

SESSIONS

BIOCONTROL & BIOSTIMULANTS LATAM PRE-EVENT WORKSHOPS - 29/07/2024

Biocontrol & Biostimulants LATAM

29 - 31 July 2024

Royal Palm Hall, Campinas, Sao Paulo State,
Brazil

Registration for workshop: Biofertilizer Latam- in Partnership with ANPIL // Biofertilizante Latam - em parceria com a ANPIL

09:00 - 09:25

Biofertilizer Latam- in Partnership with ANPIL //
Biofertilizante Latam - em parceria com a ANPIL

Welcome from the workshop chairperson

09:25 - 09:30

Participants

Julia Emanuela - Director of Institutional and
Regulatory Relations, ANPIL

Demand for Biofertilizers and its Relationship with the Agricultural Commodities Market // Demanda por Inoculantes e sua Relação com Mercado de Commodities Agrícolas”

09:30 - 10:15

Participants

Cleber Vieira - Director, Agroconsult

From Biological to Biotechnological: Disruptive Innovation in Bioinputs

10:15 - 10:45

Participants

Ronaldo Dalio - CEO / Scientific Director, Ideelab

Break // Pausa

10:45 - 11:45

Impact of the Rhizosphere Microbiome on Sustainable Agriculture //Impacto do Microbioma da Rizosfera na Agricultura Sustentável”

11:45 - 12:15

Participants

Rodrigo Mendes - Researcher, Embrapa

Opportunities in Regulatory Compliance for Biofertilizers, Inoculants, and Soil Conditioners Registration - an E2E approach

12:15 - 12:45

Participants

Glaucia Santos - Fertilizer and Animal Feed
Coordinator, at Vigna Brasil Group

Round Table Discussion

12:45 - 13:15

End of Workshop // Fin del taller

13:15 - 13:55

Registration for Regulatory Seminar- Hosted by RED Latam

13:55 - 14:10

Regulation News and Processes in LATAM

14:10 - 15:40

We will have presentations giving updates on
Regulation News and Processes for the following
countries:

- Mexico
- Paraguay
- Peru
- Chile
- Argentina

Regulatory Landscape in Brasil- Updates from Croplife Brasil

15:40 - 15:55

Participants

Gisele Perjessy - Regulatory Affairs Coordinator-
Biological Products, Croplife Brasil

Regulatory Question Time

15:55 - 16:25

There will then be interactive discussion in groups
linked to regulation and policy. We will touch upon on
farm biocontrol and discuss regulation processes and
requirements linked to on farm biocontrol in various
countries (and if they are indeed required).

Participants will also be contacted beforehand to also
submit their regulatory questions that they would like
answered and discussed in this workshop. During
question time we will address these as a group.

Participants

Maria Fernanda Cáceres Sanabria - Technical
Coordinator of Registrations, Paraguay S.R.L.
Consulting Firm

Maria Ines Zerba - Regulatory consultant - Argentina,
Agrochem Consultores

Francys Vilella - Director, RED Latam Network

Norberto Arias - Agronomic Engineer and Director,
Agrochem Consultores S.R.L.

Maria Luiza M. P. Castro - Director, CESIS

TIME	
09:00	09:00 - Registration for workshop: Biofertilizer Latam- in Partnership with ANPIL // Biofertilizante Latam - em parceria com a ANPIL 09:25 - Welcome from the workshop chairperson 09:30 - Demand for Biofertilizers and its Relationship with the Agricultural Commodities Market // Demanda por Inoculantes e sua Relação com Mercado de Commodities Agrícolas”
10:00	10:15 - From Biological to Biotechnological: Disruptive Innovation in Bioinputs 10:45 - Break // Pausa
11:00	11:45 - Impact of the Rhizosphere Microbiome on Sustainable Agriculture //Impacto do Microbioma da Rizosfera na Agricultura Sustentável”
12:00	12:15 - Opportunities in Regulatory Compliance for Biofertilizers, Inoculants, and Soil Conditioners Registration - an E2E approach 12:45 - Round Table Discussion
13:00	13:15 - End of Workshop // Fin del taller 13:55 - Registration for Regulatory Seminar- Hosted by RED Latam
14:00	14:10 - Regulation News and Processes in LATAM
15:00	15:40 - Regulatory Landscape in Brasil- Updates from Croplife Brasil 15:55 - Regulatory Question Time

Registration Opens

07:30 - 08:50

Opening Welcome Address // Discurso de abertura del presidente

08:50 - 09:10
Biocontrol, Biostimulant & Biofertilizer Market Dynamics in Latin America // Dinâmica do mercado de biocontrole, bioestimulante e biofertilizante na América Latina

Participants

Eduardo Leão - President & CEO, Croplife Brazil

Biocontrol Market Trends in Latin America and Internationally // Tendências do mercado de biocontrole na América Latina e internacionalmente

09:10 - 09:30
Biocontrol, Biostimulant & Biofertilizer Market Dynamics in Latin America // Dinâmica do mercado de biocontrole, bioestimulante e biofertilizante na América Latina

- Market growth in LATAM- a breakdown looking at various countries
- Which region has seen most growth?
- What are forward growth predictions looking like?
- Crescimento do mercado na LATAM - uma análise detalhada de vários países
- Qual região registrou o maior crescimento?
- Quais são as previsões de crescimento futuro?

