



**Facultad de Ciencias Económicas,
Universidad de Buenos Aires**
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Estrategia País: la innovación científico-tecnológica como motor del desarrollo en la cuarta Revolución Industrial

La BioEconomía de Oikos: BioAgriFood&Wood

Lisandro Bril
Founder & Managing Partner

EL MUNDO

Edición de hoy a cargo de Pablo Gaggero
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Alarmante informe | POCOS DÍAS ANTES DE LA CUMBRE DE GLASGOW

La emisión global de CO2 batió un nuevo récord a pesar del freno por la pandemia

La desaceleración económica por el confinamiento no alcanzó a reflejarse en los niveles atmosféricos de gases de invernadero, según una agencia de la ONU; alertan que la temperatura seguirá subiendo

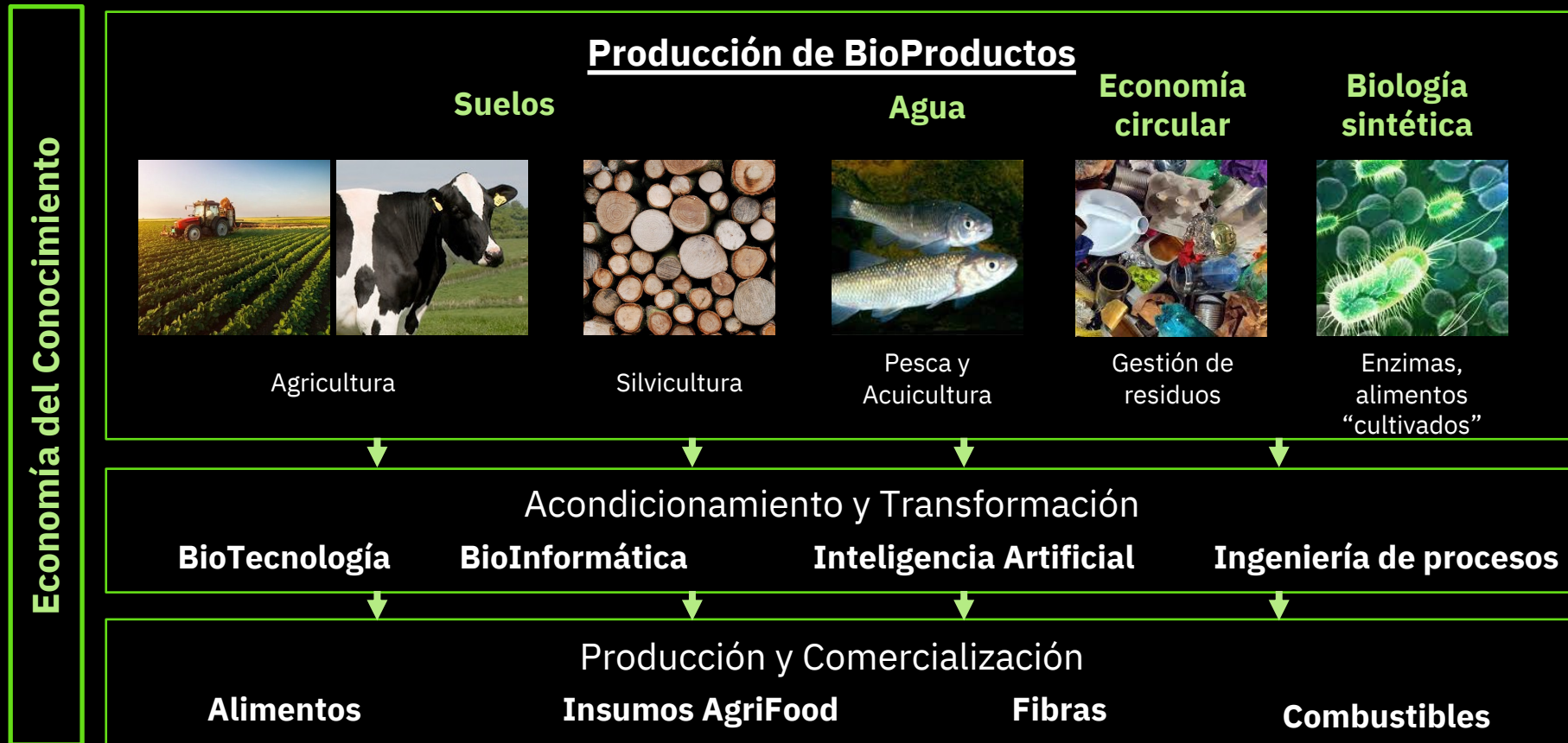
LAS CIFRAS QUE LLEGAN A LA MESA GLOBAL DEL CLIMA

