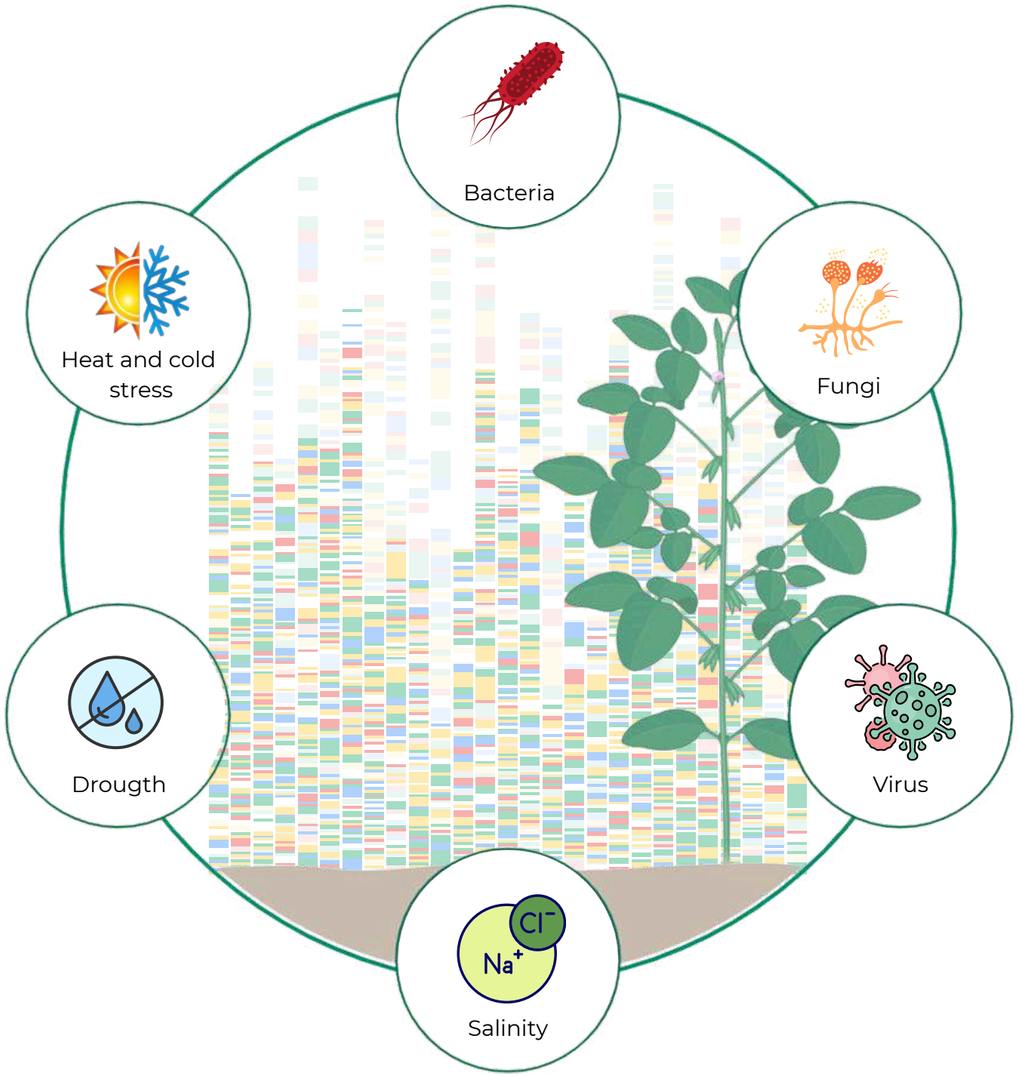
APOLO Biotech

Making plants smarter using RNA-based technology

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Can unlocking plant language help to solve agricultural challenges?

Based on our discoveries about the plant RNA APOLO, we learned how to develop RNA sprays to modulate plant defenses against pathogens and how to enhance crop resilience to stress.

CONICET

APOLO Biotech

APOLO Value Proposition

We speak the universal language of nature with plants: RNA



We are a biotechnology platform

We do not genetically modify plants — we help them defend themselves.

- GMO-free
- No residues
- Just RNA to activate plants' natural defenses or promote adaptation.