Participants

Mark Trimmer - Co Founder, Dunham Trimmer

Biofertilizer and Biological Innoculant Developments in Brazil// Desenvolvimentos de biofertilizantes e inoculantes biológicos no Brasil

09:30 - 09:50
Biocontrol, Biostimulant & Biofertilizer Market Dynamics in Latin America // Dinâmica do mercado de biocontrole, bioestimulante e biofertilizante na América Latina

- Revenue and sales of the bioinnoculant market – an analysis
- Regulatory developments for biofertilizers (brief review)
- Industry challenges
- Industry opportunities
- Receita e vendas do mercado de bioinoculantes - uma análise
- Desenvolvimentos regulatórios para biofertilizantes (breve revisão)
- -Desafios do setor
- Oportunidades do setor

Participants

Julia Emanuela - Director of Institutional and Regulatory Relations, ANPIL

Biological products and regenerative agriculture in Brazil

09:50 - 10:10
Biocontrol, Biostimulant & Biofertilizer Market Dynamics in Latin America // Dinâmica do mercado de biocontrole, bioestimulante e biofertilizante na América Latina

- 2024 news review – updates on current projects/ working groups from croplife brasil
- Regenerative agriculture in Brasil- how does biocontrol play a role here?
- Insight into the illegal inputs training programme- what is this ? how will this help industry?
- On Farm Biocontrol- Will this sector be regulated? What steps are being taken to ensure the same regulatory compliance as other biocontrol producers? • Regulatory news for biocontrol registration in Brazil

Participants

Arthur Gomes - Executive Director, CropLife Brazil

Innovation in the Biocontrol and Biostimulant Market: Red or Blue Ocean?

10:10 - 10:30
Biocontrol, Biostimulant & Biofertilizer Market Dynamics in Latin America // Dinâmica do mercado de biocontrole, bioestimulante e biofertilizante na América Latina

I. Introduction • Overview of the biocontrol and biostimulant market

• Understanding "Red Ocean" vs. "Blue Ocean" market trends II.

Understanding the Market Landscape • Analysis of current market trends and dynamics

• Identification of key players and competitors III.

Factors Influencing Commercial Viability and Success

• Efficacy: Importance of product effectiveness in meeting grower needs

• Competitive costing/pricing strategies

• Regulatory Considerations: Navigating hurdles and compliance requirements. • Grower Needs & Value Propositions: Understanding the canvas of jobs, gains and pains. IV.

Red Ocean vs. Blue Ocean: Where Does Your Innovation Stand?

• Evaluation of competition and innovation levels

• Identification of areas ripe for disruption and differentiation V. Strategies for Success • Developing strategic roadmaps for innovation and growth

• Leveraging technology and data-driven insights • Building partnerships and collaborations to expand market reach VI. Conclusion & Q&A Session

Participants

Rosa Maria Gimenez - Founder, Chief Value Creating Officer, Pergola Consulting

Q&A Session

10:30 - 10:45
Biocontrol, Biostimulant & Biofertilizer Market Dynamics in Latin America // Dinâmica do mercado de biocontrole, bioestimulante e biofertilizante na América Latina

Networking Time with Exhibitors / Networking con los expositores

10:45 - 11:15

Bio agribusiness Panel: Discussing the big question of how to succeed in Latam?// Bioagronegócio: Discutindo a grande questão de como ter sucesso na América Latina?

11:15 - 11:45

BioAg Investment and Economics in Latin America // Investimento e economia da BioAg na América Latina

- Top 3 learnings senior executives have made during their experience and time working in LATAM markets
- What do you need to ensure economic viability?
- Investment – are we seeing this growing?
- Investment – as a company where are we investing? Is it in our people, R&D, new markets?
- What mistakes do we see occurring that we can learn from?
- How is industry changing? What impact does this have on biological brands if any?
- On Farm Biocontrol- Do we see this as a threat or opportunity?
- How to scale up and grow globally
- What is the future for companies in Latam?
- How to reach the sales needed to maintain a healthy working capital?
- Companies fail not due to their product but due to the inability to scale- true or false?
- How to build a successful B2B/ B2C bioinput company in Latin America
- Os 3 principais aprendizados que os executivos seniores obtiveram durante sua experiência e tempo de trabalho nos mercados da América Latina
- O que é necessário para garantir a viabilidade econômica?
- Investimento - estamos vendo isso crescer?
- Investimento - como empresa, onde estamos investindo? Ou seja, em nosso pessoal, em P&D, em novos mercados?
- Que erros estamos vendo ocorrer e com os quais podemos aprender?
- Como o setor está mudando? Que impacto isso tem sobre as marcas biológicas, se houver?
- Biocontrole na fazenda - Vemos isso como uma ameaça ou uma oportunidade?
- Como aumentar a escala e crescer globalmente
- Qual é o futuro das empresas na América Latina?
- Como atingir as vendas necessárias para manter um capital de giro saudável?
- As empresas fracassam não por causa de seu produto, mas por causa da incapacidade de escalar - verdadeiro ou falso?
- Como criar uma empresa de bioinsumos B2B/ B2C bem-sucedida na América Latina

