


# Overview of the Biostimulant World

Bryan G. Hopkins, Ph.D., CPSS

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## BIOSTIMULANT INVESTMENT CONTINUES TO SOAR

FEBRUARY 12, 2019

Robert Amason writes on The Western Producer website about an article from Wired magazine that argues that farmers are overly dependent on synthetic fertilizers, which is why companies and scientists are designing microbes (bacteria and fungi) that can deliver nitrogen to crops such as wheat, corn and canola.

Getting microbes to provide nutrients instead of adding fertilizer to the soil is definitely an appealing concept. It could also be lucrative because the global fertilizer market is expected to hit \$245 billion by 2020.

[Read it all here](#)

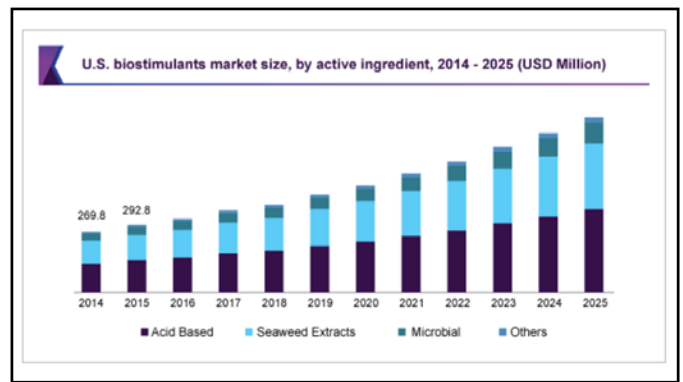
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Survey Says . . .

*Biostimulants – Large companies are “investing heavily”*

*top trend in agriculture*

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### Plant Biostimulants Market Outlook, 2020-2025 - Spending on Agri Biotech is Projected to Reach \$60 Billion by 2024

Public, Jan. 27, 2020 (GLOBE NEWSWIRE) – The “Plant Biostimulants - Market Analysis, Trends, and Forecasts” report has been added to ResearchAndMarkets.com offering


The global market for Plant Biostimulants is projected to reach US\$ 9 billion by 2025, driven by the growing focus of governments worldwide to reduce agriculture's growing carbon footprint and make it more sustainable.

This goal comes against the backdrop of the challenges involved in feeding a growing global population. As pressure on food production and crop yields increase, there is an even greater need to make agriculture more resilient and efficient in an eco-friendly manner. Combating both natural and biosynthetic substances, plant biostimulants offer a green way forward in this direction by promising to reduce and eventually eliminate dependence on toxic and environmentally polluting chemical fertilizers.

Benefits offered by plant biostimulants include enhanced plant tolerance to abiotic stresses; natural enhancement of a plant's metabolism for better quality yield; more efficient nutrient assimilation, absorption, translocation and use, and enhanced soil fertility. A majority of biostimulants available today are biosynthetic as they are extracted from plant and animal sources and processed in a laboratory with engineered/biotechnological production methods that mimics pathways/processes modified after chemical reactions in living organisms.

For example, all waste-derived biostimulants (i.e. protein hydrolysates (PHs) that include polypeptides, oligopeptides, and amino acids which are manufactured from hydrolyzed protein-rich waste; and other preparations such as enzymes, micronutrients, and other compounds manufactured as a result of chemical or enzymatic hydrolysis). Natural biostimulants are an emerging group of plant biostimulants defined as the use of microorganism such as fungi and bacteria. Popular fungi used as biostimulants include *Glomus intraradices*, *Trichoderma atrovirens*, *Trichoderma reesei*, and *Heteroconium chaetospora*, among others.

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### Agricultural Biologicals Market by Function (Biocontrol, Biofertilizers, Biostimulants), Product Type (Microbials, Macrobiols, Semochemicals, Natural), Mode of Application (Foliar Spray, Soil and Seed Treatment), Crop Type, and Region - Global Forecast to 2025

Leading players profiled in this report include:

- BASF SE (Germany)
- Syngenta (Switzerland)
- Marrione Bio Innovation (US)
- Isagro (Italy)
- UPL (India)
- Evogene (Israel)
- Bayer (Germany)
- Vegalab (US)
- Valent (US)
- Stockton (Israel)
- Biolchim (Italy)
- Rizobacter (Argentina)
- Valagro (Italy)
- Koppert Biological Systems (Netherlands)
- Lallemand (Canada)
- Symborg (Spain)
- Andermatt Biocontrol (Switzerland)
- Seipasa (Spain)
- Verdascien Life Sciences (US)