VALUES

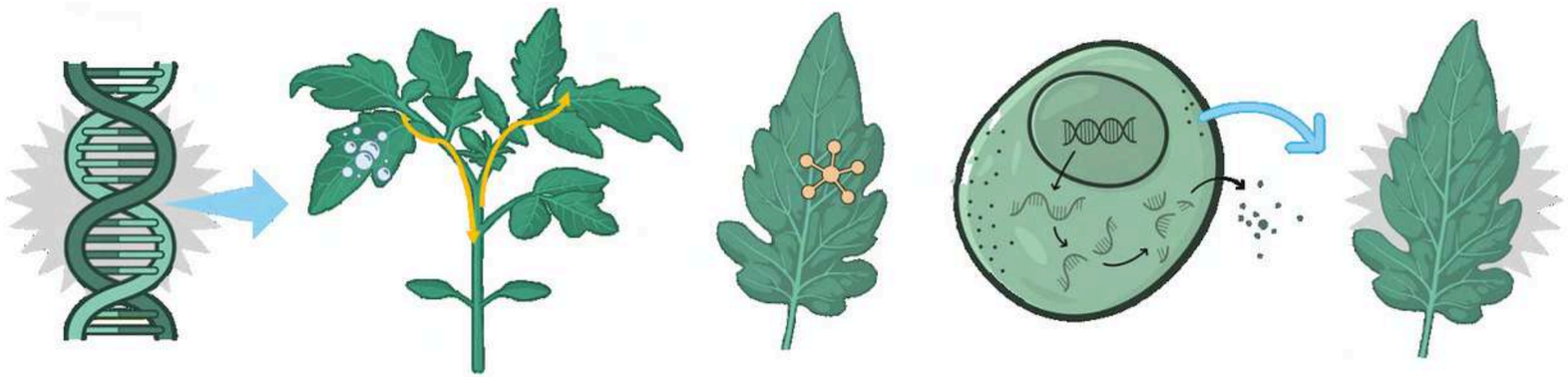


APOLO | Technology prototypes

Pest gene silencing. Applicable to:
Fungal and viral plant pathogens (and potentially bacteria, insects and nematodes).

RNAi

vaccine effect
(crop protection)



Stabilized dsRNA specifically targeting essential genes of the pathogen.

Spraying dsRNA onto plants can trigger dsRNA processing and systemic signal induction.

Fungal attack

The dsRNA is processed by both plant and fungal cell machinery, interfering with the pathogen's gene expression

Pathogen growth inhibition on plant tissues

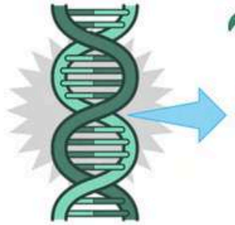
dsRNA designed against essential genes of a broad spetrum of fungal pathogens or viruses

APOLO | Technology prototypes

Plant modulation. Applicable to: Endless possibilities include addressing biotic and abiotic stresses, enhancing organoleptic properties, and more.

ncRNA

biostimulants



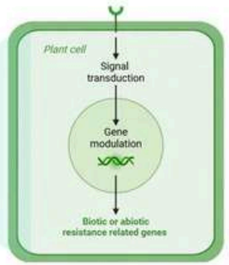
Stabilized single or dsRNA designed to boots plant immune system



Spraying single or dsRNA onto plants can trigger a systemic signal transduction



Biotic stress → Enhanced inmune response (broad spectrum, faster, robust and long lasting response). → Broad-spectrum inhibition of pathogen growth on plant tissues





Abiotic stress → Enhanced stress tolerance → Broad-spectrum inhibition enhacement of plant resilience to abiotic stress (heat, cold, salinity, drought).

Plant-microbe interaction modulation → Boosting biological nitrogen in legumes → Enhacement nodulation (promoting robust nitrogen fixation and improved yield).

Single or dsRNA designed to boost the plant immune system, conferring resistance to a broad spectrum of pathogens and pests

Product Pipeline | Focus

Farmers Behaviors
(replacing current chemicals: fungicides)

E.g. Botrytis, Fusarium, Sclereotinia and more.

High Impact Problems
(with no chemical solutions)

E.g. Black Sigatoka in Banana, Black Spot in Citrus and more.

Pushing Agronomic Frontiers
(new ag-inputs)

E.g. Tolerance to drought, increase root nodulation in soybean and other projects.

