



natural technology



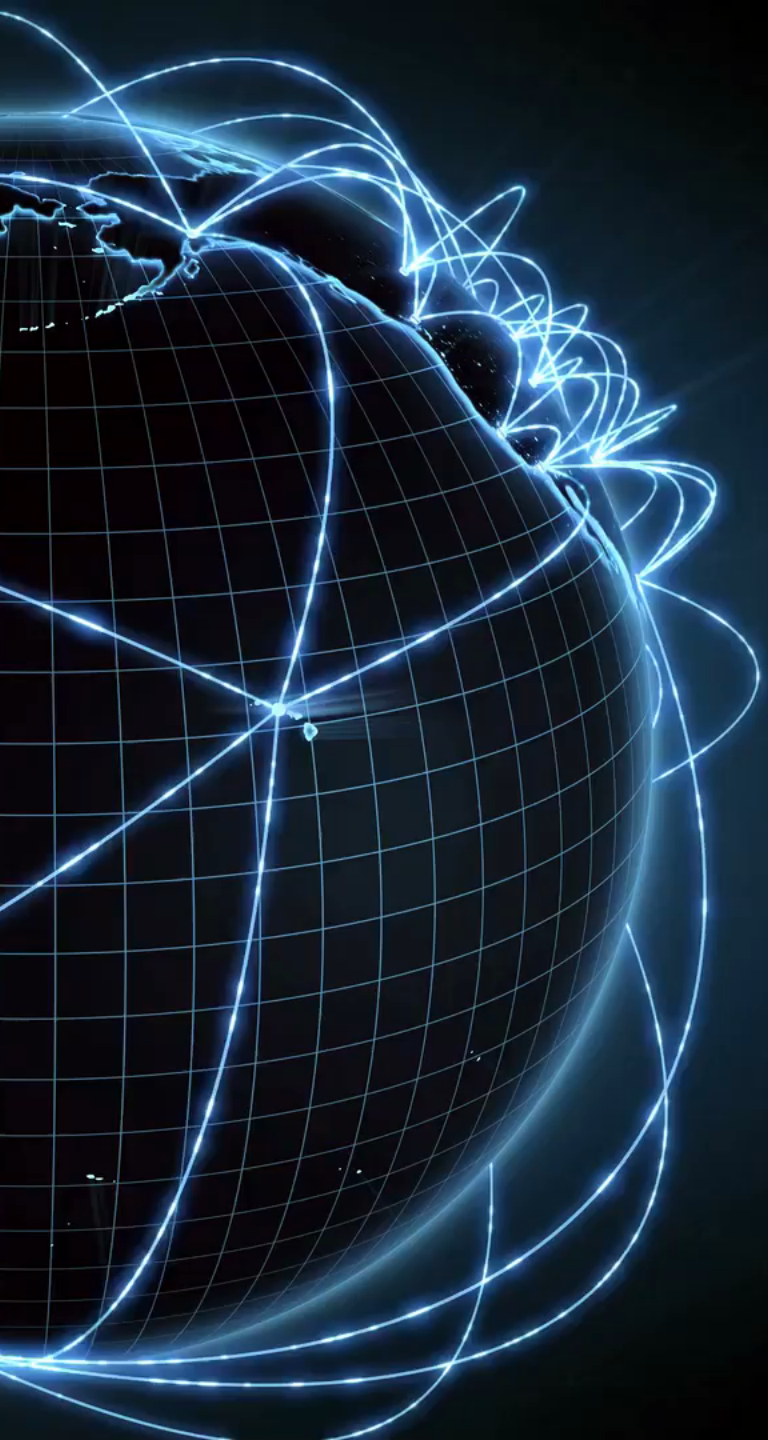
José Talavera

Chief Commercial Officer (CCO)



