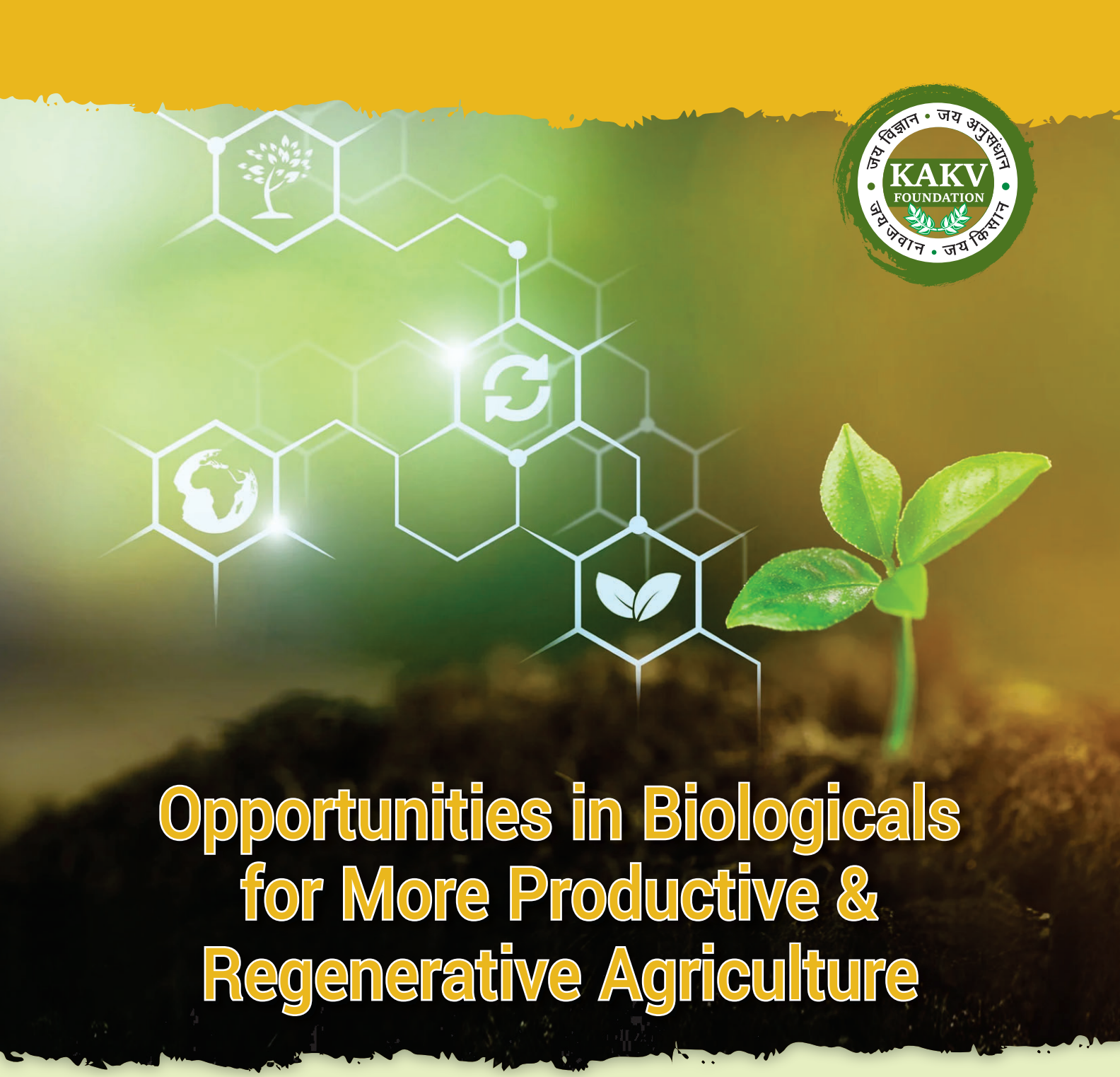

Opportunities in Biologicals for More Productive & Regenerative Agriculture

Indian agriculture is shifting from yield maximization to sustainability as soil degradation, low organic carbon, and nutrient imbalances threaten long-term productivity. Overuse of urea and inefficient fertilizer practices worsen soil health and reduce nutrient efficiency. Addressing this requires moving beyond chemical inputs toward system-based approaches that restore soil biology. Agricultural biologicals offer a promising path to improve resilience and efficiency, but scaling them will depend on better regulation, product reliability, and farmer adoption.

