

**Aedermann**

**Opportunities and  
challenges of biocontrol  
for smallholders in  
developing countries**



# Healthy food and healthy environment for all

“The world demands for environmental friendly and residue-free food production. We want to replace chemical pesticides with good biological alternatives. Together with you we can make a real change”

Drs. Isabel and Martin Andermatt  
Founders of Andermatt Biocontrol



# Company facts

- Since 1988
- Independent and family/employee owned
- Strong global product portfolio
- 10 manufacturers
- 21 marketing subsidiaries
- Over 500 employees worldwide



# Biologicals market evolution



MONSANTO

novozymes *Rethink Tomorrow*

agradis

MONSANTO BioAg

+RNAi Assets

>\$300 Mn

BAYER Bayer CropScience

AGRAQUEST *better food. better world.*

prophyta

PONCHO

VOTIVO

>\$500 Mn

syngenta

deVGen

PASTEURIA *bioscience*

Afla-Guard GR

> \$650 Mn

BASF

BECKER UNDERWOOD *Inventing the Future*

> \$1 Bn

VALENT BIOSCIENCES CORPORATION

Osage Mftg Plant

Mycorrhizal Applications, Inc.

>\$150 Mn

FMC Agricultural Solutions

CHR HANSEN

CAEBiosolutions *Center for Agricultural and Environmental Biosciences*

>\$ ?? Mn

DUPONT *The miracles of science™*

TAXON BIOSCIENCES

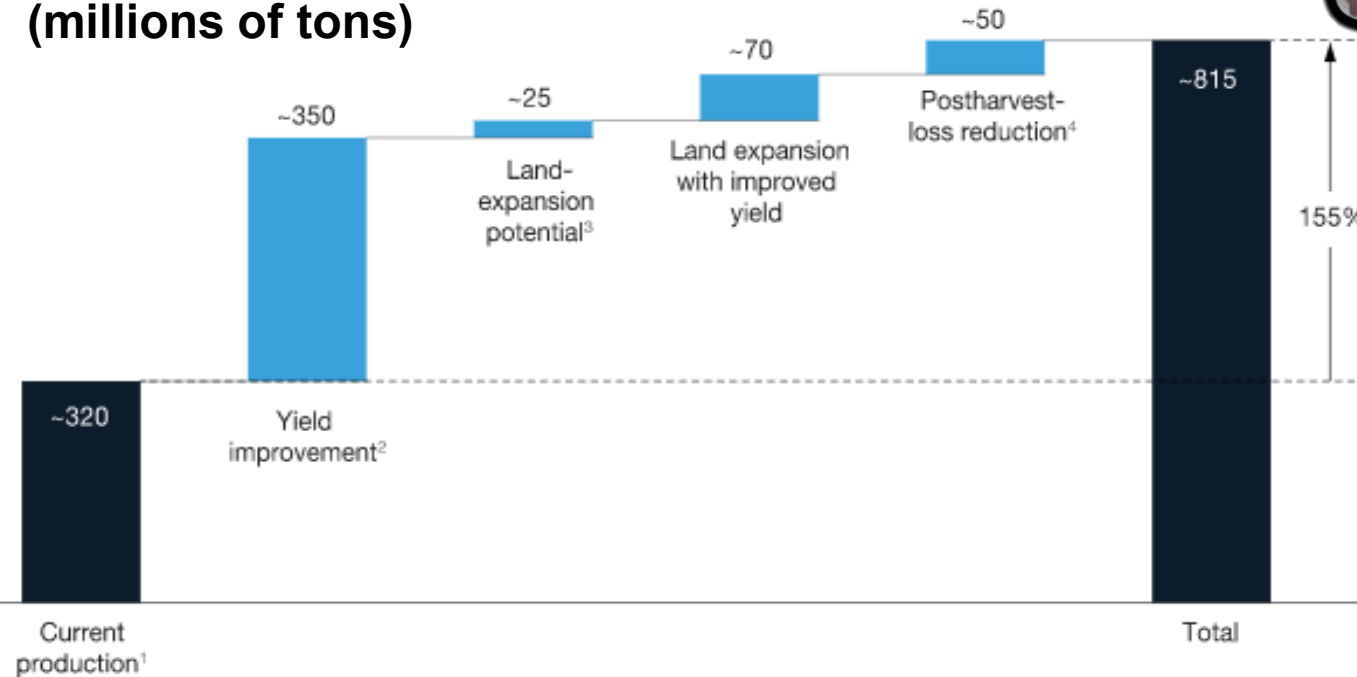
> \$ ?? Mn

# Opportunities & Drivers

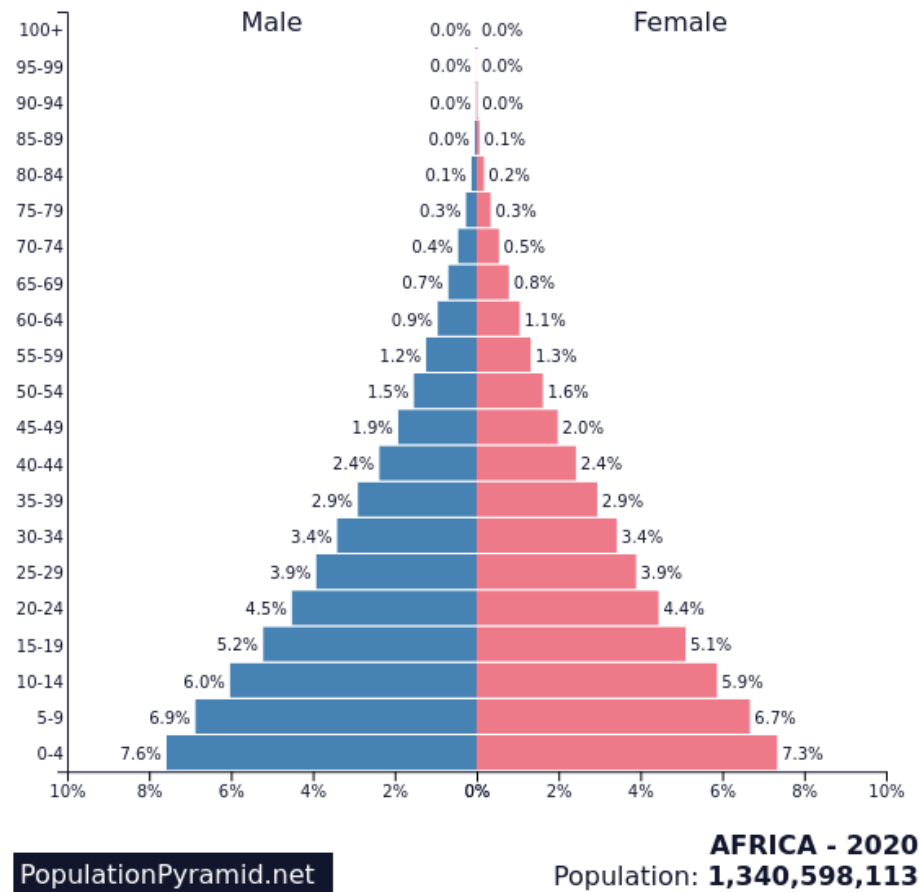


# Africa is vast and has abundant agricultural resources which can be unlocked

Africa's cereal and coarse grain production potential (millions of tons)