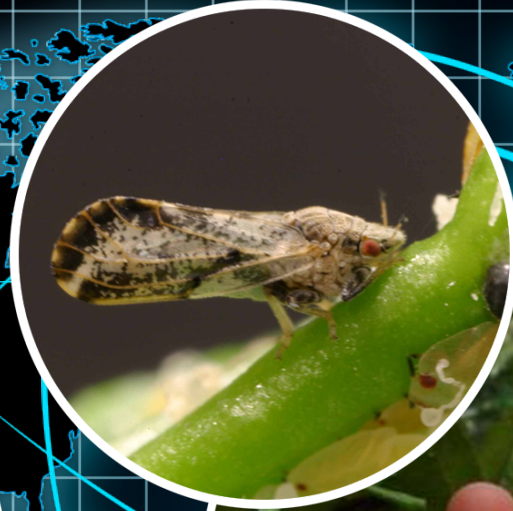
BIOCONTROL





In the era of globalization,
goods and people move
fast throughout the planet

**Pests and
diseases too.**



Xylella Fastidiosa

Huang Long Bing


Tuta Absoluta

Chemical solutions developed in the
20th century do not fulfill the current needs



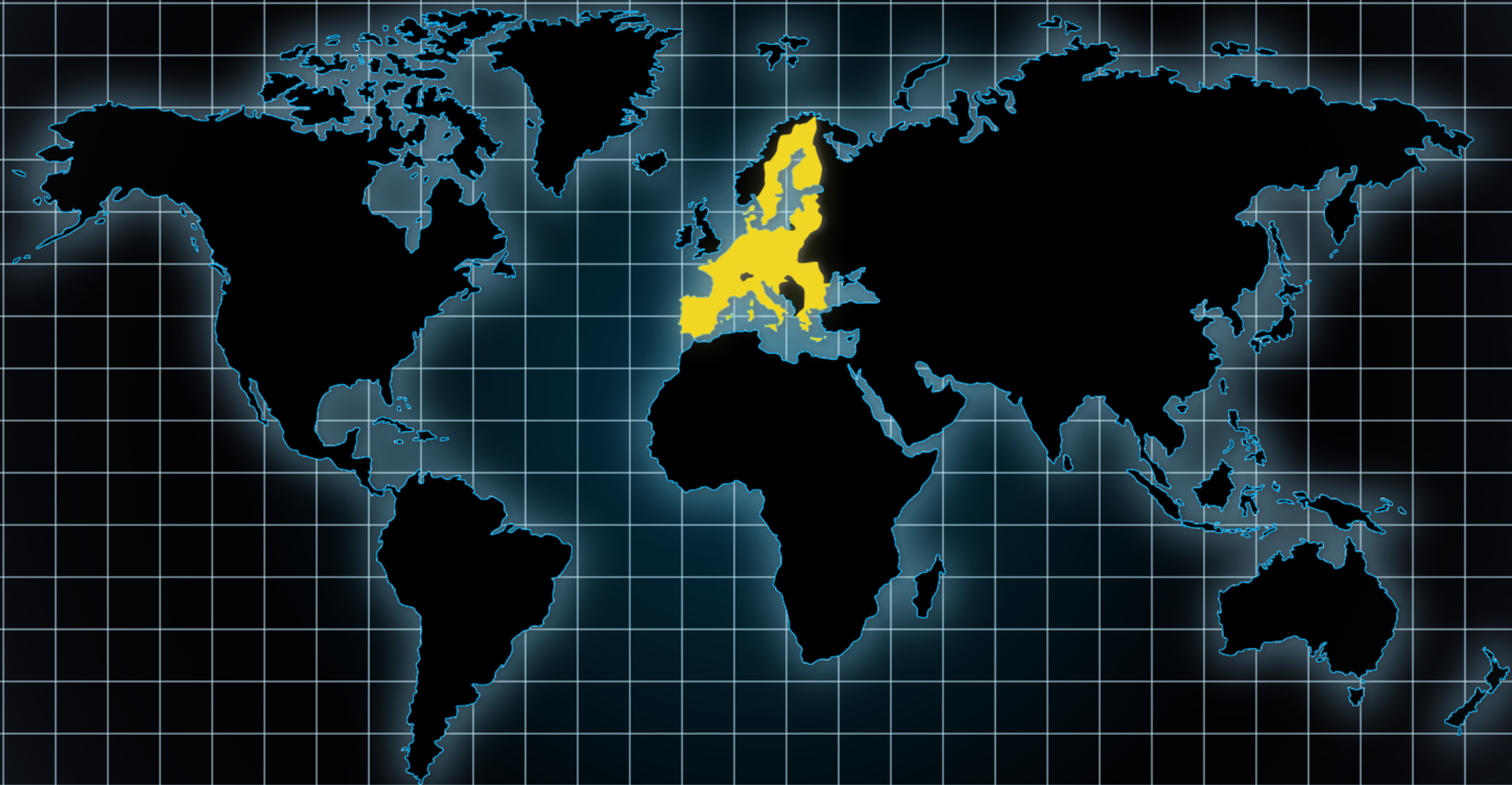
With globalization, awareness to
safeguard the **planet** while protecting our
health increases

