



# **Andermatt Biocontrol**

an ambitiously expanding BCA company

**ABIM Conference, 21 October 2015**

**Daniel Zingg**

# Who is Andermatt Biocontrol?

- Specialist for biocontrol and biostimulant products,
- Producer of viruses, beneficial organisms and tox-free rodent traps
- Family and employee owned SME with a turnover of 20 mio CHF and with about 100 employees



# Mission Statement and Vision of Andermatt Biocontrol



Dr. Isabel Andermatt + Dr. Martin Andermatt

- We aim to provide good biological alternatives, to replace chemical plant protection products, chemical biocides or synthetic fertilisers!
- We aim to be/become one of the three world leading biocontrol companies which are not owned by agrochemical multinationals

# Our Values

**Good partnership with customers, research institutes and suppliers**

**Committed and innovative employees to develop effective and ecological solutions**

**Healthy and profitable company to reinvest in market and portfolio expansion**



**ISO 9001**  
**BUREAU VERITAS**  
Certification



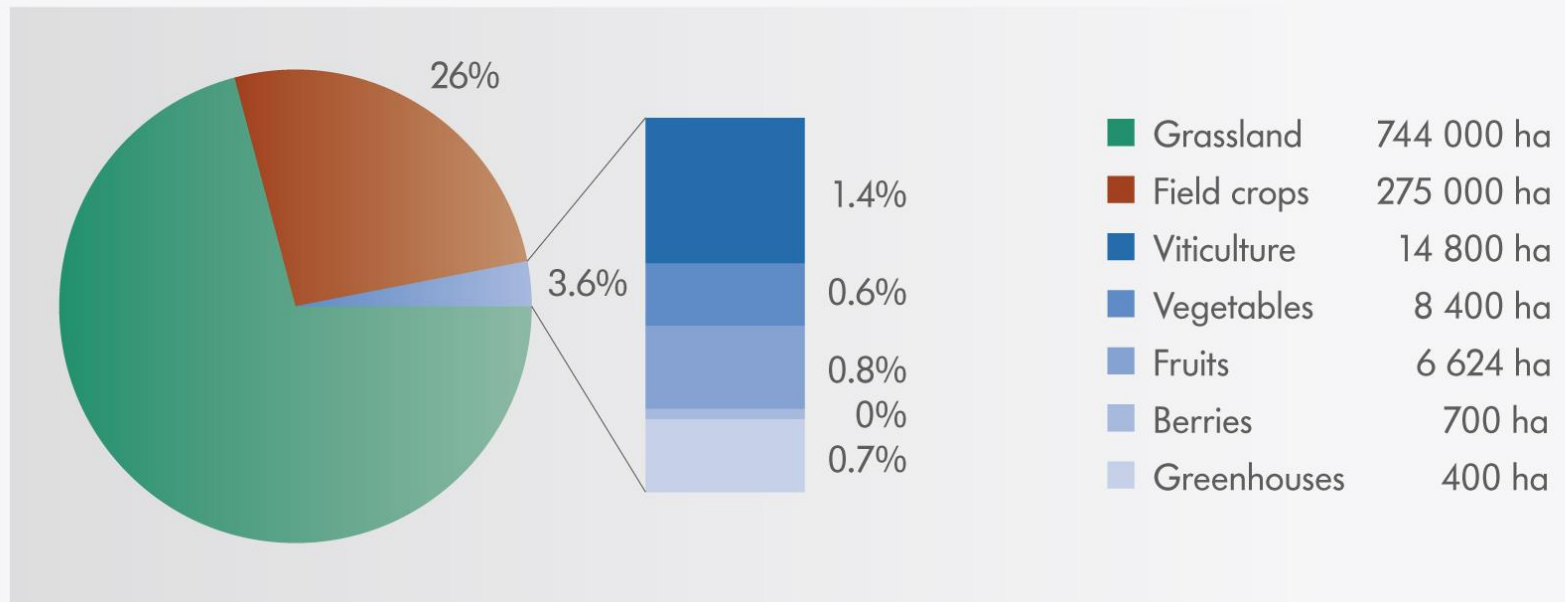
# History of Andermatt Biocontrol

- 1987** Worldwide the first registration of a granulovirus product MADEX (CpGV) in food production
- 1988** Foundation of Andermatt Biocontrol
- 1989 –1999** Registration and commercialization of a large range of biocontrol products in the Swiss market
- Microbials
  - Macrobiols
  - Semiochemicals
  - Plant extracts
  - Mineralic products and others