Blue Ocean Opportunities

50+ RNA programs

Through different partners:

- AgInputs Distributors
- Corporate Farmers/Partners
- Technological Partners
- Scientific Partners

From science to farm

APOLO Biotech

+50 RNA program pipeline

1. **Security by design RNA**
   control of +150 non target organisms
2. ***In vitro* validation**
3. **Lab Trial**
4. **Field trials**
   +50 field trials LATAM & EU
   +15 pathogens
   +10 crops



5. **Regulatory process**
   Dossier ready

Crop protection



control



APOLO RNA

Crop modulation



control



APOLO RNA

Crop protection 42 dpa



control



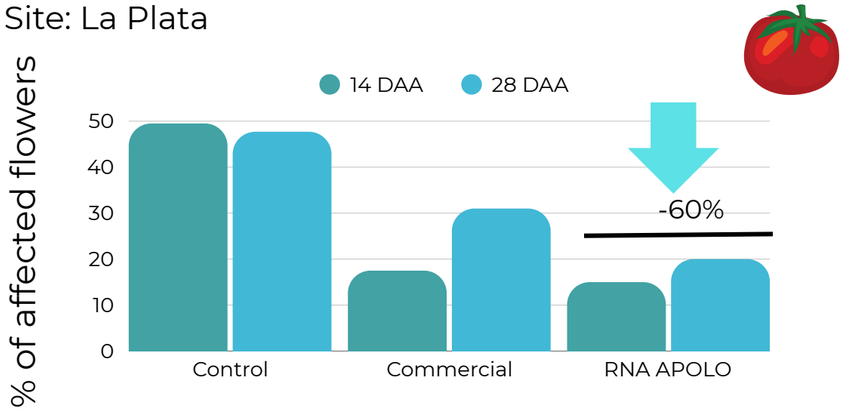
chemical



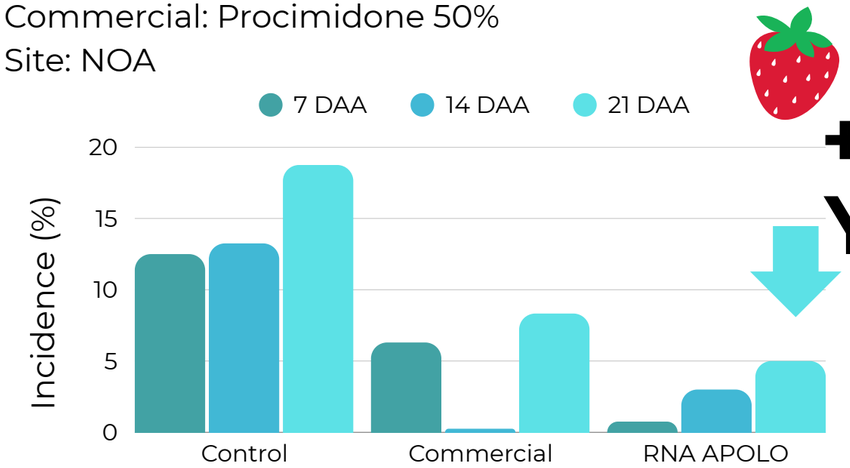
APOLO RNA

RNA Botrytis

4 applications from the onset of predisposition conditions
Commercial: Cyprodinil (37.5%) / Fludioxonil (25%)
Site: La Plata

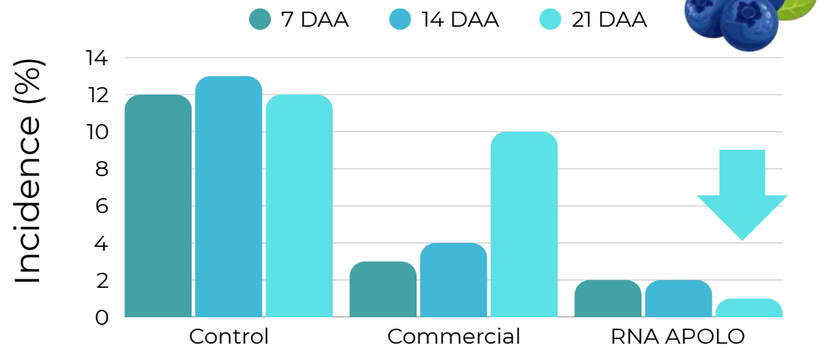


2 applications, once the first symptoms of the disease are detected
Commercial: Procimidone 50%
Site: NOA

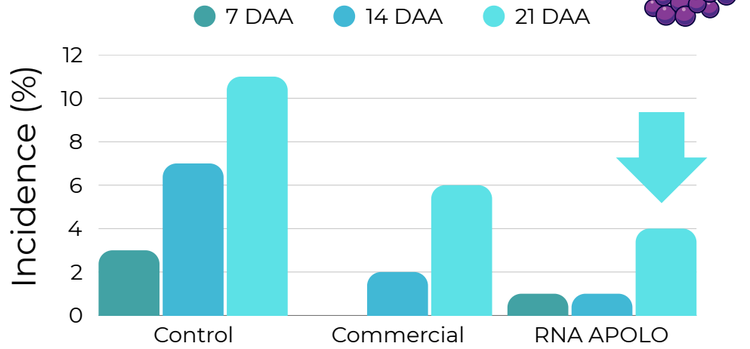


+24% Yield

2 applications, once the first symptoms of the disease are detected.
Commercial: Procimidone 50%
Site: NOA