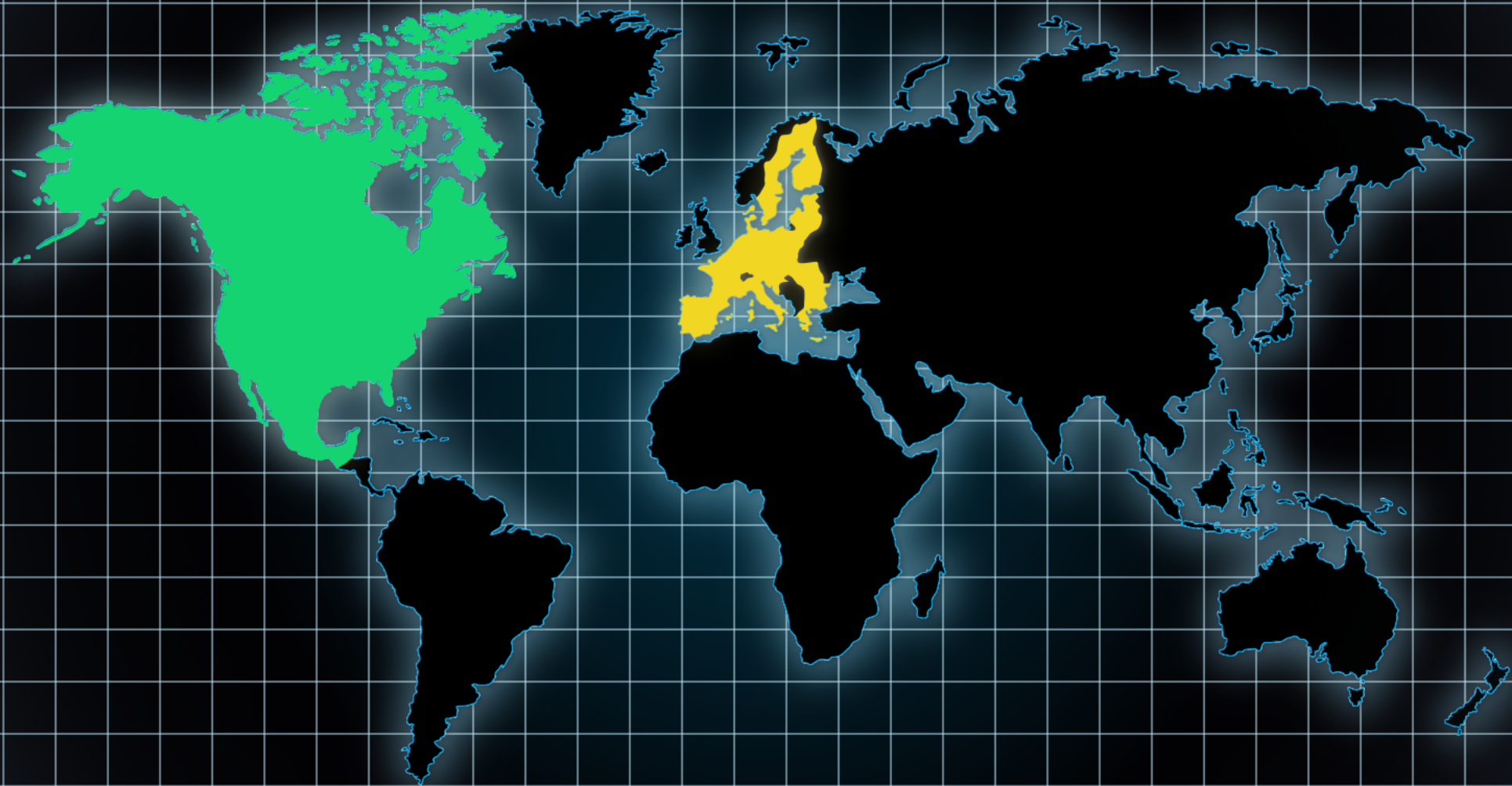


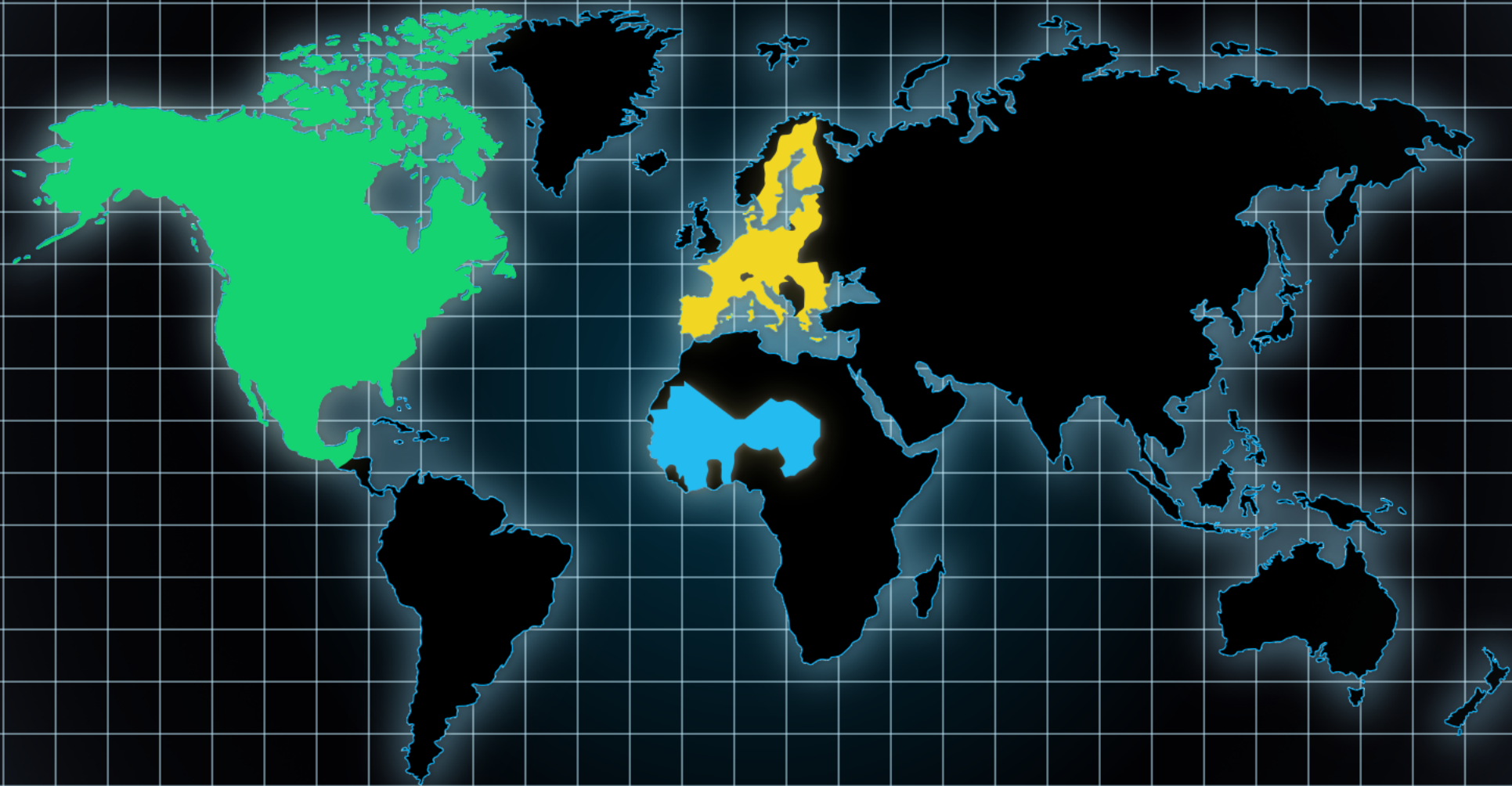
A man with a beard, wearing a blue long-sleeved shirt and a green apron, is leaning over a tomato plant in a greenhouse. He is holding several ripe red tomatoes in his hands. The background shows the structure of the greenhouse and more tomato plants. A large green semi-transparent circle is overlaid on the right side of the image, containing the text.

