

## NG Biyoteknoloji Ltd. Sti.

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### **Co-Founders, Management:**

*Erkin Gozdereliler*  
*Mehmet Tunc Oztunc*  
*Mahmut Can Hiz*

**Year Founded:** 2014

**Number of Employees:** 4

**Amount and Type of Financing Sought:**

e.g. \$600k in 2018

**Funding Stage:** early stage

**Use of Funds:** Customer validation by mid 2017. 450k \$ net income in 18 months.

**Business Description:** NG Biotech develops, manufactures and sells microbial products for bioremediation of organic pollutants in land and water. Our product degrades and eradicates pesticide residues in soil, thus increasing the fertility and health standards of agriculture. Our targeted segments are farmers who apply good agricultural practices (GAP), conventional farmers and organic farmers, as well as ministries and subcontractors who are in charge of remediating natural reservoirs.

**Product/Market Fit:** Our beachhead segment is farmers who apply "good agricultural practices". Those farmers have to certify legally their soil quality regularly. By using our product, the farmers will not face any certification problems due to pesticide residues. On top of that, the crop yield will increase at least by 20%.

**Business Model:** The products will be manufactured in our facilities. It will be in liquid form and easy to use by mixing with irrigation water. The price will be 10-16 \$ per decare. We will use direct sale methods and also will work with local distributor networks.

**Customers/LOI:** Association of Fruit Producers (MEYVEDER), MIGROS Retail Chain Stores, Ekoloji Market, ECOCERT Turkey.

**Management:** The team consists of 3 academicians, Dr. Erkin Gozdereliler, expert on pesticides and biodegradation processes; Dr. Mahmut Can Hiz, expert on plant growth and agriculture; M. Tunc Oztunc, expert on fermentation processes.

**Technologies/Special Know-how:** Our product and process are patentable and meetings have been conducted with the third parties regarding the matter. Our product has been validated in our lab with laboratory scale experiments in means of degrading several major pesticide groups. Furthermore, large scale field experiments have shown that our product can eradicate one of the most used pesticide groups from soil in less than 48 hours.

**Competition:** Even though, a large number of microorganisms have been reported in the literature, there is no commercialized product that cleans pesticides from soil or water bodies.

**Funds Raised:** 160k \$ TUBITAK, 300 k \$ personal funds.