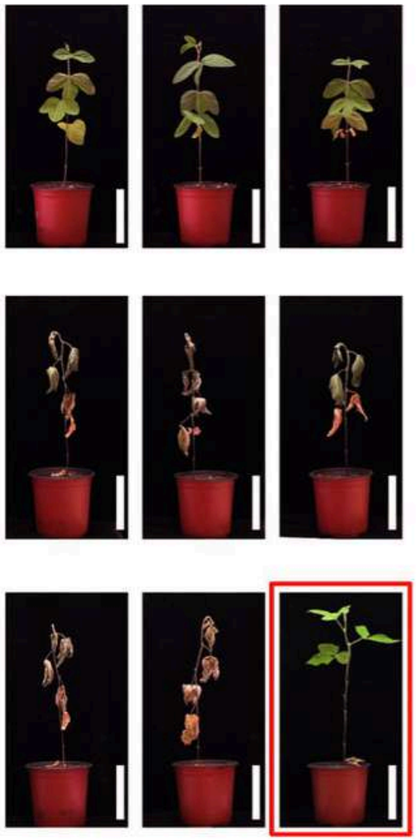
2 applications, once the first symptoms of the disease are detected
Commercial: Procimidone 50%
Site: NOA



The Blue Ocean – crop modulation

RNA tech uniquely developed by APOLO Biotech

Tolerance to Drought



Water Spray | Mock RNA | APOLO RNA

Boosting biological nitrogen fixation in Legumes



