Leading smart livestock for 12 years

Marcos Iguma - COO & Co-Founder

June, 2-4th 2026

The 21st Century big issues



1958 World population was 2.93 billion

2030 It will be 8.5 billion

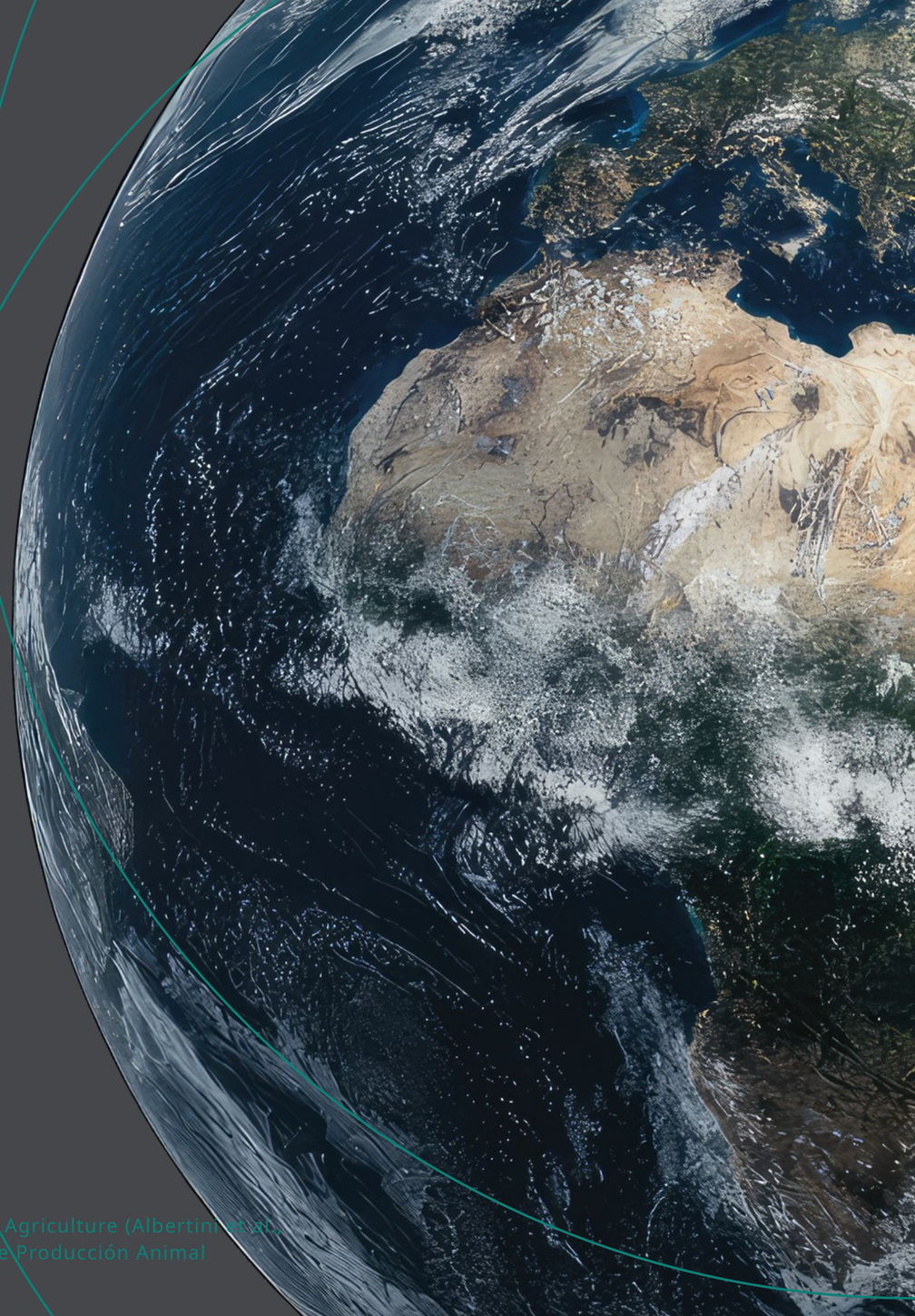
These 8.5 billion people will consume an average of 45.3 kg of meat per year, 25% increase compared to 36.4 kg consumed today.