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1. Introduction

Indian agriculture has made enormous progress in raising production using conventional modern inputs, but major challenges have emerged in several crops in delivering productivity growth in a sustainable way while also caring for the natural resources, safety, and the environment. New scientific technologies and solutions are strongly needed and in this context, biologicals have emerged to offer some extremely promising solutions. Biologicals are products originally derived from natural material such as microorganisms, plant extracts, or beneficial insects which can be used to enhance crop health & productivity, improve soil fertility, and manage pests. They include biostimulants, biocontrol agents, and nutrition enhancing agents. They help deliver sustainable farming by increasing resilience to environmental stress, and reducing reliance on synthetic chemicals. They are innovative agricultural technologies that harness the power of nature to protect and improve crop productivity. The biologicals in agriculture can be grouped into the following categories:

Biostimulants: Including substances that promote plant growth, nutrient uptake, flowering, fruiting, and tolerance to abiotic stresses like drought or extreme temperatures. These often include seaweed extracts, humic acids, and amino acids.

Biocontrols: Including natural methods, such as microorganisms or plant extracts, that manage pests, diseases, and nematodes. Examples include neem extracts, beneficial microbes like Bacillus thuringiensis, and insect pheromones which disrupt pest beeding.

Biofertilizers/ Nutrient Management agents: Including microorganisms that enhance nutrient availability in the soils, such as nitrogen-fixing bacteria, phosphorus-solubilizing fungi, and others leading to improved nutrient management and soil health.

The major advantages and benefits include sustainability & productivity through regenerative agriculture, improved soil health, and lower environmental impact. They also enhance crop resilience through better nutrient uptake, and help crops manage Environmental stress better. It also provides environmentally friendly protection for pests and diseases, and greater biological productivity. The methods of application include seed treatments, in-furrow dispersal, and foliar sprays. The major challenges of biologicals include greater variability in performance, and slower action since many functions preventatively rather than by instant action.

2. Global Market Landscape

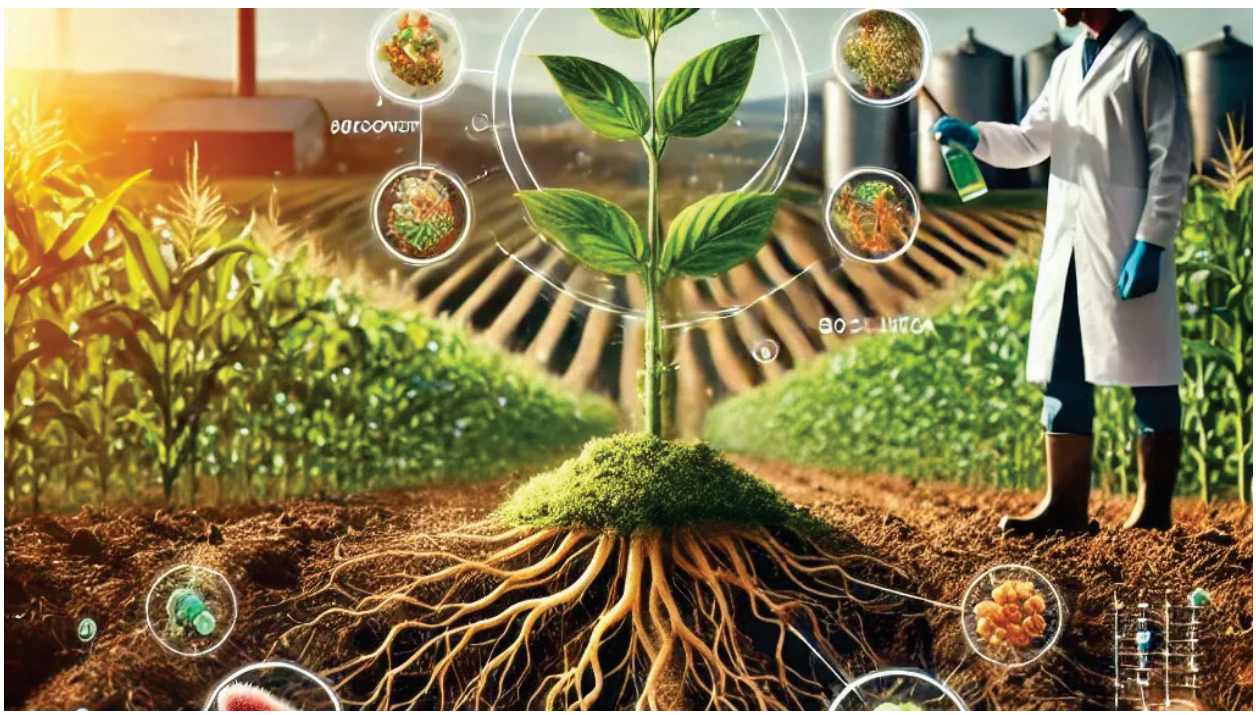
The global agricultural biologicals market has evolved into one of the fastest-growing segments within the Agri-input industry, driven by increasing regulatory restrictions on chemical pesticides, rising consumer demand for residue-free food, and the need for sustainable farming practices. According to estimates by Markets and Markets, the global agricultural biologicals market is projected to reach **USD 25–30 billion by 2027**, growing at a **compound annual growth rate (CAGR) of 12–14%**, significantly higher than conventional agrochemicals, which are growing at approximately 4–5% annually. The growth is particularly pronounced in biopesticides and bio-stimulants, which are witnessing rapid adoption due to favourable regulatory support and increasing integration into mainstream crop protection and nutrition programs.

