

## Partnering Opportunity



### About Us

**G**lenBiotech is a spin-off from the University of Alicante (UA). Our mission is to develop innovative and sustainable solutions for problems linked to agricultural and landscape sector.

The main business line is the development and commercialization of biological control agents against pests, specifically against palm tree pests.

In the future, we will expand our activities to other fields such as plant sample analysis for the detection of crop pathogens, search for secondary metabolites with biological activity, etc.



### Products and Market

**GlenBiotech** focuses on the treatment of the red palm weevil (RPW) pest that affects around 20 species of palms, some of which are of great agricultural interest, as date or oil palm. This beetle is present in the Mediterranean region, Canary Islands, North Africa and some Asian countries. Only in Spain, the RPW has caused losses of several million euros and has involved more than 25,000 palm trees felling until 2008.

Our first product, **Phoemyc**, is an entomopathogenic fungus that allows for biological control of the RPW. It has demonstrated to have high specificity and efficiency in field trials. **Phoemyc** has competitive advantages over other chemical and biological competitor.

#### Contact:

Berenice Güerri Agulló  
+34 633 034 536  
b.guerri@glenbiotech.es

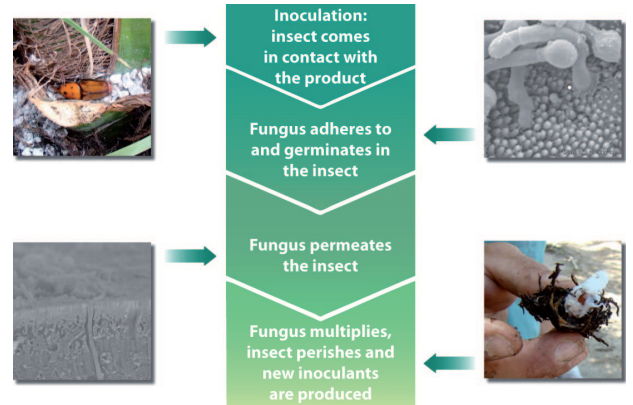
<http://www.glenbiotech.es/>



## Partnering Opportunity



**Phoemyc** aims at being the international standard treatment against the RPW.



### Intellectual Property

**Phoemyc** is the result of more than 20 years of work within the group of plant pathology of the UA. The formula is protected by several patents owned by the UA. An exclusive license for these patents has been granted to Glenbiotech, including:

- EP2170084 – Phytosanitary composition comprising an Entomopathogenic fungus.  
Priority: 5/06/2007
- Fungus strain is protected and placed in CBS (Centraalbureau voor Schimmelcultures).



### Business Opportunity

**GlenBiotech** is conducting field trials for the regulatory and scale-up production. **GlenBiotech** is seeking partners to complete the regulatory dossier and implement a marketing plan to launch **Phoemyc** in Arabia and other relevant countries.

#### Contact:

Diego Velasco  
+34 914 491 250 EXT 041  
diego.velasco@gen-es.org

<http://www.gen-es.org/>