# Swiss Market is very small

## Switzerland – Subdivision of the area under cultivation



# International Expansion with new Baculoviruses

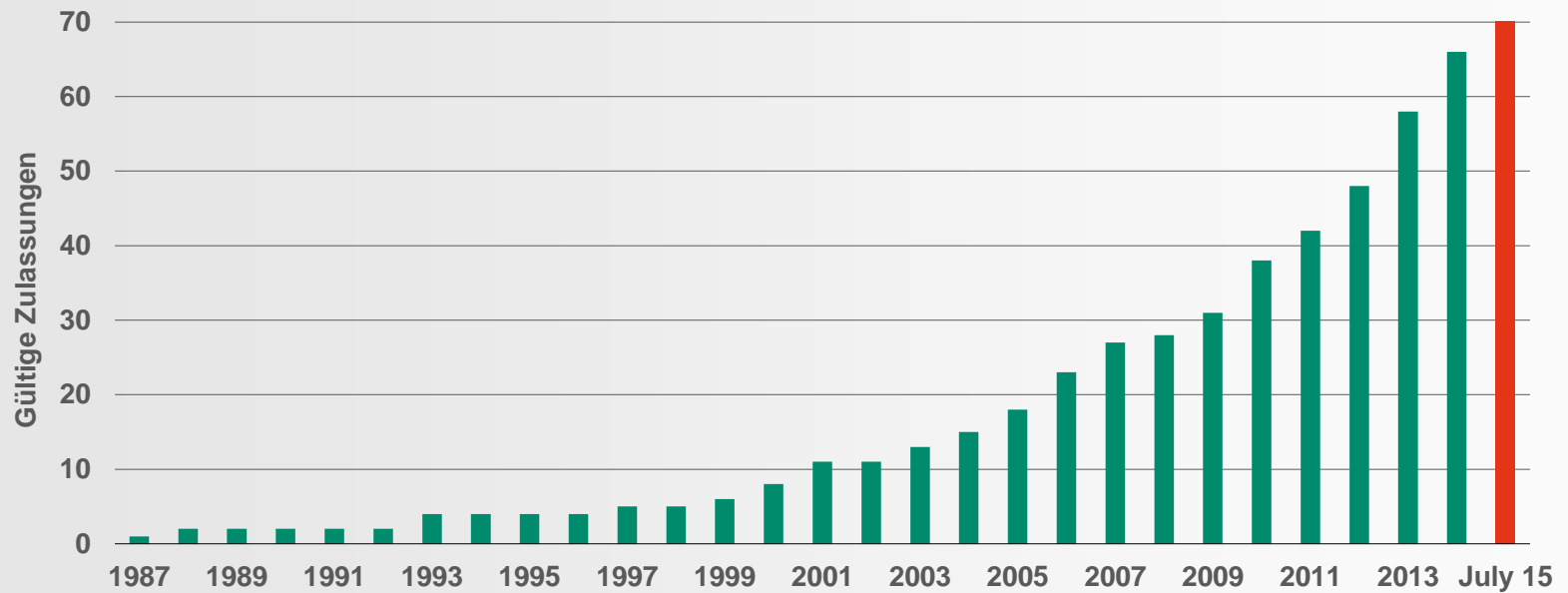
## Development of new products for the international markets

- Cryptex (CrIeGV against *Thaumatotibia leucotreta*), 2002
- Helicovex (HearNPV against *Helicoverpa* sp.), 2005
- Littovir (SpliNPV against *Spodoptera* sp.), 2005
- Spexit (SeNPV against *Spodoptera exigua*), 2005
- Madex Twin (CpGV against *Cydia pomonella* and *Grapholita molesta*), 2010



