



**Asia-Pacific
Economic Cooperation**

2022/CTI/SYM1/008

**Sharing Sustainable Business Best Practices,
Success Stories Among APEC Economies: Food
and Agri Products and Services - Bio Natural
Solutions**

Submitted by: Bio Natural Solutions



**APEC Bio-Circular-Green Symposium
Bangkok, Thailand
20 May 2022**

ORGANIC WASTE CENTERED COMPANY



Bio Natural Solutions

2022



Miguel Malnati - CEO



Miguel Malnati

- **Biotech Researcher**
- **Peruvian Entrepreneur**
- **Engineer & Food Science Master Degree**
- **Innovation Fellow -UK Royal Academy of Engineering**
- **Global Innovator - Dubai Expo 2020**
- **BNS Worldwide Co-founder & CEO**

M

2022



@miguel.malnati



**In the world, 1 300 million
tons of food are lost per year**

(FAO 2019)

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**This food would be enough
to feed 2 billion people.**

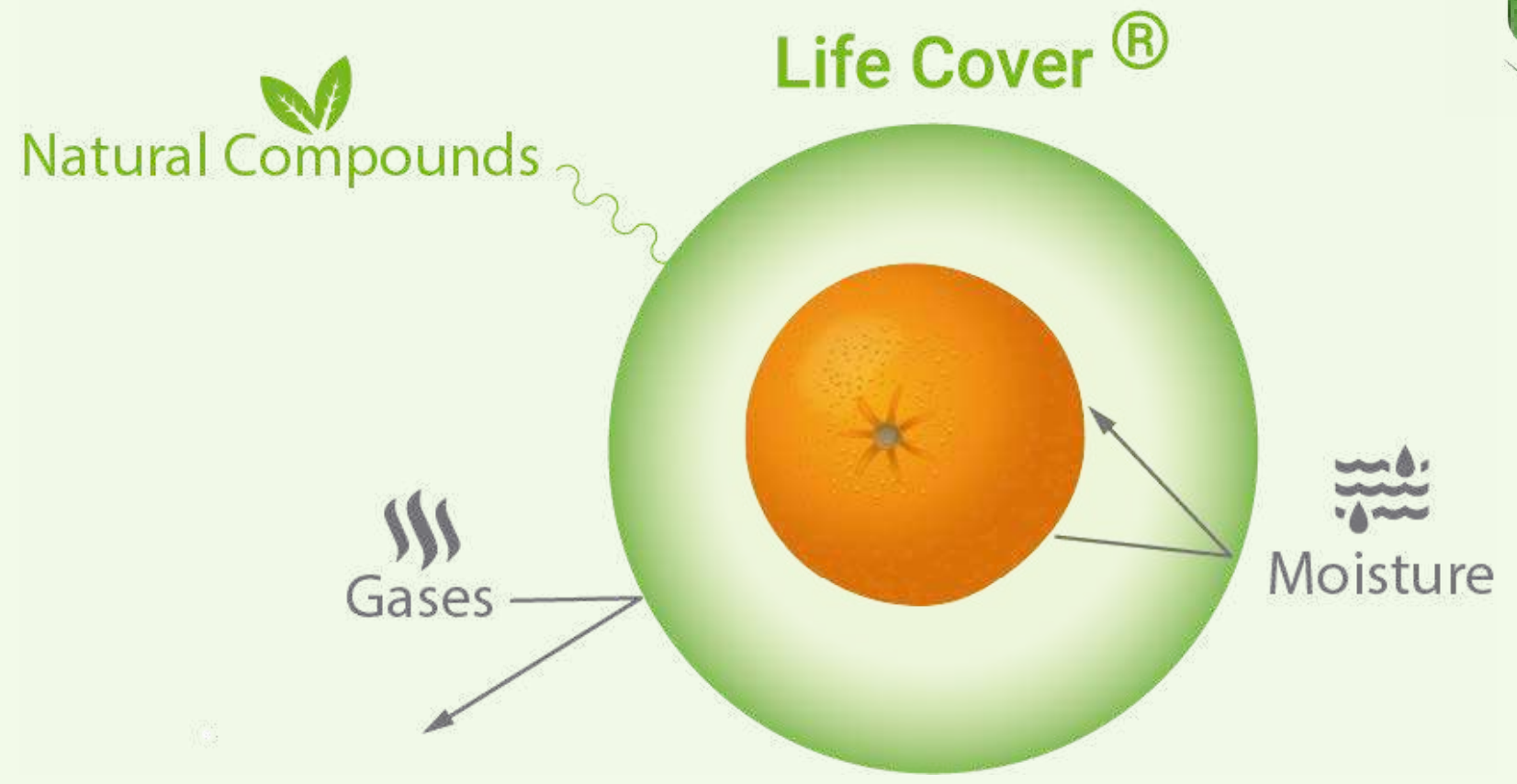
(FAO 2019)