Regionally, North America and Europe dominate the biologicals market, supported by strong regulatory frameworks and high awareness among farmers. The European Commission has been actively promoting sustainable inputs under its Farm to Fork Strategy, targeting a **50% reduction in chemical pesticide use by 2030**, thereby accelerating the shift toward biological alternatives. The United States, supported by a relatively streamlined regulatory pathway under the United States Environmental Protection Agency (EPA), has also seen rapid commercialization of microbial and biochemical products. Meanwhile, Latin America – particularly Brazil – is emerging as a high-growth market due to large-scale adoption in row crops, while Asia-Pacific is witnessing increasing investments driven by rising food demand and sustainability concerns.

Investment activity in the biologicals sector has intensified over the past decade, with significant participation from both multinational agrochemical companies and venture capital investors. Leading global players are actively expanding their biological portfolios through acquisitions, strategic partnerships, and in-house R&D investments, particularly in microbial discovery and advanced formulations. At the same time, agri-biotech startups are attracting substantial funding in areas such as precision fermentation, soil microbiome analytics, and bio-based crop protection solutions. This convergence of policy support, market demand, and capital inflow is positioning biologicals as a mainstream component of global agricultural input systems rather than a niche alternative.

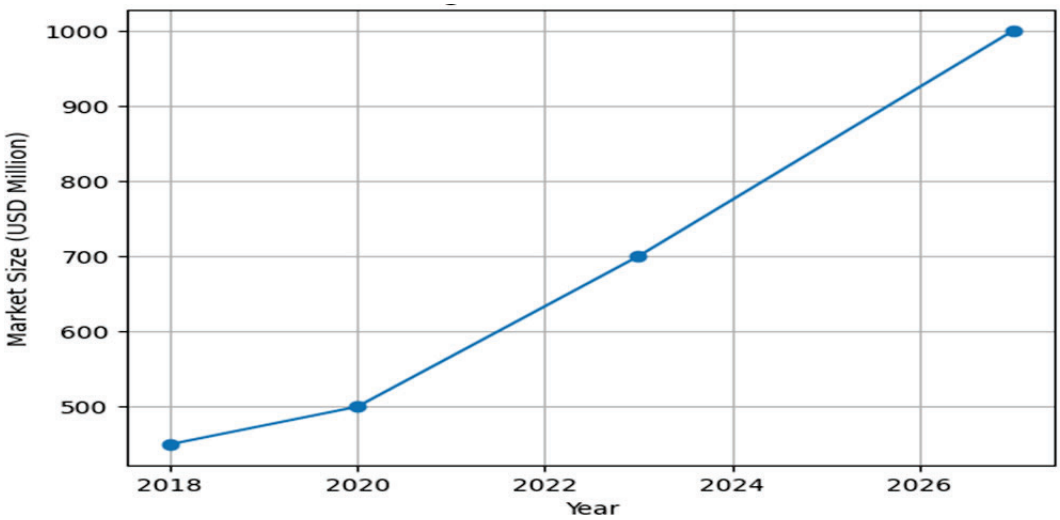
3. Indian Market Overview

The Indian agricultural biologicals market is evolving from a niche segment into a strategically important component of the Agri-input ecosystem, with adoption increasingly visible across specific crop systems such as horticulture, sugarcane, cotton, and plantation crops. Industry estimates place the current market size at approximately **USD 700–900 million**, with an expected growth trajectory of **12–15% CAGR**, driven largely by demand for improved yield quality, residue management in export-oriented crops, and the need to optimize input costs. Biopesticides currently dominate the market in terms of volume, supported by their integration into crop protection programs, while bio-stimulants are gaining traction in high-value crops due to their visible impact on crop vigour, uniformity, and stress tolerance.



