Welcome to Koppert Biological Systems

ABIM 2012

Biocontrol as a business

Paul Koppert
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

Encarsia pupae

white flies

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 ornamental

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
- Pollination
- Biological control
- Healthy soil life
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
Brazil

Developments
Developments

Since 2010 first bumble bee sales

China
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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