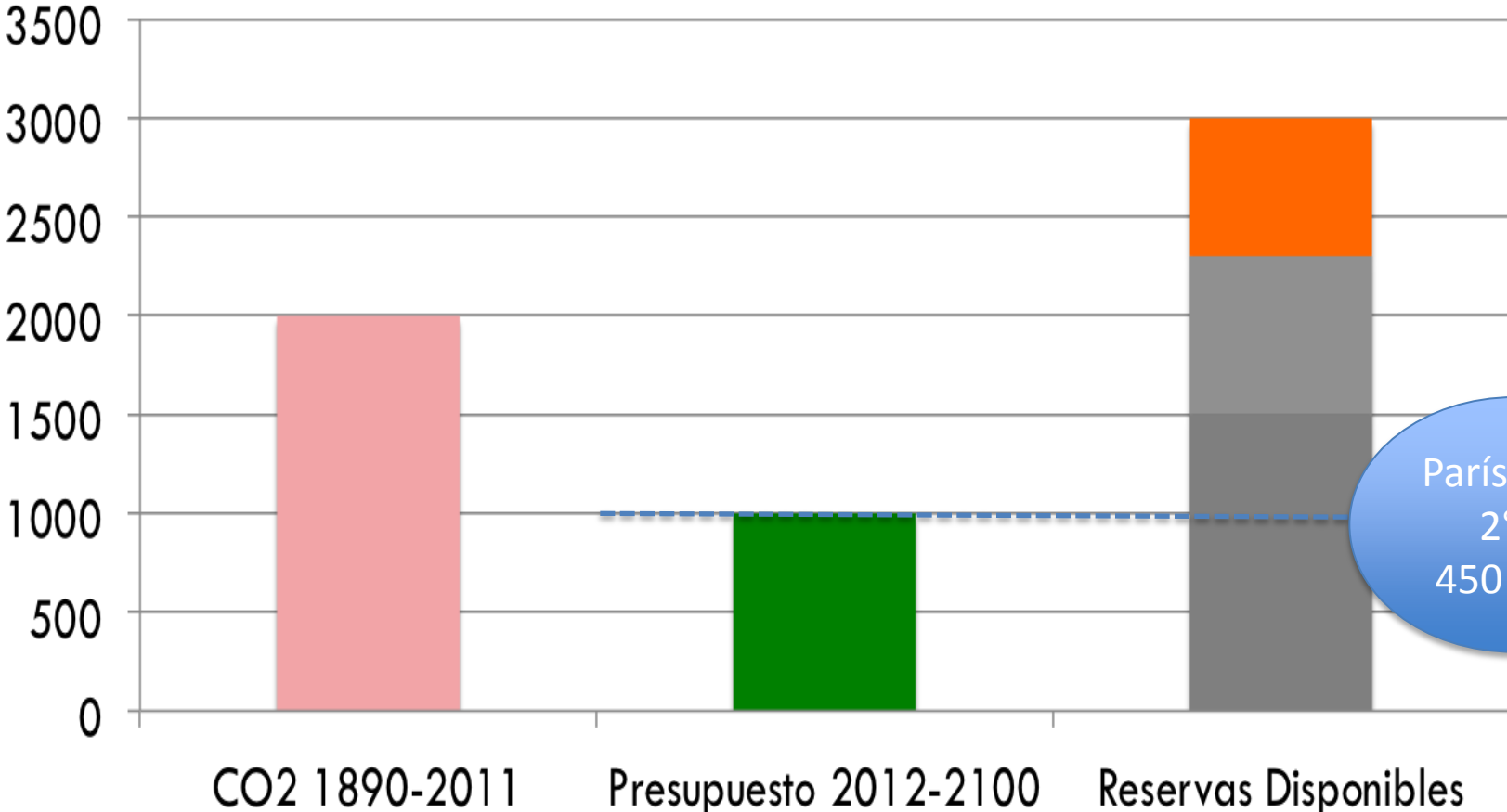
*49 gigatonnes of carbon-dioxide equivalent per year, 2004 data

Producir Mas con Menos Cambio Climático

Con las políticas actuales, vamos camino a superar 3° C.

