

Spanish company specialized in sustainable bio-fertilizers is looking for partners in the bio-fertilizers market interested in reaching the Spanish market under commercial agreements

Summary

Profile type	Company's country	POD reference
Business request	Spain	BRES20230221004
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Annamaria DI PATRIZIO	21 Feb 2023 21 Feb 2024	21 Feb 2023

General Information

Short summary

A Spain-based company specialized in the production and distribution of organic agricultural inputs used as bio-fertilizers is searching for new partners under commercial agreement to help them reach the Spanish market and increase the Spanish company's product portfolio.

Full description

The Spanish company's main goal is to bring on the market a wide range of bio-fertilizers. The SME started its development in 2019 and needs to complete its product portfolio to offer the agricultural customer an integral offer.

The company is rooted in the desire to work in a field that respects the environment and favours short paths, taking into account that the soils are degrading, both in terms of biodiversity and agronomic qualities as a result of several decades of a policy of using synthetic fertilizers and phytosanitary products in high doses. Consequently, soils are leached and lose their capacity to properly nourish plants, resulting in crop yields that have levelled off and are predisposed to attacks by pathogenic diseases and pests.

With the development of greener farming practices, the company is moving towards the production and commercialization of high value-added solid and liquid products that are 100% natural and can be used in organic agriculture. By developing and commercialising a range of bio-fertilizers according to the type of crops targeted, the

company wants to offer the possibility to farmers, individuals and market gardeners to move towards new production systems that are economical in phytosanitary products.

In order to help others to expand its activity in Spain and to increase its own bio-products portfolio, the company is now searching for new partners abroad, specifically other SME, under commercial agreement.

Advantages and innovations

Technical specification or expertise sought

The expertise sought is related around plant nutrition with bio certificated and organic, biocontrol fungi and bio pesticides as well

Stage of development

Sustainable Development goals

- **Goal 15: Life on Land**

IPR Status

Partner Sought

Expected role of the partner

The company wants to stablish commercial links with manufacturers, cooperatives, dealers, agriculture associations, in the area of bio-fertilizers under the frame of a distribution services and commercial agreement. Detailed terms of cooperation will be discussed with potential partners.

Type of partnership

Commercial agreement

Type and size of the partner

- **Other**
- **Big company**
- **SME <=10**
- **SME 11-49**
- **SME 50 - 249**

Dissemination

Technology keywords

- **07001004 - Crop Production**
- **07001003 - Biocontrol**
- **10003001 - Biotreatment / Compost / Bioconversion**
- **10002004 - Climate Change mitigation**

Targeted countries

- **World**

Market keywords

- **09005 - Agriculture, Forestry, Fishing, Animal Husbandry & Related Products**
- **08001022 - Agricultural chemicals**
- **04010 - Microbiology**
- **07003002 - Health food**

Sector groups involved

- **Agri-Food**