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LIFE COVER®



Green Technology
Increases shelf life up to 200%

Organic Certification

Natural Liquid

Colorless Odorless

Keep their properties

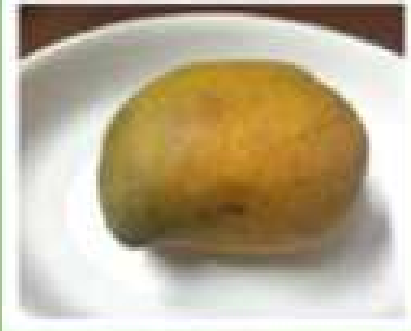

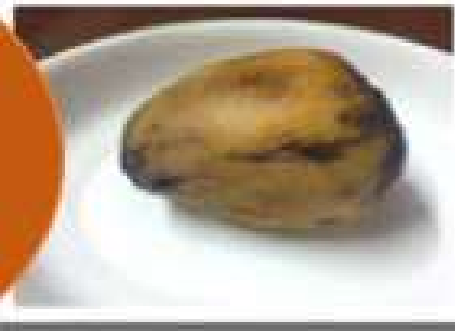







Patented Technology

Organic Conservation Technology



Life Cover Plus ®

No treatment

	Life Cover Plus ®		No treatment
Mango	 	170% To 21d from 35d	 
Orange		150% To 28d from 42d	
Avocado		120% To 35d from 42d	
Lemons		170% To 21d from 35d	

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Application Process



Reception

Washing

Coating

Packing

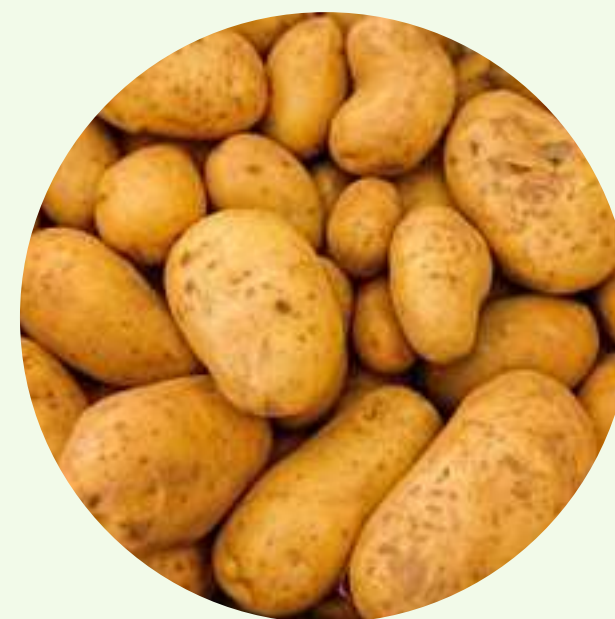


METHOD BY SPRAY

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Fresh Food:



Economies:

United Kingdom United States

México People's Republic of China

Spain Brazil

- PERUVIAN INNOVATION CENTER
- INTERNATIONAL PCT PATENTS (3)

BUSINESS MODEL



EXW-FOB Price



PER LITER OF LIFE COVER

Certifications

SENASA
PERU



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Our Impact - 2021

62k

Ton of fruit with
Life Cover

35k

Kilograms of fruit
waste reused

20k

Ton of fruit not
wasted on the shelf

ODS:



2022: Capacity: 1ton of waste per hour (10x
Impact)

BNS TEAM



Miguel Malnati
**Co - Founder &
CEO**



Ximena Adriazola
**Co-Founder &
Global Manager**



Daniel Oviedo
**Co-Founder &
Commercial Manager**



Gerardo Hernández
**Accounting
Leader**



Maria Desposorio
**Finance
management
Leader**



Marcia Milla
**Community
Manager &
Marketing Leader**



Nicole Tovar
**Content Manager &
PR Leader**



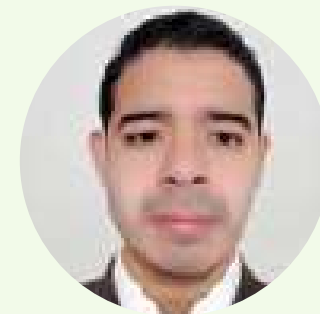
Moisés Ortega
**Head of Field
Technology**



Michelle Aranda
**Head of R&D and
Innovation**



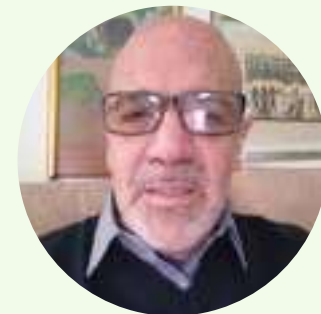
Jimmy Gomez
**Postharvest
technology
Assistant**



Carlos Amoretti
**B2C Sales
Leader**



Solange Larco
**Commercial
Assistant**



Carlos Melgar
**Agri-Sales
Leader**



Manuel Malnati
SEO SEM Specialist



Jesaya Ríos
**Head of Quality
Assurance**

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Background



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Pandemic Effect



100% fruits waste based products for housewives



Farmers of the future Program



We improve competitiveness and sustainability in family farmers



Agronomic
and
sustainable
management

Good farming
practices

Postharvest
handling of
fruits and
vegetables

Trends and
access to the
local market



More than 200 families of family farmers from:



Next Global Steps



Sustainable Global Distributors & Partners

- Markets interested in natural alternatives.
- Consumers attracted by sustainable proposals.



Global Impact creating Circular solutions

- Innovation center with global partners to impact the world



Be part of the change!

Thank you!

Contact us!

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