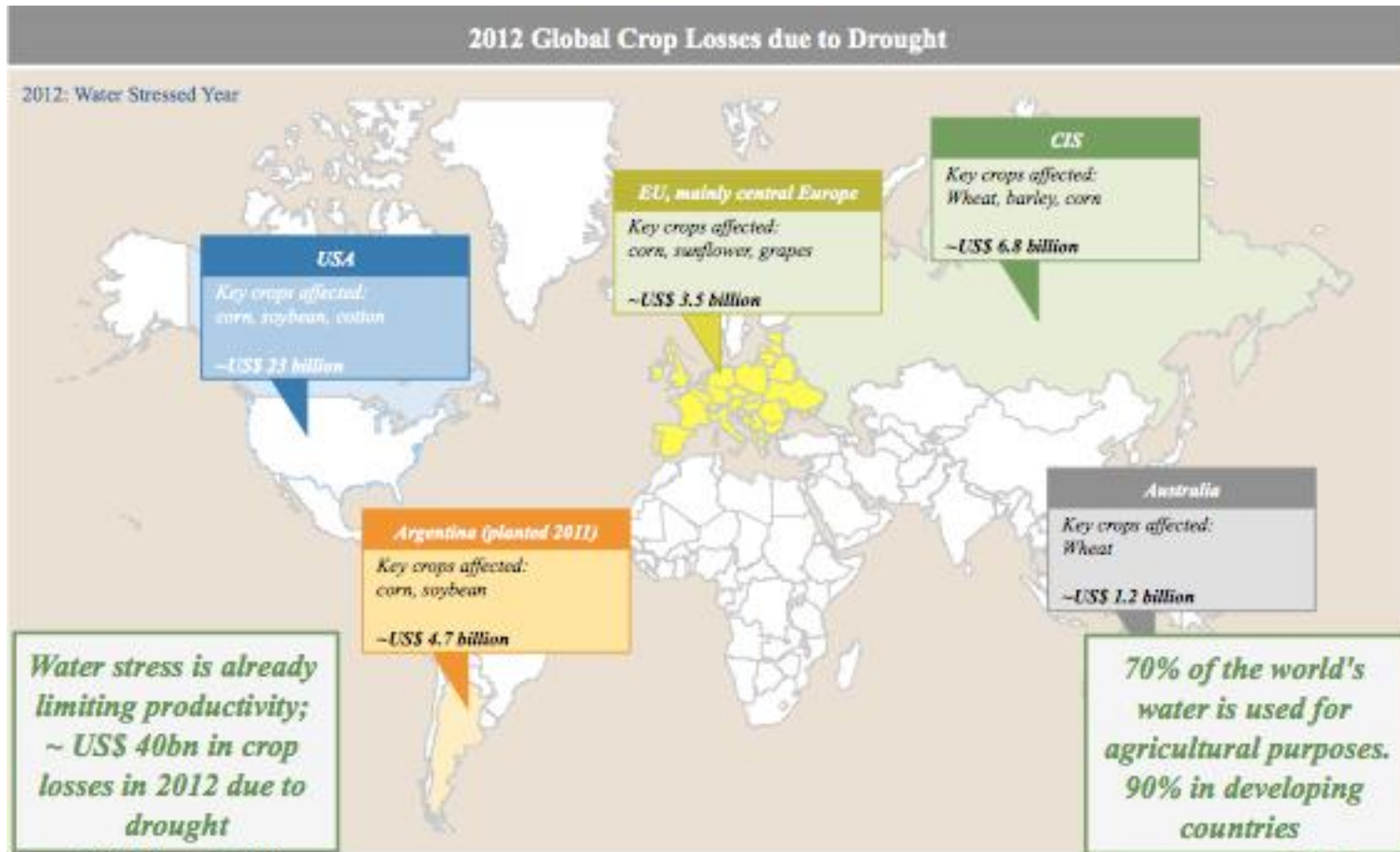


El 75% de las Reservas de Combustibles Fósiles no deberían utilizarse



Producir Mas con menos

El Desafío Agua



Bioceres

Integración Público-Privada



- 23 productores
- 293 accionistas
 - Financiamiento
 - Gestión
 - Captura de valor

