About Naturevo

EVOcation, EVOLution and REVOLution with nature

- Private Romanian company, founded in 1999.

- National distributor of basic inputs for agriculture: know-how, seeds, foliar and soil fertilizers, plant protection products, bioregulators etc.

- The clients (partners) are farmers from all over the country, local distributors, processors for agricultural products.

- Small farmers are attended either by Naturevo shop or through local shops and local distributors.
“Cluster” type company.

Suppliers’ selection is made according to the international standards, using only products accepted in EU.

Products’ distribution is accompanied by the necessary know-how.

The company supports the sales of the agricultural products harvested by the farmers on domestic and international markets.

Sales team includes agronomists with complex agricultural knowledge. Sales people are under continuous trainings, in order to develop and consolidate their specific knowledge.

Affiliated companies:

- Naturevo Praxis SRL
- Naturevo Barter SRL
- Naturevo Bulgaria OOD
Naturevo identify the needs of the Romanian farmers and offer them high quality solutions, known as Flexitechagro® technologies for agriculture.

- Flexitechagro® technologies are the results of the continuous research and innovation incorporated in technical solutions adapted for the Romania’s specific conditions and for last years climate changes, in order to get a sustainable agriculture.
- Naturevo help the farmers to get bigger and clearer harvests of superior quality, while maintaining and improving the ecosystems.
- Naturevo offer added value to the products in its portfolio by providing consultancy for farmers’ problems across the country.
- Naturevo contribute to raising living standards and ensure accessibility to the latest information on nutrition and crop protection.
Values

- Flexibility
- Trust
- Empathy
- Continuous Learning
- Research & Innovation
- Consultancy
- Professionalism
Naturevo has international certifications for Quality Management System and Environmental Management System.

Main activity: agricultural inputs distribution, in compliance with the “Integrated Crop Management” principles.

Quality Management System
according to ISO 9001:2008

Environmental Management System
according to ISO 14001:2004
Sales Value Evolution 2005 - 2015 (millions)

Year | Euro
--- | ---
2005 | 6.7
2006 | 6.0
2007 | 6.4
2008 | 6.5
2009 | 6.5
2010 | 7.7
2011 | 10.4
2012 | 12.7
2013 | 15.5
2014 | 17.0
2015 | 19.5
Naturevo programs gather together products that:

- Increase nutrients efficiency;
- Reduce inner energy and water consumption;
- Increase plant resistance to the biotic and abiotic stress factors;

Naturevo develop integrated programs based on multiple tests in various locations, according to the specific soil and climatic conditions;

Naturevo elaborate:

- Physical compatibility tests;
- Optimal recipes, technical and economic;
- Dynamic customized programs, taking into account the evolution of the yield factors (soil, climate, equipment etc.).
Naturevo ECO Programs

FLEXITECHagro® – flexible technical solutions for agriculture

Naturevo ECO – technical solutions for ecological agriculture

A harmonious combination of the cropping factors so that the agricultural product should not contain any residue or the residues should be far below the accepted limits
FLEXITECHagro® means **flexible technical solutions for various crops and pedo-climatic conditions**.

Main issues considered within technologies:

- The specificity and diversity of the crops (soil, climate, location etc.);
- Dynamic of the factors, during the vegetative stages;
- Technical and economic potential of the farmers;
- Profitability assessment;
- Compliance with the best agricultural practice principles → **sustainable agriculture**;
- Ensuring the crops profitability;
- Agricultural product traceability.
The tools involved in FLEXITECHagro® programs:

- Updated **knowledge** of the industry;
- **Best agricultural practice guidelines** – according to the EU legislation and the best technical recommendations;
- **Seeds and planting material** adapted to the specific of the areas and local conditions;
- **Soil fertilizers adapted** to the soil characteristics, cropped plants, previous crops, insuring the increase of the nutrients efficiency etc.;
- **Complex foliar fertilizers with macro and microelements** specific for each crop, growing stages, deficiencies, with complementary, synergistic or collateral effects etc.
Tools involved in FLEXITECHagro® programs:

- Insecticides, fungicides, herbicides, acaricides, rodenticides included in FLEXITECHagro® programs, at the Integrated Crop Management level;
- Bioregulators, stimulating growth, metabolism, rooting, sprouting, or inhibitors;
- Products for the seeds treatment and planting material;
- Products for the pest control in warehouses.
The health of the consumers of the products got through the ecological agriculture and clean environment are the most important benefits of using ecological products.

Naturevo select the most suitable products from all over the world for the ecological agriculture and introduces them in the FLEXITECHagro® – ecologic programs.