The Indian biologicals market, though still at a relatively early stage, is witnessing steady growth driven by increasing awareness of soil health, regulatory support, and the need for improving input efficiency. This growth trajectory is illustrated below.

Growth of Biologicals Market in India (2018–2027)



Source: Industry estimates

The market is expected to nearly double within the next decade, highlighting strong potential for investment and scale in biological inputs.

From a structural standpoint, the Indian market is characterised by a fragmented manufacturing base, varying product quality, and uneven regional adoption patterns. While progressive farmers and organized value chains-particularly in fruits, vegetables, and spices-are increasingly incorporating biologicals into their crop management practices, large sections of staple crop cultivation remain dependent on conventional inputs. The Ministry of Agriculture and Farmers Welfare has supported the broader transition through initiatives on integrated nutrient management and sustainable agriculture; however, the absence of uniform standards, limited validation infrastructure, and inconsistent field performance continue to affect farmer confidence. At the same time, the emergence of domestic startups, improvements in formulation technologies, and growing private-sector investment are gradually addressing these gaps, positioning the sector for more structured growth.

Despite these advancements, the penetration of biologicals in India remains significantly below its potential when compared to global benchmarks. Constraints such as regulatory fragmentation across product categories, limited extension support, and lack of large-

scale demonstration models continue to restrict adoption at scale. These structural inefficiencies, however, also indicate substantial headroom for investment across manufacturing standardization, strain development, last-mile advisory systems, and integration with digital agriculture platforms. As the sector matures, India is well-positioned to transition from a primarily consumption-driven market to a competitive hub for innovation and production in agricultural biologicals.

The biologicals sector is transitioning from a high-growth, fragmented market toward a more mature and science-driven industry, where credibility, differentiation, and validated performance will determine long-term success. At the same time, Indian agrochemical and Agri-input companies are increasingly expanding their global footprint through strategic acquisitions, partnerships, and innovation-led growth. This transition from cost-driven manufacturing to innovation-driven competitiveness is expected to further accelerate the adoption of advanced inputs, including biologicals.

4. Segment-wise Opportunity Analysis

The biologicals sector in India comprises multiple product categories, each with distinct levels of market maturity, adoption, and technological advancement. A segment-wise assessment highlights differentiated growth trajectories and investment potential across crop systems and value chains.

While these categories are often presented as distinct segments, in practice there is significant functional overlap. Many biological products simultaneously enhance nutrient availability, improve stress tolerance, and influence plant physiological processes, making rigid classification both scientifically and commercially challenging.

A key challenge in the biologicals sector is the lack of clear and universally accepted definitions across product categories. Scientific literature increasingly distinguishes between biologicals, which comprise living microorganisms such as bacteria and fungi, and biostimulants, which include non-living substances such as seaweed extracts, humic acids, and other bioactive compounds. This distinction is critical for regulatory clarity, product positioning, and investment decisions.

Category	*Nature*	*Function*
Biologicals	Living microorganisms	Nutrient mobilization, plant-microbe interaction
Biostimulants	Non-living substances	Stimulate plant physiological processes

Table-1: Adapted from Wiley (2024)

4.1 Bio-stimulants

Bio-stimulants are among the fastest-growing segments in India, with the market estimated at USD 300-350 million, accounting for a significant share of the overall biologicals industry. According to Fertiliser Association of India (FAI) and industry sources, the segment is expanding at over 12-15% CAGR, driven primarily by adoption in high-value crops such as fruits, vegetables, grapes, and plantation crops. Their increasing use is linked to measurable improvements in yield quality parameters-such as fruit size, uniformity, and shelf life-which are critical for export markets.

Plant growth regulators such as auxins represent an important category within biostimulants, functioning by influencing plant physiological processes rather than directly supplying nutrients. Auxins play a key role in regulating cell elongation, root development, and overall plant growth, making them particularly relevant in horticulture and high-value crops. Their application supports improved root establishment, crop uniformity, and yield quality

Investment opportunities in this segment are centred around product standardization, efficacy validation, and development of crop-specific formulations, particularly as India moves toward tighter regulatory oversight of biostimulants under the Department of Agriculture and Farmers Welfare framework.