- Recursos Investigación
 - Humanos
 - Equipamiento
 - Financiamiento

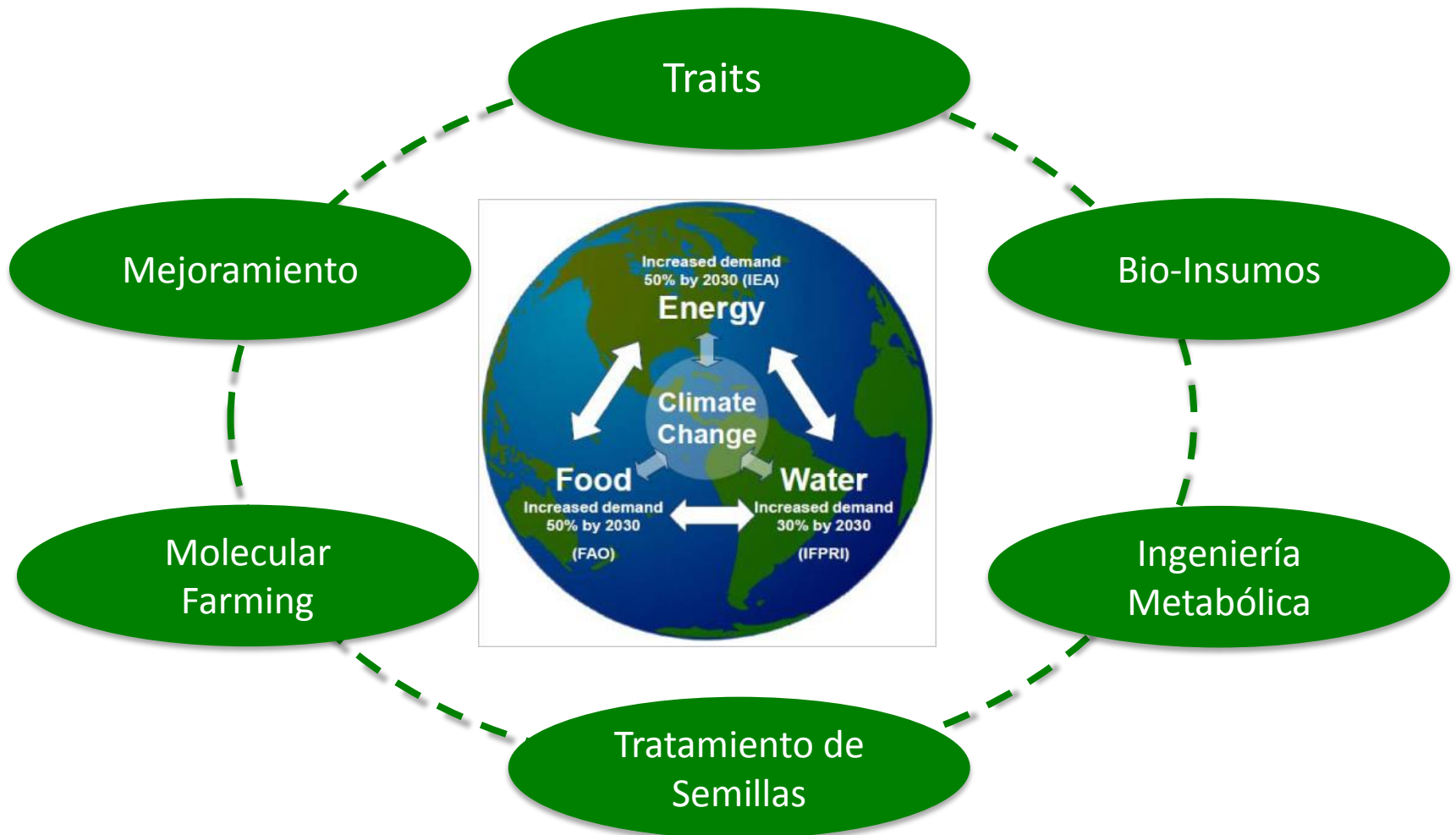


Ministerio de
Ciencia, Tecnología
e Innovación Productiva

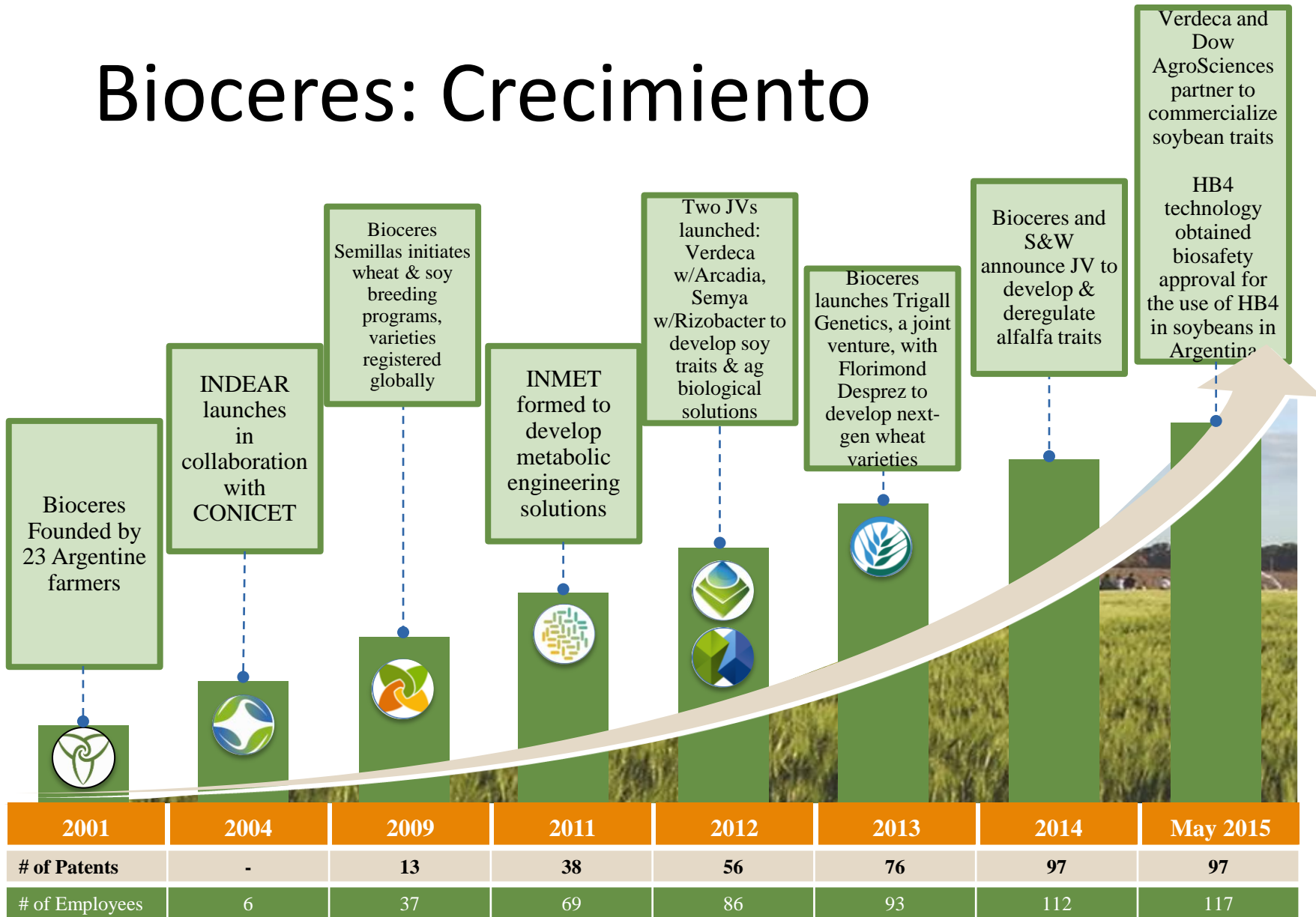
Innovación Tecnológica

Bioceres

Intensificación Sustentable de la Agricultura



Bioceres: Crecimiento



Note: Patents include issued and pending patents, both licensed and proprietary; INMET was formed in 2011 and officially launched in 2013

Bioceres

Unidades de Negocio

Technology Sourcing



- Formed in 2004, INDEAR serves as Bioceres' R&D business division and is responsible for facilitating technology sourcing and product development efforts of Bioceres' collaborations