+30% nodules

Mock RNA | APOLO RNA

Tolerance to Heat Shocks

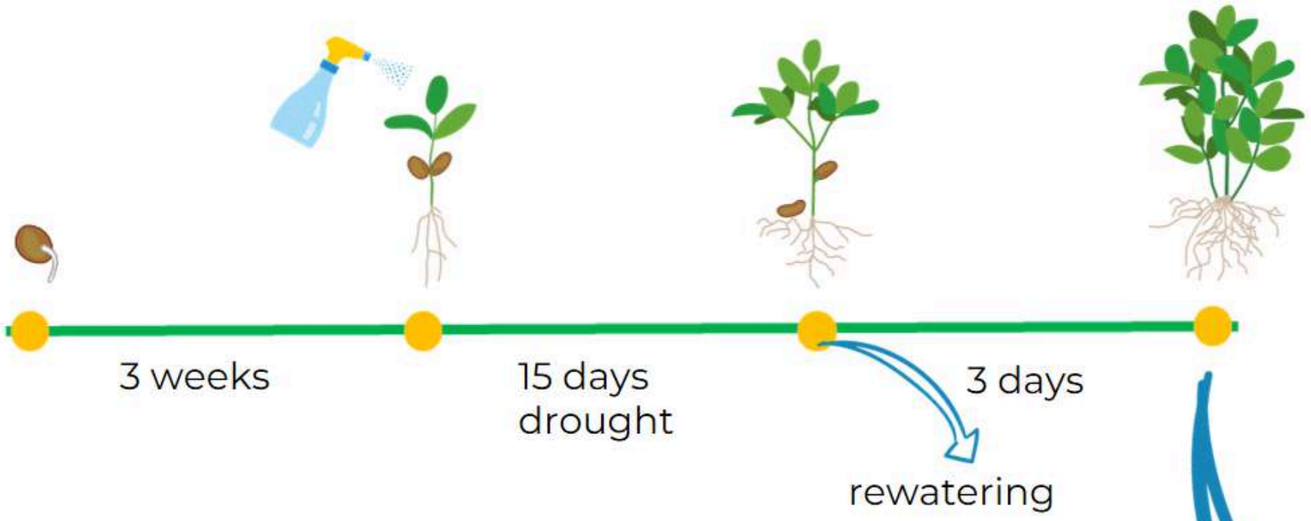


Control | Primed | Non-primed

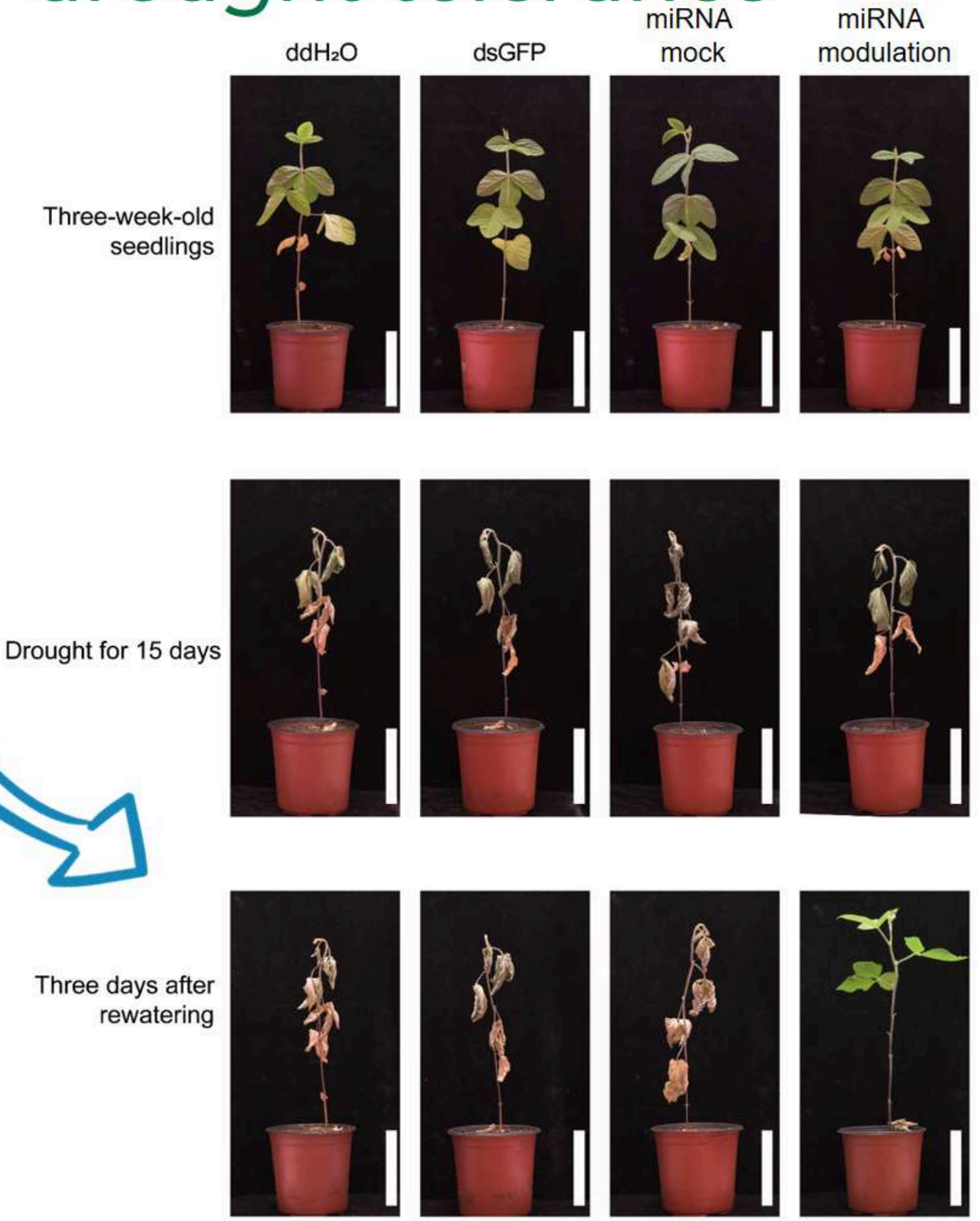


Primed | Non-primed

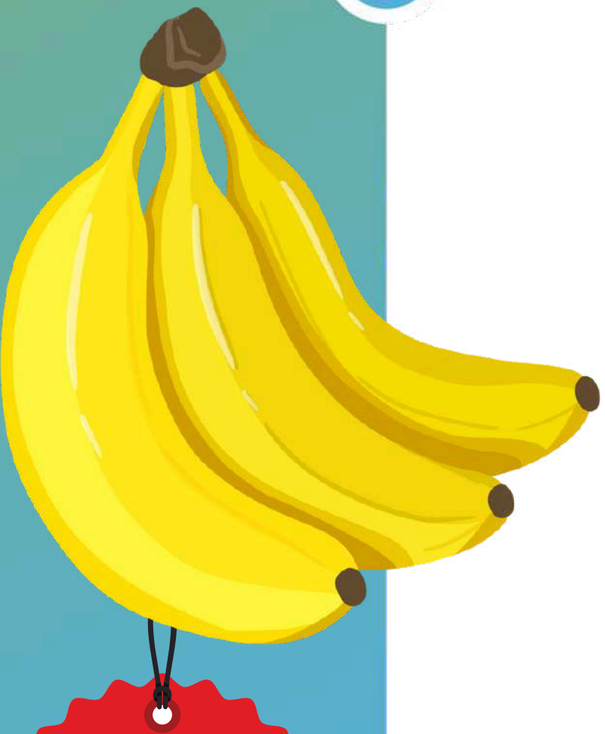
Soybeans – *crop modulation for drought tolerance*



