

US exports leads to £1m exports boom for Leivity Crop Science

- Exports boom for Leivity Crop Science after firm expands into US and other new markets
- In 2020, sales of the firm's innovative fertilizer already surpass the whole of 2019 following help from the Department for International Trade
- The bioactive fertilizer enables farmers to increase crop yields and reduce waste

Leivity Crop Science is experiencing record global demand for its crop enhancement products, with over 70% of its revenue a result of exports into new markets and expansion in the United States.

The company, which has developed products to help farmers close the gap between potential and average yields, has seen sales exceed £1 million in the first quarter of 2020, outstripping total sales for 2019.

The pioneering bioactive crop enhancements work with the plants' natural systems to increase production without causing environmental damage. Farmers using Leivity Crop Science's products see huge benefits to their crops in terms of yield, quality, shelf-life, and ability to withstand stress from bad growing conditions.

The Department for International Trade has been advising Leivity Crop Science on its export strategy since 2017. Last year the business grew its presence in the US from 2 to 8 states, a development that accounts for more than 60% of this year's sales to date.

Managing Director David Marks says his company's innovation is making a valuable contribution to farmers around the world:

It's a real adventure and a great privilege to be able to help the farmers that grow the world's food, delivering more, higher quality crops, and helping the environment at the same time.

We'll potentially have an additional 2 billion mouths to feed globally by 2050, and with the economic strain caused by the Coronavirus, it's essential that we find new ways to increase crop yields and make the agricultural sector as efficient as possible.

Exporting has been a pillar of our success since we started trading, and we're ambitious about what we can achieve this year. With the Government now negotiating a UK-US free trade agreement, I am optimistic that our transatlantic sales will continue to grow in importance.

Leivity Crop Sciences' sustainable fertilizers have remained in demand

throughout the Coronavirus pandemic. All over the world they are aiding growing conditions on a diverse range of farms, from those affected by drought in Egypt and Jordan, to establishing new fruit orchards in Malaysia.

Having helped the business break into the South African and Romanian markets in 2019, the Department for International Trade is continuing to support its growth with upcoming deals anticipated across North America, South America and Africa.

International Trade Secretary Liz Truss said:

At this testing time, it's more important than ever that we keep global trade flowing and supply chains open.

By exporting sprays and fertilizers, Leivity Crop Science is one of the many UK companies helping farmers across the world ensure that food reaches our tables.

This is a great example of the US's strong appetite for the high quality goods being produced here and striking a free trade agreement will further benefit businesses across the UK.

Last week International Trade Secretary Liz Truss and the US Trade Representative Robert Lighthizer concluded the first round of negotiations for a UK-US Free Trade Agreement.

The talks cover all areas set out in the UK's negotiation objectives, including goods and services trade, digital trade, investment and supporting SMEs.