

bio-ferm GmbH

Member of the Erber Group

... a small player sponsoring and participating in many committees and events?



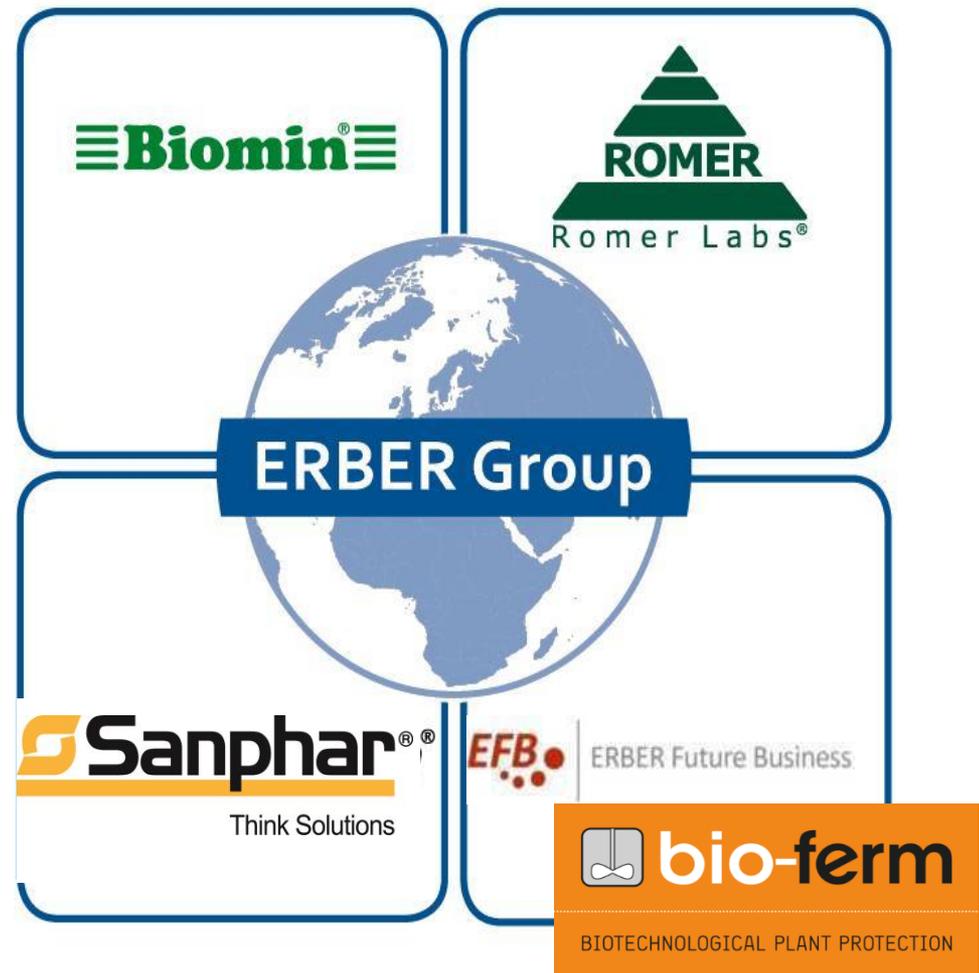
BIOTECHNOLOGICAL PLANT PROTECTION



bio-ferm is part of the Austrian family-owned Erber Group with more than 50 branches, active in almost 100 countries worldwide, has more than 1.600 employees and a turnover of 250 mio EUR.

