

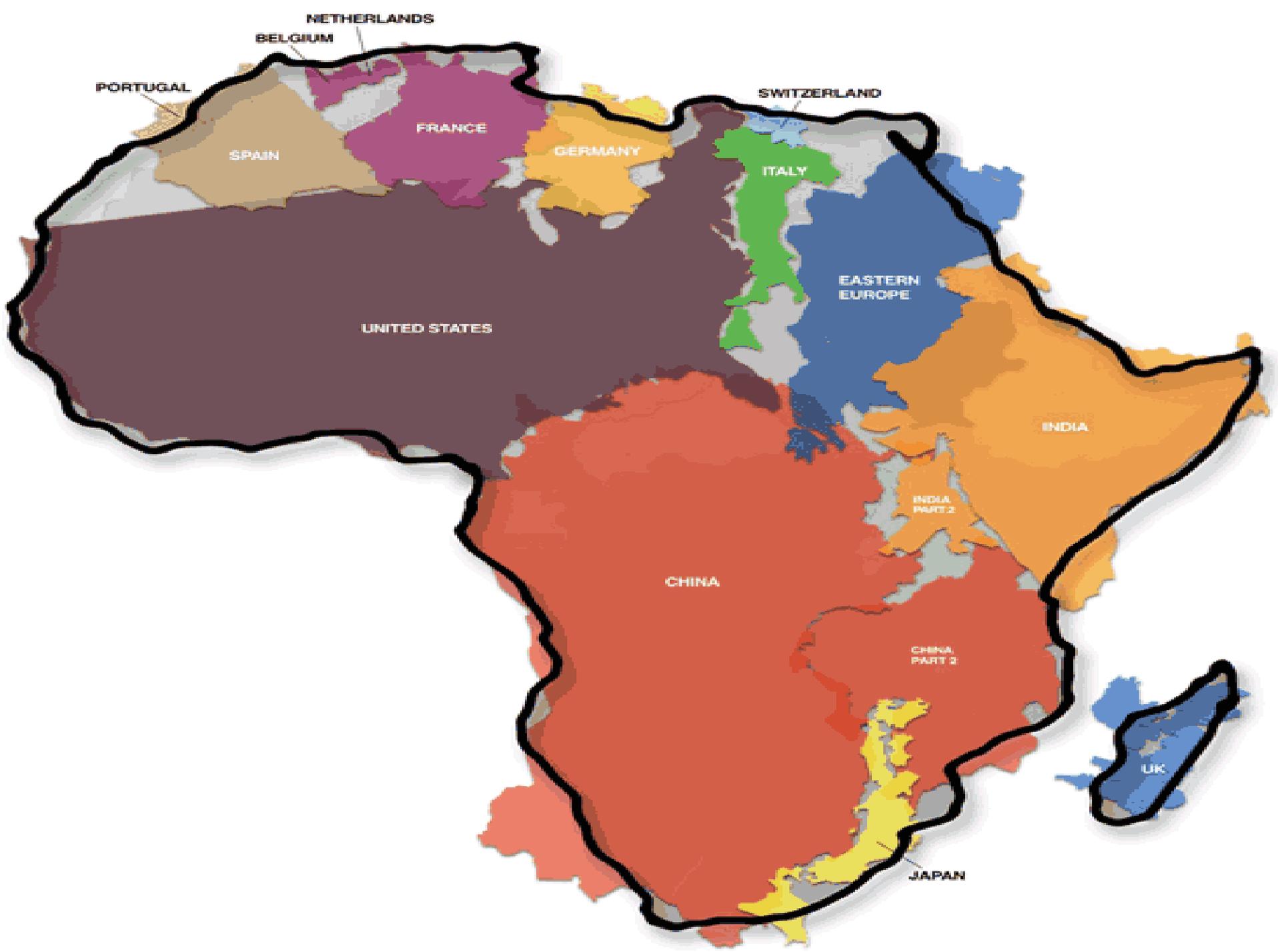
Madumbi

Sustainable Agriculture

Opportunities for Bio- Control in African Markets – IBMA 2014



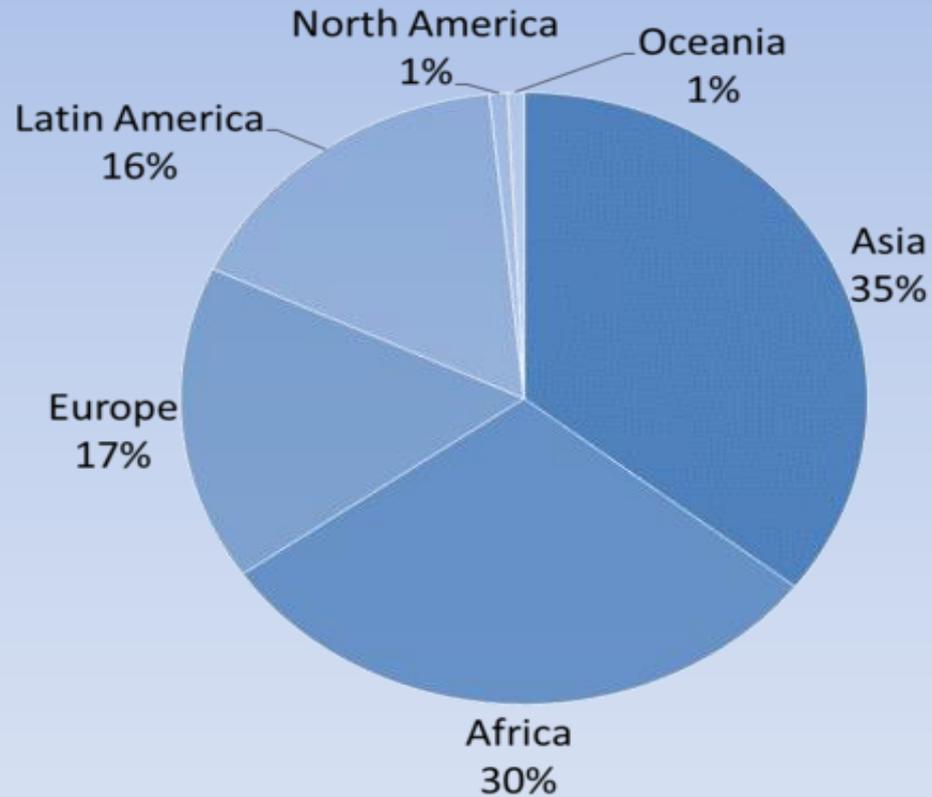
Andre Fox



Organics in Africa

Organic producers by region 2012

Source: FiBL-IFOAM Survey 2014



Possible Opportunities

- Organic – 30 % of Organic producers
- MRL & Resistant Management demands IPM
- Export to Europe, East and West - Versatile
- Within a season can have upto four generations of pests – window of opportunity
- Diverse crops and level of farmers on a reasonable scale
- Generally Earlier to market – Commercial
- Agriculture in Africa is the African opportunity – African Footprint



Andermatt Biocontrol - Case Study

➤ Team

- Technical and professional team dedicated to biological solutions in plant protection

➤ Product Fit

- ABC Product range (viruses and bacteria) fitted into Africa
- ABC can Develop Application Strategies in different crops and markets
- ABC can commercialize quicker

➤ Footprint for ABC in Africa





South African Bioproducts Organisation

- 1. NPO - Mandated by the South African government*
- 2. Industry Platform for Regulatory affairs of Bio Products*
- 3. Will look to lead the continent on training its members in the responsible use of Bioproducts*

[www. Sabo.org.za](http://www.Sabo.org.za)

To Summarize

- Africa is vast
- Africa is growing Agriculturally
- Africa has problems that can be solved Biologically
- Commercialization with the right African partner is important for success
- Africa is getting organised with regards to regulating Bio Control Products