# Africa is a young continent



**>50% under 20**

# Competitive advantage: low cost of labor





# Fast changing legislation

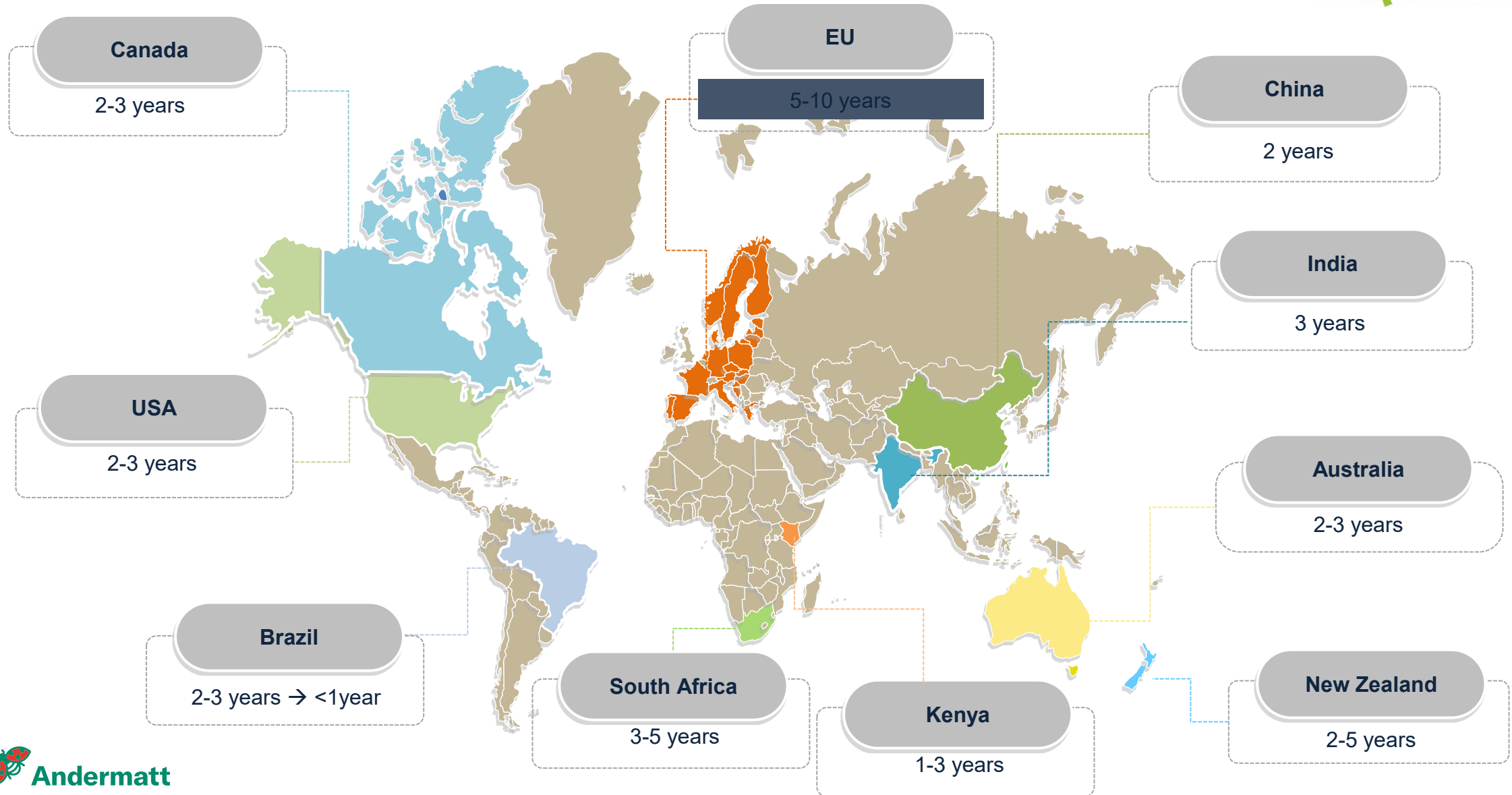
During its meeting that took place on 6 April 2020, the Standards Committee decided on changes to the Fairtrade Hazardous Materials List (HML). For details on the decision please refer to the minutes of the Standards Committee meeting that will soon be available on our website under <https://www.fairtrade.net/standard/how-we-set-standards>.

Fairtrade HML consists of the Red List, the Orange List and the Yellow List. The Orange List is a 'restricted' List and includes materials that may be used under specified conditions and are categorized under different groups. For further details, please see the [HML](#) document. The Standards Team carried out a monitoring review of the HML, focusing mainly on the group of materials in Orange List. The synopsis of the consultation in English and its executive summary in SP, FR and PT will be soon available [here](#).

The Standard Committee approved the following changes:

1. The material 'glyphosate' (CAS: 1071-83-6) is replaced with the group of materials called 'glyphosate and its salts' and now includes 6 materials.
2. As of **1 July 2020**, the following materials are not to be used on Fairtrade crops and fields where they are grown:
  - Carbosulfan
  - Dichlorvos; DDVP
  - Fenpropathrin
3. As of **1 January 2021**, the following materials will be moved to / included in the Orange List:
  - Acetamiprid
  - Thiacloprid (group 'b')
  - Sulfoxaflor (group 'b')
4. As of **1 July 2022**, the materials listed below are not to be used on Fairtrade crops and fields where they are grown. Fairtrade certified organizations need to continue implementing a reduction/phase out plan for use of these agrochemicals and phase them out by end of June 2022:
  - Chlorothalonil
  - Beta-Cyfluthrin
  - Abamectin
  - Oxamyl
  - Lambda-Cyhalothin
  - Imidacloprid
  - Thiamethoxam
  - Chlothianidin
  - Chlorpyrifos & Chlorpyrifos-methyl
  - Group of materials under "Glyphosate and its salts"