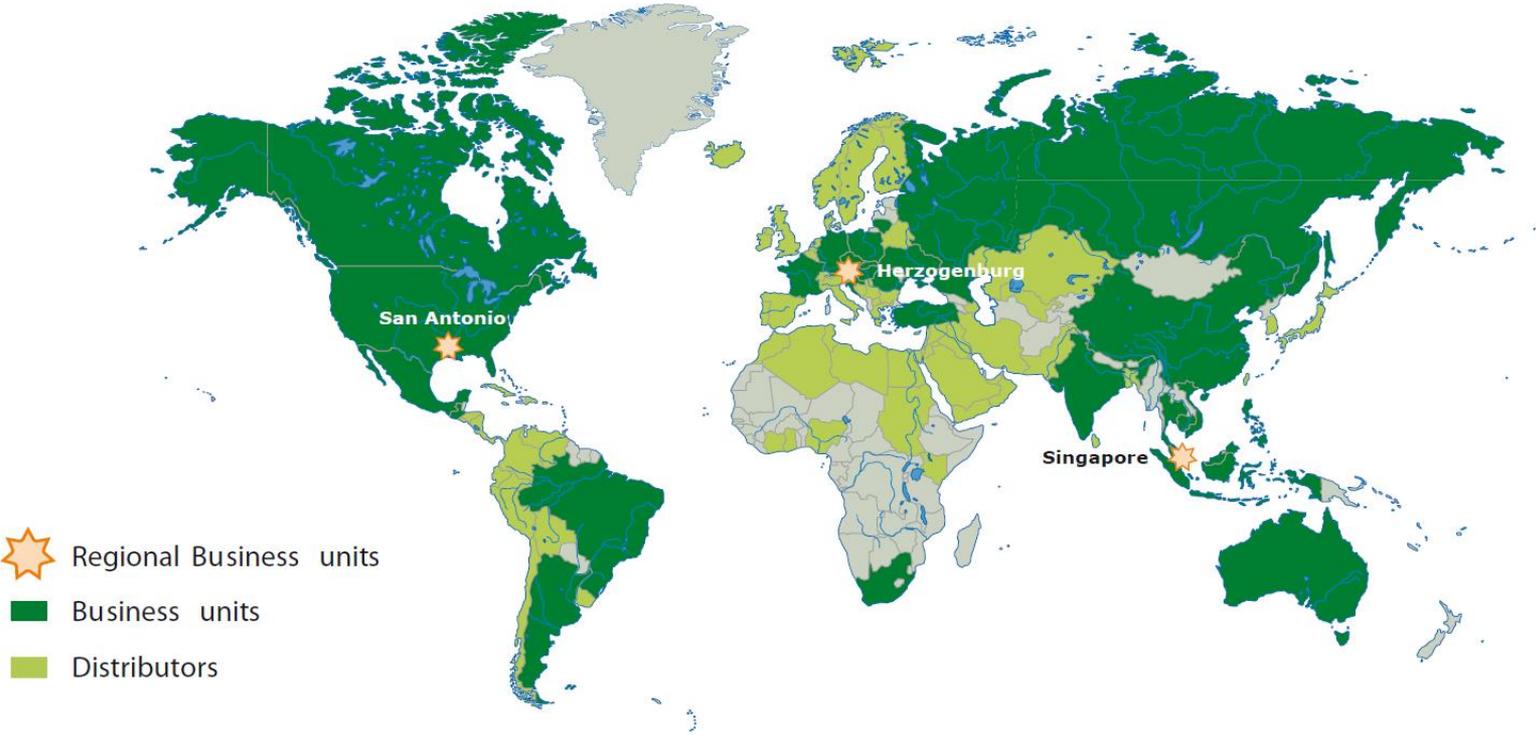
bio-ferm in the Group

- Same organisational structure as all Group companies within Erber
- Making use of all services the Group offers, like human resources, IT, Finance & Planning, Production & Procurement, Facility Management, etc.
- all Group Standards and Policies





Biomin®



bio-ferm team

Our company consists of a slim, effective and flexible team, meeting perfectly to the requirements of a dynamic Market.



History of bio-ferm

- 2004: Founded as a Spin-off of the university of Agricultural Sciences Vienna
- 2008: bio-ferm receives the „Karl Ritter von Ghega Innovation Award“ for it's fire blight product Blossom Protect
- 2009: First registration of Blossom Protect as a bactericide against fire blight in Austria
- 2009: First registration of Botector as botryticide in Austria
- 2011: Botector is nominated for the Agrow Award for best new biopesticide
- 2012: Registration and Entry into the U.S. market
- 2014: USA: Blossom Protect on app. 10.000 ha in use

Discovery

It started with the discovery of antagonists on apple trees in the garden of the Benedictine monastery on the island of Reichenau (Lake Constance)...1980?

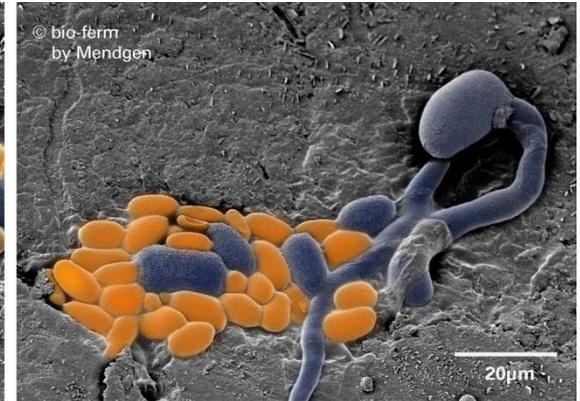
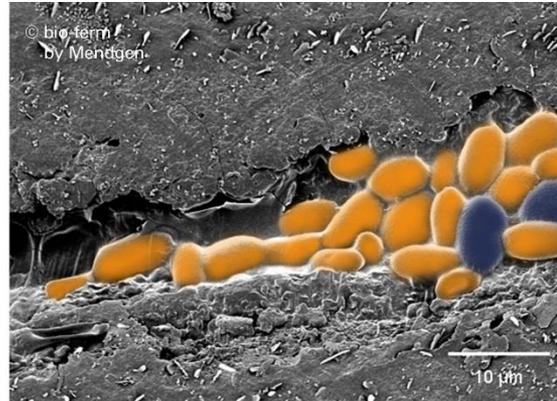
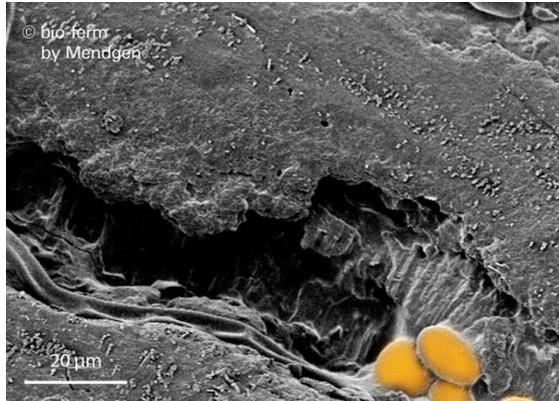


