



This is US

Specialists in
Pheromones and Traps



ECONEX[®]

PHEROMONES AND TRAPS

Since 1986



Corporate Presentation 2023

“This
is US”



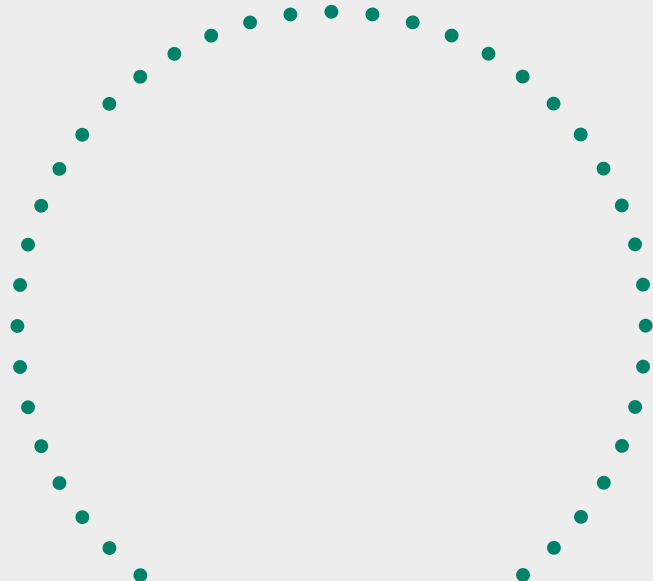


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Introduction



1. Introduction

ECONEX is a family business with cutting-edge technology, who is also environmentally friendly, socially responsible and 100% Spanish. It was the brainchild of its founder **Francisco Martinez Campillo** in 1986, from where it has been building itself on the foundations of work and commitment.

SANIDAD AGRÍCOLA ECONEX, S.L. is an international benchmark in R&D&I (research, development and innovation), manufacturing and the commercialisation of pheromones and traps for the detection, monitoring and biocontrol of pests that affect all types of crops. Our customers look to ECONEX for its specialisation and experience acquired over 37 years. We produce and give technical advice to our customers on everything related to pests, strategies and action plans.



Our Field of Activity



We investigate



We develop



We manufacture



We commercialise

**We have the
ability to carry
out the entire
production
process**

**We are specialists in
pheromones and traps**



Products Made in Spain





2

**Fields of
application**

2. Fields of application

Pest Biocontrol

We develop and manufacture tools for the biocontrol of pests that affect a wide variety of crops.



**More than 120 types
of insect traps and
more than 450
references between
attractant diffusers
and repellents**



 **ECONEX**
PHEROMONES AND TRAPS
Since 1986



Our
history

3. Our history

How it all began

1986

After a year in the mind of its founder, ECONEX is set up as a sole proprietorship until the year 2000, when it is transformed into the limited company it is today.

1996

The first delegations in Seville, Toledo and Majorca are set up. Year after year, new delegations in La Rioja, Valladolid, Malaga, Huelva, Navarra, Zaragoza, Cadiz, Cordoba and Gerona join us...amongst many others.

2007

On the 31st of March and after 2 years of construction, the new company premises are inaugurated.

2015

Work begins on the ECONEX ONLINE STORE. We want to be closer to our customers. In 2016, we use the advantages of the digital world to make our entire product range available to you. In 2020, this service is extended to Europe.

2019

The company is certified under the ISO 9001:2015 Quality Management System. This certification confirms the good practices of ECONEX and acknowledges the maturity and effectiveness of its quality system.

1991

The company discovers the elixir of eternal corporate youth and long-lasting profitability: innovation in all aspects of the company.

2004

The first delegation outside the national borders is opened in Turkey. From then on, ECONEX starts to grow all over the world: Greece, Mexico, Peru, Portugal, United Kingdom and Uruguay.

2008

Although ECONEX has had a website since 1997, it was at this point in time that its virtual space took on the value it has today. It has been updated and incorporates information about products, pests, new sections...

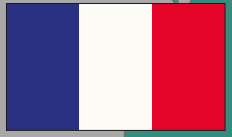
2016

The company celebrates its 30th Anniversary together with its employees, delegates, partners, suppliers and friends. ECONEX has established itself in the sector.



CURRENTLY

ECONEX is what it is today. A family of more than 30 employees, that has a catalogue of more than 600 products and offers its services internationally.



 FRANCE



 GREECE



 MEXICO



 ARABIAN COUNTRIES



 PERU



 PORTUGAL



 UNITED KINGDOM



 TURKEY



 URUGUAY

4

Globals

4. Glocals

“We think globally,
 but act locally”

We are capable of adapting to the unique characteristics of each environment, offering solutions according to local demands.