4.2 Biofertilizers

The biofertilizer segment in India is estimated at approximately USD 150-200 million, with increasing relevance in the context of balanced nutrient management and soil health restoration. Biofertilizers are defined as formulations containing one or more strains of microorganisms that colonize the rhizosphere, rhizoplane, or root interior, and enhance plant nutrition by mobilizing or increasing the availability of nutrients in the soil. These products typically comprise microbial inoculants along with carrier materials and additives, and function primarily by improving nutrient availability and uptake efficiency. Unlike conventional fertilizers that directly supply nutrients, biofertilizers function by enhancing the soil's biological processes, enabling plants to access nutrients more efficiently through microbial interactions.

The functional scope of biofertilizers extends across a wide range of microbial activities, including biological nitrogen fixation, phosphorus solubilization, potassium mobilization, sulphur oxidation, and micronutrient chelation, with commonly used organisms such as Rhizobium, Azotobacter, phosphate-solubilizing bacteria, and mycorrhizal fungi. Increasingly, product development is shifting from single-strain inoculants toward microbial consortia, which offer synergistic benefits and improved survival under field conditions. While their primary role is nutrient enhancement, biofertilizers may also contribute to broader plant growth promotion, including improved tolerance to abiotic stress, placing them at the intersection of plant growth-promoting microorganisms and biostimulants.

Despite growing commercial interest-from startups to established fertilizer companies-the segment continues to face challenges in terms of consistent field performance and robust efficacy validation, underscoring the need for standardized evaluation protocols. With India's fertilizer consumption exceeding 60 million tonnes annually (Department of Fertilizers), even partial substitution through biofertilizers presents a significant opportunity. Investments in liquid formulations, carrier technologies, and quality assurance systems will be critical to improving scalability and farmer confidence in this segment.

Despite their potential, the effectiveness of biofertilizers remains inconsistent under field conditions. Independent assessments have shown that performance can vary significantly across locations, crops, and environmental conditions, highlighting the need for robust, multi-location validation before large-scale adoption.

4.3 Microbial Solutions (Microbials)

Microbial solutions represent an emerging and innovation-driven segment, closely linked to advances in soil microbiome research and Agri-biotechnology. While the segment overlaps partially with biofertilizers and biopesticides, it is increasingly being recognized as a distinct category focused on multi-functional microbial consortia. According to global estimates by FAO and industry analyses, microbial-based products are expected to account for a growing

share of the biologicals market due to their role in improving soil health and nutrient cycling.

In India, adoption remains at an early stage, primarily limited to progressive farmers and pilot-scale deployments. Investment potential is high in strain discovery, genomics-based product development, and precision fermentation infrastructure. However, variability in field performance across agro-climatic zones and the need for extensive validation continue to be key constraints requiring targeted R&D investments.

An emerging area within microbial solutions is the use of microalgae-based inputs, which function as multi-functional biological agents. Microalgae contribute to soil health by improving soil structure, enhancing organic carbon content, and stimulating microbial activity. In addition to nutrient mobilization, they produce bioactive compounds such as amino acids, vitamins, and plant growth regulators that support crop development.

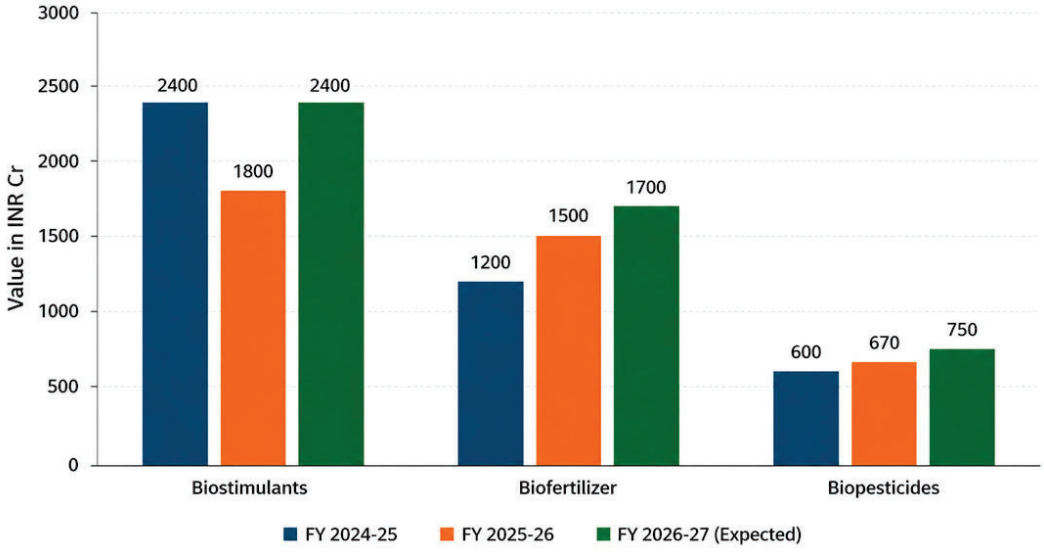
However, current evidence suggests that microalgae-based inputs are most effective when integrated with organic or conventional fertilizers, rather than used as standalone substitutes. This reinforces the importance of integrated nutrient management approaches in maximizing their agronomic benefits.