Source: FAO, 2019. Available here.

Global call for efficiency

- **Higher efficiency**
- **Less environmental impact, Better use of natural resources**



1Nature Climate Change & Agricultural Systems (Oliveira et al., 2015; 2016); International Symposium on Greenhouse Gases in Agriculture (Albertini et al., 2016a b; Biase et al., 2016); Scientia Agricola (Biase et al., 2017); Animal Science (Costa Júnior et al., 2013); Revista Argentina de Producción Animal (Barioni et al., 2012); Revista Brasileira de Zootecnia (Barioni et al., 2011)

To achieve that goal and feed the world sustainably and profitably,

producers and meat packers will need a completely new approach.



We became obssessed for this “new approach” ⟶ let’s see the data!

2013

Are farmers ready to measure and process data
to make better decisions?

• PERFORMANCE • PROFITABILITY • ENVIRONMENTAL IMPACT • TRACEABILITY • CREDIT



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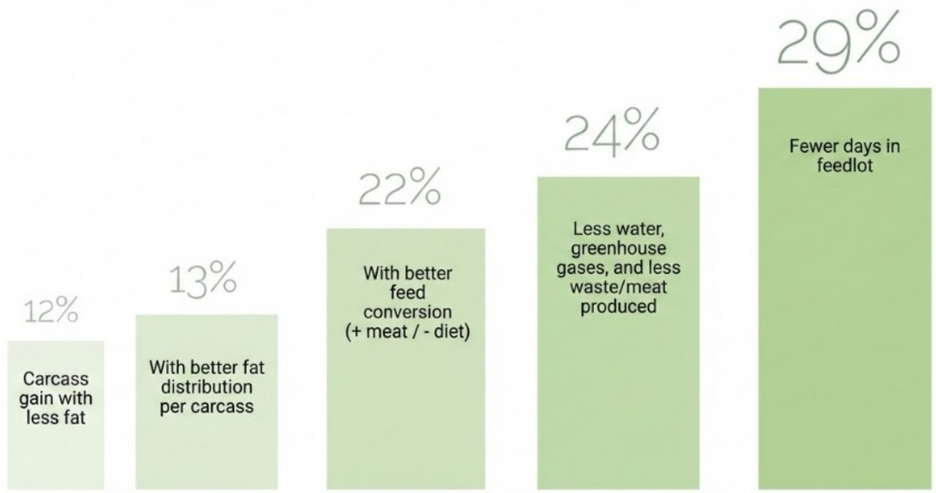


Why are farmers still operating blindfolded, or only using averages?



BeefTrader

BeefPerformance



Indirect benefits from the use of the BeefTrader platform in feedlots and in the industry

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BEEF TRADER

BEEF PERFORMANCE

+ 20 clients in Brazil
+ 30% profitability
+ 600 M USD in biological assets
+ 300 systems installed
+ 500k heads monitored





Beef Cattle



Poultry



Fisheries

Biology and technology must go together

We are the AI infrastructure enablers for livestock!

Robust devices + Powerfull Algorithms + Smart Softwares + Financial Arquitecture that increase value in the meat protein sector in scale!