Participants

Antonio Zem - CEO, Biotrop

Vitor Raposo - Latam Regional Manager, Sulphur Mills

Bringing New Chemistry to Light/ Trazendo a nova química à luz

11:45 - 12:05

BioAg Investment and Economics in Latin America // Investimento e economia da BioAg na América Latina

- Innovation – what makes a technology truly innovative?
- What recent innovations have we launched in Latam? What makes them different to anything else?
- What question should those seeking investment / partnerships ask themselves when referring to innovative technology? Is a technology may be innovative, but is it scalable? Will there be a ROI? Anything else....?
- Are we seeing a more of a drive towards biological solutions in Latam?

Participants

Francisco Manzano - Director of Global Business Development, Nutrien

Opportunities for biocontrol of plant-parasitic nematodes in Brazilian agriculture// Oportunidades para o biocontrole de nematoides parasitas de plantas na agricultura brasileira

12:05 - 12:25

Addressing the Urgency of Nematode Control // Abordando a urgência do controle de nematoides

The increase in economic losses due to nematodes in Brazilian agriculture highlights the urgency of effective control strategies. Biological control emerges as a promising alternative and has experienced notable growth in the last decade. This method uses biological agents such as fungi and bacteria to sustainably control nematode populations. Among the key advances in biological control, the use of bionematicides stands out, primarily formulated with fungi such as *Purpureocillium lilacinum*, *Pochonia chlamydosporia*, and *Trichoderma* spp., and bacteria, including various species/strains of *Bacillus*, *Pseudomonas oryzae*, and *Pasteuria nishizawae*. The increase in the number of bionematicide registrations with the Ministry of Agriculture, Livestock, and Supply (MAPA) indicates a growing acceptance and recognition of these products as an effective tool in integrated nematode management. The significant growth from 11.8% to 23.5% in the year 2023 suggests increasing interest from farmers and the industry. The coming years may be characterized by a continuous increase in bionematicide registrations, with the replacement of already established microorganisms with new strains and species. This diversification can be beneficial to prevent nematode resistance and optimize the effectiveness of biological control. In addition to biological control, it is crucial to integrate other management practices, such as genetic, chemical, and cultural, to comprehensively address nematodes. The synergy between these practices will contribute to keeping nematode populations below the damage potential, promoting more sustainable and resilient agriculture. In summary, opportunities for nematode biocontrol in Brazilian agriculture are on the rise, driven by technological advances, promising field results, and a significant increase in bionematicide registrations. The continuous focus on innovation and the diversification of biological agents will further strengthen this approach in integrated nematode management.

Participants

Cristiano Belle - Nematology Researcher, Staphyt

Compelling effects of Bacillus thuringiensis BEC168 on the control of Plant Parasitic Nematodes and soil insects, in corn and soy // Efeitos convincentes do Bacillus thuringiensis BEC168 no controle de nematoides parasitas de plantas e insetos de solo, em milho e soja

12:25 - 12:45
Addressing the Urgency of Nematode Control // Abordando a urgência do controle de nematoides

Plant Parasitic Nematodes affect a broad range of crops causing serious economic losses worldwide. Here we report the discovery of a novel strain of Bacillus thuringiensis with efficacy against a broad spectrum of Plant Parasitic Nematodes and Soil insects. Unlike other products based on Bacillus thuringiensis, this proprietary strain BEC168 is a robust root colonizer and shows broad spectrum effects against many species of nematodes, as well as coleopteran insects. Discovered using the Advanced Microbial Selection process, data shows compelling nematode controlling effects in in-planta growth-chambers and greenhouse bioassays, showing important galling and egg mass reductions. This data was subsequently confirmed in numerous field trials, and different crops, over a 3-year period. BEC168 has demonstrated strong yield improvements and nematode control, with consistent soil nematode count reductions of a broad spectrum of plant parasitic nematodes, in the field, in over 39 internal trials, when applied as a seed treatment. In addition to its nematocidal activity, BEC168 demonstrated insecticidal effects in in-vitro and in the field. BEC168 is an aggressive root colonizer, promotes plant growth also in the absence of pest, and directly affects the nematodes, showing striking effects on population control and molting inhibition. BEC168 produces an interesting array of actives, within them 5 Cry proteins. BEC168 will be commercialized in key corn, soybean and vegetable growing regions, beginning in Brazil and USA. Trials have shown the product competes favorably with chemical nematicides and insecticides, as well as bionematicide products.