# Fast changing legislation



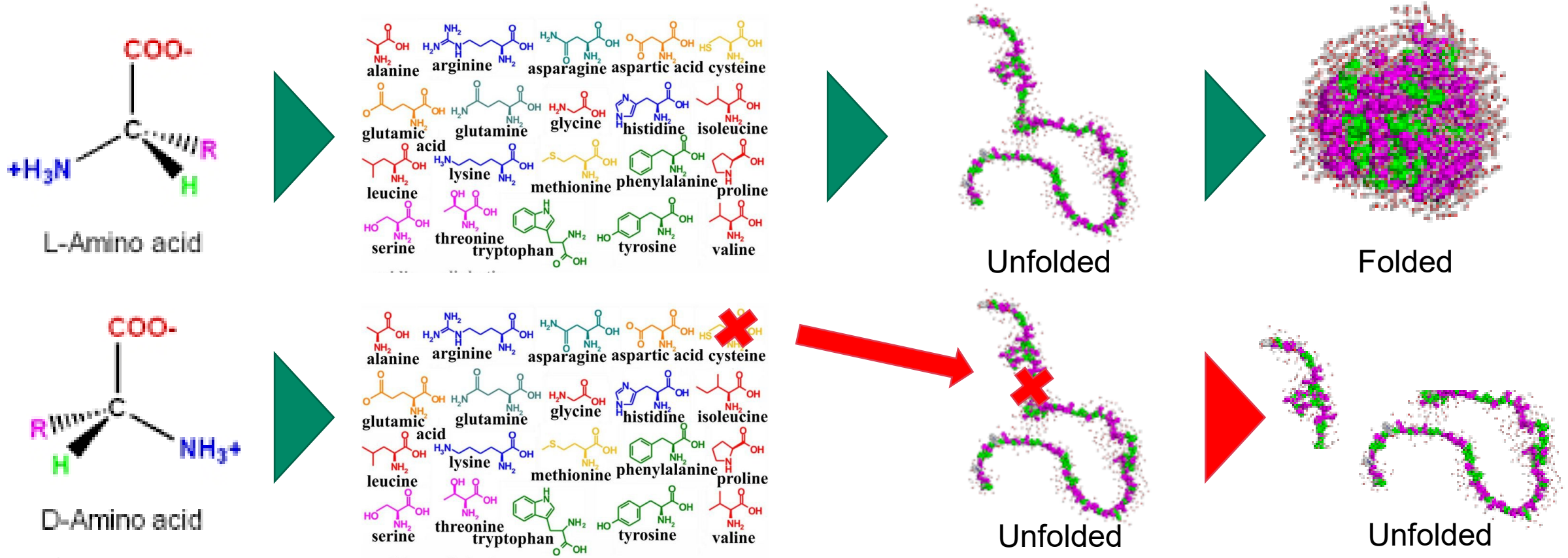


# Challenges



# Knowhow-transfer

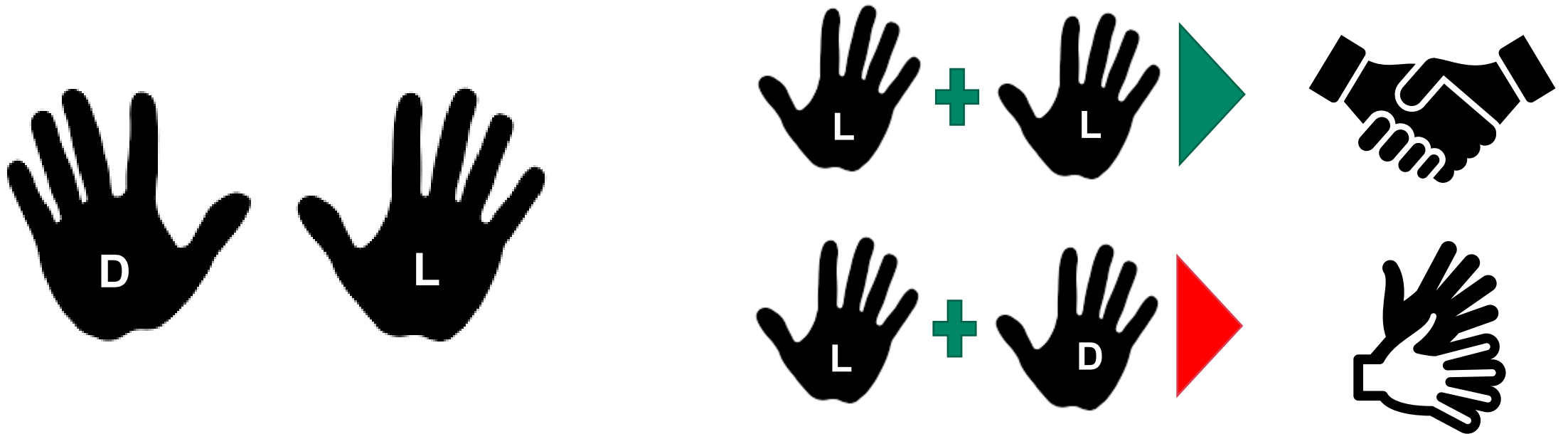
Amino Acid Biostimulants need to be in the L form to be effective:



This message is often far too complex for our audience