# Registration as a first Step of International Expansion

⇒ International baculovirus registrations as a precondition for international expansion





# Registration – Prohibitive Hurdles for Niche Products!

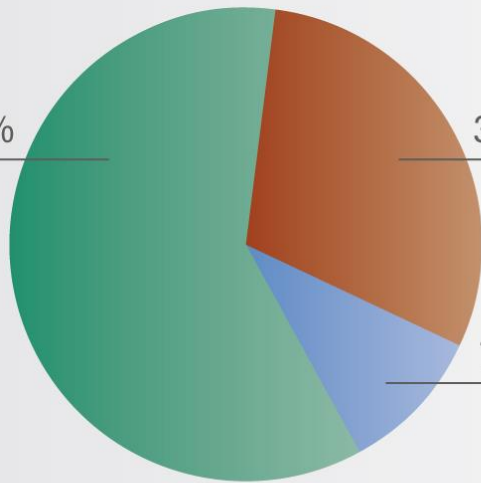
- Too long registration processes => sometimes up to 8 years => prefinancing of long time to market is a huge challenge
- Excessive study requirements => costs!
- Excessive registration fees => costs!
- Changes of the registration process and dossier requirements are needed!

Volumen 978	Volumen 978	Volumen 978	Volumen 978	Volumen 978	Volumen 978	Volumen 978	Volumen 978	Volumen 978	Volumen 978	Volumen 978	Volumen 978
<i>Cyba parasitella granulata</i> (SpvV) (Dossierform BA/DSE)	<i>Cyba parasitella granulata</i> (SpvV) (BA/DSE)	<i>Cyba parasitella granulata</i> (SpvV) (BA/DSE)	<i>Cyba parasitella granulata</i> (SpvV) (Dossierform BA/DSE)	<i>Cyba parasitella granulata</i> (SpvV) (Dossierform BA/DSE)	<i>Cyba parasitella granulata</i> (SpvV) (Dossierform BA/DSE)	<i>Cyba parasitella granulata</i> (SpvV) (Dossierform BA/DSE)	<i>Cyba parasitella granulata</i> (SpvV) (Dossierform BA/DSE)	<i>Cyba parasitella granulata</i> (SpvV) (Dossierform BA/DSE)	<i>Cyba parasitella granulata</i> (SpvV) (Dossierform BA/DSE)	<i>Cyba parasitella granulata</i> (SpvV) (Dossierform BA/DSE)	<i>Cyba parasitella granulata</i> (SpvV) (Dossierform BA/DSE)
CEED Dossier	CEED Dossier	CEED Dossier	CEED Dossier	CEED Dossier	CEED Dossier	CEED Dossier	CEED Dossier	CEED Dossier	CEED Dossier	CEED Dossier	CEED Dossier
Dir. A - I Dir. L - O	Dir. 200 Dir. 200A statutory certificate	Anzahl IM, Dir. 2 pt. 4	Anzahl IM, Dir. 2 pt. 1 pt. 1a 2	Anzahl IM, Dir. 2 pt. 4	Anzahl IM, Dir. 2 pt. 2 pt. 3 pt. 3.1/3.11 M. 5.2.3/3.2	Anzahl IM, Dir. 2 Dir. 3 pt. 3.2.3/3.2 M. 5.2.3/3.2	Dir. C, Dir. 4, pt. 9 Dir. 5, Dir. 6, pt. 7	Anzahl IM, Dir. 2 Dir. 4 pt. 8	Anzahl IM, Dir. 2, Dir. 3, Dir. 4, Dir. 5, Dir. 6 pt. 7	Anzahl IM, Dir. 2, Dir. 3, pt. 8 Dir. 4, Dir. 5, pt. 9 Dir. 6, Dir. 7, pt. 10	Anzahl IM, Dir. 2, Dir. 3, pt. 8 Dir. 4, Dir. 5, pt. 9 Dir. 6, Dir. 7, pt. 10
January 2007	October 2003	October 2003	October 2003	October 2003	October 2003	October 2003	October 2003	October 2003	January 2007	January 2007	January 2007
Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03	Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03	Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03	Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03	Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03	Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03	Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03	Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03	Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03	Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03	Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03	Anzahl Haupt-01 Anzahl Haupt-02 Anzahl Haupt-03