Participants

Debora Wilk - Director Plant Pathology, Bioconsortia

Networking Lunch

12:45 - 14:15
Addressing the Urgency of Nematode Control // Abordando a urgência do controle de nematoides

The use of Plant Response Elicitor technology for controlling nematodes in soybean in Brazil //O uso da tecnologia Plant Response Elicitor para o controle de nematoides em soja no Brasil

14:15 - 14:35
Addressing the Urgency of Nematode Control // Abordando a urgência do controle de nematoides

Peptides derived from Harpin protein, from Plant Health Care Inc., are promising for use in agriculture, since they are able to increase the resistance of plants to diseases and pests in a non-toxic way and with low environmental impact. Brazil was the first country to use of this novel technology, with Saori® being the first peptide registered for controlling soybean Asian rust and late cycle diseases, through seed treatment. Another key challenge in soybean crop, is the control of the root lesion nematode

Participants

Sergio Luiz de Almeida - Technical and Regulatory Affairs Manager, Plant Health Care (PHC)

On hold for Kimitec

14:35 - 14:55
New Biocontrol Field Trial Studies and Results // Novos estudos e resultados de ensaios de campo de biocontrole

Successful eradication of bacterial crop diseases via a novel phage technology in open field experiments // Erradicação bem-sucedida de doenças bacterianas de culturas por meio de uma nova tecnologia de fagos em experimentos de campo aberto

14:55 - 15:15
New Biocontrol Field Trial Studies and Results // Novos estudos e resultados de ensaios de campo de biocontrole

There is a dire need for new sustainable solutions in the crop protection market. The segment of bacterial diseases, specifically, saw very little innovation in the past few decades, resulting in old products with harmful toxicity, increased resistance levels, and gradual reduction of efficacy. It is estimated that 20% - 30% of the yield in many crops worldwide is lost as a direct result of bacterial diseases. Bacteriophages (or phages for short) have been suggested as an ecologically friendly and safe solution for bacterial diseases of crops. Phages are natural viruses that attack and efficiently kill bacterial pathogens. These viruses infect only bacteria, are harmless to humans and plants, and are biodegradable. Although phages held promise as antibacterials, large knowledge and technological gaps so far prevented their usage as efficient crop protection agents. EcoPhage, established in 2018, has licensed a unique technology from the Weizmann institution that allows the discovery and development of phage-based products exceptionally efficacious for treatment of bacterial pathogens in agriculture. The technology is based on revolutionary discoveries from the Weizmann Institute that revealed how phages can overcome natural bacterial defenses, paving the way to using phage as antimicrobials. Based on this new technology, EcoPhage has developed multi-phage cocktail formulations targeting various diseases, and is working with leading players in the industry to verify these formulations. We show that our phage-based formulations reduce disease severity in both greenhouse and open field experiments, resulting in higher yield in marketable fruits

Participants

Tsafrir Weinberg - Chief Agronomist, Ecophage

How innovative technology is driving forward regenerative agriculture for farmers in Latam // Como a tecnologia inovadora está impulsionando a agricultura regenerativa para os agricultores da América Latina

15:15 - 15:35
New Biocontrol Field Trial Studies and Results // Novos estudos e resultados de ensaios de campo de biocontrole

Participants

Giuliano Pauli - Innovation and Marketing Director, Superbac

SESSIONS

BIOCONTROL & BIOSTIMULANTS LATAM - CONFERENCE DAY ONE - 30/07/2024

Biocontrol & Biostimulants
LATAM

29 - 31 July 2024

Royal Palm Hall, Campinas, Sao Paulo State,
Brazil

Excellence in Microbiological Production: Strategies for Quality Assurance

15:35 - 15:55

New Biocontrol Field Trial Studies and Results //
Novos estudos e resultados de ensaios de campo de
biocontrole

Participants

Mr Tarik Yoshida - Product Stewardship & Regulatory,
Agrocete

Networking Break

15:55 - 16:35

New Biocontrol Field Trial Studies and Results //
Novos estudos e resultados de ensaios de campo de
biocontrole

Bio based solutions for biological formulations

16:35 - 16:55

Formulation & Innovative Technology for Biological
Product Development // Formulação e tecnologia
inovadora para o desenvolvimento de produtos
biológicos

- Lignin biopolymers – sustainable co-formulants.
- Microbial compatibility of lignin biopolymers.
- UV-protection by lignin biopolymers.
- Exilva as Rainfastness Adjuvant.

Sustainable formulation technologies for microbe based Biosolutions

16:55 - 17:15

Formulation & Innovative Technology for Biological
Product Development // Formulação e tecnologia
inovadora para o desenvolvimento de produtos
biológicos

- How to prepare a liquid microbe formulation with
extended shelf life - Water activity
- Liquid storage stable formulation with *Trichoderma*
Harzianum
- Impact of additives on the biological performance
of microbial formulations
 - Wetting agents (biodegradable superspreader)
 - Dispersants
- Carrier fluid for GRAM negative microbes
- Carrier fluid for water sensitive chemical actives

Participants

Diego Abreu - Global Segment Manager, Agro
segment, Evonik

On hold for Clariant

17:15 - 17:35

Formulation & Innovative Technology for Biological
Product Development // Formulação e tecnologia
inovadora para o desenvolvimento de produtos
biológicos

Applying biological products on industrial seed treatment: challenges, perspectives and how to evaluate the impacts of seed treatment products on microorganisms' survival

17:35 - 17:55

Formulation & Innovative Technology for Biological
Product Development // Formulação e tecnologia
inovadora para o desenvolvimento de produtos
biológicos

Participants

Carlos Oliveira - Lead Researcher, Incotec

Closing Remarks and End of Day One

17:55 - 18:00

Formulation & Innovative Technology for Biological
Product Development // Formulação e tecnologia
inovadora para o desenvolvimento de produtos
biológicos

Evening Drinks Reception – Music, Food & Fun! Recepção com bebidas à noite - música, comida e diversão!

