



AgriConsult LATAM

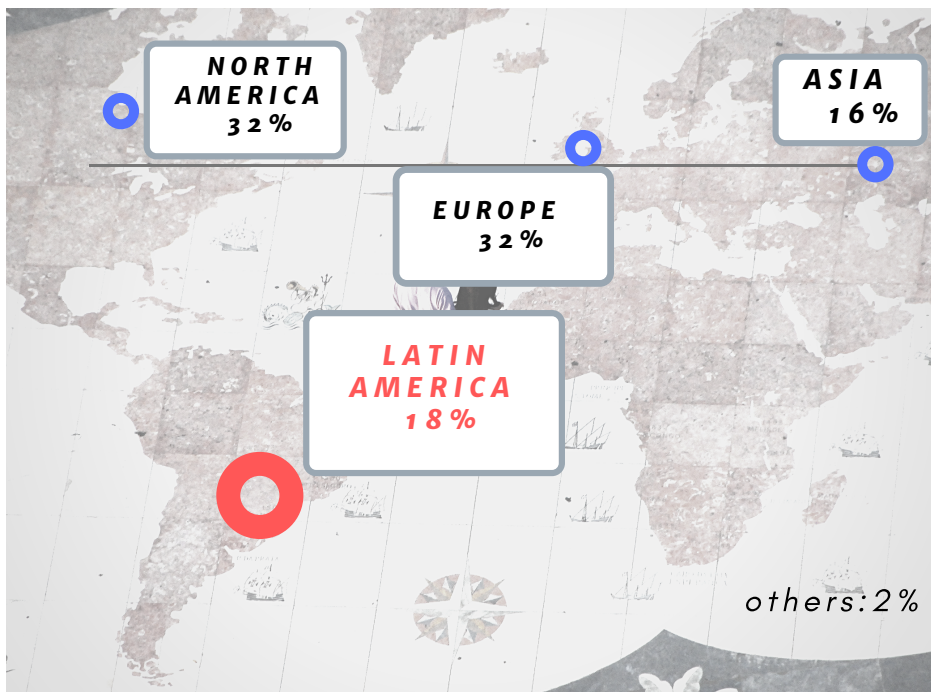
***Expert Agribusiness Consultants from
Latin America***

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BIO PRODUCTS FOR AGRICULTURE

Global Market

Agricultural Biologicals Market 2018
Value USD 7.42 billion



Source: Fortune Business Insights – ABIM 2018

Global Market

TRENDS



- Projection to reach USD 20.59 billion by the end of 2026 vs. USD 7.42 billion 2018
- Organic crops area growing (US annual growth 2015/2016 +13%)
- Increasing incidences of pest outbreak & rise in the demand for quality yields
- Increase in resistance to recognized chemicals for pest control
- Global policies & regulations to reduce or avoid the use of chemicals
- Ban of recognized products for pest control and demand for new products to pest control
- Industry trends to promote the use of biologicals to protect traits and add them to IPM practices for pest control

THE REASONS TO INVEST ...

Latin America's Market

- South America projected to boost the fastest growth rate among regions.
- 3.4 million hectares of Organic Agricultural land in Argentina - 2nd highest share (*recognized by Research Institute of Organic Agriculture 2017*)
- Along with Argentina, area under organic farming is rapidly expanding to Brazil & border countries, which will boost the global agricultural biologicals market
- Large area under soybean, wheat and corn as main crops and minor crops (*sunflower, fruits, vegetables, peanuts, cotton, citrus, potatoes etc*)
- High potential yields & profitability to support the growth of the agricultural biological market

THE REASONS TO INVEST ...

Latin America's Market

- Farmers recognized as "Early adopters" of innovative technologies (*ex. GM crops and no till tech*)
- Increase of biological adoption rates aligned w/ global trends for food production
- Industry support + technical experts assistance
- Increase in market demand for innovative products for safe production
- Low efficacy of chemicals -increase in IR & HT for traits in main crops.
- Diversity of crops & environments to test biological efficacy
- Regional regulatory frame and policies to help registration of green solutions
- Significant market size for increasing food production

Source: Fortune Business Insights -AgriConsult LATAM

THE REASONS FOR TRUST...

AgriConsult LATAM



- *Expert Agribusiness Consultants from Latin America*
- *Offering of a broad spectrum of consultancy & services to help ventures from market analysis, product development to business strategy design for establishment and commercialization process*
- *Reliable network of experienced partners. Available working references from recognized global customers.*
- *"One to one" solutions design to ensure best support at lowest cost to fit your needs*



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BIOLOGICAL AGRICULTURAL US START UP BUSINESS CASE...



by AgriConsult LATAM –CEO & Founder
Ing Agr Jorgelina Lezaun

- *...On 2017, I was asked by an "US start up" director, to assess them about the feasibility to enter LATAM market with their biological innovative product for pest control in agriculture...*
- *I decided to be personally involved in this project to help them. We looked for business opportunities in Argentina & border countries but we decided to focus locally to carry out our "pilot" program...*
- *We analysed, understood the market, competitors and the complete value chain. Finally we designed a business strategy to enter with their product. We helped the company in their R&D field trials. Meantime we developed interaction with public institutions & recognized community players...*
- *Their board members trusted in our work and decided to establish the 1st global subsidiary in Argentina. We implemented their corporate business processes & values...*
- *In addition sales entrance and potential commercialization network was proposed. Right now the registration process in Argentina is on going...*

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