Endogenous Soybean miRNA gene modulation



Business Case | Banana



PRICE

54,78 USD/Ha x 35 app/year

Chemical Price: 33,74 USD/Ha x 50 app/year

Countries: Ecuador, Costa Rica, Colombia & Brazil

TAM of ~727,000 ha (≈ **USD 900M/year** in Black Sigatoka)

SAM is ~545,000 ha

SOM ~270,000 ha

Potential markets: Asia, Africa & other LATAM countries (~8,300,000 ha)

Partnerships (>100k ha)

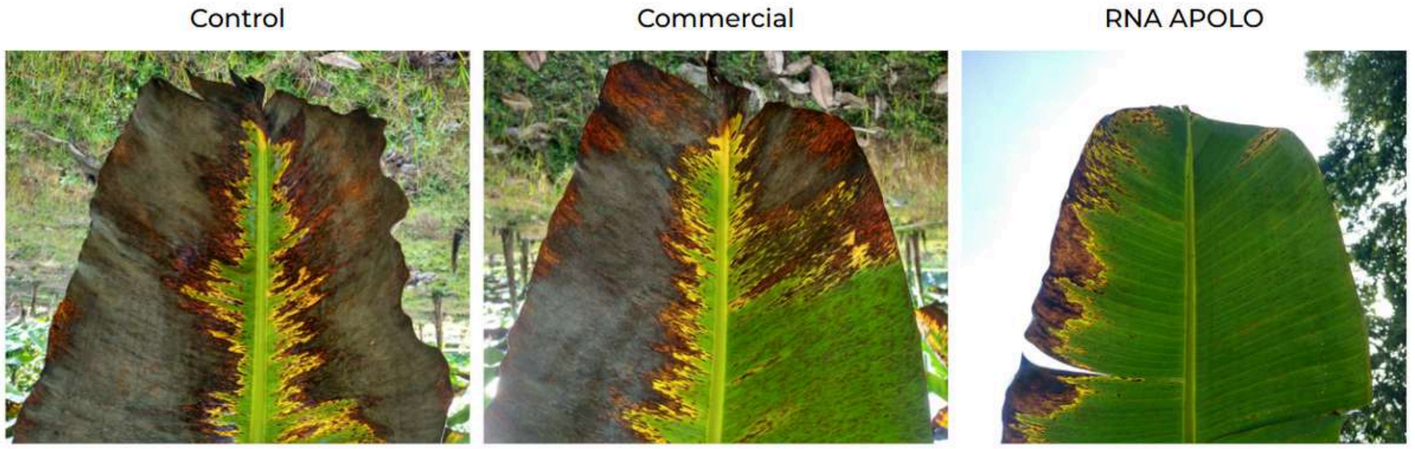
Fyffes

SpeedAgro
The Greener Standard

ALBAUGH
your alternative

Next Developments

- Fusarium TR4
- Colletotrichum (Anthracnose)
- Ralstonia (Moko)



Against Black Sigatoka Disease (*Mycosphaerella fijiensis*):

1 application, when plants have 1 m tall

Commercial: Mancozeb 3.0 L/Ha.

(Banned by EU 2026)

Site: Urabá, Colombia

42 DPA

Business Model (B2B + Supply)

Distribution Licence white brand under "Powered by APOLO Biotech" by region/product.

Channel Margin: +80%

Partners Agreements: R&D Pre-commercial, R&D collaborations, distribution, and compatibility agreements.

Pricing: Aligned to chemical and biological.