# Investments in R&D Projects

**Development of  
new Products**

60%



**Optimisation and  
Rationalisation**

30%

**Production support**

10%

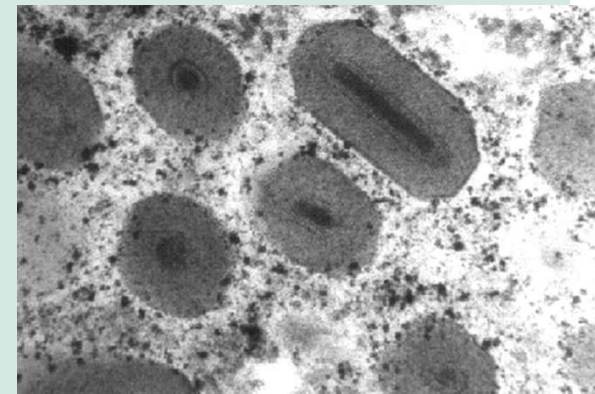
- Annual R&D investments >10% of turnover

# New Challenge: Virus Resistance of Codling Moth

**2003 / 2004** Confirmation of resistance  
in Europe

**2006** MADEX Plus (new resistance  
breaking GpGV)

**2007 – 2010** Development of other new  
resistance breaking CpGV  
Isolates MADEX Max,  
MADEX Top, ...



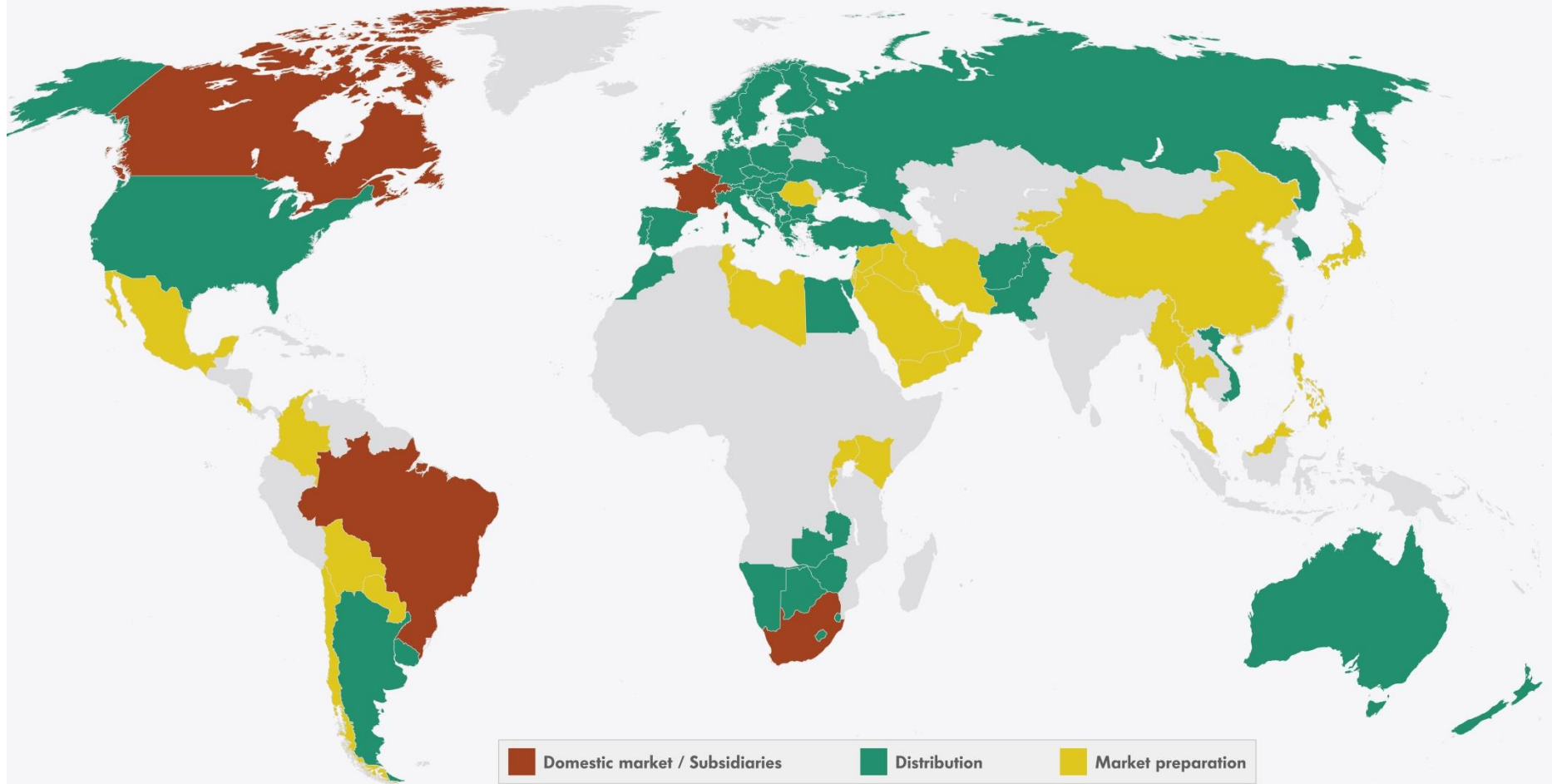
# Market Expansion with Subsidiaries

- **Madumbi Sustainable Agriculture (ZA), 2010**
- **Sylvar Technologies (CA), 2011**
- **Andermatt France, 2014**
- **Andermatt do Brasil, 2014**