- Formed in 2011, INMET was spun off from INDEAR to serve as its specialized arm for developing metabolic engineering solutions for the conversion of agricultural feedstock and the production of high-value molecules

Product Development Partnering



- Formed in February 2012 for the development and deregulation of soybean traits



- Formed in December 2013 for the development and deregulation of wheat traits



- Formed in August 2012 for the development and deregulation of next generation of agricultural biologicals



- Pre-operational joint venture with S&W Seed Company

Market Access



- Formed in 2008, Bioceres Semillas functions as Bioceres' seed business division, responsible for selling seed products and technologies developed by other business divisions to distributors under the Bioceres Semillas brand



- Bioceres utilizes third-party channels for commercialization of its proprietary technology and licenses
- Partners include Advanta, Arcadia, Pioneer, Rizobacter and GDM Seeds

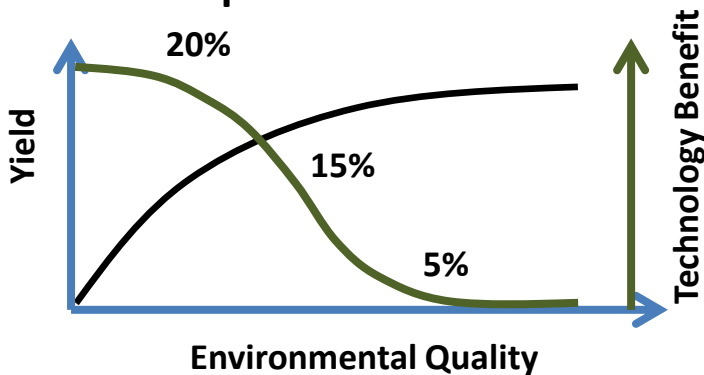
Bioceres: Productos-Tecnologías

HB4: Tolerancia a Sequía

Dra. Raquel Chan (UNL.Conicet)



Product concept



Producción de Quimosina en Cártamo

Enzima utilizada para la producción de queso

Until 1990

1990-2010

SPC®



- ✓ USD 200 millones
- ✓ Seguridad alimentaria
- ✓ Costo escalado
- ✓ Tecnología Just-in-time
- ✓ Eficiencia energética