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The agricultural biologics market size is estimated to account for a value of **USD 8.8 billion** in 2019 and is projected to **grow at a CAGR of 13.6%** to reach a value of **USD 18.9 billion by 2025**. The demand for agricultural biologics is increasing due to the growing trend of sustainable agriculture and the rising demand for organic food products worldwide. The registration of these products is one of the major restraints that is projected to hinder the growth of this market. Strict government regulations and less guidance discourage the companies to get their bioproducts registered, which inhibits the commercialization of new products

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Competitors identified in this market include, among others:

- Acadian Seaplants Limited
- Bayer CropScience AG
- Biolchim S.p.A.
- Ilsa S.p.A.
- Isagro SpA
- ITALPOLLINA S.p.A.
- Koppert Biological Systems
- Lallemand, Inc.
- Lelisi Group
- Novozymes A/S
- Syngenta AG
- Trade Corporation International S.A.
- UPL Limited
- Valagro SpA
- Yara International ASA




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The global market for Plant Biostimulants is forecast to reach **USD 4.5 billion** by the year 2027, trailing a post COVID-19 **CAGR of 10.2%** over the analysis period 2020 through 2027. The return to growth will be led by the growing focus of governments worldwide to reduce agriculture's growing carbon footprint and make it more sustainable. This goal comes against the backdrop of the challenges involved in feeding a growing global population. As pressure on food production and crop yields increase, there is an even greater need to make agriculture more resilient and efficient in an eco-friendly manner. Comprising of both natural and biosynthetic substances, plant biostimulants offer a green way forward in this direction by promising to reduce and eventually eliminate dependence on toxic and environmentally polluting chemical fertilizers. Benefits offered by plant biostimulants include enhanced plant tolerance to abiotic stresses; natural enhancement of a plant's metabolism for better quality yield; more efficient nutrient assimilation, absorption, translocation and use; and enhanced soil fertility. A majority of biostimulants available today are biosynthetic as they are extracted from plant and animal sources and processed in a laboratory with engineered biosynthetic production methods that mimics pathways/processes modeled after chemicals reactions in living organisms. For example are all waste-derived biostimulants i.e. protein hydrolysates (PHs) that include polypeptides, oligopeptides, and amino acids which are manufactured from hydrolyzed protein-rich waste; and other preparations such as enzymes, micronutrients, and other compounds manufactured as a result of chemical or enzymatic hydrolysis.




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- Acadian Seaplants Limited
- Adama
- BASF
- Bayer
- Biolchim
- Biovert-Manvert
- FMC Corporation
- Halfa Group
- Isagro
- Italtollina
- Koppert Biological Systems
- SAPEC
- Syngenta
- UPL
- Valagro

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The biostimulants market is projected to **grow at a CAGR of 11.24%** in terms of value. The key drivers include the increase in the need for sustainable agriculture and strong demand for high-value crops.

The biostimulants market is estimated to be valued at **USD 2.6 billion in 2019** and is projected to grow at a CAGR of 11.24%, to reach **USD 4.9 billion by 2025**. The growth of the biostimulants market is driven by the increase in the need for sustainable agriculture; easier availability of certain raw materials, namely, humic acids and seaweeds; and strong demand for high-value crops such as fruits, vegetables, and plantation crops. However, due to the lack of transparency in the patent protection law in various countries, low-quality products are being produced. Thus, duplication during biostimulant product formulation restrains the growth of the biostimulants market.

With the launch of new innovative products, these restraints could be overcome and would provide opportunities for the biostimulants market to grow. It would also be a platform for the development of more innovative extraction technologies.

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- Despite rapid growth, no agreed-upon legal definition for biostimulants in the USA.
- Association of American Plant Food Control Officials (AAPFCO) & Biostimulant Coalition working on regulatory and legislative issues.
- Agreed that "beneficial substances," may be a useful umbrella under which biostimulants could be defined.
- Beneficial substances are considered by AAPFCO to be:
  - "Any substance or compound other than primary, secondary, and micro plant nutrients that can be demonstrated by scientific research to be beneficial to one or more species of plants, when applied exogenously to the plant or soil."