18:00 - 19:30

Formulation & Innovative Technology for Biological
Product Development // Formulação e tecnologia
inovadora para o desenvolvimento de produtos
biológicos

SCHEDULE

BIOCONTROL & BIOSTIMULANTS LATAM - CONFERENCE DAY ONE - 30/07/2024

Biocontrol & Biostimulants LATAM

29 - 31 July 2024
Royal Palm Hall, Campinas, Sao Paulo State, Brazil

TIME	BIOCONTROL, BIOSTIMULANT & BIOFERTILIZER MARKET DYNAMICS IN LATIN AMERICA // DINÂMICA DO MERCADO DE BIOCONTROLE, BIOESTIMULANTE E BIOFERTILIZANTE NA AMÉRICA LATINA	BIOAG INVESTMENT AND ECONOMICS IN LATIN AMERICA // INVESTIMENTO E ECONOMIA DA BIOAG NA AMÉRICA LATINA	ADDRESSING THE URGENCY OF NEMATODE CONTROL // ABORDANDO A URGÊNCIA DO CONTROLE DE NEMATÓIDES	NEW BIOCONTROL FIELD TRIAL STUDIES AND RESULTS // NOVOS ESTUDOS E RESULTADOS DE ENSAIOS DE CAMPO DE BIOCONTROLE	FORMULATION & INNOVATIVE TECHNOLOGY FOR BIOLOGICAL PRODUCT DEVELOPMENT // FORMULAÇÃO E TECNOLOGIA INOVADORA PARA O DESENVOLVIMENTO DE PRODUTOS BIOLÓGICOS
07:00	07:30 - Registration Opens	07:30 - Registration Opens	07:30 - Registration Opens	07:30 - Registration Opens	07:30 - Registration Opens
08:00	08:50 - Opening Welcome Address // Discurso de abertura del presidente				
09:00	09:10 - Biocontrol Market Trends in Latin America and Internationally // Tendências do mercado de biocontrol na América Latina e internacionalmente 09:30 - Biofertilizer and Biological Inoculant Developments in Brazil// Desenvolvimentos de biofertilizantes e inoculantes biológicos no Brasil 09:50 - Biological products and regenerative agriculture in Brazil				
10:00	10:10 - Innovation in the Biocontrol and Biostimulant Market: Red or Blue Ocean? 10:30 - Q&A Session 10:45 - Networking Time with Exhibitors / Networking con los expositores	10:45 - Networking Time with Exhibitors / Networking con los expositores	10:45 - Networking Time with Exhibitors / Networking con los expositores	10:45 - Networking Time with Exhibitors / Networking con los expositores	10:45 - Networking Time with Exhibitors / Networking con los expositores

SCHEDULE

BIOCONTROL & BIOSTIMULANTS LATAM - CONFERENCE DAY ONE - 30/07/2024

Biocontrol & Biostimulants LATAM

29 - 31 July 2024
Royal Palm Hall, Campinas, Sao Paulo State, Brazil

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11:00		11:15 - Bio agribusiness Panel: Discussing the big question of how to succeed in Latam?// Bioagronegócio: Discutindo a grande questão de como ter sucesso na América Latina? 11:45 - Bringing New Chemistry to Light/ Trazendo a nova química à luz			
12:00			12:05 - Opportunities for biocontrol of plant-parasitic nematodes in Brazilian agriculture// Oportunidades para o biocontrole de nematoides parasitas de plantas na agricultura brasileira 12:25 - Compelling effects of Bacillus thuringiensis BEC168 on the control of Plant Parasitic Nematodes and soil insects, in corn and soy // Efeitos convincentes do Bacillus thuringiensis BEC168 no controle de nematoides parasitas de plantas e insetos de solo, em milho e soja 12:45 - Networking Lunch		