We want to be close to our customers. Therefore, we have a large network of delegations with qualified professionals all over Spain and international delegations in France, Greece, Mexico, UAE, Peru, Portugal, United Kingdom, Turkey and Uruguay.

We operate in more than 50 countries.





**Our products are used
by crop farmers and
forest managers all
over the world on
a surface area of
more than
470.000
hectares**





There are many companies and public organisations at local, national and international level that have put their faith in our services. We have more than **13.000 customer records** for whom we want to be accessible, no matter where in the world they are.

To achieve this, we participate in industry associations and events, national and international fairs and we collaborate with universities in different countries.





We are also in partnership with **Avalam**, **AGRITTECHMURCIA**, **AGRAGEX**, **Fundación Universidad Empresa (FUERM)** and the **International Biocontrol Manufacturers Association (IBMA)**.





5

Our
services

5. Our services

TRAINING

We develop and deliver specific training modules in biological pest management for agricultural training courses and programmes.

HUMAN RESOURCES

Having continuous contact with professionals, technicians and entrepreneurs provides us with the necessary knowledge to hire specialised technical services.



INSECT IDENTIFICATION SERVICE

We carry out a precise identification of the insects that our customers and partners send us. We advise them on the best strategies to combat the identified pest.

CONSULTING SERVICE

We help you to identify and investigate any problems related to Biological Pest Management and recommend the most appropriate measures for your particular case, providing the necessary assistance to implement these recommendations.



R&D&i

Our R&D&i team investigates at the highest level, applying new ideas, concepts and methods to develop new advanced products and services that improve biological pest control systems.



“The proof of an innovation is not its novelty, nor its scientific content, or the ingenuity of the idea... it is its success in the market”.

Peter Druker

12
patents

15
registered
brands

1.600.000 €
invested in
R&D&i

PRODUCTION AND LOGISTICS

Qualified professionals that ensure standards of the highest quality at every stage of the production process and services marketed by ECONEX.

We make sure that the products developed and manufactured by our own hand meet the requirements and demands of the sector in terms of quality and quantity.

SALES

We facilitate the purchase of our products through delegations and distributors throughout Spain. In addition to having an online store with shipments to Europe, ECONEX also has a broad international presence.





AGRICULTURAL AND FOREST PESTS MONITORING SERVICE

Our specialised technical team offers ongoing assistance to solve any problem related to Agricultural and Forest Health, with periodic field visits, damage assessment, installation and monitoring of traps, evaluation of the associated insect community, digital mapping, modelling of damage distribution and preparation of reports.





**What makes
us different**



6. What makes us different

We have the experience, capacity for development, research and our team's dedication to meeting the needs of our customers.

2.200 M²
BUILT

- 3 LABORATORIES
- EXHIBITION ROOM
- EVENTS ROOM
- 5 HECTARES OF LAND

12.000 M²
FOR R&Di

A TEAM OF
+30
QUALIFIED
PROFESSIONALS

+37
YEARS OF
EXPERIENCE



Free direct customer service
Monday to friday:
09.00 -14.00 and
16.00 - 19:00 h.
TLF: +34 900 502 401
EMAIL: econex@e-econex.com

ONLINE STORE
OUR ENTIRE CATALOGUE
WITH JUST ONE CLICK AND
SHIPPING TO ALL
OF EUROPE



ECONEX resources

We offer detailed information on each pest: behaviour, morphological and biological characteristics, crops affected, damage caused and **ECONEX** solutions for their biocontrol.

**+55
SPECIFIC
WEBSITES**

**GENERAL
CATALOGUE**



**FORESTRY
CATALOGUE**

**PEST
MONITORING
SHEETS**

**48 LEAFLETS ON
PESTS AND
PRODUCTS**

**6 ESPECIFIC
REFERENCE
BOOKS**

Our learning
centre:

www.e-econex.eu



2020

Seal of excellence, awarded by the EUROPEAN COMMISSION, as the institution that manages the Horizon 2020 programme, within the EU Framework Programme for Research and Innovation 2014-2020.



2017

Beneficiary of the Europe Cheque 2016 from aid co-financed +by INFO (Institute for the Promotion of the Region of Murcia -Spain) and by FEDER (European Regional Development Fund), to encourage companies to invest in innovation.



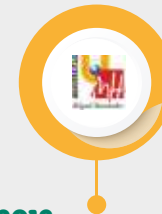
2016

Certificate of recognition and honour from the Commission of Events in El Siscar (Murcia - Spain) for ECONEX's collaboration since 1986 with the local festivities in honour of Our Lady of The Angels.



2015

Awarded by the European Commission with the SME instrument Phase I, for developing DAGUSNEX® COMBI, the complete biological solution for the olive fruit fly.



