

InnoCres Consultancy

Strategic Innovation for Sustainable Growth

Positioning

The challenge we solve

Strategic questions your organization must answer:

Where are the most valuable growth opportunities?

How can existing technologies be leveraged more?

Which business models deliver superior returns?

How to reduce risk while accelerating execution?

InnoCres Consultancy provides the strategic guidance and hands-on implementation support to answer these questions - and translate them into sustainable growth.



Our Capabilities

Six capabilities that drive innovation-led growth



Customer Insights

Uncover the insights that reveal growth opportunities, sharpen strategic focus, and enable confident decision-making.



Business Alliances

Identify, engage, and secure the partners best aligned with strategic objectives through our global network.



Technology Platforms

Identify and capture opportunities by assessing the strategic strengths of technology platforms and defining clear growth pathways.



Venture Capital Fundraising

Support start-ups in identifying and engaging the investors best suited to their strategic ambitions.



Business Model Innovation

Develop and validate strategies that enhance client relationships, profitability, and market position.



Implementation Support

Work alongside your teams to ensure strategy translates into operational execution and sustained impact.

Focus Industries

Deep sector expertise to accelerate innovation and growth



AgriFood

Innovating across the agricultural and food value chain - from primary production to advanced nutritional solutions.



Food Ingredients

Science-based ingredient innovation to develop functional products, access new markets, and align with evolving consumer demands.



Industrial Biotech

Transforming biological and chemical platforms into scalable, profitable business opportunities across multiple industries.

Why InnoCres Consultancy

What sets us apart

Insight-Driven Strategy

Combining scientific rigor and analytical thinking with deep market understanding to reveal high-value opportunities others miss.

Focus on Measurable Business Value

Every engagement is designed around tangible, trackable outcomes, not recommendations that sit on shelves.

Commitment to Successful Implementation

We work alongside your team through execution, ensuring innovation initiatives achieve their full intended impact.



How We Work

From insight to strategy to measurable results

1 Understand

We begin with a thorough diagnostic - market dynamics, technology capabilities, strategic priorities, and competitive positioning.

2 Define

We translate insight into a clear strategic direction: prioritized opportunity spaces, business model options, and risk-managed roadmaps.

3 Execute

We stay engaged through implementation supporting your teams with decision-making, partner engagement, and execution accountability.



Selected Projects

Translating strategy into measurable business results



Expansion into Bio-Based Chemicals

Global corporation entering a new bio-based chemical space.

Assessed attractive segments, strategic entry points, and viable expansion pathways.

Value delivered:

Prioritized industry segments with clear recommendations on partnerships and business models aligned to risk profile and growth ambitions.



Investor-Ready Foundations

Industrial Biotech / Biorefinery start-up seeking Series A funding.

Challenged and expanded commercial assumptions, market positioning, and technical scalability.

Value delivered:

Successfully raised a EUR two-digit million Series A on the back of a rigorous, investor-ready business case.



Restore Industry Leadership

SME in crop protection seeking to regain competitive position.

Designed roadmap covering R&D priorities, product portfolio, and commercial execution.

Value delivered:

Fully integrated strategic roadmap providing a structured pathway to regain competitiveness and accelerate growth.



What our Clients Achieve

The value we deliver for our clients



De-risked market entry into new industry spaces | Bio-based Chemicals
Prioritized opportunity maps and partnership recommendations that accelerate strategic decisions.

Unlocked technology value through divestment | Crop Protection
Signed EUR 7-digit technology access fee and milestone agreement for an SME in bio-crop protection.

Strengthened investor confidence in fundraising | Industrial Biotech
Validated business case that enabled a EUR two-digit million Series A.

Rebuilt strategic direction for an industry incumbent | Crop Protection
Integrated strategic roadmap aligning R&D, innovation strategy, product, and commercial execution.

Meet our Managing Partner

Oswaldo da Costa e Silva, Ph.D.



Oswaldo brings over 25 years of senior experience at the intersection of science, strategy, and business execution - across AgriFood, Functional Food Ingredients, and Industrial Biotech.

His career spans global corporations, SMEs, and start-ups, giving him a rare ability to operate credibly at every stage of an organization's journey. He has conceived the investment thesis and led fundraising of venture capital fund in the AgriFood space, delivered strategic roadmaps to drive 300%+ revenue growth, and serves as Non-Executive Chairman & Director and advisor to start-up companies in AI-enabled functional food ingredients, industrial biotech, and new-generation plant breeding.

Fluent in four languages and having lived and worked across Europe, the Americas, Africa, India, Southeast Asia, and China, Oswaldo brings both global perspective and deep sector knowledge to every engagement.

His approach is direct, rigorous, and focused on one outcome: turning your innovation ambitions into measurable business results.



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Ready to Grow?

Let's start a conversation about your innovation ambitions

Whether you are a global corporation looking to accelerate growth or a start-up seeking to scale or fundraise, InnoCres Consultancy brings the strategic clarity and implementation expertise to make it happen.

Let's start a dialogue – [click here to schedule a call with us today](#)



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