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European Biostimulants Industry Council (EBIC) definition:

"Plant biostimulants contain substance(s) and/or micro-organisms whose function when applied to plants or the rhizosphere is to stimulate natural processes to enhance/benefit nutrient uptake, nutrient efficiency, tolerance to abiotic stress, and crop quality."

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According to EBIC, biostimulants are distinguished from traditional crop inputs as:

- Biostimulants operate through different mechanisms than fertilizers, regardless of the presence of nutrients in the products.
- They differ from crop protection products because they act only on the plant's vigor and do not have any direct actions against pests or disease.

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## What is biostimulant?

- **Misperception**
- **Confusion**
- **Generally lacking credentialed recommendations**

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## Biostimulant definition?

- \*not in major dictionaries
- \*not defined in encyclopedic references
- \*not listed in USDA National Agricultural Library glossary of defined agricultural terms.

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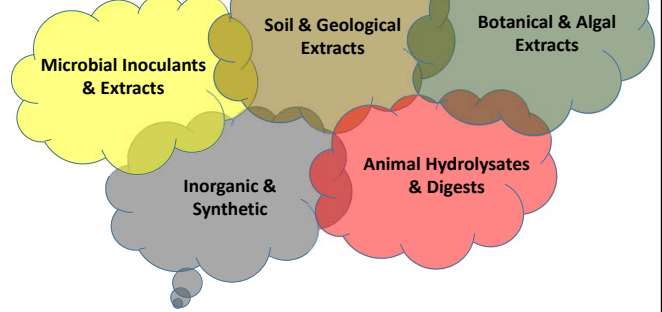
Closest thing we have to an official definition comes from the 2018 Farm Bill

***"a substance or microorganism that, when applied to seeds, plants, or the rhizosphere, stimulates natural processes to enhance or benefit***

- \*nutrient uptake,***
- \*nutrient use efficiency,***
- \*tolerance to abiotic stress, or***
- \*crop quality and yield."***

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## Categories



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# Do they work?

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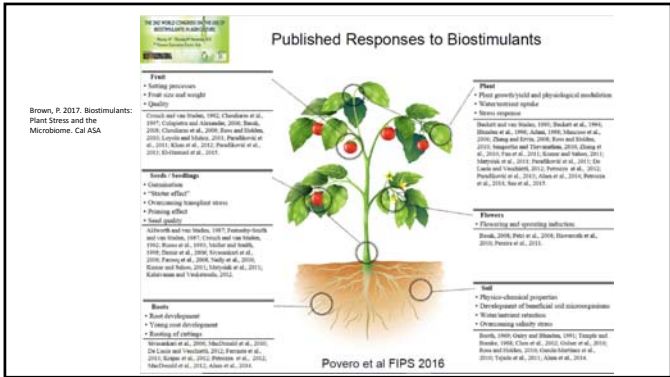
*A colleague shared this with me*

“... there are a myriad companies and products looking for recognition ... in this (biostimulant) arena, not all of which have a sound scientific basis ... (with many in government, etc.) ... openly promoting biostimulants as the panacea for all things soil health ... some restraint, reason, and science is sorely needed.”

