

## Pest Controller

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### **Pest Controller**

*Biotech International is a pioneer in integrated pest and vector management in India and its sales of biopesticides touched Rs 26 crore during 2006-07.*

Biotech International Ltd. (BIL) is a private company with an unknown status.

Business: Manufacturing and marketing of biopesticides, biocontrol agents and biofertilisers

CEO: VK Singhal

Biotech Revenue: Rs 26 crore

Start-up Year: 1993

Address: VIPPS Centre, 2 Local Shopping Centre, Block-EFGH, Masjid Moth, GK-II, New Delhi-110057

Tel.: 91-11-2922 0546

Fax: 91-11-2922 9166

Website: [www.biotech-int.com](http://www.biotech-int.com)

Biotech International Ltd. (BIL) was incorporated in January 1993 and is a pioneer in integrated pest and vector management in India. The company's sales of biopesticides alone touched around Rs 26 crore during the year 2006-07. In the next two years, they have set a target to increase sales by another 20 percent.

BIL has a wide range of biopesticides, botanicals biocontrol agent products and organic nutrients registered by the Central Insecticide Board(CIB). These include microbials such as Biolep, Bioderma, Biomet., Biorin, Bioline , botanicals such as Neemarin (Azadirachtin E.C. formulations), pheromone traps and lures, growth promoters and organic nutrients. BIL's products have been utilized in the World Bank financed integrated pest management project in agriculture sector.

Over the last three years, BIL has focused on manufacturing a complete range of liquid biofertilizers having a shelf life of minimum two years. The company has recently come out with a biofungicide. This is the only product which is a systemic fungicide, a plant growth promoter and a pesticide, which can control a large number of pests and diseases. The product has proved to be extremely effective in controlling all types of fungal diseases. The process is already on for a patent.

BIL is now exporting their bio-pesticides to a number of countries, including the Middle East and Latin American countries. BIL's products are already registered in about 9 countries and registrations in certain other countries are under process. The company is now trying to enter the EU market where regulatory formalities have to be completed. Qualitywise, Bacticide (Biolarvicide Bti) has proved to be second to none in the European market.

Another novel product, which will be launched shortly in the market is a powerful fungal-based product and has more features compared to any Bacillus Suptlis available in the market. BIL is now setting up its new factory at Greater Noida with fairly large fermentors which will take care of its increasing demand of fermentation based products. In addition to this, they have liquid, wettable powder and granule based production unit.

The company has a team of around 175 people and also has ISO 9001 certification and SGS certification for organic farming inputs. In the spirit of research and introducing newer biorationals to combat chemical resistant pests and diseases, BIL is currently working on a new strain, which has a systemic biofungicide plant growth promoter and pesticide. Preliminary field trials have shown extremely encouraging results.