



## AgriBioM srl wins the prize ENEA-EEN award @ InnovationVillage2019

On April 5, 2019, during the workshop "**GreenTech: Smart & Green: growth opportunities and challenges for SMEs**", 12 innovative business ideas coming from companies, startups, research centers and universities, were presented in the fields of, energy, environment, green building, eco-innovation, new materials and ICT.

A group of international evaluators made up of the Network's expert members of Enterprise Europe Network - Sector Group Intelligent Energy (SGIE), Thematic Group Circular Economy (TGCE) , and from stakeholders, decision makers and members of large companies involved in promotion of innovation in Green area, evaluated the 12 proposals and they selected AgriBioM srl as winner of the ENEA/Enterprise Europe Network Award "InnovationVillage 2019" for the best in the originality of the idea, the relevance for the international market, the benefits for the Green Economy and the quality and clarity of the presentation

### The Proposal of AgriBioM srl

**Abstract :** AgriBioM develops research patents, up to production, mainly in the agricultural sector, to provide very valid ecological alternative solutions to drastically reduce environmental degradation. The main activity is the production of a fully biodegradable and compostable mulching spray that prevents the growth of weeds in the soil near plants and fruit.

**Problem & innovative solution proposed:** The plastic films used for mulching the soil allow the control of weeds and pathogens, the reduction of water consumption and pesticides; Mulching at the end of their use generates a huge amount of post-use agricultural plastic waste. 2 million tons per year, contaminated by impurities and chemical product residues. An ecologically valid alternative is the spray methodology. It consists in spraying directly on the ground an aqueous emulsion based on polysaccharides and vegetable fibers, which generate a protective geomembrane (biodegradable film) which, after having performed its mulching function, is milled and buried to be easily metabolized by the bacterial flora present in the soil.

**Advantages & impact for the Environment:** The use of polymers of natural origin and the application in crop mulching through the spray methodology, represents a valid alternative to the use of non-biodegradable petroleum origin plastics. Phyto-toxicological studies performed on soils treated with mulches do not show any pathologies; and together with biodegradability they further support the environmental sustainability of the selected polymers and the formulations used. The environmental impact is therefore null.

**Impact on the Market & Opportunities:** Industrialization and marketing contributes to the general development of the entire technological-productive area of Biotechnology, Human Health, Agribusiness. It is in fact a particularly innovative technology that makes a general contribution to the agricultural sector and to the decisive reduction of environmental impacts. Market segments: individuals / hobbyists, flower growers / nursery owners, agricultural holdings of certain valuable crops, such as organic crops.

**Business Model description:** Target: Wholesalers of agricultural products, Value Proposition: sprays, reduction of personal costs for the implementation and disposal costs. Channel: Wholesalers, Agricultural associations, fairs; Revenue Streams: first year 182.400, second year 556.800; Key Activities: R&D, implementation of individual products and kits; Key Resources: automatic mixing plant, bottling, experienced sales and technical personnel; Cost Structure: personnel, plant, tanks, equipment. costs 201.575

**Needs (partnership, financing, technical support, etc.):** Partners for new plants in the Italian regions. Funders for technology development.

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