# Knowhow-transfer

Amino Acid Biostimulants need to be in the L form to be effective:

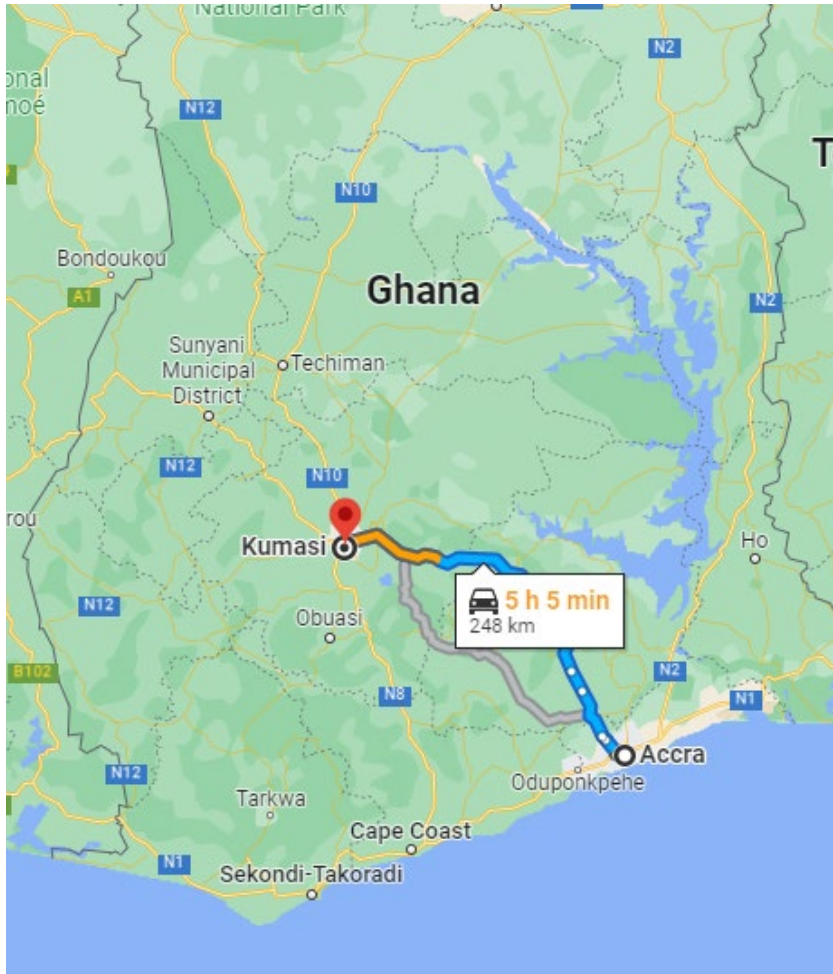


The Science description is needed on occasion, but the conversation needs to land the message the farmer needs to hear to buy-in, not the story we want to tell