In order to achieve that:

- We use products with high speed of degradation in soil, environment, and plants;
- We add products that increase the speed of degradation of some pesticides or fertilizers;
- We use natural products with effects of increasing the resistance at infections and stress factors;
- We use products that enhance the activity of the benefic microorganisms, improving selective absorption.
Objective: 0,00% residues

A harmonious combination of the cropping factors so that the agricultural product should not contain any residue or the residues should be far below the accepted limits:

- Decreasing specific consumption of the soil fertilizers;
- Increasing fertilizers’ efficiency;
- Reducing the negative impact of the synthesis products on the ecosystems and plants / agricultural products;
- The use of the plant protection products (PPP) with fast and complete degradation;
- The use of the special products of biological origin, or organic ones, mainly during the pre-harvest stages.
Naturevo specialists:

- Perform farms’ visits;
- Identify crops’ problems;
- Elaborate specific solutions;
- Provides the necessary products;
- Follow-up the effects;
- Establish further measures;
- Propose necessary corrections;
- Elaborate economic calculation etc.
Naturevo Activities

- **Distribution at national level** of the basic inputs for agriculture.

- **Technical solutions** provided to the farmers through the sales team, technical and marketing department.

- **Barter** - Naturevo take from the farmers big quantities of different agricultural products (approx. 6% of its turnover). The company is involved in barter trade with fruits and vegetables, mainly on the domestic market.

- **Transport for Naturevo goods and for third parties** specialized for:
  - General goods (1,5t / 3,5t / 7,5t / 24t);
  - ADR goods (1,5t / 3,5t / 7,5t / 24t);
  - Grains (24t).
# Naturevo’s Main Suppliers

<table>
<thead>
<tr>
<th>Plant Protection Products (PPP)</th>
<th>Fertilizers, bioregulators, eco products</th>
<th>Seeds</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Adama</td>
<td>✓ Ag-Chem</td>
<td>✓ Biocrop</td>
</tr>
<tr>
<td>✓ Alcedo (Alchimex)</td>
<td>✓ Altinco</td>
<td>✓ Dow AgroScience</td>
</tr>
<tr>
<td>✓ Arysta LifeScience</td>
<td>✓ Ameropa</td>
<td>✓ Euralis Seminte</td>
</tr>
<tr>
<td>✓ BASF</td>
<td>✓ Borealis L.A.T. GmbH</td>
<td>✓ Monsanto</td>
</tr>
<tr>
<td>✓ Bayer CropScience</td>
<td>✓ CICH Navodari</td>
<td>✓ RAGT</td>
</tr>
<tr>
<td>✓ Dow AgroScience</td>
<td>✓ Compo</td>
<td>✓ Saaten Union</td>
</tr>
<tr>
<td>✓ Summit Agro</td>
<td>✓ Omya International</td>
<td>✓ SCDA Teleorman</td>
</tr>
<tr>
<td>✓ United Phosphorus Limited</td>
<td>✓ Timac Agro</td>
<td>✓ Rapool Ring Romania</td>
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</table>
The portfolio is dynamic and adapted to the specific market conditions and technological needs.

- All the products included in the portfolio must comply with the sustainable agriculture principles.

- Naturevo portfolio has 600 products, respectively 800 active SKU, out of which:
  - 33 exclusive products, with different packages and lots (approx. 80 SKU):
    - NovaTec® Classic;
    - Amosulf NG;
    - EVO range;
    - Corn seed MT261.
  - 6 marks registered at OSIM, in co-ownership.
Other Segments

Gardens and small farms
Plant protection products, fertilizers, seeds and other products, packed to be used on small areas. Products are distributed through Naturevo store and through partners' stores across the country.

Public health
Products with very low toxicity level to humans and animals, or even non-toxic, designed to eradicate uncomfortable insects and rodents in farms, offices etc. Most of the used insecticides are microencapsulated and capsules break only in contact with the insects' chitin.

Pastures and hayfields
Herbicides for weed control in pastures and hayfields.
Treatment with complex foliar fertilizer to grow the pastures and hayfields. Simultaneous application of the insecticides, herbicides and fertilizers might lead also to eliminate of some discomfort insects (ticks, fleas, flies, ants etc.).

Forestry
Solutions to control most of the harmful agents in the forests, to get the best quality planting material and to hasten the forests growth. The solutions comply with the environment and take into account the climate change effects.
Marketing Programs

- Education and technical knowledge transfer
- Demonstration plots
- "Use and convince yourself!"
- Partnerships with suppliers
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