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## MEMBERSHIP APPLICATION DOSSIER 2023

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### International Biocontrol Manufacturers Association

Soizick Menais  
Office Manager  
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1040 Brussels, BELGIUM  
E-mail: [soizick.menais@ibma-global.org](mailto:soizick.menais@ibma-global.org)

Dear IBMA Applicant,

Thank you for your interest in becoming a member of the International Biocontrol Manufacturers' Association (IBMA)!

As the voice of the Biocontrol industry, IBMA represents all its members to promote biocontrol and bring to the market via proportionate regulation modern, green biocontrol tools, inspired by, harnessed or harvested from nature. Your participation makes our voice and association stronger!

IBMA member companies are encouraged to participate in IBMA National Group activities in the case that a national association exists in their country and will also be required to conform to the rules and statutes of that national group, including the payment of IBMA National Group membership fees.

It is expected that, as a member of IBMA, you adhere to the Charter of Principles and contribute to appropriate forums including the AGM, Annual Assembly, National Groups and Professional Groups.

To apply for membership, please send:

- The membership application form, filled and signed
- The Charter of Principles signed
- The Declaration of Honour, filled and signed

To: Soizick Menais at [soizick.menais@ibma-global.org](mailto:soizick.menais@ibma-global.org)

The administrative process of your admission may last between 15 days (fast track) up to 6 weeks (normal process). After approval of your application by our Council, you will receive an invoice for your annual membership fees. Once this invoice is paid, your membership will become effective.

The membership fees are based on the agriculture turnover of your organisation. For more information, please refer to the Process for determination of applicable fees for IBMA Members attached.

Sincerely,

Soizick Menais  
*Office Manager*



# IBMA

INTERNATIONAL BIOCONTROL  
MANUFACTURERS ASSOCIATION



## DEFINITION

**Bioprotection** as the global  
term for all **biocontrol**  
**technologies**

This leaflet encompasses the definition of  
technologies supported by IBMA – the International  
Biocontrol Manufacturers Association

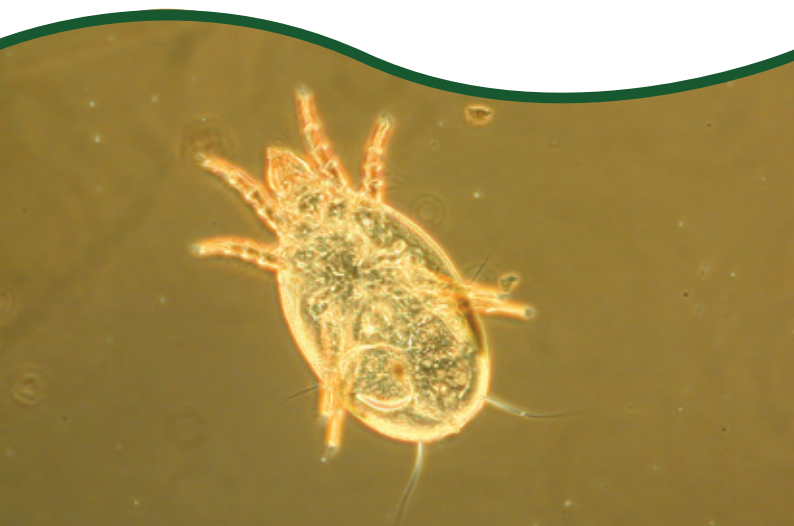
National definitions are diverse but may be precisely defined in a given country's legislation, including examples such as biocontrol in France, biopesticides in USA and biopesticides in some African countries. The IBMA aim is not to change these words but rather to encompass these definitions with an overarching harmonised global term. The need for a harmonised global term is driven by the diverse national definitions which may have a different meaning when used in another country. Terminology wherever possible should be compatible with intergovernmental organisation, scientific, association and standards agency definitions.

In order to cover biocontrol or biological control or biopesticides or management of biotic effects on plants that are used around the world, IBMA proposes to use the English terms, **bioprotection** and thereby **bioprotectants**.

IBMA uses the term “bioprotection”<sup>1</sup> to serve as a collective concept in defining the principal activities of the association and its members. This concept embraces the terminology of the current product categories of the association members namely: Invertebrate Biocontrol Agents, Microbials, Semiochemicals and Natural Substances.

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<sup>1</sup> Bioprotection, in the English language is the definitive term.





**Bioprotection** is used to protect against unwanted organisms including pests and pathogens and as such:

- it originates from nature and
- it can either be sourced from nature or is nature identical if synthesised and
- it has uses including in agriculture, forestry, amenity, home and garden, and public health.

