

# Botanical Solution interview: Focusing on the Americas and EU

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*Amritesh Singh Malhan and Sanjiv Rana* talk with US botanicals company Botanical Solution's chief executive officer, Gaston Salinas, to discuss the company's plans in the biologicals sector. The interaction forms a part of S&P Global Commodity Insights' Crop Science Market Reporting's (CSMR) 2024 Annual Biologicals Review.

*CSMR: What have been the company's highlights in the past year in terms of biological licensing deals with other companies, or acquisitions?*

**Gaston Salinas (GS):** Botanical Solution (BSI) has been actively partnering with top-tier players to accelerate development and market access for its proprietary plant extracts, which have proven to be as highly biologically active as biocides. We also continue our geographic expansion of *Quillaja Saponaria* Molina tree-based biofungicide, Quillibrium, throughout Latin America via our distribution partnership with Syngenta.

*CSMR: Does the company plan on acquiring new biological actives or is the focus more on organic growth of existing strains?*

**GS:** The business has invested in an in-house research and development platform, which covers discovery to product development, with the goal of extending its leadership in the space of botanical plant extracts for crop protection. In the last 18 months, BSI has tested over 130 different plant species against multi-dimensional pest and disease targets. The most promising candidates are entering the company's proprietary plant tissue culture platform to ensure future supply of high-quality plant based active ingredients.

*CSMR: Has the company invested in any biological-focused start up during the past year?*

**GS:** BSI has received investments from venture capitalists to fund the global expansion of Quillibrium, as well as further develop a pipeline of novel biocontrol products.

*CSMR: Which are the key regions and crops where you see the biggest opportunity for development?*

**GS:** We are focused on developing new crop protection tools to protect a wide range of fruits and vegetables which are grown in Latin America, the US and the EU.

*CSMR: Which new biological products were launched by the company during 2023/2024?*

**GS:** BSI did not launch any new products during the period.

*CSMR: Which are some promising biological products about to be launched or in the registration pipeline?*

**GS:** Quillibrium is our first biological product. It is already registered and used throughout Chile and Peru, while we are pursuing registration in Brazil, Mexico, the US and the EU.

*CSMR: What significant innovations do you expect in the biologicals space over the next 10 years?*

**GS:** At BSI, we are betting on ourselves to bring the next generation of truly sustainable and highly efficacious plant-based biocontrol products to the marketplace. We also foresee a significant increase in grower adoption and use of botanical-based products for conventional agriculture, so growers can achieve greater sustainability, resistance management and exportability of their crops to countries, regions and retail food chains which have strict chemical residue limits.

*CSMR: Is the regulatory climate for biologicals improving in the EU? Will this be affected by the watering*

*down of the farm-to-fork strategy?*

**GS:** The regulatory environment seems to remain stable in the EU. The world is looking at Brazil's successful story on how to streamline a regulatory system to foster innovation and add competitiveness for farmers through new biological tools of crop protection.

*CSMR: Are there any other countries/jurisdictions where you see a need for more favourable regulatory regimes for biologicals compared with conventional CP products?*

**GS:** The US EPA has stated that its regulatory processes lag due to a lack of resources and funding from the US government.