

International reach through local focus

Biopesticides : regulatory services



Biopesticides are plant protection products that contain microorganisms, plant extracts or semiochemicals as their active ingredients. They are often more host-specific than conventional agrochemicals and pose fewer risks to non-target organisms. They also generally exhibit favourable operator, consumer and environmental safety profiles.

However, biopesticides also present numerous regulatory challenges as a consequence of their variety, their unusual and often unclear modes of action, the production of metabolites, and the extent to which their efficacy is influenced by conditions within the crop.

APC understands that biopesticides are niche products for which the cost of registration has historically been high relative to the market size. APC provides pragmatic and cost-effective regulatory strategies tailored to each product, making the best use of often limited data to bring new products to market as quickly and efficiently as possible.

APC experts are highly experienced in reviewing data packages and identifying the most economical approach to addressing data gaps. This includes searching the literature for supporting public domain data, constructing scientifically robust waivers, and where necessary, proposing additional testing.

Through its network of regulatory consultants, APC has an excellent knowledge of the special regulatory schemes operated for biopesticides throughout the world and has a dedicated specialist from the biopesticide industry who has been actively involved in the development of pragmatic regulatory systems in Europe.

APC is adept at negotiating with regulatory authorities to reduce testing requirements to the minimum necessary to make a sound regulatory decision. With an extensive network of contract research laboratories and field testing stations, APC is able to offer a flexible and efficient approach when additional studies are required.



our team provides a complete service for the plant protection, biocide & chemical industries

Biopesticides: commercialisation services

APC understands that once a biopesticide has been approved, an effective commercialisation strategy is essential to succeed in what is a highly mature and competitive industry.

As producers of niche products it is imperative that biopesticide companies identify their markets correctly, and that sufficient efficacy data exist to support their target pests or diseases.

With a high level of grower contact throughout Europe, APC can advise on current market requirements and trends, conduct initial product screening, and identify key markets for candidate products. APC also has excellent contacts throughout the global biopesticide industry, and is well placed to advise on the selection of distribution partners.

APC can coordinate grower trials and place products in concept farms for evaluation by grower groups and supermarket category managers, thus ensuring exposure to key decision makers and influencers.



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