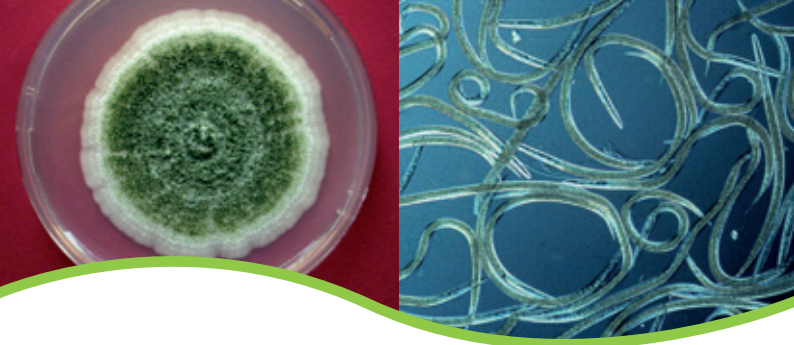
**Bioprotection** is intended to:

- be non-pathogenic to humans
- cause no harm to humans
- not contribute to antimicrobial resistance development for human or veterinary pathogens

And because **bioprotectants** have their origins in nature they have minimal impact in the environment:

- natural substances and semiochemicals have existing degradation pathways or are inert
- IBCAs and microbials have existing ecosystem mechanisms to equilibrate their populations
- semiochemicals, IBCAs and microbials are usually highly specific to the target organisms
- and they cause minimal negative effects to non-target organisms, ecosystems and the environment because:
- any negligible negative impact would be transient, resulting in no lasting reduction in biodiversity

And often bioprotectants contribute to ecosystem services.



## **IBMA Product categories within the scope of “Bioprotection” currently include:**

- » **Semiochemicals** are substances emitted by plants, animals and other organisms used for intra-species and/or inter-species communication and have a target-specific and non-toxic mode of action.
- » **Microbials** are based on microorganisms, including but not limited to bacteria, fungi, protozoans, viruses, viroids, mycoplasmas, and may include entire microorganisms, living and dead cells, any associated microbial metabolites, fermentation materials and cell-fragments.
- » **Natural substances** consist of one or more components that originate from nature, including but not limited to: plants, algae/micro algae, animals, minerals, bacteria, fungi, peptides, protozoans, viruses, viroids and mycoplasmas. They can either be sourced from nature or are nature identical if synthesised. This definition excludes semiochemicals and microbials.
- » **Invertebrate Biocontrol Agents** (also called macrobials) are natural enemies such as insect, mite and nematode species providing control of pest populations through predation or parasitism.

Currently IBMA does not include, within the scope of “Bioprotection”, any technology for which there is no regulatory pathway or policy decision. Once policy decisions have been published, the technologies will be considered for inclusion.

*This is a living document,  
which might be developed  
further in the future.*

## Membership Application Form

**Name of Company applying for membership:**

.....

**Legal address of company:**

**Address:**

.....

.....

City: ..... County/Region:.....

ZIP: ..... Country: .....

**Trading address of company (if different):**

**Address:**

.....

.....

City: ..... County/Region:.....

ZIP: ..... Country: .....

VAT Number: ..... Website: .....

**Contacts:**

**Main contact: (This person will be contacted in case of electronic votes or other decision on association matters)**

Name: ..... First Name: .....

Position: .....

e-mail: ..... Phone number:.....

**Invoices:**

Name: ..... First Name: .....

Position: .....

e-mail: ..... Phone number:.....

**Promotion and events:**

Name: ..... First Name: .....

Position: .....

e-mail: ..... Phone number:.....

## MEMBERSHIP APPLICATION DOSSIER 2023

**Regulatory affairs:**

**Wishes to be informed**

☐

Name: ..... First Name: .....

Position: .....

e-mail: ..... Phone number: .....

**Newsletter:**

**Wishes to receive**

☐

Name: ..... First Name: .....

Position: .....

e-mail: ..... Phone number: .....

**IBMA Professional Groups of interest:**

**IBCA (Macrobiales):**

Level of involvement:    Wishes to participate                      Wishes to be informed

Name: ..... First Name: .....

Position: .....

e-mail: ..... Phone number: .....

**Microbiales:**

Level of involvement:    Wishes to participate                      Wishes to be informed

Name: ..... First Name: .....

Position: .....

e-mail: ..... Phone number: .....

**Semiochemicals:**

Level of involvement:    Wishes to participate                      Wishes to be informed

Name: ..... First Name: .....

Position: .....

e-mail: ..... Phone number: .....

**Natural Substances:**

Level of involvement:    Wishes to participate                      Wishes to be informed

Name: ..... First Name: .....

Position: .....

e-mail: ..... Phone number: .....

## MEMBERSHIP APPLICATION DOSSIER 2023

### Annual Membership fees

IBMA membership fees are based on a member company's annual agriculture turnover. Please indicate your membership fee category according to your global agriculture turnover for the latest complete financial year on the appropriate Declaration of Honour.