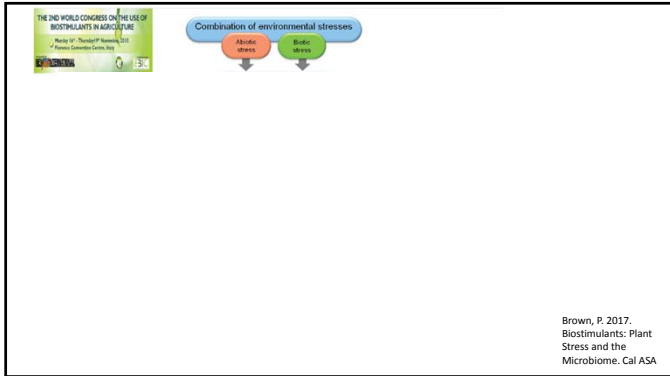
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- For your later reference, some of our work and some reviews are found:**
- Brown P.H., S. Saa. 2015. Biostimulants in agriculture. *Frontiers in Plant Science*. 6:671. doi: 10.3389/fpls.2015.00671
  - Calvo, P., L. Nelson, J.W. Kloepper. 2014. Agricultural uses of plant biostimulants. *Plant Soil* 383: 3-41. doi: 10.1007/s11104-014-2131-8
  - Hill, M.W., B.G. Hopkins, and V.D. Jolley. 2015. Maize in-season growth response to organic acid-bonded phosphorus fertilizer (Carbond P<sup>®</sup>). *J. Plant Nutr.* 38:1398-1415. (Online first). DOI:10.1080/01904167.2014.973040.
  - Hill, M.W., B.G. Hopkins, V.D. Jolley, and B.L. Webb. 2015. Phosphorus mobility through soil increased with organic acid-bonded phosphorus fertilizer (Carbond<sup>®</sup> P). *J. Plant Nutr.* 38: 1416-1426. (Online first). DOI:10.1080/01904167.2014.973041.
  - Olk, D.C., D.L. Dimmes, J.R. Scoresby, C.R. Callaway, J.W. Darlington. 2018. Humic products in agriculture: potential benefits and research challenges—A review. *Journal of Soils and Sediments* 18: 2881-2891 doi: 10.1007/s11368-018-1916-4
  - Summerhays, J.S., B.G. Hopkins, V.D. Jolley, M.W. Hill, C.J. Ransom, and T.R. Brown. 2015. Enhanced phosphorus fertilizer (Carbond P<sup>®</sup>) supplied to maize in moderate and high organic matter soils. *J. Plant Nutr.* 38: 1359-1371. DOI:10.1080/01904167.2014.973039.
  - Summerhays, J.S., V.D. Jolley, M.W. Hill, and B.G. Hopkins. 2017. Enhanced phosphorus fertilizers (Carbond P<sup>®</sup> and AVAIL<sup>®</sup>) supplied to maize in hydroponics. *J. Plant Nutr.* 40: 2889-2897. DOI:10.1080/01904167.2017.1384007. Available at: <http://www.tandfonline.com/doi/full/10.1080/01904167.2017.1384007>
  - Yakhin, O.I., A.A. Lubyantov, I.A. Yakhin, P.H. Brown. 2017. Biostimulants in plant science: A global perspective. *Frontiers in Plant Science* 7: 2049. doi:10.3389/fpls.2016.02049

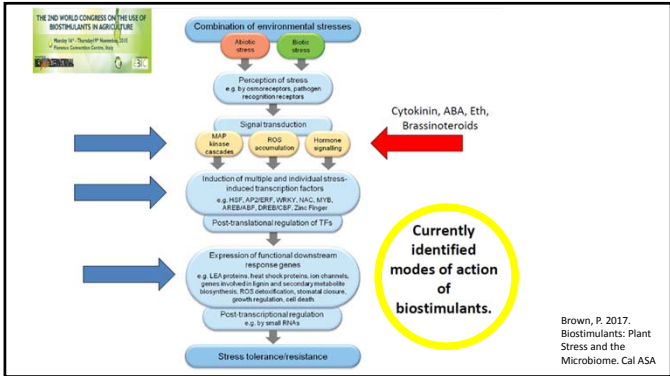
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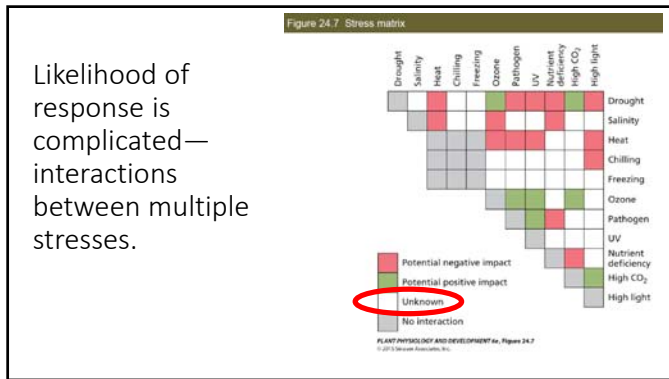
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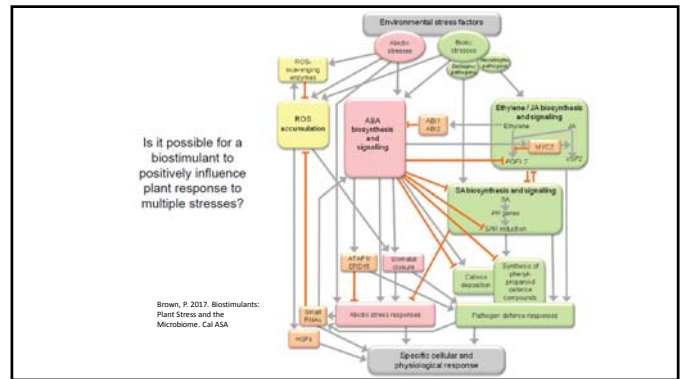
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we've done 31 trials, evaluating "carbon fertilizers" with "biostimulant" claims, using both a negative and positive control.

