



The commitment of a large cooperative to the Biocontrol Industry

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InVivo Outline

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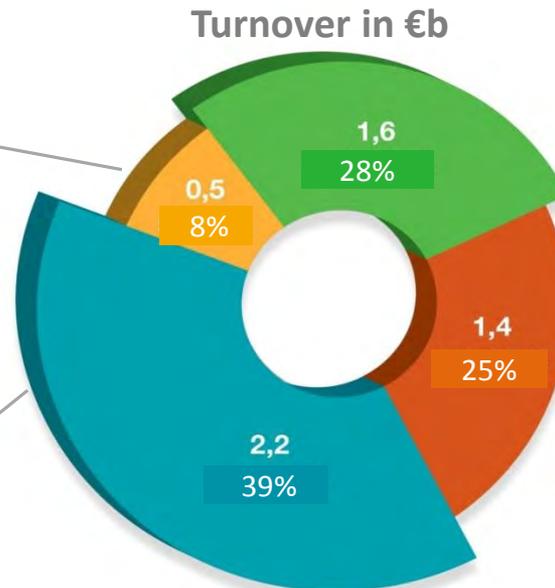
- 1st ag-cooperative group in Europe
- 241 cooperative members in France, gathered into a national union
- Single central referencing, negotiation, purchase, sales and services
- 6 730 employees, 60% outside France
- Global footprint, hundreds of subsidiaries over the world
- 4 divisions, 6 b€ turnover



inVIVO
Grand Public
Distribution and Services



inVIVO
Grains
International grain trading



inVIVO
Agro
Seeds & Agro supply



inVIVO
Nutrition et Santé Animales
Animal Nutrition and Health



Strengths of the cooperative model

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The cooperative model

- Emerged in Europe during the 19th century
- Mission: to serve its members economical interests of; based on solidarity
- 1 member, 1 vote / profits redistribution
- Represents 1 billion employees globally today!
- Since the '90s, cooperatives can hold limited companies

InVivo, a cooperative of cooperatives

- Farmers = shareholders, clients and suppliers at the same time
- Our strengths: a resilient model
 - Financial capacity
 - Consistency of the missions and the strategy
- ability to develop a long term vision

Missions of the Agro Division

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A central referencing connected with the Ag Supply industry

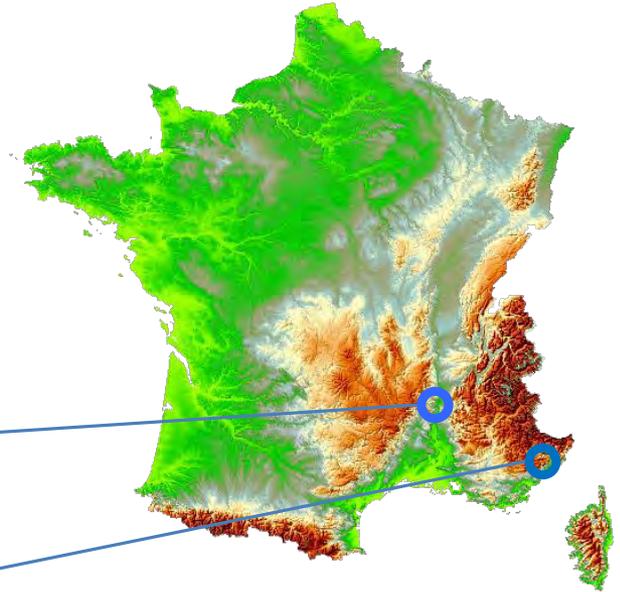
A value-added agro services provider connected with coops and stakeholders

- Decision-support tools for coops/farms
- Agro-environmental services
- ‘Pools’: a network of experts to fine tune product positioning locally
 - take third party product downstream to the farmers
- Via BIOTOP, to develop proprietary BCPs and bring them to the market
 - The Agro Division is inventing new jobs and services, bringing European leadership to InVivo