SCHEDULE

BIOCONTROL & BIOSTIMULANTS LATAM - CONFERENCE DAY ONE - 30/07/2024

Biocontrol & Biostimulants LATAM

29 - 31 July 2024
Royal Palm Hall, Campinas, Sao Paulo State, Brazil

TIME	BIOCONTROL, BIOSTIMULANT & BIOFERTILIZER MARKET DYNAMICS IN LATIN AMERICA // DINÂMICA DO MERCADO DE BIOCONTROLE, BIOESTIMULANTE E BIOFERTILIZANTE NA AMÉRICA LATINA	BIOAG INVESTMENT AND ECONOMICS IN LATIN AMERICA // INVESTIMENTO E ECONOMIA DA BIOAG NA AMÉRICA LATINA	ADDRESSING THE URGENCY OF NEMATODE CONTROL // ABORDANDO A URGÊNCIA DO CONTROLE DE NEMATÓIDES	NEW BIOCONTROL FIELD TRIAL STUDIES AND RESULTS // NOVOS ESTUDOS E RESULTADOS DE ENSAIOS DE CAMPO DE BIOCONTROLE	FORMULATION & INNOVATIVE TECHNOLOGY FOR BIOLOGICAL PRODUCT DEVELOPMENT // FORMULAÇÃO E TECNOLOGIA INOVADORA PARA O DESENVOLVIMENTO DE PRODUTOS BIOLÓGICOS
14:00			14:15 - The use of Plant Response Elicitor technology for controlling nematodes in soybean in Brazil //O uso da tecnologia Plant Response Elicitor para o controle de nematoides em soja no Brasil	14:35 - On hold for Kimitec 14:55 - Successful eradication of bacterial crop diseases via a novel phage technology in open field experiments // Erradicação bem-sucedida de doenças bacterianas de culturas por meio de uma nova tecnologia de fagos em experimentos de campo aberto	
15:00				15:15 - How innovative technology is driving forward regenerative agriculture for farmers in Latam // Como a tecnologia inovadora está impulsionando a agricultura regenerativa para os agricultores da América Latina 15:35 - Excellence in Microbiological Production: Strategies for Quality Assurance 15:55 - Networking Break	
16:00					16:35 - Bio based solutions for biological formulations 16:55 - Sustainable formulation technologies for microbe based Biosolutions

SCHEDULE

BIOCONTROL & BIOSTIMULANTS LATAM - CONFERENCE DAY ONE - 30/07/2024

Biocontrol & Biostimulants LATAM

29 - 31 July 2024
Royal Palm Hall, Campinas, Sao Paulo State, Brazil

TIME	BIOCONTROL, BIOSTIMULANT & BIOFERTILZER MARKET DYNAMICS IN LATIN AMERICA // DINÂMICA DO MERCADO DE BIOCONTROLE, BIOESTIMULANTE E BIOFERTILIZANTE NA AMÉRICA LATINA	BIOAG INVESTMENT AND ECONOMICS IN LATIN AMERICA // INVESTIMENTO E ECONOMIA DA BIOAG NA AMÉRICA LATINA	ADDRESSING THE URGENCY OF NEMATODE CONTROL // ABORDANDO A URGÊNCIA DO CONTROLE DE NEMATÓIDES	NEW BIOCONTROL FIELD TRIAL STUDIES AND RESULTS // NOVOS ESTUDOS E RESULTADOS DE ENSAIOS DE CAMPO DE BIOCONTROLE	FORMULATION & INNOVATIVE TECHNOLOGY FOR BIOLOGICAL PRODUCT DEVELOPMENT // FORMULAÇÃO E TECNOLOGIA INOVADORA PARA O DESENVOLVIMENTO DE PRODUTOS BIOLÓGICOS
17:00					17:15 - On hold for Clariant 17:35 - Applying biological products on industrial seed treatment: challenges, perspectives and how to evaluate the impacts of seed treatment products on microorganisms' survival 17:55 - Closing Remarks and End of Day One
18:00					18:00 - Evening Drinks Reception – Music, Food & Fun! Recepção com bebidas à noite - música, comida e diversão!

SESSIONS

BIOCONTROL & BIOSTIMULANTS LATAM - CONFERENCE DAY TWO - 31/07/2024

Biocontrol & Biostimulants LATAM

29 - 31 July 2024

Royal Palm Hall, Campinas, Sao Paulo State,
Brazil

Opening remarks from the chairperson

09:00 - 09:10

Addressing Questions & Challenges with Biocontrol Perception & Promoting IPM // Abordagem de questões e desafios com a percepção do biocontrole e a promoção do MIP

Overcoming challenges with biocontrol perception by dispelling myths regarding the use of biological control agents for crop diseases // Superando desafios com a percepção do biocontrole ao dissipar mitos sobre o uso de agentes de controle biológico para doenças de culturas

09:10 - 09:30

Addressing Questions & Challenges with Biocontrol Perception & Promoting IPM // Abordagem de questões e desafios com a percepção do biocontrole e a promoção do MIP

While biological control in agriculture is an environmentally friendly and sustainable strategy, there are some questions and challenges associated with its implementation. Some of the main concerns are related to a perception that these products are relatively new in the market compared to chemicals, which may explain a lack of efficiency and consistency. The effectiveness of beneficial organisms may depend on factors such as climatic conditions, prey availability, or pest adaptation. A third concern is the difficulty of comparing the quality between biological products, contributing to the perception of inconsistency. This study addresses these three myths through a comparative literature review of the history of chemical and biological fungicides. Through a meta-analysis, the consistency level in the control provided by a commercial formulation of *Bacillus* spp (Nacillus Pro®, Bionativa Chile) was evaluated for its effectiveness in controlling *Alternaria alternata* in tomato cultivation. Trials were conducted in Chile, Peru, Argentina, Brazil, and Mexico. Additionally, a study was conducted to determine the level of phylogenetic signal in the control capabilities of different *Trichoderma* strains to establish whether their control abilities depend on the strain's phylogeny or specific characteristics.