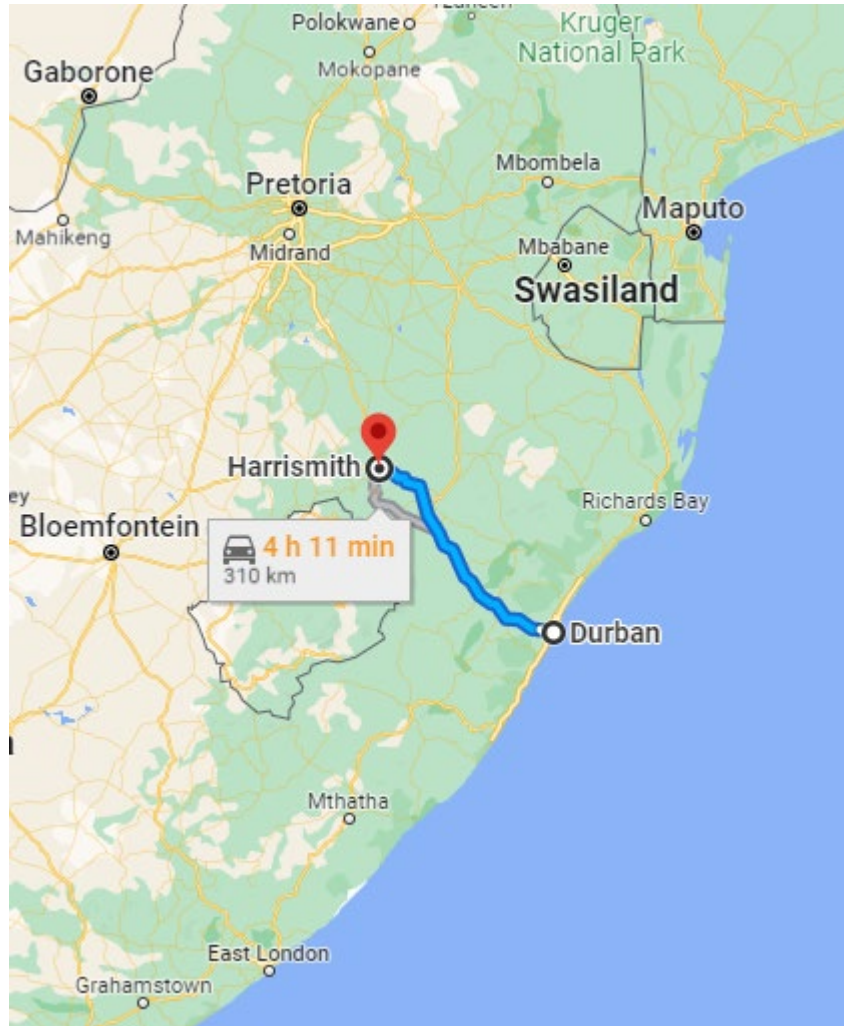
# Market Access & Logistics



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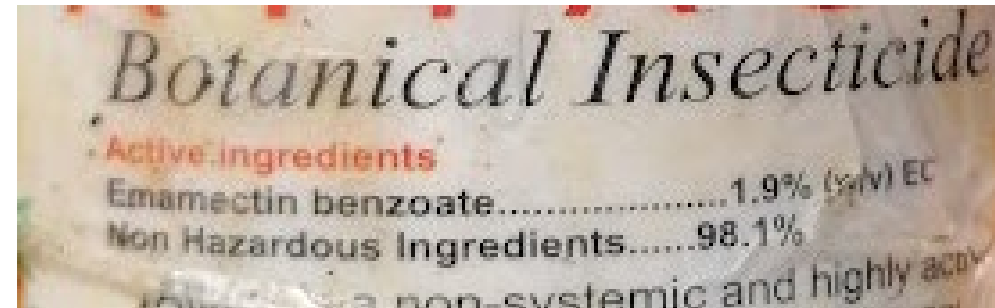
# Customers are very diverse



# Registration & Oversight

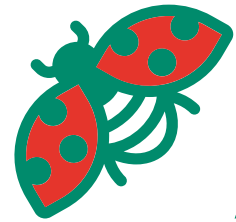


# Registration & Oversight



# Sources

- Willer, Helga, et al. "The world of organic agriculture 2021-statistics and emerging trends." (2021): 1-336.
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