25.000

Son los delegados y funcionarios de alto nivel de más de 100 países que asistirán a la cumbre climática y sus eventos paralelos



La BioEconomía utiliza Recursos Naturales Renovables para producir alimentos, energía, y nuevos productos sustentables



La BioEconomía se articula con los ODS (Objetivos Desarrollo Sostenible) promovidos por las Naciones Unidas



La BioEconomía: Fotosíntesis & Biomasa + BioInformática e Ingeniería Genética están abriendo un océano de nuevos productos



Enzimas producidas
vía Ingeniería
Genética y Crispr



BioMateriales de
construcción
e.g. CLT



BioMateriales para
industria automotriz



Nuevos Alimentos
e.g. “Carnes”
Vegetales y Cultivadas



BioPlásticos



BioFarmacéutica
basada en proteínas



Implantes Médicos



BioCombustibles
basados en residuos
forestales




KECLON develops innovative enzymes as environmentally friendly solutions to improve the performance of industrial processes.

Our R&D team, large scale fermentation technology, and state-of-the-art downstream processing consolidate our position as regional leaders in the industrial supply of sustainable solutions.

Atraer al mejor talento para la construcción de comunidades de innovación (hubs) en Ciudades Inteligentes para inversiones ESG





Maderas Multilaminadas con capacidad estructural y captura de 1 tn de CO₂ por cada Metro Cúbico de Chapa Laminada



ENKEL
SMART BUILDING

CONSTRUCTION FEATURES

- 


WOOD
The best way to evaluate the inherent efficiencies of wood today is to evaluate both the project savings (...)
- 

SUSTAINABLE
The search for these systems of conscious use and low environmental impact, is one of the most effective (...)
- 

DESIGN
These systems allow Architects, Builders and Structural Designers to express their own creativity (...)
- 


PLANNING
Planning and logistics, as fundamental tools for easier and faster construction, less labor (...)
- 

ECONOMY
The strategic planning of prefabricated products allows an economy that manages costs (...)



“Timber Is the New Concrete”: 8 Architects Pioneering Laminated Wood

This is the beginning of the timber age.

 Gabrielle Golenda

Un departamento de 80 m²
captura 28 tn de CO₂

BioEconomía y la digitalización de los agronegocios para la seguridad alimentaria global



Source: McKinsey Global Institute

1. Based on a set of metrics to assess digitization of assets (8 metrics), usage (11 metrics), and labor (8 metrics); see technical appendix for full list of metrics and explanation of methodology. // 2.

Compound annual growth rate. // SOURCE: BEA; BLS; US Census; IDC; Gartner; McKinsey social technology survey; McKinsey Payments Map; LiveChat customer satisfaction report; Appbrain; US contact center decision-makers guide; eMarketer; Bluewolf; Computer Economics; industry expert interviews; McKinsey Global Institute analysis

Oikos invertirá en toda la cadena de valor de la Producción de Alimentos, aplicando tecnologías 5.0 – “del Campo a la Mesa”

Wellness & Smart Communities

HEALTHY



Traceable Nutrition



Fintech

Agri Logistics

LOWER RISK OF ACCIDENTS

To the digitalization of crops, fruits, vegetables and livestock production:
The case of AgTech and Farming 5.0

El Corredor de Bio-Agri-Food-Tech del Cono Sur es clave en garantizar la seguridad alimentaria para 9 mil millones de personas (2050)



FOOD FOR
GLOBAL
GOVERNANCE
MARKETS
ENVIROMENTAL SOCIAL

Technologies from:



Los Fondos de VC estamos adoptando Procesos ESG para el “Scouting” y el Monitoreo del Portfolio de Inversión



Uruguay se está posicionando para atraer emprendedores innovadores de todo el mundo con aspiración de convertirse en un hub de innovación

Doing Business in Uruguay



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QUALITY OF LIFE RANKING Mercer, 2017	#1
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Uruguay: 98% de Generación Energía es Renovable y emite Bonos Verdes para financiamiento de Inversión Pública y Privada

Bloomberg Green

Green

Uruguay to Push on Environmental-Linked Lending at Multilaterals

By [Ken Parks](#) and [Eric Martin](#)

13 de octubre de 2021 9:00 GMT-3

- ▶ Minister to chair development advisory body to World Bank, IMF
- ▶ South American nation designing own green bond, eyes Samurai



Azucena Arbeleche Photographer: Santiago Mazarovich/Bloomberg

Uruguay is working on its own green bond that would allow it to borrow money for general spending purposes rather than earmarking funds for specific environmental or social programs as has been the case for sovereign green bonds sold by other countries, she said. Arbeleche declined to comment on the timing of the issuance, which she said would be the first of its kind in the sovereign bond market.