Participants

Eduardo Donoso - Director, Bioinsumos Nativa

IPM insights from MARS

09:30 - 09:50

Addressing Questions & Challenges with Biocontrol Perception & Promoting IPM // Abordagem de questões e desafios com a percepção do biocontrole e a promoção do MIP

- Why we see IPM as a good way forward when it comes to growing food
- IPM and sustainability

Participants

Denny Carriel - Senior Principal Technician IPM, MARS

Assessing the quality for biological products

09:50 - 10:10

Regulating Biocontrol & Biostimulants – Feedback from Regulators // Regulamentação do biocontrole e dos bioestimulantes - Feedback dos reguladores

Participants

Gisele Perjessy - Regulatory Affairs Coordinator- Biological Products, Croplife Brasil

ANVISA Regulatory requirements for biocontrol in Brazil // - Apresentação sobre requisitos regulatórios para biocontrole no Brasil

10:10 - 10:30

Regulating Biocontrol & Biostimulants – Feedback from Regulators // Regulamentação do biocontrole e dos bioestimulantes - Feedback dos reguladores

Participants

Marina Leal Bicelli de Aguiar - Toxicological Safety Assessment Management, ANVISA

Producing with Biologicals: Evolution of the Argentine Market

10:30 - 10:50

Regulating Biocontrol & Biostimulants – Feedback from Regulators // Regulamentação do biocontrole e dos bioestimulantes - Feedback dos reguladores

The Argentine market for biologicals has been growing at very significant rates and the way this type of products is used by farmers requires a different approach, managing to be just as efficient as with chemicals, often finding more common points than oppositions. During the presentation, we will see what is the level of implementation is and what challenges Argentine farmers have to include biologicals in their production system

Participants

Federico Martin Elorza - Sustainable Management Coordinator, CASAFE

Networking Coffee Break

10:50 - 11:30

Regulating Biocontrol & Biostimulants – Feedback from Regulators // Regulamentação do biocontrole e dos bioestimulantes - Feedback dos reguladores

Updates from IBMA on Biocontrol in Europe

11:30 - 11:50

Regulating Biocontrol & Biostimulants – Feedback from Regulators // Regulamentação do biocontrole e dos bioestimulantes - Feedback dos reguladores

Updates from BASAI on Biological Regulation in India

11:50 - 12:10

Regulating Biocontrol & Biostimulants – Feedback from Regulators // Regulamentação do biocontrole e dos bioestimulantes - Feedback dos reguladores

Participants

Vipin Saini - CEO, Biological Agri Solutions Association of India

SESSIONS

BIOCONTROL & BIOSTIMULANTS LATAM - CONFERENCE DAY TWO - 31/07/2024

Biocontrol & Biostimulants LATAM

29 - 31 July 2024

Royal Palm Hall, Campinas, Sao Paulo State,
Brazil

Keynote: Tackling invasive species to help with biodiversity // Combate a espécies invasoras para ajudar na biodiversidade

12:10 - 12:30

Prepare & Plan for BioDiversity and Intellectual Property in Latam // Preparar e planejar a biodiversidade e a propriedade intelectual na América Latina

- Exploring the impact invasive species can have on biodiversity with real case study examples
- How can biocontrol inputs be developed to tackle invasive species
- Are there any examples in LATAM whereby invasive species can be tackled using biocontrol agents?
- Where are the gaps in the market? ie what invasive species in Latin America do we need to develop better biocontrol agents for?
- Explorar o impacto que as espécies invasoras podem ter sobre a biodiversidade com exemplos de estudos de casos reais
- Como os insumos de biocontrole podem ser desenvolvidos para combater as espécies invasoras?
- Há algum exemplo na América Latina em que espécies invasoras possam ser combatidas com agentes de biocontrole?
- Onde estão as lacunas no mercado? Ou seja, para quais espécies invasoras na América Latina precisamos desenvolver melhores agentes de biocontrole?

Participants

Pam Marrone - Co-founder & Executive Chair, Invasive Species Corporation & Invasive Species Research Institute

PANEL: Biodiversity, the law and data- what does this really mean for companies?// PAINEL: Biodiversidade, lei e dados - o que isso realmente significa para as empresas?

12:30 - 13:00

Prepare & Plan for BioDiversity and Intellectual Property in Latam // Preparar e planejar a biodiversidade e a propriedade intelectual na América Latina

- Is there a new law coming into force?How to plan and prepare for any changes in regulation linked to biodiversity
- Legislation regarding Access to Biodiversity
- Nagoya Protocol
- Exploring the Budapest Treaty- what is this? What impact may this have?
- Há uma nova lei entrando em vigor? Como planejar e se preparar para qualquer mudança na regulamentação relacionada à biodiversidade?
- Legislação referente ao acesso à biodiversidade
- Protocolo de Nagoya

Participants

Francys Vilella - Director, RED Latam Network

Networking Lunch // Almoço em rede

13:00 - 14:30

Prepare & Plan for BioDiversity and Intellectual Property in Latam // Preparar e planejar a biodiversidade e a propriedade intelectual na América Latina