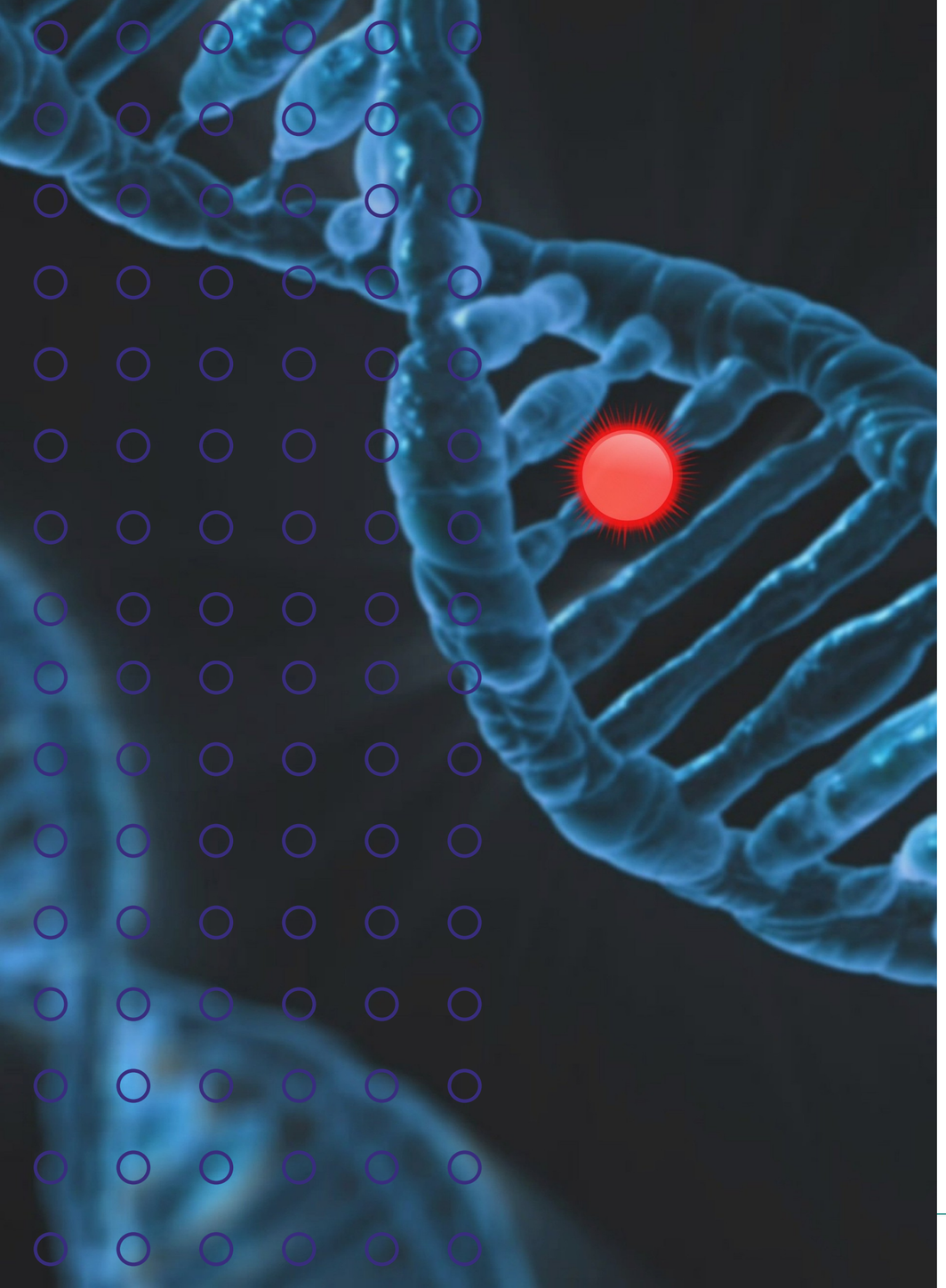


PoultryTrader

- + 9,12% profit increase
- + USD ~2M/unit.year
- + 6% costs reduction monitored heads
- + 3,45% improvement of Animal Conversion

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Livestock Profit Tool

An innovative genomics-based decision-making tool that identifies the animals with the highest cumulative profit potential within a herd, using both genomic and phenotypic data.

Transform genetic improvement with technology and profitability.

