

North America Biofertilizer - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2025 - 2030)

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Report description:

The North America Biofertilizer Market size is estimated at 1.3 billion USD in 2025, and is expected to reach 2.12 billion USD by 2030, growing at a CAGR of 10.31% during the forecast period (2025-2030).

- Biofertilizers are organic substances with living microorganisms that promote plant growth. The biofertilizer market value increased by about 49.3% from 2017 to 2021, attributed to the increasing awareness among farmers, the increasing overall registered organic farms in the region, and the shifting demand for organically or sustainably grown commodities.
- Mycorrhiza-based biofertilizers accounted for about 25.6% of the market value in 2022, mainly because their application can reduce the use of chemical fertilizers, particularly phosphorus, by up to 30%.
- Rhizobium-based biofertilizers dominated the North American biofertilizer market and accounted for about 36.5% of the market value in 2022, mainly due to their ability to decrease the overall dependence on inorganic nitrogen fertilizers.
- Azospirillum-based biofertilizers accounted for about 21.6% of the total market value in 2022. Azospirillum is involved in atmospheric nitrogen fixation in a wide range of crops, particularly in cereal crops like rice, maize, sorghum, wheat, and millet.
- Continuous research is being conducted to develop strains that are biotic/abiotic stress-tolerant. Under salinity stress, Rhizobium trifolii inoculated with Trifoliumalexandrinum showed increased biomass and nodulation.
- The increasing awareness about the overuse of fertilizers among farmers and the government initiatives to support sustainable agricultural practices and organic farming resulted in a rising demand for biofertilizers. Therefore, the market for biofertilizers is anticipated to increase between 2023 and 2029.

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- The United States dominated the North American biofertilizer market and accounted for about 45.6% of the market value in 2022. The dominance of the United States is mainly due to its large organic cultivation area in the region, which accounts for 39.5% of the total organic crop area.
- Canada is the second largest biofertilizer market, followed by the United States in the North American region. In 2022, Canada accounted for about 33.2% of the total biofertilizer market value in the region. Row crop cultivation is dominant in the country, and soybean, rapeseed, and wheat are some of the major crops cultivated in the country.
- Despite having the second-largest organic area in the North American region, Mexico accounted for only 18.2% of the biofertilizers market value in 2022. This is mainly attributed to lower application rates of biofertilizers in the country. The total biofertilizer volume consumption accounted for 3.3 thousand metric tons in 2022.
- The major agricultural countries in the rest of North America are Costa Rica, Cuba, Jamaica, and Guatemala. In these countries, cash crop cultivation is dominant compared to row and horticultural crops. Cash crop cultivation accounted for about 92.0% of the total organic crop area available in the rest of North America in 2022. The major cash crops grown in these countries are coffee, sugarcane, and spices.
- The biofertilizer market in the North American region is anticipated to increase at a higher pace in the United States compared to other countries in the region, which is attributed to various reasons like awareness among growers on sustainability and government initiatives for sustainable cultivation.

North America Biofertilizer Market Trends

Organic produce demand grows in major countries like the United States, increasing cultivation area with government support

- The area under organic cultivation of crops in North America was recorded at 1.5 million hectares in 2021, according to the data provided by FibL statistics. The organic area in the region increased by 13.5% between 2017 and 2022. Among the North American countries, the United States was dominant, with 623.0 thousand hectares of agricultural land under organic farming, with California, Maine, and New York being the major states practicing agriculture.
- The United States is followed by Mexico, with 531.1 thousand hectares of area under organic farming in 2021. Mexico is among the top 20 organic food producers in the world. Mexico is the largest exporter of organic coffee in the world, according to Global Coffee Masters data. The country has the largest area under organic coffee production and even in terms of the number of organic coffee producers in the country. The major organic food-producing states in the country include Chiapas, Oaxaca, Michoacan, Chihuahua, and Guerrero, which accounted for 80.0% of the total organic area in the country in 2021. Organizations such as National Association for Organic Agriculture promote organic agriculture in the country, which is expected to motivate more farmers to take up organic agriculture. In addition to financial assistance, the Mexican government supports research and development activities to help promote organic agriculture.
- Canada's area under organic crop cultivation increased from 0.4 million hectares in 2017 to 0.45 million hectares in 2021. Row crops occupied the maximum area with 0.42 million hectares in 2021. The Canadian government announced a sum of USD 297,330 in 2021 as Organic Development Fund to support organic farmers. These initiatives are expected to increase the organic area in the region.

Growing demand for organic produce in domestic and international markets, rise in per capita spending on organic food

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- North America's average per capita spending on organic food products was USD 109.7 in 2021. The per capita spending in the United States is the highest among the North American countries, with average spending of USD 186.7 in 2021. The sales of organic products in the United States crossed USD 63.00 billion in 2021. Organic Trade Association accounted for a 2.0% increase over the previous year, with organic food sales at USD 57.5 billion in 2021. Organic fruits and vegetables accounted for 15.0% of the total organic product sales, valued at USD 21.0 billion in 2021.
- Organic food sales in Canada reached a value of USD 8.10 billion in 2020, as per the data reported by the Organic Federation of Canada. It is reported that Canada is the 6th largest market in the world for Organic products, with the supply of organic products failing to keep up with the demand in the country. The average spending on organic food per person was USD 142.6 in 2021. Increasing government support to retailers is expected to increase the availability, accessibility, and affordability of organic products in the country. Organic Trade Association estimated the organic products market in Canada to grow and register a CAGR of 6.3% between 2021 and 2026.
- In 2021, Mexico registered a market size of USD 63.0 million for organic products with a global rank of 35. It is estimated to grow and register a CAGR of 7.2% between 2021 and 2026. However, the per capita spending on organic products in the country is less than in other countries in the region, with a value of USD 0.49 in 2021. More players entering the market in Mexico are expected to increase the demand for organic products in the country.

North America Biofertilizer Industry Overview

The North America Biofertilizer Market is fragmented, with the top five companies occupying 11.29%. The major players in this market are Lallemand Inc., Novozymes, Rizobacter, Sustane Natural Fertilizer, Inc and Symborg Inc. (sorted alphabetically).

Additional Benefits:

- The market estimate (ME) sheet in Excel format
- 3 months of analyst support

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