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Qilu expands global agrochemical footprint with Brazilian Spinosad registration

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The milestone marks the companyâ??s first independently registered product in Brazil, although further commercial development will depend on local requirements and market demand

齐鲁制药 QILU PHARMACEUTICAL

Qilu Plant Protection has secured independent registration in Brazil for its spinosad technical concentrate, marking the company's first product approval under its own registration in the country and opening a new route into one of the world's largest agrochemical markets.

The registration, identified as TC27826, covers the technical concentrate (TC) form of spinosad, an insecticide produced through fermentation. The approval represents a milestone in Qilu's efforts to expand its international business and extend its presence across the pesticide value chain.

Brazil is a strategically important destination for agrochemical suppliers, given the scale of its commercial agriculture and demand for crop protection solutions. For Qilu, securing the registration provides a regulatory foothold from which it can pursue further business opportunities in the market.

Fermentation capacity underpins expansion

Qilu Plant Protection operates a large-scale fermentation facility producing agricultural and veterinary chemicals. The company reports annual spinosad manufacturing capacity of more than 1,500 tonnes, with its technical-grade material and formulated products supplied to customers in more than 40 countries and regions.

Spinosad has also obtained independent registrations in several other markets, including the European Union, the United States, Mexico and India, according to the company. The Brazilian approval extends that international registration footprint and strengthens the commercial reach of its fermentation-derived insecticide.

Technical concentrate registration is an important step in the supply chain, but it should be distinguished from registration of finished formulations for specific uses. The Brazilian approval establishes the regulatory milestone for the product identified in the certificate; commercial availability and permitted applications depend on the applicable registration conditions and any further requirements.

Broadening its crop protection portfolio

Spinosad is part of a wider portfolio that spans fermentation-derived and synthetic crop protection products. Qilu's product range includes abamectin, emamectin benzoate, spinetoram, gibberellic acid, fluopyram, fluxapyroxad and cartap, alongside spinosad.

The breadth of the portfolio gives the company several product categories through which to develop its international business. Its combination of fermentation capabilities and synthetic chemistry also provides a manufacturing base across different segments of agricultural inputs.

Qilu has identified Brazil as a priority market for its future expansion. The company intends to use its product portfolio and manufacturing capabilities to supply crop protection products to Brazilian customers, although the pace and scale of growth will depend on market demand, local regulatory requirements and commercial partnerships.

Brazil becomes a key expansion market

For Chinese agrochemical manufacturers, international registrations can provide a foundation for entering markets where regulatory compliance is central to commercial access. Brazil's importance to global agriculture makes it a significant target for companies seeking to broaden their geographical reach.

Qilu's spinosad registration is an initial step rather than evidence of an established Brazilian sales position. Its longer-term opportunity will depend on converting regulatory access into customer relationships, distribution and sustained product demand.

The approval nevertheless marks a concrete advance in the company's international expansion strategy, extending its independent registration presence into a major agricultural market and creating a platform for further development of its crop protection business.