

Welcome to Koppert Biological Systems

ABIM 2012

Biocontrol as a business

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Managing Director



Introduction

- The business experience through the eyes of a Managing Director
- 45 Years of business experience



Koppert's history and milestones

1967



Founder Jan Koppert
cucumber grower



Introduction Phytoseiulus
persimilis against spider mites



Start



First scaling up



Product today

Koppert's history and milestones

1972



Introduction Encarsia formosa against white flies



white flies

Encarsia pupae



Product today

Koppert's history and milestones

1988



Start production and sales of bumblebees



First hive



Product today

Koppert's history and milestones

2005

Breakthrough in Microbials



First homemade fermentor



Microbial production

Koppert's history and milestones

2010



Headquarters & Research Centre
Koppert, The Netherlands

Koppert 2012

- Family company
- 800 employees worldwide
- Turnover € 100 mln
- Investment in R&D 7% per year



Research & Development

- Start R&D:
 - Macro 1980
 - Pollination 1988
 - Micro 1998





Sales 80 countries, subsidiaries 22 countries, production 8 countries

Markets



Greenhouse vegetables
(protected + open field)

- Tree nursery
- Seed treatments
- Parks & gardens



Mushrooms



Fruit crops, citrus



Greenhouse ornamentals



Potatoes

Airobug

- A new distribution method for predators in ornamentals



The Biocontrol Industry

- **History – 1967 - 1990**
 - High value protected crops
 - Total market: \$ 200 million
- **1990 - 2012**
 - High value protected & high value field crops
 - Total market: \$ 500 – 750 million
- **Near future**
 - High value protected & high value field crops, also agriculture market
 - Total market: Frost & Sullivan: over \$ 1 billion in 2015



Strategy and Culture

- "*Biological Systems*", Integrated Systems approach
- Close to the end-users, local subsidiaries
- Intensive technical advice (incl. about pesticides)
- Strong focus on Research, Development and Innovation
- Network & Collaboration
- Combination of biology and technique essential
- Loyal and motivated people



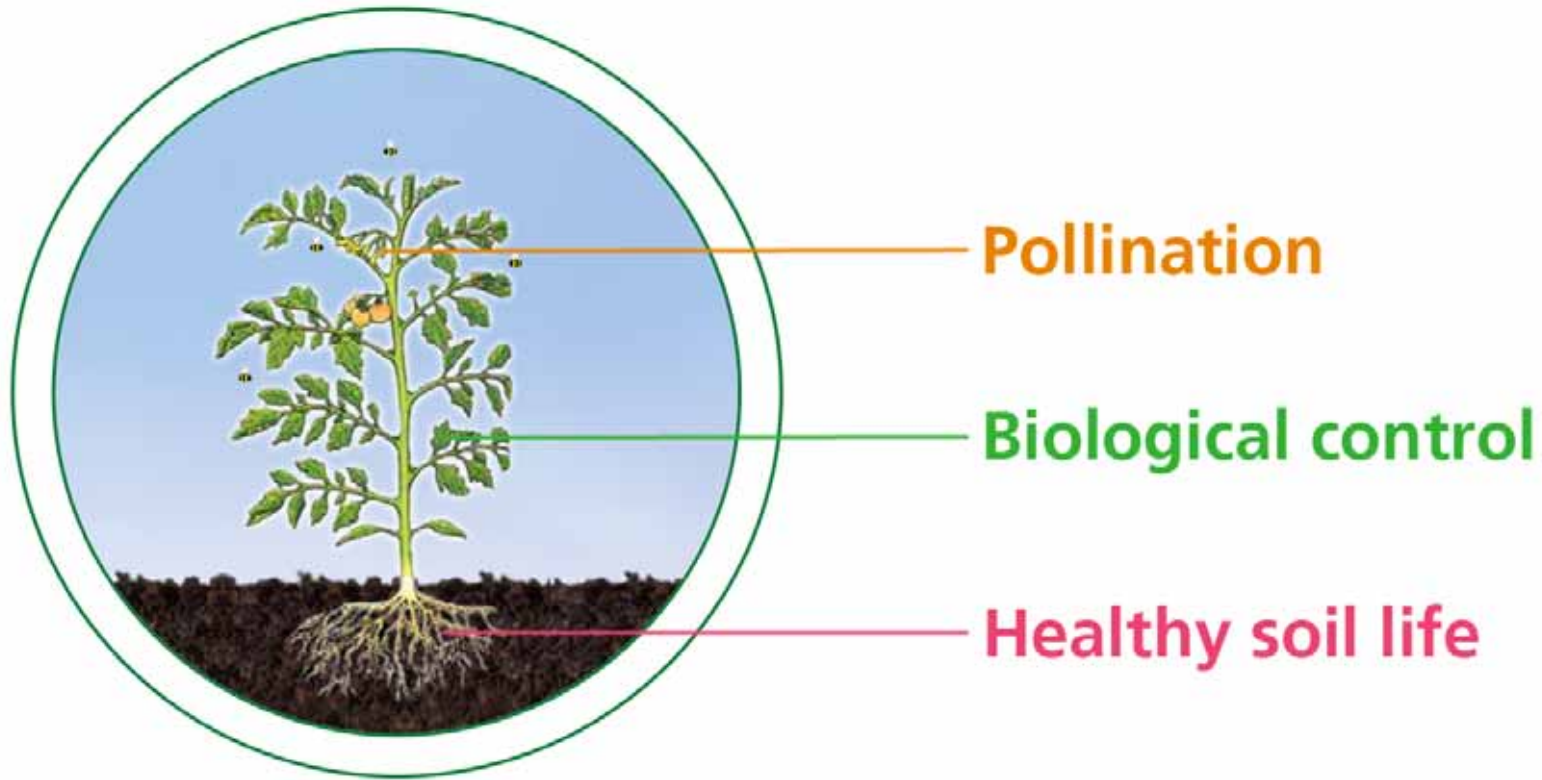
Key Drivers for implementing Biological Control

- Food safety issues, food scandals (e.g. Almeria, Spain, 2006)
- Requirements by consumers, supermarkets, NGO's and regulators
- Productivity and Quality. Influence of pesticides
- Use of bumblebees in tomatoes
- Lack of suitable and registered pesticides
- Re-entry times



Total System Approach

Advice



NatuGro: towards a total system approach

- Goals
 - increase production and quality
 - reduce diseases
 - reduce chemical residues
 - provide sustainable crop protection solutions
- Rhizosphere Management: manipulating microbial community (Soil Food Web) in substrates by :
 - adding specific microbials (e.g. Trichoderma)
 - adding biostimulants to stimulate soil micro-organisms



Developments



Developments



Since 2010 first bumble bee sales



Challenge for tomorrow

- Food security
- Food safety
- Food liability



IBMA - the role of an industry association

- Well-established after 17 years
- Spokesman for the industry = its members
- Importance is increasing in growing industry and market
- Needs to be professionally organized
- Participation in activities by all members crucial, commitment needed from all members

- Future objectives
 - Support small and large members
 - Communication of activities to members
 - Continued contact with authorities
 - Promotion of biopesticides to all stakeholders
 - Be a representative of the industry on a global level

Thank you for your attention!

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