Product Supply: by APOLO (PxQ)

Regulation & field trials are in charge of Distributors

IP: Owned by APOLO

Brometán SOLUCIONES SUSTENTABLES

R&D Pre-Commercial agreement

- +30% market share in high value crop (Arg)
- Specialized sales force

SpeedAgro The Greener Standard

R&D Pre-Commercial agreement

- Regional leader on coadyuvants
- Complemented porfolio +20 countries distribution

SUMMIT AGRO

MTA (LATAM + Europe)

- Top 10 global AgInPut Leader
- Global distribution

ALBAUGH your alternative

Compatibility Agreement

- Top 10 global AgInPut Leader
- Global distribution

+US$ 800K + in kinds

R&D and Early adopters Program

*We promote to **elevate the quality standards** while increasing **profitability** and **sustainability** of their agricultural operations*

R&D Agreements on solving crop protection or climate resilience situations (e.g., fungi control or agrochemicals recplacement or crop development)

Partners Agreements: R&D collaborations, distribution, and technology validation MTAs.

Product Supply: by APOLO or our AgInput Distributor Partner

Field trials are in charge of the partner

IP: Owned by APOLO

R&D Agreement

- Global leader in Banana
- +6000 ha cultivated across LATAM

Technology Validation MTA

- Peanut variety owner
- LATAM reference

Technology Validation MTA

- Botrytis & Penicillium trials
- Global fruit exporter

R&D Agreement (in progress)

- Global leader in Malt
- R&D project on AI Barley germination

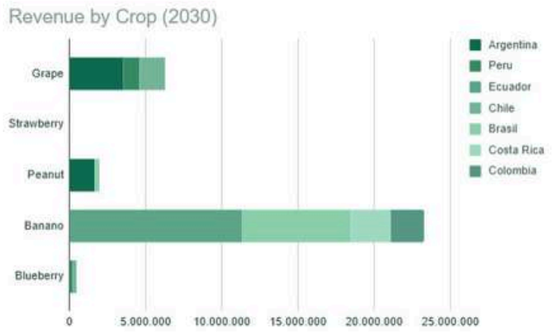
+US$ 100K + in kinds

APOLO Forecast |

Channel: Through partners by crop/country. Field Testing + Regulation. **Industrial plant:** In 2028, we strive to scale production and reduce costs to reach row crops. **G2M:** Aggressive margin strategy for the channel.(+80%) **Exponential:** +49 pipeline projects & +5 MTAs signed with potential distributors. **Farmers:** Fyffes +6000 ha in banano. 5 farmers have 75% of Argentina's peanut production.

Market share acquisition (SOM)				1%	10%	15%	25%	35%
Partner	**Country**	**Crop**	**Pathogen**	**2026**	**2027**	**2028**	**2029**	**2030**
Brometan	Argentina	Grape	Botrytis cinerea	768	7.682	11.523	19.205	26.886
Brometan	Argentina	Strawberry	Botrytis cinerea	6	60	90	150	210
SpeedAgro	Argentina	Peanut	Leaf Spot			1.627	16.271	24.407
SpeedAgro	Argentina	Peanut	Peanut Smut			1.085	10.847	16.271
SpeedAgro	Colombia	Banano	Black Sigatoka		188	1.875	2.813	4.688
SpeedAgro	Costa Rica	Banano	Black Sigatoka		161	1.613	2.419	4.031
SpeedAgro	Ecuador	Banano	Black Sigatoka		690	6.900	10.350	17.250
TBD	Perú	Blueberry	Botrytis cinerea		75	750	1.125	1.875
SpeedAgro	Brasil	Peanut	Leaf Spot				956	9.563
TBD	Chile	Grape	Botrytis cinerea		518	5.175	7.763	12.938
TBD	Chile	Blueberry	Botrytis cinerea		68	675	1.013	1.688
TBD	Perú	Grape	Botrytis cinerea		338	3.375	5.063	8.438
SpeedAgro	Brasil	Banano	Black Sigatoka			1.688	16.875	25.313

Ha	774	9.778	36.375	94.848	153.555
	USD 101.001	USD 1.784.812	USD 9.847.941	USD 20.031.990	USD 32.039.559





RNA Product Price: Same price than actual chemicals products per Ha/year



Farm-to-Fork accelerator driving the transition toward sustainable crop protection solutions

High-scale RNA production | *barrier to entry*

2024 - RNA Pilot Plant | Santa Fe, Arg

- First RNA pilot plant in LATAM
- GMO-free production
- Potencial production: 1M Ha/year
- RNA cost: same price as existing chemical products (99% RNA cost reduction since we started)

2026 - R&D Lab + Pilot Plant in Paris-Saclay
(€1+€1 R&D)

CAPEX Round: 1.5M USD (700K grant)

Alternatives

Centralized Industrial plant
- Batch
- Continuos process

Descentralized Pilot plants
- Geographical distribution by markets. (Arg, Fr, USA, Br)

