

## Scaling a Portable Molecular Diagnostics Platform


 **Country:** Argentina

 **Sector:** Technology

 **Amount:** 2.500.000,00

 **Province:** Ciudad de Buenos Aires

 **Subsector:**

 **Web:** <https://limay.bio/>

### Entity Profile:

Limay Biosciences is a biotechnology startup founded in Argentina, co-founded by two physician-scientists with more than 20 years of experience in molecular diagnostics and an entrepreneur with a track record in building technology companies. From its base in Buenos Aires, Limay focuses on developing fast, portable, and accessible molecular diagnostic platforms, integrating molecular biology, microengineering, and artificial intelligence algorithms.

The company's team includes:

- Dr. Marcelo Kauffman (Founder, Co-CEO & CTO). Physician-scientist with over 25 years of experience in molecular diagnostics and neurogenetics.
- Dr. Dolores González Morón (Founder, CSO). Neurologist and co-founder of Argentina's first clinical neurogenetics center.
- Federico Scagliotti (Founder, Co-CEO & CBDO). Entrepreneur with experience in building globally impactful technology companies.
- 15 multidisciplinary professionals in molecular biology, engineering, design, product, AI, and business development.

### Project description:

#### 1.- PROJECT DESCRIPTION

Nearly half of the world's population lacks access to fast and accurate medical diagnostics. In developing regions, this figure rises to 81%, largely because current methods rely on complex laboratories, expensive equipment, and specialized personnel—resources that are simply not available everywhere. This lack of tools results in 1.5 million preventable deaths each year and an unnecessary \$750 billion in healthcare spending. Without a clear diagnosis, patients are often prescribed incorrect treatments, delays in care increase, and antibiotic-resistant bacteria spread more rapidly.



## Scaling a Portable Molecular Diagnostics Platform

Limay Biosciences has democratized access to these tools through a portable molecular diagnostics platform that brings laboratory-level accuracy directly to the point of care. Its SMART® technology integrates advanced gene-editing tools and artificial intelligence into a compact device. This enables results with the same accuracy as a traditional PCR test, but in under 60 minutes and without the need for complex infrastructure. The system uses low-cost disposable cartridges, allowing for a solution as simple as a pharmacy rapid test, yet as powerful as a top clinical laboratory.

### 2.- BUSINESS MODEL

Limay operates through a network of commercial partners that sell to hospitals, pharmacies, and private medical practices:

- Low-cost devices (under USD 500) used to run tests;
- Reagent cartridges for the device, a recurring revenue stream that forms the core of the business, with partners earning a 20% commission on each kit sold.

The global diagnostics kit market is estimated at USD 49 billion, of which USD 1.9 billion is in Latin America and USD 4 million is currently addressable by Limay's products.

### 3.- FUNDING

As of 2025, Limay has raised USD 900,000, enabling the development of its first molecular tests and a panel for detecting respiratory pathogens. Funding sources include:

- Venture capital funds SF500 (Argentina) and CITES (Argentina);
- Two Start-Up Chile grants;
- Non-repayable grants (ANR) from Argentina's National Scientific and Technical Research Council (CONICET);
- Revenue from contracts with strategic partners (Bioceres, Wiener Lab, Infinity Pharma) for product development.

Looking ahead, an additional USD 1.5 million to USD 2.5 million is required to:

- Expand commercially across Latin America;
- Launch a new generation of sample preparation, reducing total processing time to 30 minutes;
- Integrate AI-based readouts, cutting costs in half and improving user experience;
- Complete development of the antimicrobial resistance (AMR) test.



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### 4.- IRR AND TARGET INVESTOR PROFILE

The target investor profile is preferably a Latin American or U.S.-based venture capital (VC) firm focused on early-stage (pre-Series A) investments, with experience in:

- Biotechnology / diagnostics / healthcare;
- International expansion of deep tech;
- Connections with public health or retail health markets (pharmacies, clinics, etc.);
- Experience in Latin America (considered a plus).

The investment entry strategy involves acquiring X% equity in the company, with exit through the sale of those shares.

### 5.- EXECUTION PLAN

By 2025, Limay has successfully developed and launched:

- Its first molecular tests for genetically modified organisms (GMOs) in 2021;
- Dengue detection tests (2023);
- A respiratory panel (2024) for simultaneous detection of multiple respiratory infections.

Future milestones include:

- 0–6 months: Launch of dengue test and respiratory panel; field validation in Brazil.
- 6–12 months: ANVISA (Brazil) approval and market launch in Brazil; completion of antimicrobial resistance (AMR) test development; validation of AI integration.
- 12–24 months: Launch of next-generation platform with integrated sample prep and AI; regional expansion; market launch of AMR test and sexually transmitted infections panel.

### 6.- OTHER BACKGROUND

Limay has received the following recognitions:

- Selected by Start-Up Chile (in two cohorts) to participate in its international deep tech startup acceleration program;
- Winner of Santander X Startup Argentina 2025;
- Participant in Draper University's Silicon Valley program for high-impact founders;
- Finalist in the World Entrepreneurship Cup.