	Annual Product Sales	Annual Membership Fee (€)
<b>"Active members"</b> Manufacturing and distribution companies provided that they are conducting their own research and development for their own authorization of biologicals where it is required, under legislation for the markets in which the company operates.	<0.5 M€	990.00 €
	0.5 – 1 M€	1,320.00 €
	1 – 2 M€	1,980.00 €
	2 – 5 M€	5,280.00 €
	5 – 10 M€	7,920.00 €
	10 – 50 M€*	10,560.00 €
	50 – 100 M€*	19,800.00 €
	>100 M€ *	26,400.00 €
<b>"Associate members"</b> Including manufacturing and distribution companies provided that they are not conducting their own research and development for their own authorisation of biologicals where it is required, under legislation for the markets in which the company operates	< 1 M€	726.00 €
	1 – 2 M€	1,000.00 €
	2 – 10 M€	1,300.00 €
	> 10 M€	2,500.00 €
<b>"Non-profit organisations"</b>	Flat fee	363.00 €

\* Daughter companies of members with annual turnover of at least 10 Million Euros wishing to participate in IBMA activities, may become global associated members without extra charge. For this, please complete one daughter application form for each daughter.

Number of daughters \_\_\_\_ free of charge

Micro SMEs have a free-of-charge membership for the first year of their membership ☐

*Tick the box if that applies to your organisation*

**Please indicate the name of the Signatory of the Declaration of Honour regarding fee determination:**

Name: ..... First Name: .....

Position: .....

e-mail: ..... Phone number:.....

### Terms of Payment

Your invoice, with full bank details for payment by bank transfer will be sent to you by e-mail when your membership application and Charter of Principles are accepted by our Council.

**Payment due 60 days from invoice date. By paying the IBMA membership fee the member confirms they adhere to the IBMA Charter of principles.**



## **Description of Company**

Company activity (please include type of business activity, any mission statement, details of length of term trading)

Products or services produced/marketed/sold by the company:

Product registrations held by the company and activities in the regulatory area:



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## MEMBERSHIP APPLICATION DOSSIER 2023

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By signing below, I hereby confirm that the company information provided above is, to the best of my knowledge, accurate and I confirm that I have reviewed and agree to adhere to IBMA Charter of Principles and IBMA Statutes.

I confirm also that I am aware that IBMA members should join National Groups and also participate in National Group activities in the case that a national association exists in my country and countries in which my company are active in the market and that my company will also be required to conform to the rules and statutes of that national group including the payment of IBMA National Group membership fees.

Date

.....

Company name

.....

Function

.....

Signature

.....

## IBMA CHARTER OF PRINCIPLES

As an IBMA member, we hereby agree to respect and conduct our business in accordance with this Charter of Principles and Quality Standards:

1. To promote the concept of biological control methods in sustainable agriculture and in the treatment of amenity and non-cultivated areas, including biocidal uses in animal and human dwellings.
2. To provide safe and effective products.
3. To produce, pack and label products and materials in a safe and effective way.
4. To use processes and materials which are cost and energy effective.
5. To operate with respect for the laws and regulations, soft laws including guidance and advisory best practices (and any modifications, amendments and updates) of each country in which they conduct their business.
6. To operate with respect for the environment.
7. To operate with respect for public health and safety.
8. To provide the best possible advice and assistance to all parties associated with IBMA member company's products.
9. To openly communicate and encourage dialogue with general public.
10. To conduct affairs among IBMA members, competitors, customers, regulatory agencies and the general public in an ethical and respectful manner way.
11. To respect the right of other IBMA members to bring their products to market and develop and promote them for use in a sustainable manner in IPM systems without hindrance.
12. To adhere to the FAO Code of Conduct ISPM3 and International Code of Conduct on Pesticide Management .
13. To respect the Nagoya Protocol on Access to Genetic Resources and Equitable Sharing of Benefits Arising from their Utilization (ABS) to the Convention on Biological Diversity.

We are therefore entitled to benefit from this responsible engagement by using the IBMA logo on our labels and commercial documents.

Date

Name

Company name

.....

Signature

Company Stamp

.....

Please return this document duly signed and stamped with your membership application form by e mail to the Office Manager, Soizick Menais, ([soizick.menais@ibma-global.org](mailto:soizick.menais@ibma-global.org)).

## **Antitrust Policy and Guidance at Meetings**

### **ANTITRUST ISSUES EXPLAINED**

While some activities among competitors are both legal and beneficial to the industry, group activities of competitors are inherently suspect under the anti-trust laws. Agreements or combinations between or among competitors need not be formal to raise questions under anti-trust laws, but may include any kind of understanding, formal or informal, secretive or public, under which each of the participants can reasonably expect that another will follow a particular course of action.

Each of you is responsible to see that topics which may give an appearance of an agreement that would violate the anti-trust laws are not discussed at your meetings. It is the responsibility of each participant in the first instance to avoid raising improper subjects for discussion. This reminder has been prepared to assure that participants in meetings are aware of this obligation.