The pain

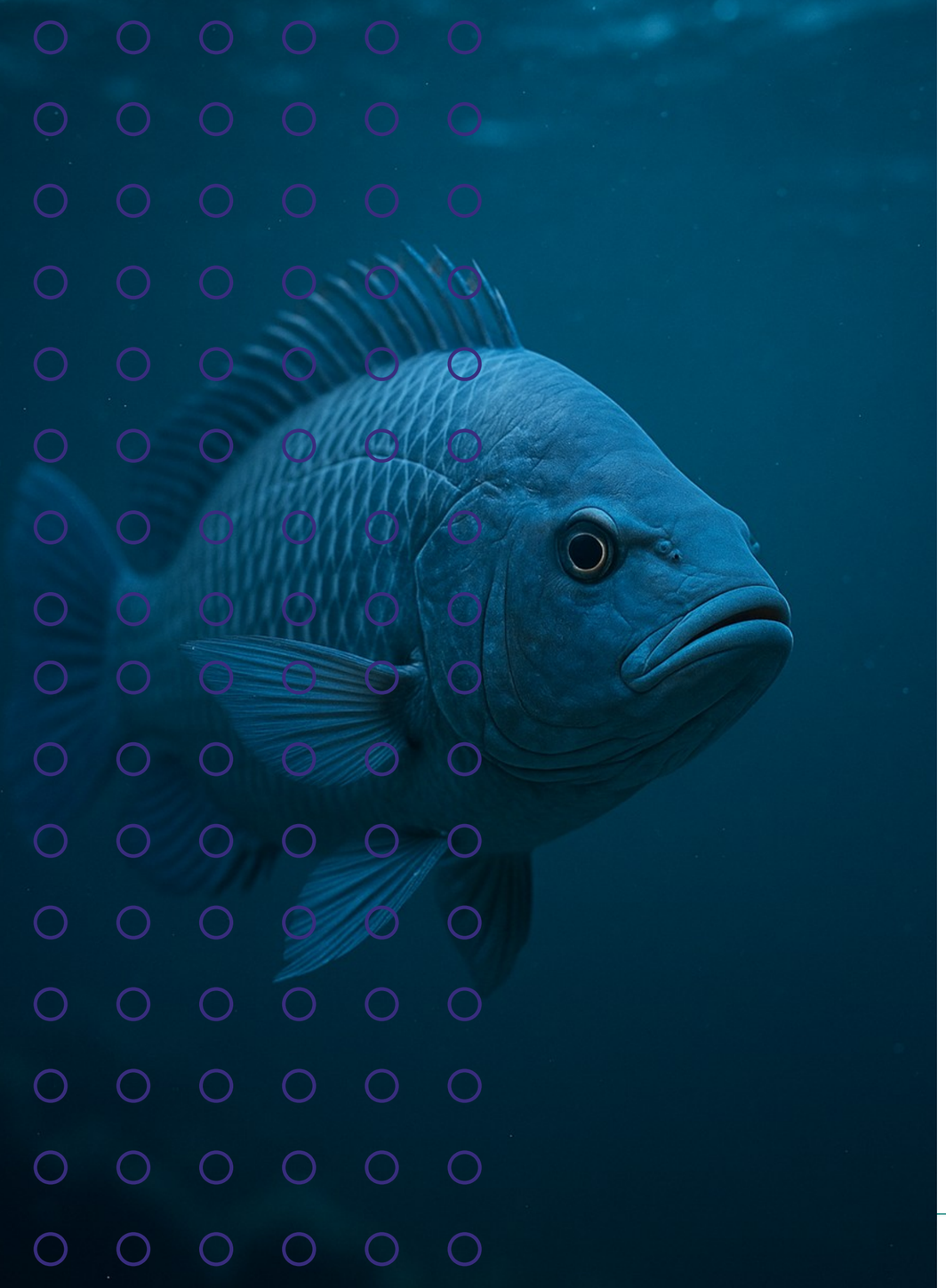
Difficulty in identifying genetically, within a herd, which animals truly generate the highest profit over time.

The solution

Integration of genomic and phenotypic data to calculate each animal's cumulative profit potential, accurately indicating which ones should be retained, culled, or used as breeders.

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FISH TRADER

It is the optimization and prediction platform for determining the Optimal Harvest Point, helping fish farmers and processing industries monitor and manage cultured fish with accuracy.
More technology and less subjectivity in harvest decisions.

The pain

Uncertainty and lack of precision in determining the right moment to harvest fish, leading to losses in growth potential, feed efficiency, and market value.

The solution

An intelligent platform that combines real-time production data with predictive models to determine the Optimal Trading Point, enabling fish farmers and processing industries to harvest with accuracy, maximize yield, and reduce operational risks.

