

BIOsens developed a portable and rapid precise mycotoxins detection device. From the farm to the fork, BIOsens helps clients to reduce the risk of mycotoxins contamination and avoid associated losses. Its unique solution is the first to provide an automated way to prepare samples of plants (e.g., corn, wheat) and analyze them on content of mycotoxins within 21 minutes. The decision is made directly in the field!



WE MAKE FOOD TESTING EASY

## Opportunity & Product

Contaminated foods can cause seriously harm for humans and animals, especially children. Toxins are the most common type of contaminations and affect several agricultural commodities. Today, current solutions are based on chromatography and ELISA-Kits and require the testing **to be completed in laboratories, require skilled technicians and have a turn around of about 7 days**. We are providing a field test with an immediate solution. While the precision of laboratory solutions are valuable, it is more important for field tests with immediate results, allowing the agriculture groups to make immediate decisions on managing the crops. Our solution can be used **directly in the field by untrained personnel** and provides quantitative results within a **few minutes** eliminating the need for expensive and time-consuming laboratory analyses.

## Market

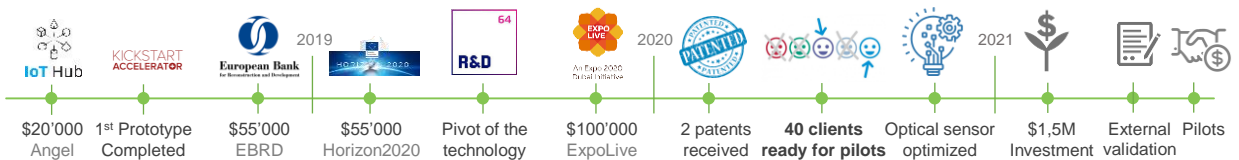
Mycotoxins are affecting about **25% of the agricultural commodities**, which correspond to a potential loss of about **1 billion** tons of food. This quantity would be **enough to feed an entire continent**. The mycotoxin testing market is projected to reach \$ 2.2 billion by 2022, at a CAGR of 8.0% from 2020 to 2026. The **market growth is driven** by factors such as **humid atmospheric conditions (climate changing)** leading to increasing in mycotoxins production in food & feed products, implementation of stronger **food safety regulations**, international trade mandates, growing **health** concern among consumers, complaints, **food recalls**, trends in **organic foods**.



1 of 4 agricultural commodities are affected by mycotoxins each year.

## Strategy & Traction

During the 2020 the BIOsens team has conducted **inhouse validation** of the laboratory prototype and has tested the device (**PoC**) with agricultural companies Agroprosperis and Agro Smart Lab. In the Q1 2021 BIOsens will finalize engineering prototype device testing 1 mycotoxin. From the **Q3 2021** BIOsens will start testing in operational environment the prototype for **testing 2 more mycotoxins**. In the first half of 2021 BIOsens continues piloting of a market-ready device with several crop producers. The first commercial sales will start by the end of 2022.



## Team

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## Business Model & Financing

BIOsens team had secured \$250'000 from international donors, founders and business angels for product and business development. Starting sales, BIOsens will earn revenue from three streams: devices sales (\$2500), disposable cartridges sales (\$15) and software subscription (\$10 per month). To start rapid commercialization BIOsens is seeking additional **\$1,5M** and invites investors **to join this exciting journey**.