The DOs and DON'Ts presented below highlight only the most basic anti-trust principles. Each participant in a meeting should be thoroughly familiar with his/her responsibilities under the anti-trust laws and should consult counsel in all cases involving specific situations, interpretations or advice.

### **DON'T**

DO NOT, in fact or appearance, discuss or exchange information regarding:

- individual company prices, price changes, price differentials, mark-ups, discounts, allowances, credit terms, etc., or data that bear on price, e.g. costs, production, capacity, inventories, sales, etc.
- industry pricing policies, price levels, price changes, differentials, etc.
- changes in industry production, capacity or inventories.
- bids on contracts for particular products; procedures for responding to bid invitations.
- plans of individual companies concerning the design, production, distribution or marketing of particular products, including proposed territories or customers.
- matters relating to actual or potential individual customers or suppliers that might have the effect of excluding them from any market or of influencing the business conduct of firms toward such suppliers or customers.

DO NOT discuss or exchange information regarding the above matters during social gatherings incidental to meetings, even in jest.

### **DO**

- Have an agenda and adhere to the prepared agenda for all meetings.
- Get minutes taken and object if they do not accurately reflect the discussion and actions taken.
- Protest against any discussions or meeting activities which appear to violate the anti-trust laws; disassociate yourself from any such discussions or activities and leave any meeting in which they continue.
- Refer to appropriate legislation such as EU legislation  
[http://ec.europa.eu/competition/publications/factsheets/antitrust\\_procedures\\_101\\_en.pdf](http://ec.europa.eu/competition/publications/factsheets/antitrust_procedures_101_en.pdf)

## Declaration of honour regarding IBMA Global membership fee determination

ORGANISATION: .....

Address: .....

Zip: ..... City: .....

Country: .....

**Approved Authorised Representative:**

Title: ..... First name: ..... Name: .....

Position: .....

I, the undersigned, hereby certify and declare on my honour that

- (i) I am formally authorised in the articles of association of my organisation to represent and legally bind my organisation
- (ii) I have assessed with due care the Agricultural Turnover (as defined in page 2 to this declaration) of my organisation, on a consolidated basis (i.e. including Agricultural Turnover not only of my organisation but also of all affiliates controlled by my organisation with the exception of intercompany sales between my organisation and its affiliates) for the year 2022/for financial year which ended in 2022
- (iii) I have accurately indicated below the range, relevant for the determination of my IBMA Global membership fee, in which such Agricultural Turnover is situated.

**Active members:**

Annual Product Sales	Annual Membership Fee (€)
<0.5 M€	990.00 €
0.5 – 1 M€	1,320.00 €
1 – 2 M€	1,980.00 €
2 – 5 M€	5,280.00 €
5 – 10 M€	7,920.00 €
10 – 50 M€	10,560.00 €
50 – 100 M€	19,800.00 €
>100 M€	26,400.00 €

Signature: <div style="border: 1px solid black; height: 100px; margin-top: 5px;"></div>	Stamp: <div style="border: 1px solid black; height: 100px; margin-top: 5px;"></div>
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## Definition of Agriculture Turnover

Agricultural Turnover shall be determined as Total Turnover minus any Turnover which is non-agricultural based on the following definitions thereof.

“Agricultural Turnover” shall include:

- All sales of biocontrol, crop protection, biocidal, seeds, fertilizers, biostimulants, plant or crop care products without limitation and regardless as to whether such products are for use in:
  - farming
  - home and garden applications, either for professional or hobby users
  - public hygiene applications defined as any treatments applied in the environment with a view to avoid or reduce the presence of unwanted organisms.

As Non-Agricultural can be considered:

- Sales of products or services which are:
  - Sales of machinery and electrical or other equipment or hardware (non consumables) as well as services related to the operation or maintenance thereof.

## Definition of SME

For statistical purposes, we ask you to indicate whether your organisation is a SME or not.

The category of micro, small and medium-sized enterprises (SMEs) is made up of enterprises which employ fewer than 250 persons and which have an annual turnover not exceeding EUR 50 million, and/or an annual balance sheet total not exceeding EUR 43 million.

Within the SME category, a small enterprise is defined as an enterprise which employs fewer than 50 persons and whose annual turnover and/or annual balance sheet total does not exceed EUR 10 million.

Within the SME category, a microenterprise is defined as an enterprise which employs fewer than 10 persons and whose annual turnover and/or annual balance sheet total does not exceed EUR 2 million.

Not SME

SME

Small SME

Micro SME

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**Associate members:**

Annual Product Sales	Annual Membership Fee (€)
< 1 M€	726.00 €
1 – 2 M€	1,000.00 €
2 – 10 M€	1,300.00 €
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Not SME

SME

Small SME

Micro SME