

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

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Report description:

The South America Biofertilizer Market size is estimated at 220 million USD in 2025, and is expected to reach 358.9 million USD by 2030, growing at a CAGR of 10.28% during the forecast period (2025-2030).

- Biofertilizers are a sustainable and eco-friendly way of enhancing plant growth and productivity. They are composed of living microorganisms that can improve the soil's nutrient content, making essential elements more accessible to plants. Some of the most commonly used biofertilizers include mycorrhiza, Azospirillum, Azotobacter, Rhizobium, and phosphate-solubilizing bacteria.
- These microorganisms are selected for their ability to improve the soil's health and fertility, providing crops with the nutrients required. They work by either breaking down organic matter to release essential nutrients or directly increasing the availability of specific nutrients in the soil.
- Azotobacter accounted for 28.6% of the total biofertilizers consumed in the region. Field tests on Azotobacter under various agro-climatic conditions revealed that the biofertilizer is suitable for inoculating with seeds or seedlings of crops such as onion, tomato, and cabbage. Under typical field circumstances, Azotobacter inoculation reduces the need for nitrogenous fertilizers in these crops by 10-20%. Thus, the usage of Azotobacter in agriculture is expected to grow in the coming years.
- Research in Brazil has demonstrated that the combination of two strains of Azospirillum brasilense, Ab-V5 and Ab-V6, increased yields in key crops such as soybean, sugarcane, rice, wheat, and pasture. The application of these two strains is also compatible with other pesticides commonly used in these crops.
- The market for biofertilizers in the region is expected to grow due to the rising demand for organically-grown food and the government's emphasis on the importance of sustainable agricultural practices to keep the soil and environment safer.

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- Brazil is a leading agriculture nation in South America and held 65.3% of the total biofertilizer market in the region in 2022. The country's farmers are keeping up with the worldwide demand for organic food and achieved organic food sales worth USD 81.0 million in 2021, which rose 9.5% compared to the previous year, as per the Global Organic Trade.
- The area under cultivation of organic crops in the region increased from 495.7 thousand hectares in 2017 to 717.2 thousand hectares in 2021. The increasing trend in the overall organic crop is expected to drive the market for biofertilizers in these countries and is estimated to register a CAGR of 10.0% between 2023 and 2029.
- With growing concern for soil and environmental pollution, the government and other organizations are highly promoting the usage of biological crop inputs across the region. In Argentina, the FAO's 2022-2031 Strategic Framework prioritizes transforming agri-food systems to be more efficient and sustainable, using agro-economic methods, with a focus on reducing the use of chemical fertilizers and pesticides in agriculture. This opens up opportunities for adopting biofertilizers as a more sustainable alternative.
- Moreover, there has been a remarkable increase in the crop yield of leguminous crops. Strains of rhizobium produce growth hormones like indole acetic acid, which influences positive growth in plants by stimulating the formation and development of root nodules quickly. The advantages of biofertilizer usage are expected to drive their usage in South America. However, less awareness among the farmers and the long transition period from chemical farming to organic farming are slightly hindering the market growth of biofertilizers.

South America Biofertilizer Market Trends

Growing organic acreage owing to the rising international demand for soy, corn, sunflower, and wheat.

- The area under organic cultivation of crops in South America was recorded at 672.8 thousand hectares in 2021, according to the data provided by The Research Institute of Organic Agriculture (FiBL statistics). Argentina and Uruguay are the major organic-producing countries in the region, with a large area under organic crop cultivation, with Argentina occupying a share of 11.5% of the organic area in the region in 2021. The primary organic crops produced in Argentina include sugarcane, raw wool, fruits, vegetables, and beans. The primary organic exports are soy, corn, sunflower, and wheat.
- Cash crops accounted for the maximum share of 53.9% under organic crop cultivation in 2021, with 384.3 thousand hectares of land. The region is a major grower of cash crops like sugarcane, cocoa, coffee, and cotton. Brazil is the largest sugarcane-growing country in the region.
- On the other hand, Uruguay is a large grower of organic fruits and vegetables in the region. The Organic Farmers' Association of Uruguay promotes organic cultivation in the country by partnering with various organic retail outlets. The World Bank-financed Sustainable Management of Natural Resources and Climate Change project (DACC) assisted 5,139 farmers in 2022 to adopt climate-smart agriculture (CSA), which helped increase the area under cultivation of organic crops in the region.
- Millions of farmers in South America continue to practice no-external input agriculture, which may very well represent the future of the region's economy despite the noticeably low domestic production. The population is becoming more health conscious, which creates a larger market for South America's increasingly eco-friendly and sustainable farming system.

Approximately 49.0% consumers in Argentina, Brazil and Colombia are interested in purchasing organic food.

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- South America is one of the important producers and exporters of organic food products globally. The per capita spending on organic food products in South America is comparatively lesser than in other parts of the world. The average per capita spending was recorded as USD 4.3 in 2022. Nevertheless, these export-oriented countries are now generating an often-overlooked domestic demand.
- The demand for naturally grown products like organic food in South American countries like Argentina, Brazil, and Colombia has increased. A survey conducted by Wisconsin Economic Development in 2021 proved that consumers are willing to pay higher prices for organically grown food. The study revealed that 43-49% of consumers are conscious about their health. Brazil ranks 43rd globally for per capita spending on organic packaged food and beverages.
- The organic products market in Argentina reached a value of USD 15.9 million in 2021, representing 0.03% of the global market value, with a per capita consumption of USD 0.35, as per the data given by Global Organic Trade in 2021.
- Currently, the market for organic foods in the region is very fragmented, with its availability limited to a few supermarkets and specialty stores, as only people from higher-income families are potential customers. Many supermarkets, specialized stores, and local farmers' markets in the region are now selling organic food to satisfy the growing latent demand for such products, mainly in Costa Rica, Mexico, and urban centers of South America. Growing awareness among consumers and their buying motives are expected to lead to a better understanding of the sustainability attributes of organic food in the region.

South America Biofertilizer Industry Overview

The South America Biofertilizer Market is fragmented, with the top five companies occupying 19.47%. The major players in this market are Koppert Biological Systems Inc., Novozymes, Rizobacter, Symborg Inc. and Vittia Group (sorted alphabetically).

Additional Benefits:

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

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