PERSONAL & OPPORTUNITY SUMMARY

Abel Adrián Capovila

abel@capovila.com / Mobile / WhatsApp: +54 9 3772 583965

I look for business opportunities inside industries, operations and problems I understand - and increasingly, in the spaces connecting them.

WHO I AM

I am an Argentine entrepreneur with experience in international logistics and foreign trade across Mercosur.

I come from operations, not consulting.

Working inside that environment has taught me to look beyond the service being provided and pay attention to the friction around it: where information breaks, where capacity is wasted, where companies depend on manual coordination, and where an industry is changing faster than its operating model.

Over time, I realized that this is the part of business I am naturally drawn to: not only understanding how something works today, but noticing what is missing around it - and wondering what business could exist there tomorrow.

I am most interested in the point where an existing operation stops being enough - and a new business may need to exist.

WHAT I SEE

Two areas I keep coming back to.

Not as finished startup pitches. As places where I think there is something worth exploring underneath the surface.

01 / LOGISTICS

From visibility to operational understanding.

Logistics has become very good at moving things, but information and decision-making are still surprisingly fragmented.

I see an opportunity to move from software that simply records or displays an operation toward systems that actually understand what is happening, identify what is preventing the operation from moving forward, and help coordinate what should happen next.

I am also interested in how logistics networks hand work from one another. Borders, terminals and logistics nodes could become smarter handoff points between international and domestic networks - not simply places cargo passes through, but places where the next part of the operation can be reorganized more intelligently.

The broader opportunity I see is not necessarily another logistics platform. It is a more intelligent layer between physical operations, information and decision-making.

02 / MINING & OIL

The opportunity around the growth.

Mining and energy are attracting enormous investment into physical infrastructure, technology and production.

What interests me is what happens around that growth.

Every large operator creates an ecosystem of contractors, logistics companies, suppliers and service providers that eventually has to operate at the standards of a much larger organization.

I believe some of the most interesting opportunities may emerge not only inside the mine or oilfield, but in the infrastructure connecting those companies to the thousands of businesses around them.

HOW I SEE IT

The signals tend to appear on their own.

I don't usually sit down and decide that I need to 'find an opportunity.' When I spend enough time around an operation or an industry, certain things begin to stand out.

- A process that requires too many people to coordinate it.
- The same complaint coming from different companies.
- A workaround that everyone has learned to accept.
- An expensive resource being used inefficiently.
- A new requirement forcing an entire group of suppliers to change the way they operate.
- A growing industry creating problems around it faster than those problems are being solved.

Why does this still work this way? Is the same problem happening somewhere else? Who suffers enough from it to actually pay for a solution? Does this need another tool - or is there a business hiding underneath it?

WHY I SEE IT

My way of thinking about opportunities comes primarily from personal experience and constant exposure to real operations, as my business handles more than 700 international logistics and foreign-trade processes every month across Mercosur.

We work directly with multinational companies, their teams and their suppliers, and operate within an ecosystem of carriers, importers, exporters, logistics providers and other participants in international trade. We also maintain working relationships with OEA / AEO-certified logistics operators.

Personally, I have participated in bids and projects that required me to think beyond day-to-day operations and design broader solutions for customs border crossings under national administration.

Today, we also have links to the mining sector and access to technical collaborators and software developers who can help prototype and test a hypothesis when an idea becomes worth exploring.

My way of thinking about opportunities comes from personal experience. Constant exposure to how companies actually operate has changed the way I see how businesses, industries and problems connect.

WHAT I AM LOOKING FOR

I'm not looking for something to do.
I'm looking for something worth building.

These are two areas I keep coming back to because I believe there is something worth exploring underneath them.

I'm probably wrong about parts of both.

That's the interesting part.

THE KIND OF WORK THAT INTERESTS ME

A market, an operation or an industry where the answer is not obvious yet - where understanding the problem, connecting the signals and deciding what is actually worth building matters more than following an existing playbook.

Abel Adrián Capovila

abel@capovila.com / Mobile / WhatsApp: +54 9 3772 583965 / Argentina