Goal: better market penetration for Andermatt Products



# Export Markets of Andermatt Biocontrol



# Diversification of Portfolio by Acquisitions

**2010** Acquisition of Topcat GmbH (CH)  
=> tox-free mouse traps

**topcat** GmbH

**2011** Acquisition of a 60% share in  
Sylvar Technologies Inc. (CA)  
=> baculovirus in forestry



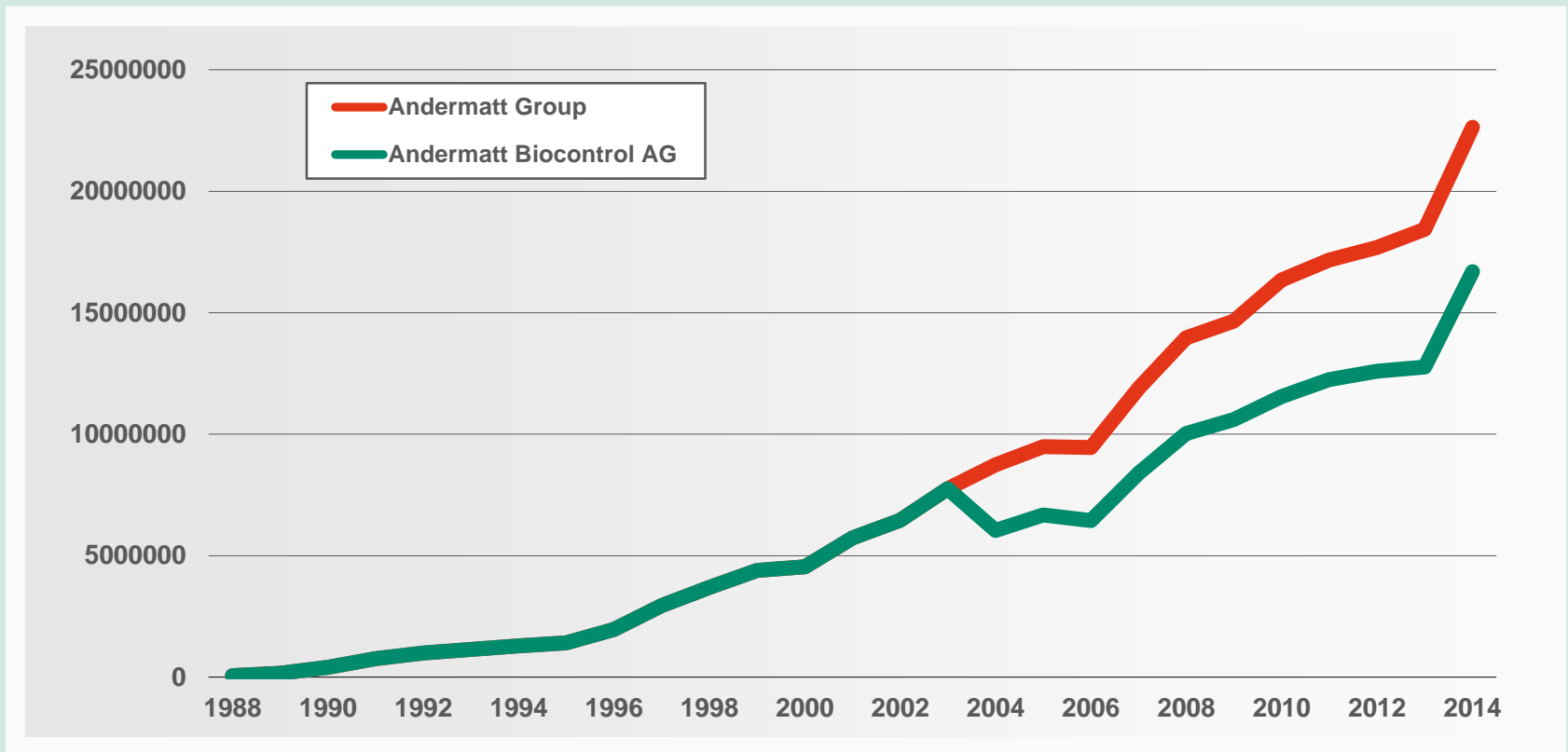
**2012** Acquisition of a 24.9% share in  
Abitep GmbH (DE) => *B. amyloliquefaciens*



**2014** Acquisition of a 20% share in  
Plant Health Products, PHP (ZA)  
=> Trichoderma, Beauveria, Rhizobium  
and others

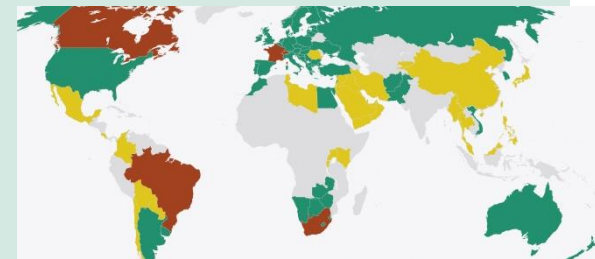
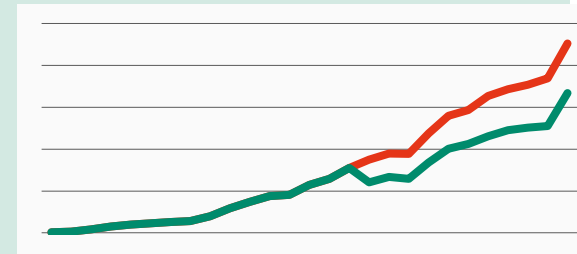


# Turnover of the Andermatt Group and Andermatt Biocontrol AG



# Conclusions

- **Growth strategy is needed to adapt to changing environment**
- **Financial limitation => focus needed**
- **Internal competition of product development and market development**
- **Registration is a key challenge, especially for niche products**
- **Partnering with strategic suppliers and distributors for a sustainable development**
- **SME's will continue to be an important driver of biocontrol in the future and there still are many opportunities**







***Thank you for  
your attention!***



Andermatt  
**Biocontrol**



***where Nature  
leads Innovation***