Oikos brinda un acceso diferenciado para implementar Tecnologías de Silicon Valley y de Israel en la región

*“Venture Capital is a network in human form”
Reid Hoffman, founder of LinkedIn...*



El Progreso no se medirá por crecimiento PBI, sino por ODS (Objetivos Desarrollo Sostenible) promovidos por la ONU



OIKOS



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Oikos Innovation Capital



LISANDRO BRIL

Founder &
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Colonia del Sacramento &
Buenos Aires

30 years
of experience in Angel
Investing and Early Stage
Venture Capital and SMEs



Lisandro is the **Founder and General Partner of Oikos Tech LLC** and he is sponsoring his fifth Venture Capital Fund. Currently with US\$ 125 Million of ASUM in **AltaVentures**, a Pan-American VC Fund, **J-Ventures Fund** (Latin American Founder of this Silicon Valley Fund) and **AxiaVentures SPVs** in Biotech (www.keclon.com and www.unleash.bio). He represents the **AxVentures-Pymar Fund** (Ana Botin Family Office) at the **Keclon Board**.

Lisandro has co-created and has worked as **Member of the Advisory Board and Investment Committee of CITES – Centro de Innovación Tecnológica, Empresarial y Social, Grupo Sancor** (Center for Technological, Business and Social Innovation, Sancor Group), the first Science Tech based incubator of Latin America, based in Sunchoales and Montevideo, following the Startup Nation Israeli innovation model.

He is a pioneer of the Latin American entrepreneurial ecosystem as a **Co-founder of Endeavor Argentina** (first Endeavor in the world) together with Woods Staton and three other leaders, actively participating in the **Endeavor Global Venture Capital Network**. He has been a **Judge** at the **Annual Harvard Business School Business Plan Competition**, as well as at the **MIT Latin America 50K**, the **Intel Capital** competition, and the **Naves** competition of **IAE – Austral University**.

His career in Venture Capital and high impact entrepreneurial development started as a pioneer during the 90s as **Angel investor in Graphical Information** (Executive Support System sold to **Oracle**), and in **Amtec** (now **NEORIS**). In 1998, he co-founded the **BGS Seed Capital Fund** in Latin America (Argentina, Brazil, Mexico and Venezuela) and was **CEO of i5/Hicks Fund** in Argentina, with US\$ 20 Million invested in **Mercado Libre** (MELI:Nasdaq), (DESP: NYSE) , and **Amtec** (Neoris).

Prior to this, Lisandro founded **Booz Allen Hamilton** in Argentina, and was its **Managing Director**. He retired as **Chairman** of the **BAH Advisory Board**, after the frustrated initiative of creating BAH Capital following the **Bain Capital** model. He also worked for seven years as **Partner** at both **Spencer Stuart** and **Korn/ Ferry International**.

Lisandro has an active civic participation

In March 2020 he co-founded **ConstiTuya**, a network of Argentine non-partisan citizens that has the purpose of creating public goods and foster state policies for ESG-compliant social and economic development. Bril is **Co-Founder** and **Treasurer** of the education NGOs **Fundación Equidad** and **Fundación Luminis**, **Member of the Boards** of **CIPPEC** (G20 Argentine organizer think tank), former **President** of **Harvard Club Argentina**; former **Member** of the **Foreign Trade Commission of the American Chamber of Commerce in Argentina** (AmCham) and the **International Organizations Commission** of the **Unión Industrial Argentina** (Argentine Industry Organization). Lisandro was as at the foundation stages of the **G50 Group**, **Washington Carnegie Endowment for International Peace** Latin American business leaders organization

Lisandro holds a **BA in Economics** (Cum Laude) from **University of Buenos Aires**, and an **MPA** from **Harvard John F. Kennedy School of Government**.