New Start Ups: Introductions & Their Story // Novas empresas iniciantes: Apresentações e suas histórias

14:30 - 15:00

Start Ups and Innovation within Biocontrol, Biostimulant and Biofertilizer Technologies // Start Ups e inovação em tecnologias de biocontrole, bioestimulantes e biofertilizantes

- 5 minute introductions to new start ups in LATAM
- Who they are , what is their background and how to they vision the future of biologicals to be?
- Open partnerships and opportunities to collaborate
- What makes us innovative ?
- Apresentações de 5 minutos para novas start-ups na América Latina
- Quem são elas, qual é sua formação e como elas imaginam o futuro dos produtos biológicos?
- Parcerias abertas e oportunidades de colaboração
- O que nos torna inovadores?

Disrupting with sustainable solutions that enable new possibilities in food and agriculture // Inovar com soluções sustentáveis que permitem novas possibilidades em alimentos e agricultura

15:00 - 15:20

Start Ups and Innovation within Biocontrol, Biostimulant and Biofertilizer Technologies // Start Ups e inovação em tecnologias de biocontrole, bioestimulantes e biofertilizantes

Participants

Andres Ariztia - Co-Founder, Sticta Biologicals

Networking Break

15:20 - 15:50

Start Ups and Innovation within Biocontrol, Biostimulant and Biofertilizer Technologies // Start Ups e inovação em tecnologias de biocontrole, bioestimulantes e biofertilizantes

This session is on hold for Agrilife

15:50 - 16:10

Start Ups and Innovation within Biocontrol, Biostimulant and Biofertilizer Technologies // Start Ups e inovação em tecnologias de biocontrole, bioestimulantes e biofertilizantes

Mycorrhizal inoculants: benefits and applications for agricultural production

16:10 - 16:30

The Latest Biostimulant and Biofertilizer Scientific Research Revealed // Reveladas as mais recentes pesquisas científicas sobre bioestimulantes e biofertilizantes

Participants

Claudio Soares - Researcher, Federal University of Santa Catarina

Closing remarks // Observaciones finales

16:30 - 16:40

End of Conference

16:40 - 16:45

SCHEDULE

BIOCONTROL & BIOSTIMULANTS LATAM - CONFERENCE DAY TWO - 31/07/2024

Biocontrol & Biostimulants LATAM

29 - 31 July 2024

Royal Palm Hall, Campinas, Sao Paulo State, Brazil

TIME	ADDRESSING QUESTIONS & CHALLENGES WITH BIOCONTROL PERCEPTION & PROMOTING IPM // ABORDAGEM DE QUESTÕES E DESAFIOS COM A PERCEÇÃO DO BIOCONTROLE E A PROMOÇÃO DO MIP	REGULATING BIOCONTROL & BIOSTIMULANTS – FEEDBACK FROM REGULATORS // REGULAMENTAÇÃO DO BIOCONTROLE E DOS BIOESTIMULANTES - FEEDBACK DOS REGULADORES	PREPARE & PLAN FOR BIODIVERSITY AND INTELLECTUAL PROPERTY IN LATAM // PREPARAR E PLANEJAR A BIODIVERSIDADE E A PROPRIEDADE INTELECTUAL NA AMÉRICA LATINA	START UPS AND INNOVATION WITHIN BIOCONTROL, BIOSTIMULANT AND BIOFERTILIZER TECHNOLOGIES // START UPS E INOVAÇÃO EM TECNOLOGIAS DE BIOCONTROLE, BIOESTIMULANTES E BIOFERTILIZANTES	THE LATEST BIOSTIMULANT AND BIOFERTILIZER SCIENTIFIC RESEARCH REVEALED // REVELADAS AS MAIS RECENTES PESQUISAS CIENTÍFICAS SOBRE BIOESTIMULANTES E BIOFERTILIZANTES
09:00	09:00 - Opening remarks from the chairperson 09:10 - Overcoming challenges with biocontrol perception by dispelling myths regarding the use of biological control agents for crop diseases // Superando desafios com a percepção do biocontrole ao dissipar mitos sobre o uso de agentes de controle biológico para doenças de culturas 09:30 - IPM insights from MARS	09:50 - Assessing the quality for biological products			
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12:00			12:10 - Keynote: Tackling invasive species to help with biodiversity // Combate a espécies invasoras para ajudar na biodiversidade 12:30 - PANEL: Biodiversity, the law and data- what does this really mean for companies?// PAINEL: Biodiversidade, lei e dados - o que isso realmente significa para as empresas?		
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16:00	16:30 - Closing remarks // Observaciones finales 16:40 - End of Conference	16:30 - Closing remarks // Observaciones finales 16:40 - End of Conference	16:30 - Closing remarks // Observaciones finales 16:40 - End of Conference	16:30 - Closing remarks // Observaciones finales 16:40 - End of Conference	16:10 - Mycorrhizal inoculants: benefits and applications for agricultural production 16:30 - Closing remarks // Observaciones finales 16:40 - End of Conference