4.4 Biopesticides

Biopesticides form the most established segment within India's biologicals market, with an estimated size of USD 250-300 million. According to the Central Insecticides Board and Registration Committee (CIBRC), over 1,500 biopesticide formulations have been registered in India, reflecting growing regulatory acceptance and product availability. Neem-based products alone account for a substantial share, supported by India's strong raw material base.

The segment is growing at approximately 10-12% annually, driven by increasing pest resistance to conventional pesticides and stricter residue requirements in export markets. Despite this, biopesticides account for less than 10% of total crop protection chemicals used in India, indicating substantial untapped potential. Investment opportunities lie in next-generation microbial actives, formulation improvements, and integration into mainstream crop protection programs, particularly for resistance management and sustainable pest control.

Market Size Projection (INR Cr)
(Biostimulants, Biofertilizers & Biopesticides)



Source: CropLife India & Industry Source

5. Investment Opportunities in the Biologicals Sector

The biologicals sector in India presents a multi-layered investment opportunity across the value chain, driven by increasing demand for sustainable agricultural inputs, regulatory shifts, and evolving farmer preferences. Despite strong growth potential, the sector remains underdeveloped in terms of infrastructure, technology depth, and market penetration, creating significant entry points for both strategic and financial investors.

Global industry trends indicate a clear shift toward science-driven development in biologicals, with increasing emphasis on demonstrating well-defined modes of action and robust field validation. As the market matures, differentiation is becoming critical, and companies are expected to invest more in evidence-based product development and validation to build credibility and scale adoption.

Increasingly, soil health is being recognized not just as an agronomic necessity but as a competitive advantage, particularly in export-oriented and high-value agricultural systems where quality, sustainability, and compliance with residue norms are critical.

Key investment themes emerging from the biologicals ecosystem are as follows:

- India's fertilizer consumption exceeds 60 million tonnes annually, indicating a large-scale opportunity for biologicals to enhance nutrient-use efficiency and partially substitute conventional inputs

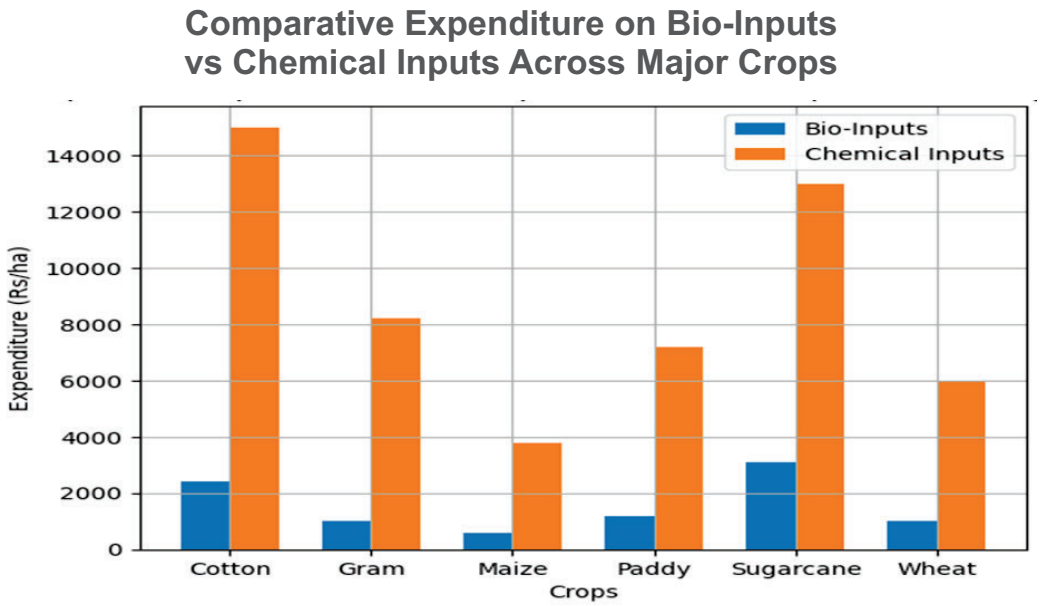
- Significant shortage of scalable fermentation and controlled manufacturing infrastructure, leading to inconsistent product quality and supply constraints
- Heavy reliance on low-differentiation microbial strains, creating headroom for innovation in strain discovery, genomics, and bio-efficacy validation
- Advanced formulation technologies (encapsulation, carriers, controlled-release systems) remain underdeveloped, despite being critical for improving shelf life and field performance
- With 140+ million landholdings, adoption is constrained by fragmented farms and limited farmer awareness, making advisory-led distribution models essential
- Increasing integration of digital agriculture and AI-driven advisory tools presents opportunities to improve application accuracy and product effectiveness
- India's Agri-exports exceed USD 50 billion annually, with rising demand for residue-free and compliant produce, creating strong alignment for biological inputs
- Growing focus on climate-smart and regenerative agriculture, where biologicals play a role in improving soil carbon, resilience, and reducing environmental impact.