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As previously mentioned (EBIC) – Imperative to separate the “fertilizer response” from the “biostimulation”

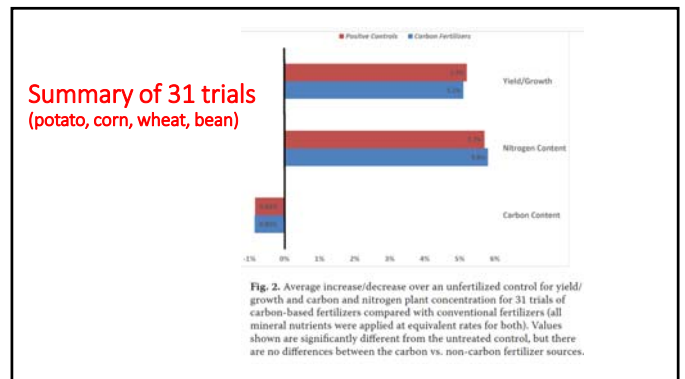
- Many biostimulants have nutrients in them.
- Research trials need to include both a:
  - Negative Control (untreated)
  - Positive Control (matching nutrients)

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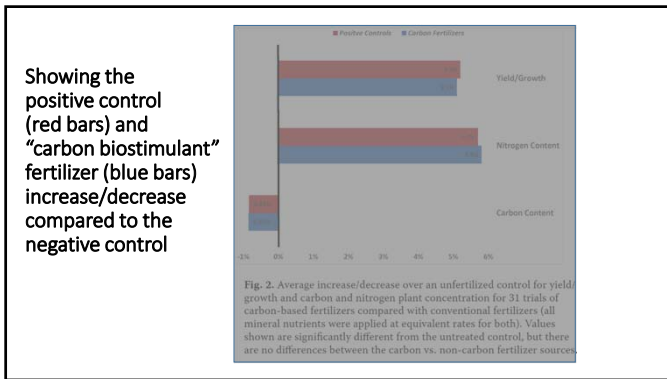
Not surprisingly, we measured significant yield/quality responses to nutrients.

Both fertilized treatments (positive control & “carbon biostimulant”) > negative control (untreated)