BIOTOP profile

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- French company, specialising in the design, production and marketing of Biocontrol solutions for crop and foodstuff protection
- 100% InVivo, founded in 1985, as an extension of a scientific partnership with the INRA
- Industrial site in Livron-sur-Drôme, ISO certified
- R&D site in Valbonne, next to INRA Sophia Antipolis
- 60 employees (including 20 in the R&D)
- 60% of the sales at the international level



BIOTOP

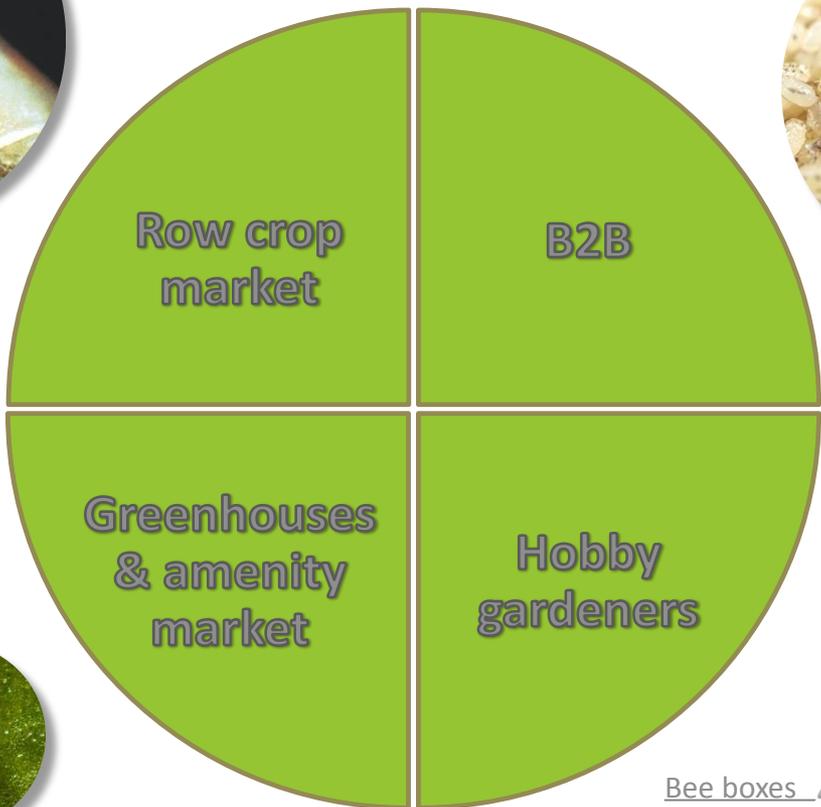
BIOTOP outlets

6

Trichogramma brassicae



Ephestia eggs



Macrolophus



Lady birds



Orius



Pheromones



Swirskii mites



Bee boxes



Bumble bees



Trichogramma achae



BIOTOP

Vision and missions of the R&D

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Our vision

- The Biocontrol business will keep growing, faster than the AgChem business, and will play a very important part in the next decades
- Biocontrol products will spread through the row crops market, that Biotop pioneered with *Trichogramma*

Our missions

- Bring innovative and proprietary Biocontrol solutions to InVivo cooperative members
- Expand our footprint in Europe and globally, through strategic alliances

Our strategy

- Extend and diversify BIOTOP Microbials portfolio (SM term)
 - Capitalize on the parasitoids expertise
 - Launch new, innovative predators
- Invest in other technologies of Biocontrol e.g. Microbials (ML term)
 - In cooperation with Research
 - In co-development with third parties
- Trade third party products in our territories
- Make breakthroughs to keep leadership in our core business

The flexibility of a small company, the power of a large group

- BIOTOP is proactively building an innovative portfolio of solutions
 - Our 20 person R&D team → in-house macro and microbials
 - Sourcing 3rd party products / active substances to co-develop
- We are strongly looking for partners
- Our model is suitable for integrating third party products:
 - Financial capacity and consistent strategy with a long term vision
 - Direct access to cooperative technicians and key growers
 - Production site for toll manufacturing
 - Access to the home and garden market

→ We need to talk!



Thanks for your attention!

BIOTOP is a proud sponsor of ABIM 2013

www.biotop-solutions.com

www.invivo-group.com/semence-agrofourniture-vegetale.html