BIOPESTICIDES
result in a solution to
tackle new challenges
in agriculture









• Biopesticide

• 25b

• Basic substance



Same rules

Differences between countries

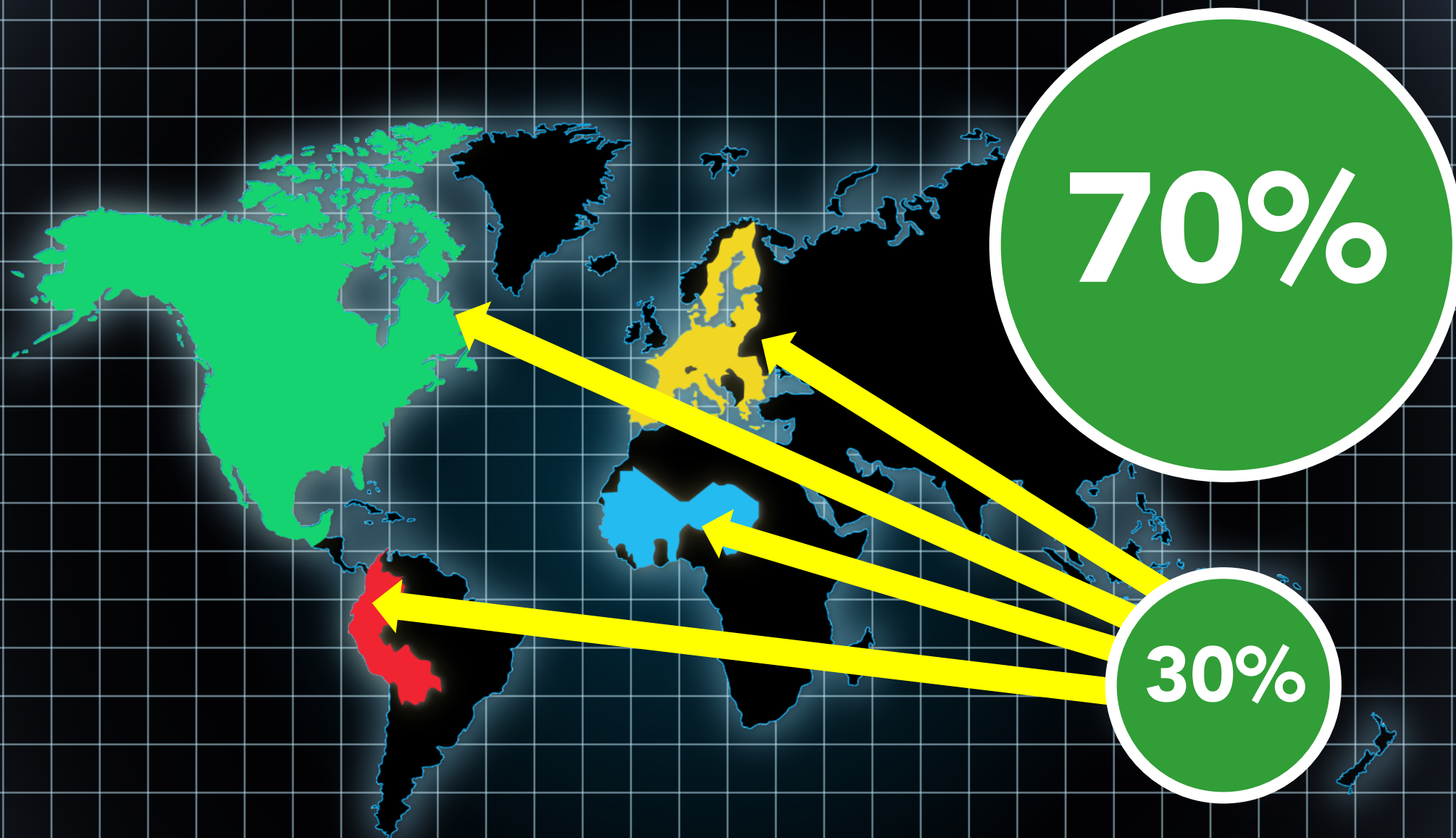
• Biostimulant

• Antimicrobial

• Low risk substance

• Conventional pesticide







Pesticide industry: **CURRENT FRAME**



**BIG
COMPANIES**
Chemical soul



**MEDIUM SIZED
COMPANIES**
Specialists



**SMALL
COMPANIES**
Off side

The future... **IS NOW!**



Big chemical
companies are
struggling to
include organic
solutions in its
portfolio

