

TWO B MONTHLY

The Global Biocontrol & Biostimulants E-Newsletter

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Nutrimite™ is a product Biobest developed to provide a food source to allow predator mite establishment prior to pest arrival. How has the market responded to Nutrimite™?

Nutrimite™ is more than a product. It enables a totally new biocontrol strategy: building a standing army of predatory mites before the arrival of the pest. You breed them when and where you need them. In your crop, that is. The market has embraced the concept and our sales keep growing year after year. We roll out crop-specific strategies. Some examples: in cucumber we recommend Nutrimite™ + swirskii; in roses our Dyna-Mite® strategy with Euseius + Nutrimite™ is now widely adopted by leading growers; In pepper Nutrimite™ boosts degenerans in the north, in the south it is used with swirskii to enable an early start of biocontrol. We've seen competitors trying to blame Nutrimite™ for boosting thrips. The data show the contrary: the boost that our specially selected pollen provides to the predators leads to superior thrips control. Recently, we see competition adopting the "feed the predators" strategy but none of the competing products in the market deliver the same benefit as Nutrimite™.

Biobest is present in over 60 countries with subsidiary companies in 13 countries. What have been the major drivers behind your global expansion and what has made it successful?

Biobest thirty-year history is a story of continuous growth and global expansion. Biobest has been the pioneer in bumblebee production and brought bumblebee pollination to tomato greenhouses. Back in 1987, that was a breakthrough innovation and a game-changer for tomato growers. It's an important anniversary that we will celebrate later this year with our customers, our teams and our partners. Bumblebees also paved the way for the rapid development of biocontrol, a market which we entered soon after with great success. But, let's focus on the more recent growth drivers. Our company stands for tailor-made advice to growers. We support our distributors in many countries to deliver the highest standards of service. But we have also become more and more involved in direct distribution in key markets. With dedicated local teams helping growers achieve their economic and ecological goals. This has been a very successful path. Several Biobest subsidiaries across the globe are involved in production. That facilitates a reliable and fast supply chain. It helps us navigate

legislation and deal with the need for native organisms in different markets. We remain focused on a limited number of strategic crops (greenhouse vegetables and ornamentals, soft fruit) and our ambition is to offer a full package of natural solutions to deal with all of the grower's crop care needs. In these crops we are probably the supplier that meets the grower on the most regular basis through our dedicated teams mentioned above. Other bio-control producers have understood that and are more and more proposing to offer their products through our distribution channel. Our product portfolio is therefore growing and we're filling gaps in our global coverage also through M&A. Our global expansion is set to continue.

Biobest has demonstrated the ability to innovate with Flying Doctors® & Nutrimite™. What is on the horizon for you and the macroorganism market in general? Are there still new things to come?

With Dyna-Mite® G System (*Euseius gallicus*) for biocontrol in roses, Sphaerophoria for aphid control, Tupiocoris against whitefly in Argentina we have launched several new beneficials. We have a full R&D pipeline with new macro-organisms but our scope today is much broader than that. We work in-house and with partners to deliver a full suite of effective, natural solutions.

Biobest has the goal of developing biological control and pollination for open-field crops. What do you see as the crops where that can first be achieved? What will be the key for success?

Berries are key. Demand is growing rapidly. The consumer expects a product without chemical residues. We will stand by the grower to achieve that challenge. We've expanded our production of Phytoseiulus to 4 sites on 3 continents, that's an important door opener. We developed convenient outdoor pollination products and continue to grow our range of bumblebee species with a view to provide native pollinators everywhere. We're on the ball for new problems such as spotted-wing Drosophila. Drosotrapp and Drosattract are widely recognized for top performance. We invest in R&D testing new products and developing new application technologies. The key for success: complete, proven solutions delivered to the grower with high quality advice and support. In crops like apple, cherry, pear... growers know they can count on our outdoor pollination products. When weather conditions during flowering are challenging, bumblebees are much more active than honeybees. We are investing also in two new strategic crops: we develop bumblebee pollination in kiwi, Flying Doctor®'s combined with pre-collected pollen is very attractive for production of value added varieties. In citrus, we are currently mainly active in Spain. We are developing an integrated offering and see great potential for the future.

Along with your Flying Doctors® technology, the use of your live insects, whether pollinators or predators, preferably require an integrated biocontrol program to prevent damage to them. Given this need do you see expansion through acquisition into other areas of biocontrol such as microbials?

We have a long tradition of advising growers about side effects of agrochemicals and choosing compatible products. Of course, our ambition and that of many growers is to move to a full suite of natural solutions. Don't forget that Biobest played a pioneering role with the first-ever microbial biopesticide registered in Europe, PreFeRal. We have done a lot of work to enhance and develop our biopesticide portfolio. PreFeRal is high on the agenda in Europe now that Bemisia is on the rise. We've recently launched ASPERELLO™ T34 Biocontrol in France, Netherlands, USA and Belgium and expect a lot from this Trichoderma product. Prestop® 4B in combination with our Flying Doctors® was

recently registered in France and the Netherlands, and received a prestigious Sival D'Or award. We distribute PMV®-01, a vaccine against pepino mosaic virus – produced by DCM - in tomato in several countries (Morocco, Poland, Hungary, Austria,...). So our approach to access microbials and other biopesticides through partnerships is quite successful. The strength of our global distribution network is very compelling to our partners.

In December, Biobest announced a deal to acquire Real IPM Kenya Ltd with expected closing in early 2017. In addition to a presence in East Africa, what other technologies and capabilities does this deal bring? Do you plan to expand their products to your full distribution network?

East-Africa is an important area for ornamentals and vegetables. A strong presence in this market is of strategic interest to us. Real IPM also has solid distribution channels into other parts of Africa and is quite strong in biopesticides. The company has done pioneering work to create suitable channels to bring biocontrol to small farmers. We are convinced this is going to be a powerful platform to bring much needed sustainable technologies to African farmers and see a lot of growth around the corner for Real IPM. Synergies will go in two directions: Biobest's own products and the group's strong global appeal to partners with interesting products will contribute to expand Real IPM's offering. Real IPM products will also contribute to Biobest's global portfolio. It adds a highly competitive production site for different biocontrol products to our network. That will enhance and diversify our global production capacity.

In the opening days of 2017 you released your first grower opinion poll conducted through your website. Can we look forward to Biobest sharing more information on what growers think? What further topics should we expect?

Obviously, with a continuously growing base of registered growers on our website, this is a great way to learn about growers needs and opinions in different parts of the world. We'll share outcomes with the grower community. Expect a diverse range of topics related to IPM, biocontrol and pollination but also to more general developments in the market. We aim to learn from growers and share information with them. There is yet a way to go, but our ambition is to develop this into a highly respected reference source of information in our market.

Is Biobest planning to enter the sector of biostimulants as some of your competitors have started to do? And if so, will you first go for microbials?

Like with biopesticides, we've started already by partnering with others. A good example is Greenstim® from Lallemand Plant Care against tomato blossom end rot and to improve fruit firmness in berries and tomato. In the US we market the product under the name Bluestim. We are actively working to expand our biostimulant portfolio through further partnerships: we aim to offer growers of greenhouse vegetables and ornamentals and soft fruit growers in general natural solutions for all their crop care needs. The main consideration is grower benefit, not whether the product is of microbial or other origin.