2013

Certificate of recognition awarded by the Miguel Hernández University of Elche for ECONEX's extraordinary collaboration with the Occupational Observatory Internship Program.



2007

The Department of Agriculture, Livestock and Fisheries of the Hon. Island Council of El Hierro awards a certificate of recognition for ECONEX's invaluable participation in the "Fair of La Apañada 2007" held in the town of San Andrés (El Hierro Island - Canary Islands - Spain).

AWARDS AND RECOGNITION



2017

Certificate of recognition from Our Lady of the Rosary Parish in Santomera, for ECONEX's financial support with a Campaign for the Restoration and Reconstruction of the church.



2015

Beneficiary of the Europe Cheque 2015 from aid co-financed by INFO (Institute for the Promotion of the Region of Murcia -Spain) and by FEDER (European Regional Development Fund), to encourage companies to invest in innovation.



2014

Certificate of recognition from the Amador Cultural Association, from the town of La Frontera (El Hierro Island - Canary Islands - Spain), in appreciation for ECONEX's collaboration with the XV Amador Festival 2014.



2011

Santomera Council's Sports Department (Murcia - Spain) presents an award in recognition of ECONEX's collaboration with the "VIII SPORTS GALA IN SANTOMERA".



7 : Corporate
: culture

7. Corporate culture

**We want to play an active part
in the construction and
progress of a more fair and
supportive world.**

It is more than just a commitment to the quality of our products and services or the satisfaction of our customers. It is about cooperating with our social environment through direct help to socio-economic development projects that benefit people and/or collective disadvantaged areas, as well as through the sponsorship of a large number of sports initiatives and collaboration in educational and cultural projects.





MISSION

To provide pest biocontrol solutions with pheromones, attractants and traps for crop farmers and forest managers all over the world and with products that are respectful to humans and the environment.

VISION

To be recognised as the leading company in pest biocontrol solutions with pheromones, attractants and traps and having the trust of our associates.

Our values

Our people

Acknowledge, value and develop our team's potential.

Superior Quality

To be the best in everything that we do and all that we are.

Innovation and Improvement

Continuous improvement to ensure our competitiveness in the changing environment.



Service

To continuously improve to satisfy the needs and exceed the expectations of our customers.

Trust and Transparency

Having a responsible commitment to our environment and acting honestly.

Committed to our society

The commitment of business resources to Social Action and Sponsorship projects has become a regular part of the ECONEX dynamic:

***Donations**

***Supporting sports groups**

***Training**



Committed to the environment

ECONEX has always contributed through its work, respect for the protection of the environment. The best example being its constant and relentless effort in favour of developing products that contribute to respecting and preserving the natural environment.

PRODUCTS CERTIFIED FOR ORGANIC FARMING: INTERECO

INTERECO has implemented five of its own standards for the certification of products that are not covered by the European organic production regulations.

BETTER CONTROL OF CONTAINERS: SIGFITO

Empty containers marked with the **SIGFITO** symbol can be recycled in any of the almost 5.000 locations throughout Spain, completely free of charge.





Dedicated to our customers

We work constantly to improve the quality of our products and services, our level of customers satisfaction, as well as meeting the expectations of others.

CERTIFICATION OF QUALITY ISO 9001: 2015

This standard confirms the good working practices at ECONEX and acknowledges the maturity and efficiency of its Quality Management System.

SEAL OF 'INNOVATIVE SME'

The Ministry of Science and Innovation awards innovative companies in **R&D&i**. It supports and highlights the companies that, like ECONEX, have carried out research or technological development activities in recent years.

ISO 9001

BUREAU VERITAS
Certification



INNOVATIVE SME



Valid until May 14th 2024

We have a **Contingency Plan** to maintain our levels of service and prevent our work from being interrupted. We establish short recovery periods; we recover from any incident and take note of any possible new failures.



Security plan for employees
(courses on labour risk prevention,
protective suits...)



Technological resources
continuation plan (electric
generator, internet via satellite
and fibre optic Internet)



Data recovery plan



Fire prevention plan



Video surveillance plan



Corporate social responsibility

Our commitment to corporate social responsibility has helped to establish our success and reputation in the countries in which we work. We believe in establishing social and trusting relationships.

Our internal code of business practices is based on:

- **Non-discrimination of employees.**
- **Fighting against the bribery of national and international governments.**
- **Protecting international human rights.**
- **Environmental responsibility.**
- **Building sustainable and peaceful societies all over the world.**
- **Minimising any possible impact from our activities, products and services on the environment.**
- **Complying with the laws of the countries in which we operate.**



WE WANT YOU TO BE PROUD OF YOUR CROPS



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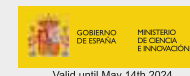
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INNOVATIVE SME



Valid until May 14th 2024