6. Challenges

● High dependence on chemical fertilizers

India consumes over 60 million tonnes of fertilizers annually (Department of Fertilizers), highlighting the scale gap for biofertilizer substitution.

Crop-wise expenditure patterns further highlight the continued dominance of chemical inputs over biological alternatives in Indian agriculture.



Comparative Expenditure on Bio-Inputs vs Chemical Inputs Across Major Crops (Rs/ha)

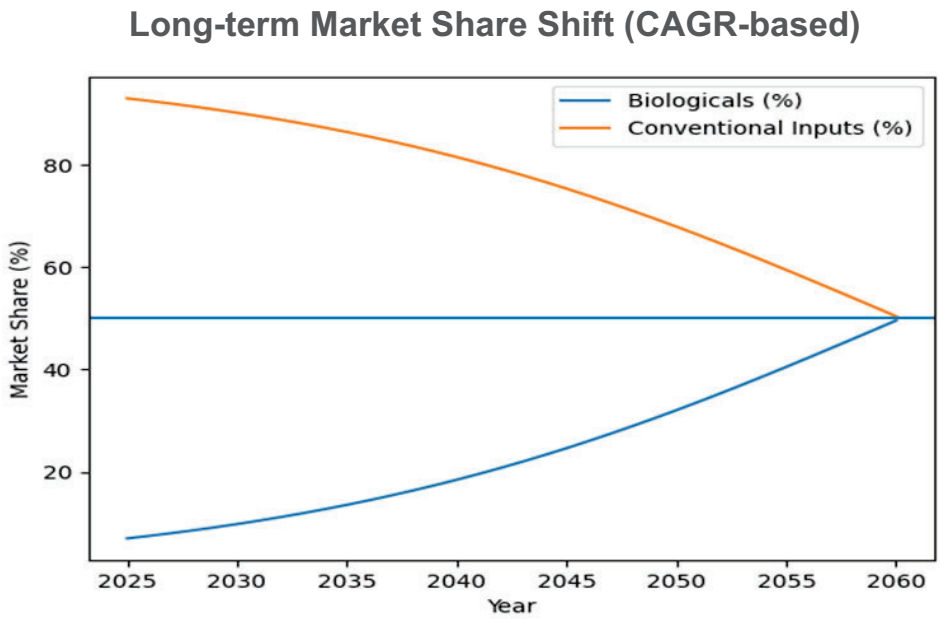
***Source**: NSSO Situation Assessment Survey (SAS), Ministry of Agriculture & Farmers Welfare; author's representation*

The significantly higher expenditure on chemical inputs across crops reflects structural dependency and limited adoption of biological alternatives, indicating both a major challenge and a substantial opportunity for transition.

● Low Adoption and Market Dependence on Conventional Inputs

Agri-biologicals continue to account for less than 10% of India's crop protection market, reflecting slow mainstream adoption. At the same time, the country's annual fertilizer consumption of more than 60 million tonnes highlights how deeply conventional inputs remain embedded in farm economics and production systems. Transitioning from established practices to biological alternatives will therefore require sustained evidence, trust-building, and commercial scale.

Based on differential growth rates, biologicals are expected to gradually increase their market share over time, with a potential long-term convergence point emerging over multiple decades rather than immediate substitution of conventional inputs.



Based on differential CAGR, the graph indicates a gradual increase in the market share of biologicals, with long-term convergence instead of immediate substitution.