New commercial strategies are being considered:

Acquisitions



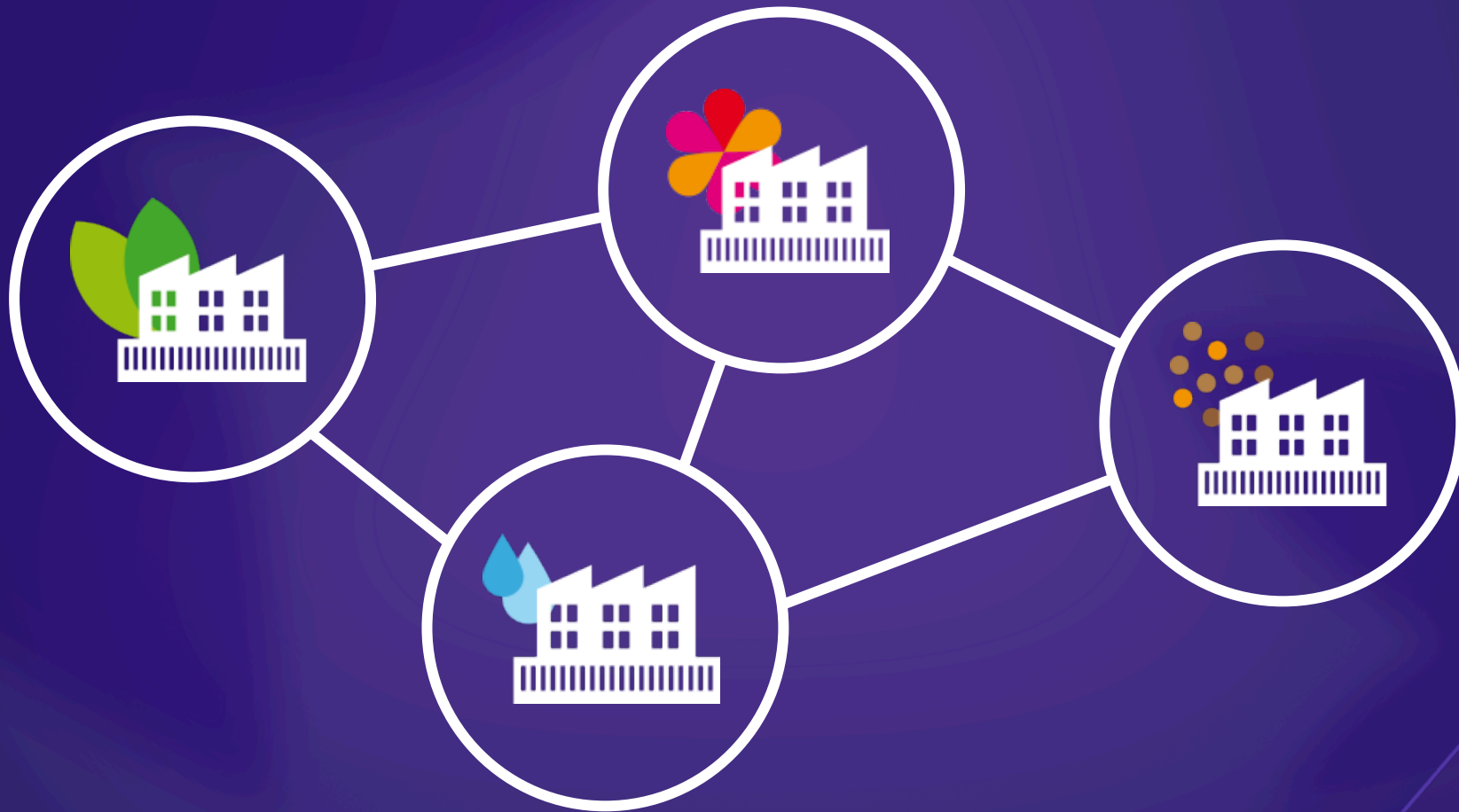
New commercial strategies are being considered:

Mergers



New commercial strategies are being considered:

Alliances & partnerships



Upcoming alliances between medium-sized companies and high-value specialties represent an effective solution so as to respond to an increasing globalized and changing world.



The results obtained show us
that a strategy
of alliances between
specialists end in a correct
framework for the future



Thanks for your attention