Oikos está creando un “Company Builder” de Inversión en Tecnología que opera desde Uruguay con Alcance al Cono Sur (Latam) y Proyección a Mercados Globales

**Oikos invierte en Proyectos ESG
con un enfoque “hands on **del campo a la mesa**”**

Una Tesis de Inversión en **Bio-Agri-Food&Wood Techs**

Oikos utiliza tecnologías disruptivas de Silicon Valley e Israel tales como Robótica, Inteligencia Artificial, IoT, Sensores, Edición Genética, Blockchain, como así también aplicaciones de Fintech y Logística

Oikos ha liderado durante 30 años el Desarrollo de Ecosistemas de Innovación en América Latina

Iniciativas clave de Oikos para el desarrollo de un Distrito de Innovación de BioAgriFoodTech y del Ecosistema Emprendedor




Lanzamiento de Programa de Demo Days :

- Robotización, Aplicaciones de IA, Ciberseguridad alimentaria, Trazabilidad, Biotecnología (Biología sintética y Bioingeniería)
- AgriFoodFintech
- Logística agroalimentaria
- Energías renovables
- Educación “online” de adultos para respaldar las habilidades y capacidades requeridas por BioAgriFoodTech
- Agricultura urbana
- Hidroponia
- Redes inteligentes
- Vehículos autónomos
- Aplicaciones de IoT-5G
- Turismo de Glamping

Actividades de Desarrollo del Ecosistema

- 1985-89: Under Secretary of State for Foreign Trade, Cofounder of Mercosur
- 1991 : First Venture Capital Conference, Buenos Aires. Foro at American Chamber of Commerce of Argentina
- 1992 ; Seed Capital Pledge Fund
- 1990 : Booz Allen & Hamilton Capital Initiative
- 1990 : Strategy Plan for Venture Capital Unit of IFI , Instituto de Fomento Industrial de Colombia, now Bancoldex
- 1994 : First Convertible Note Bond for SMEs launched at the Buenos Aires Stock Exchange
- 1998 : One of the Four CoFounders of Endeavor Argentina. First Endeavor Country Organization in the world
- 1998 : Hicks Muse Tate & Furst Latin American Fund. Holdinvest Advisory & Venture Capital Fund
- 2002 : Korn Ferry Venture Capital Initiative
- Judge of Business Plan Competitions at NAVES, HARVARD, MIT and Intel Capital
- 2008 : Founded AxVentures Pymar Fund
- 2016 : Joined AltaVentures Mexico Fund
- 2017 : Strategy for implementing Israeli Science, Technology, VC backed projects at CITES (Sancor Insurance Corporate Venture)
- 2019 : Established partnership for technology scouting in Israel
- 2020 : Joined as LP J-Ventures (Silicon Valley Fund). Cofounder of Latin America Community.
- Guest Lecturer at Harvard Business School, MIT Sloan School of Management, Stanford Business School, St. Anthony's College Oxford, University of Cambridge Judge Business School, Universidad de Buenos Aires, Instituto Tecnológico de Buenos Aires, Universidad Torcuato di Tella, Universidad de San Andres

Lisandro Bril - 20 años en Venture Capital. #40 compañías invertidas – 3,9x

	FUND I 	FUND II AxVentures PYMAR/ Holdinvest	FUND III & Co Builder 	FUND IV 	INVESTMENT COMPANY BUILDER 
AUMs US\$	17,5 MM	13 MM	1,5 MM	70 MM	100 MM
Year	1998-2008	2009-2019	2019-YTD	2013-YTD	2020-2030
Investors	Hicks, Muse Tate & Furst	FEC Family Office Ana Botin Co-Investors: BID-Fomin, CAF, Redtech	Lisandro Bril	Mexico Family Offices FOMIN, today IDB Labs IFC Fondo de Fondos de México	TBD
Region	Latin America	Argentina Global	Argentina Global	Mexico US Latin America	Southern Cone Latin America & USA. Co-Founder J-Ventures Fund Latin America (Global Silicon Valley)
Key Investments	Mercado Libre MeLi: Nasdaq Despegar/Decolar Desp:NYSE Amtec (Neoris)	Keclon Grand Data Pixowl Zauber	Technisys Unleash.Bio Keclon Graphical Information	Clip Technisys Kubo Financiero Converus Wanderu Mural Fricaeco	
Multiple					

Track Record of Lisandro Bril – 7 exits (3.9x)