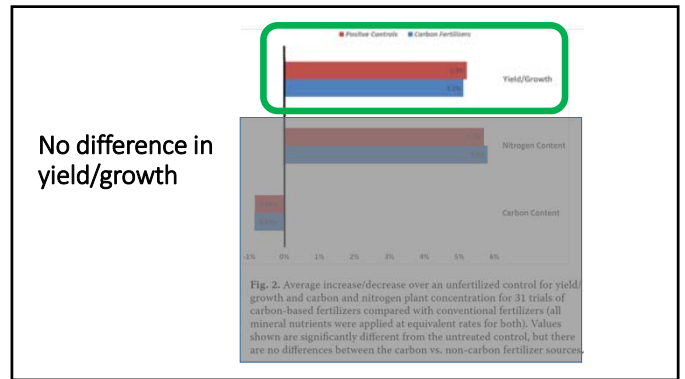
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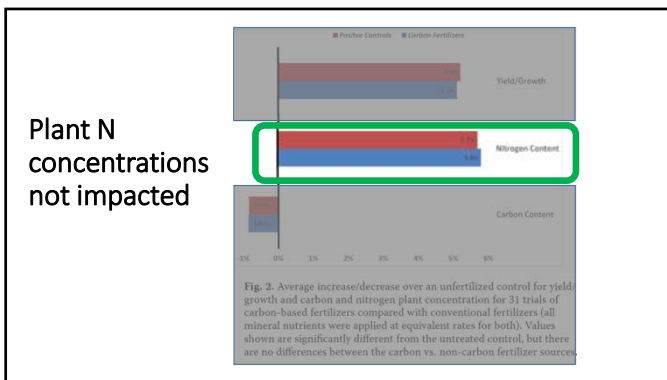
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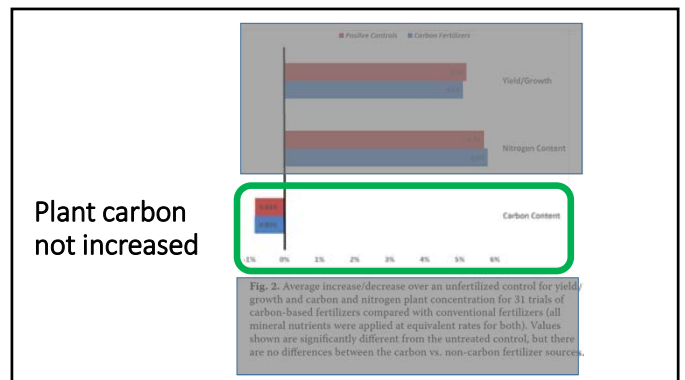
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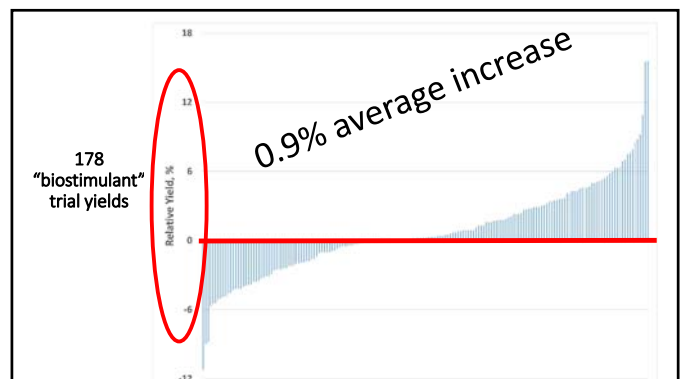
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- Our work – Meta-Analysis
- 178 trials over two decades
  - Well managed, high yield environments
    - potato
    - wheat
    - barley
    - corn
    - sugar beet
    - alfalfa
    - soybean
    - dry bean
    - turfgrass (mostly Kentucky bluegrass)
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Summary of field and greenhouse trial results as a function of biostimulant type.

		Number of Trials	Significant Positive Response	Significant Negative Response	Average, %
1	Soil & Geological Extracts	87	28	4	1.9*
2	Animal Hydrolysates & Extracts	26	5	1	0.1
3	Botanical & Algal Extracts	19	2	1	-0.1
4	Inorganic & Synthetic Chemicals	15	1	0	-0.3
5	Microbial Inoculants & Extracts	31	3	1	-0.1

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Rest were basically zero or negative.

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Our work

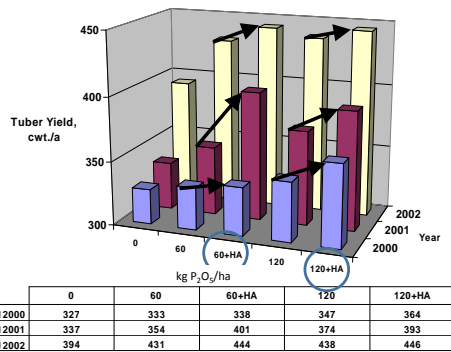
- 22% significant yield increase
- All categories had at least one positive response (could be random or possibly showing “potential”)
- Most positive responses were with use of organic acids in combination phosphorus (P) fertilizer

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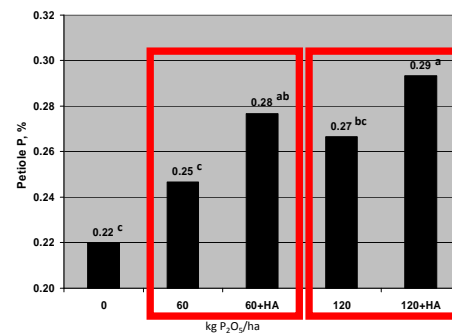
3 year trial on Russet Burbank potato (UI – Jeff Stark)