Aureobasidium pullulans, a yeast-like microorganism was found to combat plant diseases.

1. Microscratches on the plant surface represent natural entrances for the pathogen. The scratches are colonized by *Aureobasidium pullulans* immediately after application.

2. Due to the high proliferation rate of *Aureobasidium pullulans* the pathogen cannot infect the plant.

3. The microscratch is completely colonized with *Aureobasidium pullulans*: a natural shield protects grapes from infection with botrytis.



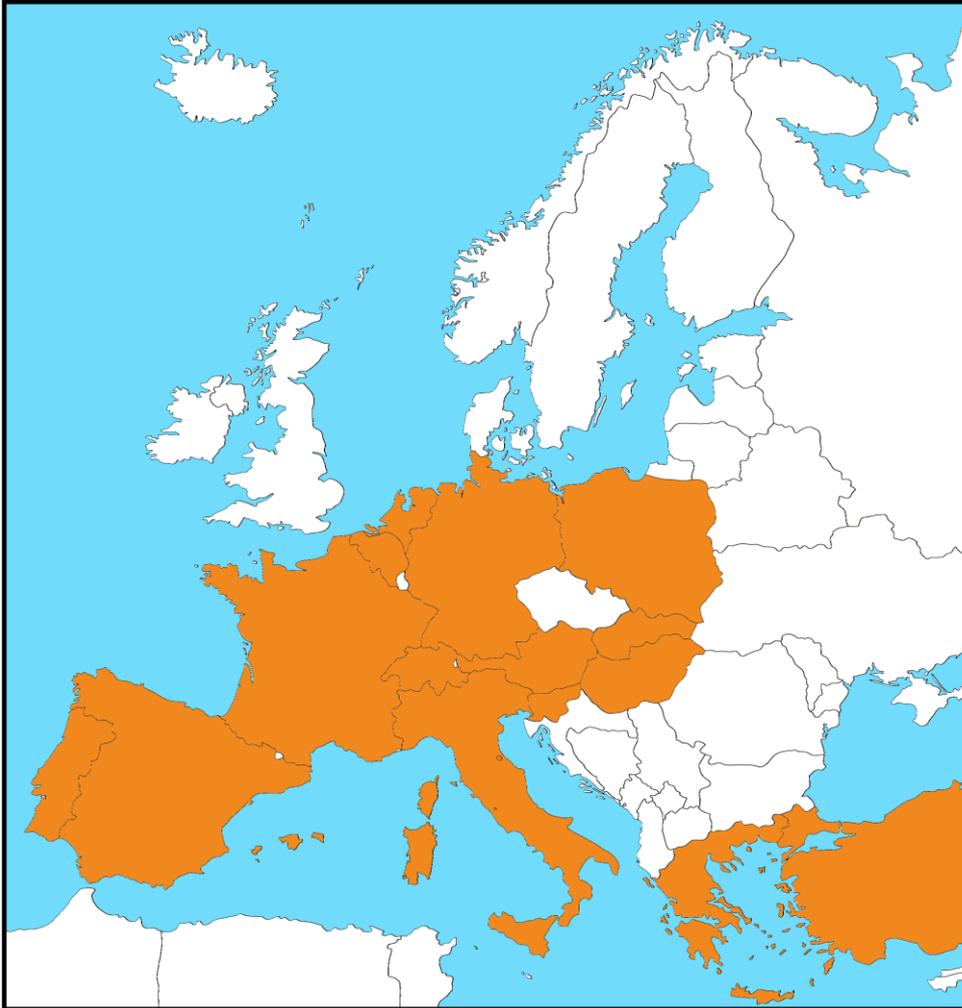
 *Aureobasidium pullulans*
 Pathogen

Our biotechnological plant protection products are

- highly effective
- have no risks of residues and resistance development
- safe for humans and animals, harmless to bees and beneficials
- GMO free
- for Integrated Pest Management (IP) and organic farming



Europe, Middle East and Africa I



< 2014 Provisional Registrations
(Art. 8(1) | Dir. 91/414) and
Emergency Use Permits
(Art. 53 | Reg. 1107/2009)
Final registrations (not EU)

2014-01 EU Approval of *A. pullulans*

2014-07 Submission Re-Registrations

- ✓ new uses
- ✓ CLP 'harmonization'

Transition period:

Provisional Registrations

remain valid until Re-Registration (e.g.
Austria, France, Hungary, Italy, Poland...)