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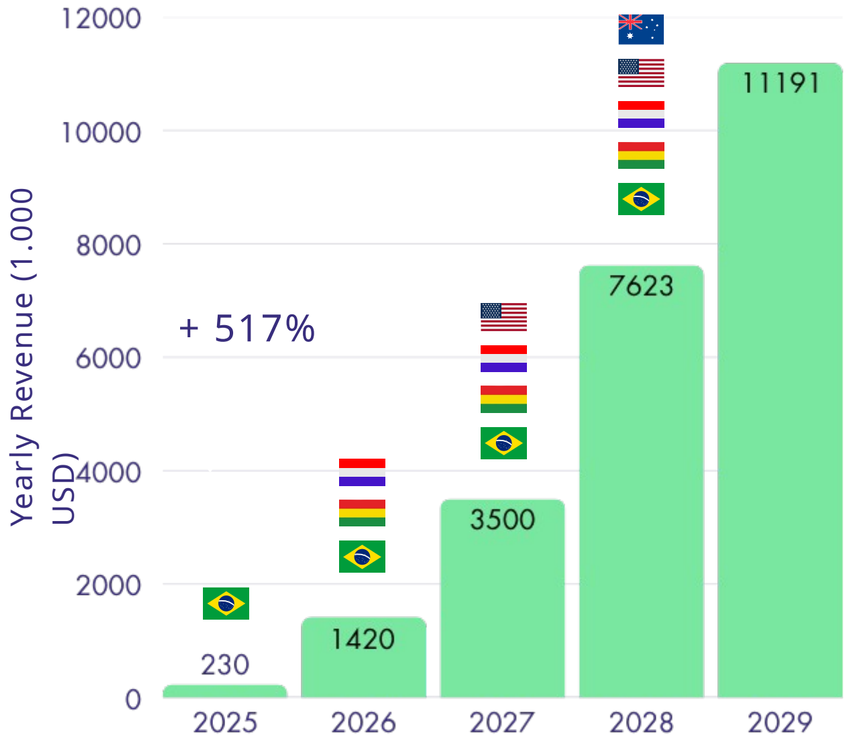
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TRACTION!

Highlights:

- **203% of Growth (2022 to 2025)**
- **Traction in Brazil**
- **Expansion to LatAm in 2026**
- **Expansion to US in 2027**
- **FishTrader launch in 2027**

Gross Revenues (2025-2029)



2013 — **Foundation** (São Paulo University)

2016-2018 — **Angel Investors**

2019-2023 — **Pre-seed**

2025 — **Add-on** (Pre-seed)

2026 — **Open Round** (Seed)

We don’t only evaluate potential, we have solid results!

11 years of Governance and Technology maturity	On the path to our first USD million	We already are the main players of the livestock game in Brazil

Recognition

+ 10 Patents

2025
- 1st Place – FIESP Seafood Industry AI Challenge

2024
- 2nd Place – José Ermírio de Moraes - Entrepreneurship that Transforms

2022
- Award FINEP Tecnologias 4.0

2020
- 2nd Place – AGRO 4.0 National Program

2019
- 2nd Place – AgTech Ganadero Award

2018
- 3rd Place – InterTech Agro Award (Intercorte 2019)

2017
- 1st Place – ABDI Startup-Industry Connection BRF

2016
- 1st Place – Leaders in Innovation Fellowships

Science and technology, together!

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SEBRAE

LONDON FAPESP WEEK June, 2-4th 2026

A story born in 2015 with BeefTrader

FAPESP is one of the most important institutions supporting innovation and technology development in Brazil.
@Tech has already developed 6 projects among its 12 years, side by side with FAPESP.

UK Research and Innovation

EMBASSY OF BRAZIL LONDON

THE ROYAL SOCIETY

The British Academy

SCIENCE MUSEUM

UK Science & Technology Network

MINISTÉRIO DA CIÊNCIA, TECNOLOGIA E INOVAÇÃO

GOVERNO FEDERAL BRASIL UNIÃO E RECONSTRUÇÃO

ESALQ

USP Universidade de São Paulo

Embrapa

Finep INOVAÇÃO E PESQUISA

CNPq Conselho Nacional de Desenvolvimento Científico e Tecnológico

ABDI Agência Brasileira de Desenvolvimento Industrial

UCDAVIS UNIVERSITY OF CALIFORNIA

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Thank you!

Marcos Iguma - COO & Co-Founder

Brazil, June, 2026



Marcos Debatin Iguma
CEO & Founder

- **Experienced operations strategist and deep-tech business builder in animal protein intelligence.**
- **Agronomic Engineer**
- **Esalq/USP (BR)**