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Brazilian bioinput industry faces "decisive moment" as regulatory framework takes shape, says ABINBIO

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Brazilâ??s biological inputs industry is entering a decisive regulatory phase as the Ministry of Agriculture drafts rules under the newly approved Civil Framework for Biological Inputs. ABINBIO, which has secured a central role in the negotiations, is pushing for unified industry participation to shape regulations, correct outdated tax classifications, and unlock federal financing mechanisms. The association is also working to position Brazil globally, leveraging its biodiversity to expand international markets for biocontrol and biofertiliser products. With the domestic market expected to double to over $ 3 billion by 2030 and biologicals rapidly replacing synthetics, ABINBIO leaders warn that industry unity now will determine competitiveness for decades.

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classifications, and unlock federal financing mechanisms. The association is also working to position Brazil globally, leveraging its biodiversity to expand international markets for biocontrol and biofertiliser products. With the domestic market expected to double to over $ 3 billion by 2030 and biologicals rapidly replacing synthetics, ABINBIO leaders warn that industry unity now will determine competitiveness for decades.

Brazil's biological inputs industry stands at a critical juncture as regulators begin drafting rules that will govern one of the world's fastest-growing agricultural sectors, according to the Brazilian Association of Bioinput Industries (ABINBIO). The trade group is urging companies to unite during what it characterizes as a "historic window" that will determine competitive dynamics for decades.

"We are at a historic moment. The rules of the game are being discussed now and will be established, with the Ministry of Agriculture as protagonist," said Auro Ruschel, ABINBIO's legal director and head of Auro Ruschel Advogados Associados, a firm specializing in agricultural input regulation. "The industry needs to unite around ABINBIO to participate in this public debate and build regulation that serves the sector's interests."

Regulatory Architecture Under Construction

The urgency stems from ongoing Ministry of Agriculture technical working groups tasked with implementing Brazil's newly approved Civil Framework for Biological Inputs. ABINBIO, which secured a seat at the negotiating table, successfully inserted key provisions into the legislation and now faces the challenge of translating broad legal principles into operational regulations.

The association's "purposeful bias," as Ruschel describes it, focuses on pragmatic problem-solving for an industry previously constrained by regulatory frameworks designed for synthetic agrochemicals rather than biological alternatives.

Since its official launch, ABINBIO has expanded beyond core regulatory advocacy to address taxation classification issues with the Federal Revenue Service, where biological products remain erroneously categorized alongside chemical pesticides for customs and tax purposesâ??a legacy classification system that creates compliance burdens and competitive disadvantages.

Financial Infrastructure and Global Positioning

The organization is simultaneously pursuing access to federal incentive mechanisms, including financing lines from FINEP (Financier of Studies and Projects), EMPRAPII (Brazilian Company for Research and Industrial Innovation), and BNDES (National Bank for Economic and Social Development), which historically favored established chemical input manufacturers.

International market development represents another strategic priority. "The bioinput industry in Brazil, due to our country's characteristics, can adapt and sell products for all biomes. Internationalization is fundamental for opening new markets," Ruschel explained, highlighting Brazil's unique biodiversity advantage in developing biological solutions applicable across diverse global agricultural systems.

Despite its recent formation, ABINBIO has secured institutional recognition typically reserved for established trade associations. "Despite being a young association, ABINBIO already has relevant seats within the federal government and public debate, alongside traditional entities. We've achieved the same spaces and speaking opportunities despite our youth," Ruschel noted.

Market Dynamics Drive Urgency

The stakes justify the mobilization effort. According to Dunham Trimmer, an international bio-intelligence agency, Brazil's biological inputs market currently exceeds 1.5 billion and is projected to surpass 3 billion by decade's end. The country accounts for over 20 per cent of global biocontrol growth between 2021 and 2030.

The sector comprises approximately 145 companies, with significant expansion anticipated as biological products increasingly substitute synthetic chemicalsâ??a global trend driven by sustainability mandates and consumer preferences. Ruschel projects substantial market amplification through 2032, characterizing biological inputs as "a highly relevant, highly sustainable economic vertical with a significant growth trajectory."

Coordination Imperative

Ruschel's message echoes ABINBIO President Marcelo de Godoy Oliveira's positioning, distilled to a single directive: "Unity."

"All sector companies must understand that the rules of the game are being discussed now. It is imperative that all input industries pay attention and participate," Ruschel warned. Participation channels through ABINBIO membership, which enables companies to integrate into regulatory discussions, designate board representatives, and collaborate on technical arguments presented to government working groups.

The objective, Ruschel emphasized, centers on "building regulation that serves industry interests, without creating market reserves or impediments, but allowing the industry to grow increasingly."

The call reflects recognition that regulatory architecture established during this formative period will either facilitate or constrain an industry positioned as a cornerstone of sustainable Brazilian agriculture. As synthetic input substitution accelerates globally, Brazil's regulatory approach could establish templates for emerging markets while determining whether domestic producers capture value or cede market share to international competitors operating under different frameworks.