- **Inconsistent Product Performance and Quality Assurance Gaps**

One of the sector's biggest barriers is inconsistency in field outcomes. Many microbial products are sensitive to storage conditions, have limited shelf life, and can lose efficacy before reaching farms. Variations in manufacturing standards, limited accredited testing infrastructure, and weak enforcement further widen the gap between product claims and actual farm performance. In several cases, benefits arise more from improved nutrient-use efficiency or plant stimulation than direct nutrient replacement, making transparent validation even more important.

- **Fragmented Farming Structure and Advisory Deficit**

With over 85% of farmers classified as small or marginal, adoption depends on reaching millions of dispersed users rather than a few large commercial buyers. Limited access to formal advisory services adds to the challenge, such as correct application, dosage, storage, and integration with conventional inputs often determine results. Without strong extension support, repeat adoption remains difficult.

● Regulatory and Innovation Bottlenecks

India's agri-biological ecosystem faces challenges such as low agricultural R&D spending, lengthy approval timelines, and underdeveloped supply chains. Limited Regulatory Data Protection further discourages innovation, as significant investments made by innovators in product development and registration can be replicated at a fraction of the cost. This impacts the introduction of new technologies and restricts farmers' timely access to advanced, reliable solutions.

● Other Structural Constraints

Additional hurdles include performance variability across India's 15 agro-climatic zones, the absence of harmonized multi-location evaluation frameworks, limited region-specific product customization, and weak last-mile logistics in Tier 2 and Tier 3 rural markets. Together, these factors continue to slow farmer confidence and large-scale adoption.

7. Recommendations

● Build Quality-Led Industry Scale

The industry should focus on standardized, high-efficacy formulations backed by credible field data. Expanding fermentation capacity, quality-controlled manufacturing, and reliable distribution networks will be essential to serve India's large input market while improving consistency and shelf-life performance.

● Developing Region and Crop-Specific Solutions

Given India's diverse agro-climatic conditions, biological products must move beyond one-size-fits-all positioning. Companies and researchers should co-develop solutions tailored to major crop systems such as cotton, sugarcane, cereals, and horticulture, supported by local demonstrations and multi-location validation.

● Reform Regulation and Strengthen Market Confidence

Policymakers should establish a unified regulatory framework with faster approval pathways for low-risk biologicals, stronger quality enforcement, and expanded testing infrastructure. "Regulatory Data Protection" and protection of "Confidential Business Information" should also be incorporated, as these are distinct from patents and do not restrict others from registering similar products through independent data submission. Such provisions, including "data protection for a certain period" or "data compensation" models

followed globally, can encourage innovation and improve access to new technologies for Indian agriculture.

- **Streamline and Harmonize the Regulatory Framework**

Agricultural biologicals in India are currently regulated under multiple frameworks, including the Fertilizer Control Order (FCO), 1985 for biofertilizers and biostimulants, and the Central Insecticides Board and Registration Committee (CIBRC) under the Insecticides Act, 1968 for biopesticides, resulting in fragmented definitions, varying data requirements, and differing approval timelines particularly for emerging categories such as microbial consortia and multi-functional products.

To address these challenges, there is a need to establish a unified, science-based regulatory framework with clearly defined product categories, harmonized data requirements, and time-bound approval processes. Strengthening accredited testing infrastructure and introducing risk-based fast-track approvals for low-risk biologicals will be critical to improving ease of doing business, accelerating innovation, and enhancing farmer confidence in product quality.

- **Accelerate Research, Advisory, and Adoption Ecosystems**

Public institutions such as Indian Council of Agricultural Research and State Agricultural Universities should lead region-specific trials, indigenous strain discovery, and standardized performance benchmarks. At the market level, biologicals should be integrated with advisory services, digital agronomy platforms, and targeted pilot or incentive programmes to improve on-farm adoption and repeat use.

The successful adoption of biologicals at scale will depend on the effective and coordinated implementation of the above measures across stakeholders.

- **Strengthen Extension Networks through Public–Private Partnerships (PPP)**

A robust, last-mile extension system is critical for scaling biological adoption. A Public–Private Partnership (PPP) model at the block level, anchored by institutions such as Krishi Vigyan Kendra's (KVKs), can bridge the gap between research and on-ground implementation. By integrating KVKs, Agri-startups, input companies, FPOs, and progressive farmers, such a framework can enable coordinated field demonstrations, farmer training, and localized validation of biological solutions. The private sector can contribute technologies, inputs, and digital advisory tools, while public institutions ensure scientific validation, capacity building, and inclusiveness.

The successful adoption of biologicals at scale will depend on the effective and coordinated implementation of the above measures across stakeholders.

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Notes

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