Third-Party Production
- Production agreements with partners (only after Patent granted)

Founders



Matías Badano (CEO of APOLO Biotech) is an entrepreneur and specialist in innovation and business. He holds a degree in International Marketing and an Executive MBA from IAE Business School. Matías has participated in multiple incubation programs, including Singularity University, CREA Labs, and others. His experience includes Agtech consultancy at Banco Santander and roles in marketing at Bosch and Intel. He co-founded FosterJobs and another biotech startup. Recognitions include "Entrepreneur of the Americas" by CAF and Innovamerica in 2016, Forbes30 in 2016, and Argentine delegate for Y20 in 2018, among others.



Federico Ariel (CSO of APOLO Biotech). Top 2% Scientists Worldwide (Stanford Ranking 2025) & #15 best scientist in noncoding RNAs Worldwide (ScholarGPS 2020-2025), #1 in plant RNA biology. He holds a degree in Biotechnology and a Ph.D. in Biological Sciences. In 2011, he was awarded a European Union scholarship (EMBO) for his postdoc in France, where he specialized in Plant Epigenetics and non-coding RNAs. In 2016, he returned to Argentina and began leading his research group. Currently, he is a Group Leader at CONICET, based at IFIBYNE (CONICET- UBA) in Buenos Aires. In recent years, he has received several national and international awards, notably the UNESCO Al-Fozan Award as one of the five most outstanding young scientists in STEM worldwide, and the 2023 Bunge and Born Award in Agrobiotechnology. Federico served as a representative of CONICET on the board of Argentina’s leading tech-based company, Y-TEC (a joint venture between YPF and CONICET), from 2021 to 2023. He also served as a board member of the Argentine Nanotechnology Foundation, and was co-president of the Young Science Academy of Argentina from 2022 to 2024.

C- Team



Matias Badano
CEO



Federico Ariel
CSO



Johan Rodriguez
CTO



Ayelen Porto
COO



Martín Crespi

Adviser World Leader in RNA Biology

R&D Project Managers













RNA Production & Stabilization



Regulatory Affairs



Division Leader in AI & Data Science



Division Leader in Bioinformatics



Europe Country Manager

Total team
+30
(+16 PhDs)

APOLO Biotech

APOLO Biotech

Scaling the RNA revolution

RNA Science
Univ spin off
+150 scientific journals

Team
+30 (16 PhDs)
Top 2% scientists worldwide
(Stanford Ranking)

Tech Validation
+50 field trials
(fungal control)

Business Model
B2B + supply
+900K USD pre commercial agreements

2022

2023

2024

2025

APOLO Europe
Lab + pilot plant in Paris-Saclay w/ Dr. Martin Crespi

RNA Pilot Plant
+99% RNA cost reduction

Fundraising 5M USD

- Product registration (Go to market)
- Submit our first patent
- Expand our product pipeline together with partners.

Global leaders in RNA technology for agriculture



First RNA production plant for agriculture in LATAM, April 2024

SUMMITAGRO · ALBAUGH your alternative · SpeedAgro The Greener Standard · Brometan Soluciones Sustentables · BID LAB · IPS2 Institute of Plant Sciences Paris-Saclay · Agencia I+D+i Agencia Nacional de Promoción de la Investigación, el Desarrollo Tecnológico y la Innovación · eit Food · Fyffes

USE of funds

We’re raising US$ 3.5 - 5M in order to:

- Increase pilot plant production and minimize costs (from R&D to production mindset) & Patent IP submission.

- Increase our product pipeline:
  - Row crop
  - Post-harvest
  - High impact problem
  - Crop Modulation (e.g. abiotic stress)

- Regulatory submission in Argentina (expand regulatory field testing in Americas + EU + MENA)

- Pre-commercial marketing activities in collaboration with our partners

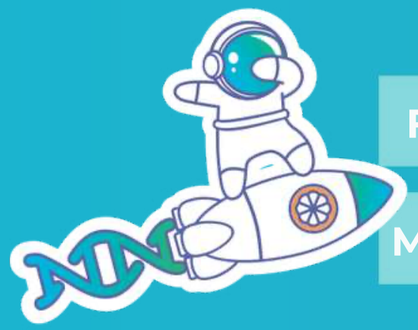
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APOLO Biotech

Join us in driving the transformation toward a sustainable future in agriculture.



Federico Ariel | Co-founder & CSO | fede@apolobiotech.com.ar

Matías Badano | Co-founder & CEO | mati@apolobiotech.com.ar