Redefining Agriculture, Transforming lives

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Business Development
Lead discovery
Formulations

Dr Amit Shinde
Manufacturing & operations
Rapid screening
In vitro analysis

Dr Shekhar Bhosle
Marketing & sales
Lead discovery
In vivo analysis

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For farmers who are battling crop loss in changing climatic conditions, SNIPR offers next gen biologicals based on metabolites modulating physiological pathways.
SNIPR NICHE

- Humic/fulvic acid
- Seaweed based

- Specifically extracted
  - Protein hydrolysates
  - Enzymes

- Targeted biomolecules

- More defined compositions
  - Moderate impact on productivity
  - Advancing value proposition

- Well defined compositions
  - Impact on productivity
  - Substantiating claims

- Undefined compositions
  - Low impact on productivity
  - Empirical evidence

75% Physiological modulators
THE SNIPR EXPERIENCE

Tested on 40 different crops

30-40% Increase
Yield increase

40% decrease
Input cost reduction

50% increase
Crop protection

100% decrease
Residue on food

Increased yields and protection from climatic adversities
MARKET & CUSTOMERS

- over 20,000 acres in 10 states
- various agro climatic zones
- over 40 crops
- Liquid /granulated

- Market test run
- Product placement & market fit
- Sold 15000 L liquid
- Sold 200 MT granulated
REVENUE MODEL

**Model A – Indirect Market Access**
- Focus mainly on *row crops*
- Go-to-market based on partners channel

**Model B – Direct Market Access**
- Focus mainly on high value *specialty crops*
- Commercialization through distributors / strategic licensing agreements

Delta Agrogenetics Pvt Ltd, Finolex India Pvt Ltd, AgroNxt Technologies Pvt Ltd, Nubesol Pvt Ltd
With Several other in pipeline
**SEED FUND**

- **EQUITY – LEAP + Strategic partner**
  - GRANT - ANIC

**Upto 2016**

- **2017**
  - Future Food Asia

**2017**

- **EARLY ADOPTERS**
  - Early adopters
  - Proven value proposition
  - Working product
  - Capacity to produce in production relevant environment – 600 L
  - Diverse team expertise
  - Team Dynamics
  - Sales - 6L; PNL (0.68)
  - Sufficient Runway

**2018**

- Ignite, Agri-accelerator
- NBEC, WinER

**2019**

- **SEED FUND**

**2023**

- **MASS MARKET SUCCESS**
  - Proven value in multiple segments
  - Marque customers
  - Full scale production
  - Production systems
  - Full Team
  - Partners - GTM
  - Turnover – 25 Cr
  - Healthy Gross margins – 30%
  - Profitability achieved

**LATE STAGE SUCCESS**

- Pragmatic customers – 10,000 acres
- Repeat orders – 65 dealers
- Scalable Product – 6000 L, 200MT
- Product Innovation cycle
- Execution track record
- Partners - DELTA
- Proven Business model
- Sales - 1.3 Cr; PNL 14.26
Teamwork makes the dream work!!

Diverse expertise: Agronomy, Agrochemistry, Biotechnology, Nanobiotechnology, Bioinformatics, Modelling
Transforming Agriculture

One farmer at a time
bio
noun
life
natural
organic
life history

prime
noun
best part of existence
adjective
triggered
armed
more informed,
more prepared

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COVID-19 READINESS

✓ Ground plans, revised operational plans and budgetary allocations ready. Fund provisions for cash flow management made

✓ Restricted entry, maintaining history of workers, Entry exit Thermal scanning, Social distancing, surface sterilization, facility sterilization, staggered work hours. Team was already trained on this- before lockdown was initiated.

✓ PPE for workers have already been arranged – masks, gloves, face shields, production area fumigation and sterilization

✓ 30 % operational this week, 50 % May end. Further as per govt directives

✓ Last mile delivery and online linkages with farmers, organizations
SNIPR DISCOVERY PLATFORM

1. Lead Discovery
2. Plant Physiology
3. Identifying raw material
4. Formulation
5. Quality
6. Agronomy

by
BIOPRIME

SNIPR
NEXT GEN AGRI BIOLOGICALS
SMART NANOMOLECULE INDUCED PHYSIOLOGICAL RESPONSE

PATENTED

R
TM
Control          Treated

YEILD  2340 (c)  3210 (T)

✔ More earheads/Plant  20%

✔ More grains/ear  5%

✔ More weight/grain  20%

TOTAL IMPACT ON YIELD 37%