- calcareous soil
- medium soil test P
- Ammonium polyphosphate (10-34-0)
- Concentrated band 3 inches to the side of seed piece
- with and without Humic Acid (HA)
  - 1:10 ratio of humic acid to 10-34-0
    - control
    - 60 or 120 kg P<sub>2</sub>O<sub>5</sub>/ha with or without HA

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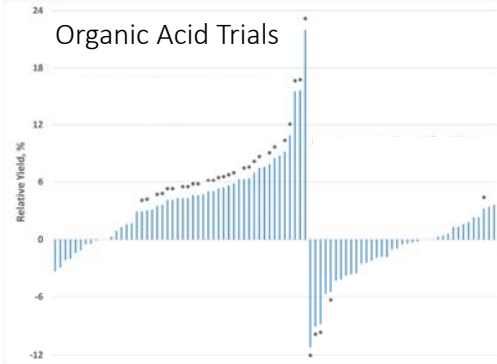


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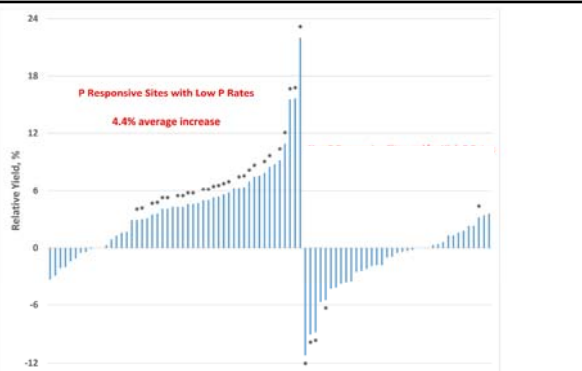
## Additional trials with organic acids chemically bonded with P (Carbond P)

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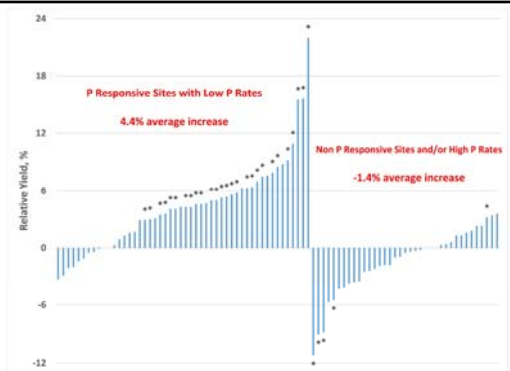
### Organic Acid Trials



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## Summary of these trials

- Improved P solubility and plant uptake in calcareous, low OM
  - Other soil and cropping systems?
- Equal or increased yields with 30-40% less P when:
  - soil test P is low/medium and
  - fertilizer P rate is relatively low.

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## Mode-of-action was increased P nutrition and not any other “stimulation”

- Summerhays, J.S., V.D. Jolley, M.W. Hill, and B.G. Hopkins. 2017. Enhanced phosphorus fertilizers (Carbond P® and AVAIL®) supplied to maize in hydroponics. *J. Plant Nutr.* 40: 2889-2897. DOI:10.1080/01904167.2017.1384007. Available at: <http://www.tandfonline.com/doi/full/10.1080/01904167.2017.1384007>

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## Liquid Humic Products

Dan OIk, USDA-ARS, Ames, Iowa

- Not a phosphorus related response in their studies.
- Can improve corn and soybean growth and grain yield in Iowa.
- Corn root growth responded more consistently than did grain yield.
- Evidence for toxicity at excessive rates.
- Evidence for improved soil physical properties with long-term product use, likely due to increased root biomass.
- Suggest that their effectiveness is primarily as mitigators of abiotic stress?

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Is the use of biostimulants a best management practice in agriculture?”

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- David Holden, Holden Research and Consulting

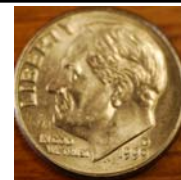
“During those periods of abiotic or biotic stress, I have seen products in the biostimulant category help to supplement the crop . . . in a significant way.”

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## Conclusions

- Do biostimulants work?
  - It depends
- Buyer beware (data reliability?)
- Significant evidence for organic acids improving P nutrition and biostimulation
- Potential for the other categories as well, most likely as a response to stress.

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In God We Trust . . . Everyone else needs (reliable) data!

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