



## Profile

#Biotech #Nanotech #Agtech

Pre-SEED round: \$2.3M  
Investors: SF500 (VC – Strategic) +  
IndieBio (SOSV) + Cornell University

## Traction



## Founding Team



Lic. Matias Figliozzi  
CEO  
([Linkedin here](#))



PhD. Claudia Casalongue  
CTO  
([Linkedin here](#))



PhD. Florencia Salcedo  
R&D  
([Linkedin here](#))



PhD. Vera Alvarez  
Board – Material Sc.  
([Linkedin here](#))



PhD. Daniela Caprile  
COO  
([Linkedin here](#))

## Advisors

Philip Rollinson, Former Global Product  
Manager, Dupont ([Linkedin](#))

Carlos Becco, Former Manager in  
companies like Syngenta. ([Linkedin](#))

## Contact

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Unibaio has developed a novel, biodegradable particle that helps plants absorb fertilizers and crop protectants more efficiently.

This allows farmers to use up to 80% less of these inputs and the Agrochemical companies to create better versions of their products.

## The Problem

The overlooked truth is that producing affordable food for billions relies on those very same pesticides that everyone wants to avoid on their table. Farmers are struggling with the transition towards more sustainable practices due to a gap in innovation needed to bridge between environmental and economic goals. For example, major crops like soybeans, corn or cotton are responsible for the massive use of glyphosate (the most used and controversial pesticide in the world), but it cannot yet be replaced by a biological "natural" alternative. The future lies in regenerative agriculture with fewer chemicals. However, it may take decades until we can completely replace them. Unibaio's technology fast-tracks this transition, aiming to cut chemical use by 50% by 2030 in line with EU regulations.

## The Team

CTO: 30+ years of experience in plant physiology, PhD from UC Davis (top US agricultural university). CEO: 8+ years of experience in business development of science-based projects, Economist, and second-time founder. Board: Includes former global managers from DuPont Chemical and Syngenta. Our team boasts PhDs in Physics, Chemistry, Material Sciences, and Life Sciences, alongside agronomists and international business professionals.

## Traction

*Pilots:* Over ten pilots are underway with major corporations, including the world's largest fertilizer company, two leading German chemical company, and the top biological company in the US.

*Field Trials:* Two years of field trials show a 40% reduction in glyphosate use, 40% in Mancozeb (fungicide), and 68% in Diamides (insecticide).

*Scientific Validation:* Completed Mechanism of Action assays (why it works) and a new patent filed in January 2024, with two more planned this year.

*Recognition:* Members of the World Economic Forum's Up Link innovation award, FoodTech 500, Deep Tech Pioneers Paris 2023, GrowNY, among others.

## Next Steps

We aim to close co-development agreements by the end of Q1 2025, with the first licensing deal within 12 months. Our dual sales approach—B2B and direct-to-farmer—will drive the global adoption of more sustainable farming practices

## History

