



Joint News Release

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BASF and Vivagro jointly distribute the biological fungicide and insecticide Essen'ciel®

- **Product will be distributed in Italy and Spain**
- **Essen'ciel to complement BASF's BioSolutions portfolio**

BASF and Vivagro, an innovative French company focused on agroecological solutions, signed a distribution agreement for the product Essen'ciel for the Italian and Spanish market. Essen'ciel is a natural fungicide, insecticide and acaricide based on sweet orange essential oil. It is approved for organic uses, including vine grapes, vegetable crops, berries, ornamental crops, industrial crops and arboriculture. Especially for pip fruits such as apples, pears, and quinces, Essen'ciel represents an alternative biocontrol product in light of scarcity of insecticide solutions.

Essen'ciel will be distributed within the portfolio of BioSolutions by BASF in Spain and Italy. "Biological crop protection is an important step forward to further support sustainable agriculture," said Marco Moorfeld, Vice President Market Management Europe at BASF Agricultural Solutions. "New partnerships are crucial to meet the growing demand for biologicals, driven by the need to reduce the impact of farming on the environment and benefit from R&D advances in biology and production. Our collaboration with Vivagro strengthens our biological portfolio for farmers."

Essen'ciel is one of Vivagro's core products. It is a contact curative treatment with a unique mode of action: it desiccates soft-bodied insects and the aerial organs of pathological fungi. Furthermore, it is a fundamental tool for integrated pest

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management (IPM), to complete spray programs as it takes into account waste management without neglecting efficiency. “We are proud of our biological innovations. Bringing these to the market with the support of BASF is an important milestone to further expand our business, and meet the expectations of farmers and agricultural industries”, explained Alain Petersen, Export Manager from Vivagro. BASF and Vivagro foresee a growing market development and expect to further expand their partnership in the future.

About BASF’s Agricultural Solutions division

Farming is fundamental to provide enough healthy and affordable food for a rapidly growing population while reducing environmental impacts. Working with partners and agricultural experts and by integrating sustainability criteria into all business decisions, we help farmers to create a positive impact on sustainable agriculture. That’s why we invest in a strong R&D pipeline, connecting innovative thinking with practical action in the field. Our portfolio comprises seeds and specifically selected plant traits, chemical and biological crop protection, solutions for soil management, plant health, pest control and digital farming. With expert teams in the lab, field, office and in production, we strive to find the right balance for success – for farmers, agriculture and future generations. In 2022, our division generated sales of €10.3 billion. For more information, please visit www.agriculture.basf.com or any of our social media channels.

About Vivagro

The company created in 2007 is managed by its two co-founders, Fabrice Lemarchand and Bent Hojland Petersen. These committed, passionate specialists in the field of plant protection, adjuvants and nutrition, with more than 50 years of experience, joined forces to achieve a common goal: develop innovative bio-sourced solutions to replace and complement chemical products as part of a sustainable, agroecological approach. Vivagro has developed three product ranges under the “Physioprotech concept”, designed to meet all plant needs: Biocontrol & Protection, Adjuvants, and Nutrition & Biostimulation. For more information, please visit www.vivagro.fr/?lang=en .