Emergency Use Permits

(e.g. Germany, Spain...)

United States, Canada, Chile



United States

final EPA registrations since 2012
product registrations in 19 states
use extensions (e.g. walnut, tomato, stone fruit, citrus...)

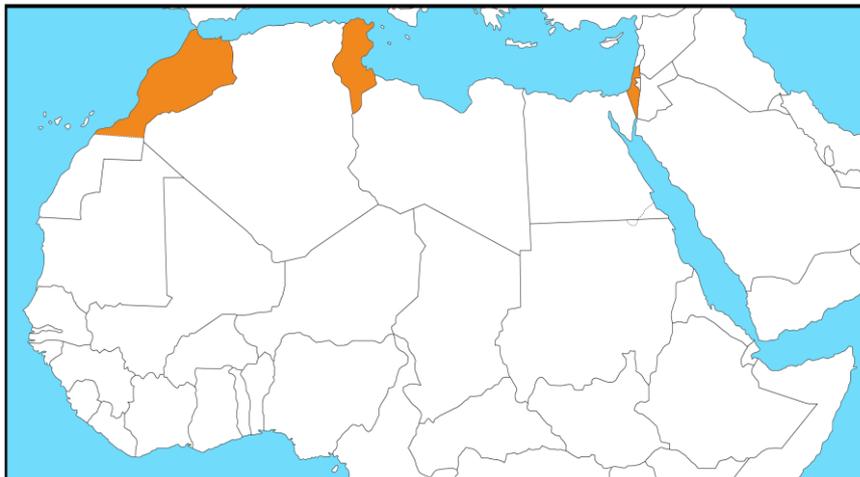
Canada

final PMRA registrations since 2012
Botector: 'Minor Use Priority' (e.g. berries, vegetables, ornamentals...)

Chile

trials in grape vine and blueberry
submission in preparation

Europe, Middle East and Africa II



Morocco

final registrations since 2009

Tunisia

Import permit since 2014
evaluation ongoing since 2014

Israel

trials in pome fruit ongoing
evaluation for citrus ongoing
since 2014

Australia, New Zealand



Australia

trials in grape vine since 2014

New Zealand

trials in pome fruit and kiwi since 2013
EPA evaluation ongoing

Distribution partners

bio-ferm sells registered plant protection products through a network of local distributors



DE SANGOSSE



manica®

RISPETTA LA NATURA E CHI LA COLTIVA

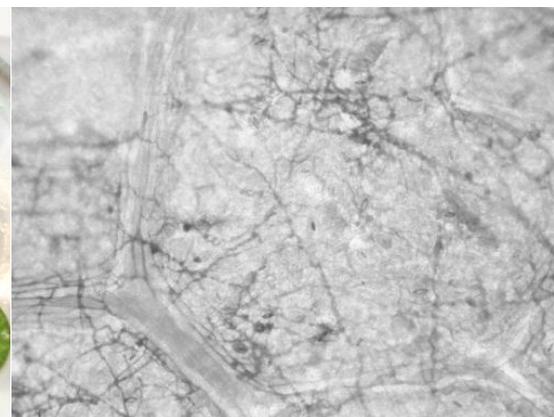


Andermatt
Biocontrol



Innovation as a key success factor

The bio-ferm headquarter is located in Tulln, next to the Department of Agrobiotechnology (IFA) and the new R&D campus (UFT) of the University of Natural Resources and Life Sciences, Vienna. Research for new active substances in cooperation with: e.g. within the 7th EU framework



bio-ferm and the IBMA:

Vice chair of IBMA DA 4 years – 2 Meetings (2 within ABIM):

- Lobbying and PR for Biocontrol on a national Level

Steering Committee of the PG Microbials:

since 3 years – at least 4 Meetings (one within ABIM)

- More technical work, prepare technical background for lobbying by IMBA global

Biopesticides are the "good ones".

We need not to do much than stay credible, thus a high technical background and a transparent approach is essential.

-> IBMA

But: "unfortunately" they do not work as good as chemicals.

-> IBMA and companies/products

Communication is a key to common understanding.

Thank you for your attention!