

## 1. Company Brief

**b-Kapz** develops a biotechnology platform that enables the transformation of agricultural biological inputs into solid, stable, and high-viability formats through cost-effective microencapsulation platform. Operating under a B2B model, **b-Kapz** enhances the scalability and adoption of biological inputs.

### Founder/CEO

Emiliano Agustin Barbero

### Location

Buenos Aires, Argentina

### Founding year

2025

### Sector

Agrifood Tech

### Website (link)

<https://www.b-kapz.com/>

### Management/COO

Juan Manuel Crespo

### Full-time employees (FTEs)

3 FTEs: 33,3 % women

### Funding to date

**\$150,000.00**

### Funding needs for 2025/26

**\$300,000.00**

## 2. Target Market

The agricultural biologicals market is valued at **\$16.67B** with a 13.8% CAGR. **b-Kapz** will enter through the \$5.25B biofertilizer segment. With our initial products targeting specific needs, we expect to access a \$261M market in the short term, then expand into broader biologicals markets, including animal nutrition and probiotics.

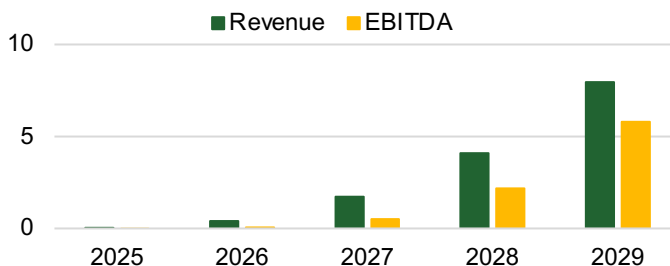
## 4. Impact/ESG

**b-Kapz** enhances chemical and biological fertilizer efficiency, cutting CO<sub>2</sub>e emissions by over **102.4 kg/ha**, equating to 5.1 kilotons in 2025 alone, increasing in the following years. Our solution boosts soil fertility, biodiversity, and climate resilience, especially for vulnerable communities. We align with ESG principles through gender equity policies, environmental stewardship, and transparent governance.

## 3. Business Model and Financials

**b-Kapz** operates a B2B model, licensing its proprietary microencapsulation technology to agricultural inputs companies via a hybrid model: a one-time technology access fee followed by royalties based on volume produced. The company also offers joint development agreements to co-design custom formulations with clients. Current pilots include HMA4 SA at the stage of industrial-scale, and additional pilots at laboratory stage in agricultural bioinputs and animal probiotics sectors.

### Traction and Financial forecast: USD\$, in Millions



**b-Kapz** expects to generate \$20,000 in revenue in 2025, scaling to almost \$8 million by 2029. This growth is driven by a robust B2B licensing model, validated technology, and an expanding pipeline of commercial agreements, with a forecasted EBITDA margin up to 70%, once consolidated.

## 5. Use of Funds

**b-Kapz** is seeking VC investors to raise **\$300,000 USD** by 2025 and 2026. The funds will be allocated as follows: 30% for Research & Development, 26% for consolidation and increase of pilots, 26% administrative expenses, 11% market expansion, and 7 % intellectual property.

## 6. Key Team and Credentials



CEO

**Emiliano Agustin Barbero:**  
Recognized world young agricultural leader and agrifood representative.



CSO

**Prof. María Flavia Luna**  
29 years' experience in research of microbes with application in agriculture; lab director at scientific institution.



COO

**Prof. Juan Manuel Crespo**  
15 years' experience in bioprocess scale-up and biological inputs industry.

### Contact person

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