Celulasas Producidas en Cártamo

Para uso en biocombustibles de segunda generación

Crop residues

Bagasse

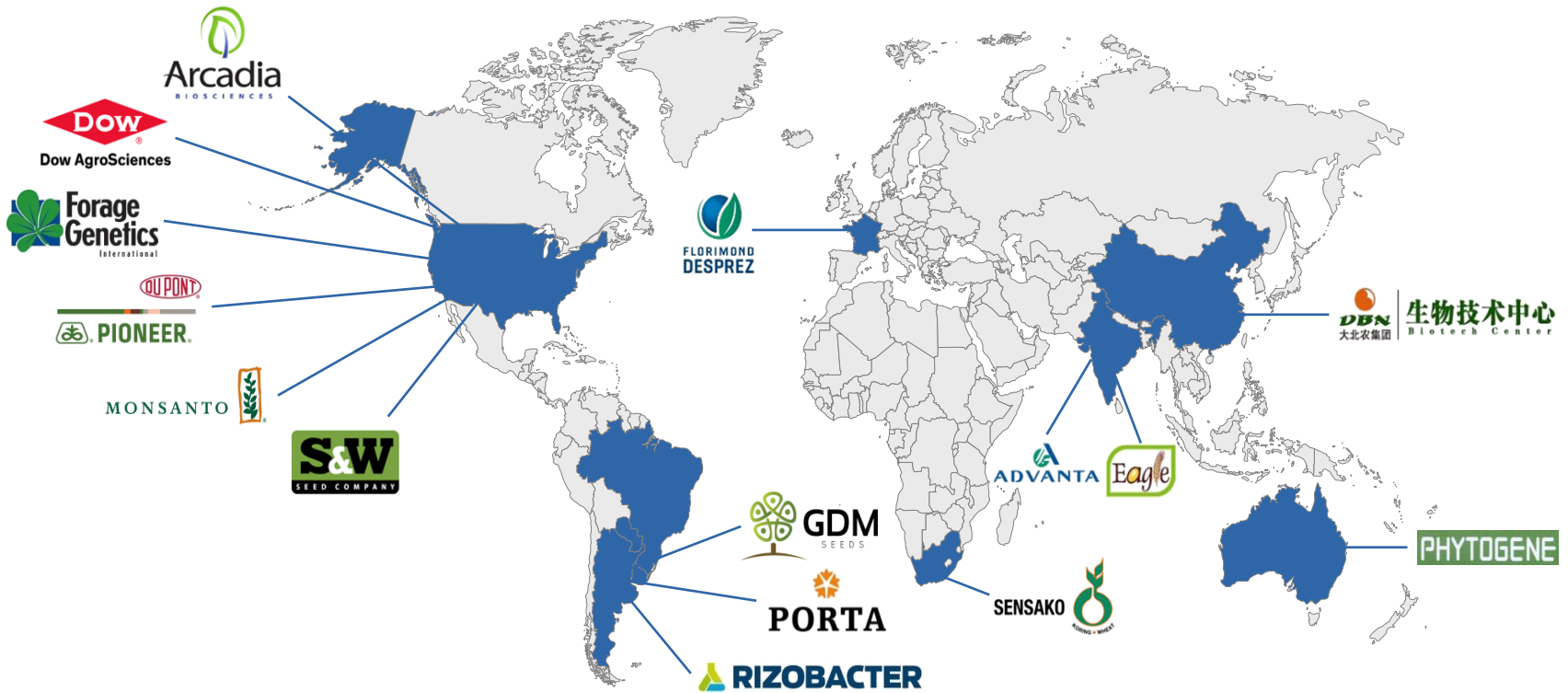
Wood residues



- ✓ Alternativa de bajo costo
- ✓ Eficiencia energética
- ✓ Alianza I+D con YPF
- ✓ Mercado 2030: USD 20.000 millones

Interacción Público-Privada

Alcance Global

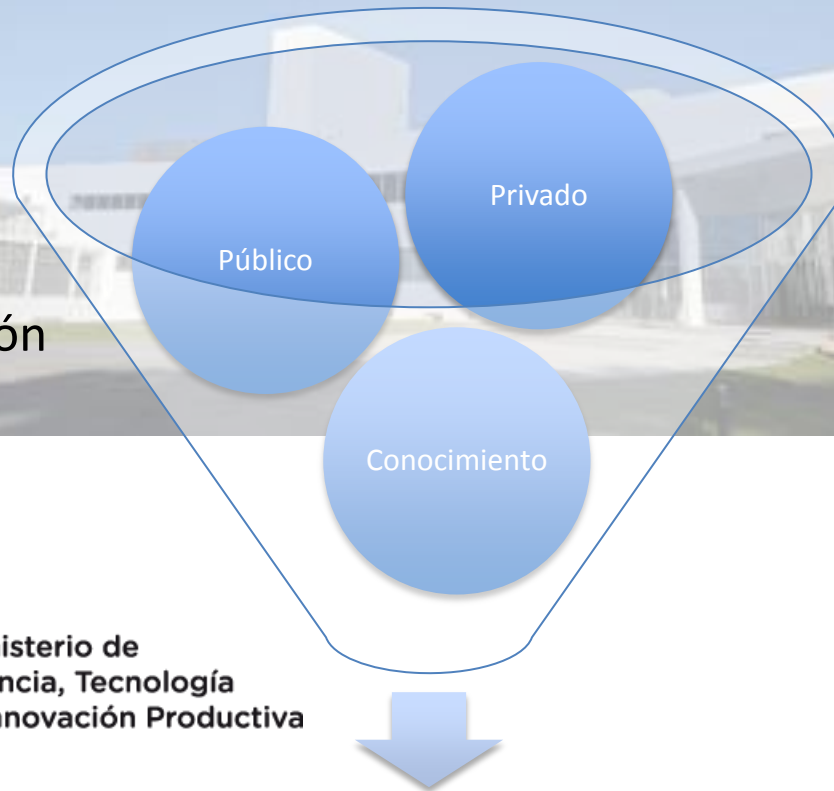


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Muchas Gracias



www.bioceres.com.ar