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THE ITALIAN FOOD MAGAZINE BUYER'S • GUIDE

YEAR 7 - N° 3 • FEBRUARY 2019
MANAGING DIRECTOR: ANGELO FRIGERIO

mamma emma

gnocchi made with potatoes steamed whole

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Editore: Edizioni Turbo Srl - Corso della Resistenza, 23 - 20821 Meda (MB) - Tel. +39 0362 600463/4 Fax +39 0362 600616 - Periodico bimestrale - Registrazione al Tribunale di Milano n. 38 del 25 febbraio 2015 - Stampa: Ingraph - Seregno (MB) - Poste Italiane Spa - Sped. in Abbonamento Postale DL 353/2003 (conv. in L. 27.02.2004, n.46) art. 1, comma 1, LO/MI - In caso di mancato recapito, inviare all'ufficio postale di Roserio per la restituzione al mittente che si impegna a pagare la relativa tariffa.

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ORGANIC EDITION

BIOFACH 2019 • PRODUCT PREVIEW



THE ORGANIC MATCH

One year after we published the very first Organic Edition of The Italian Food Magazine, it is time to take stock of the situation. First of all, for our magazine: once again it will be distributed in Biofach where, 12 months ago, it actually flew off the shelves. And second of all, for the whole organic sector. In this regard, just take a look at numbers: they never lie. The growth of organic continues all over the world.

Today, 'green' produce is increasingly popular, but be aware: maybe it's time to stop for a minute and reflect on which are going to be the next steps for the sector. Because the risk of tripping along the way is always behind the corner, also for those who, in the last years, have registered stunning growth rates. To this purpose, let me borrow some reflections on the matter from Renzo Agostini, historic representative of the Italian organic market.

Just like all good entrepreneurs, Agostini pays great attention to market dynamics. But above all, he questions himself about the future of the sector. And of course, he wrote to us making us notice how organic finds itself at a crossroad today. If on one side, indeed, consumptions keep on growing, on the other side, current product offer - and this is true almost everywhere, maybe with the exception of some Northern European countries - is definitely higher than demand. Hence, when we talk about organic, its strength and, at the same time, its weakness is the fact that we are not talking about a product - as Agostini points out - but about a production method and a supply chain, that must respect a specific set of laws.

So, when the market demand for organic increased, we faced a surge in the number of items on sale.

On one side, this is very good news: today, organic has reached the tables of more and more consumers. But there is a problem, as Agostini highlights: organic lost its roots. It stopped being a value and started being an adjective that describes a product's quality. And those who contributed to turning organic into what it's now, are now often in big trouble. First of all, because they are unable to communicate the difference between small farmers and large corporations. And therefore, they are no longer competitive in a market where top players have taken the field. So, what can be done? I agree with Agostini: we must turn our gaze backward and start again from the innovative spirit of organic pioneers.

Historic organic producers must go back to their roots, their values, their stories, and credibility. And turn this identity into a well-recognizable brand. Who really cares about this sector, should prove it every single day. And do what many other companies have already done in order to start growing again after a downturn. But besides history, there is product quality to make the difference. And this is another value that must be communicated. Companies must take the field and play this match, using their values and ideas. Is it going to be easy? Definitely not. But every match starts 0-0, and we are here to tell it. Like we always did, and we will keep on doing it. Giving a voice to all players, and telling all the goals that they will be able to score. Enjoy your Biofach!

LA PARTITA DEL BIO

A un anno dal lancio della prima edizione della Organic Edition di The Italian Food Magazine, è tempo di bilanci. Per la nostra rivista, innanzitutto: torna da protagonista a Biofach 2019, dove 12 mesi fa è andata letteralmente a ruba. Ma soprattutto per il settore del bio. Su questo secondo aspetto, basta dare uno sguardo ai numeri. Quelli non mentono: il biologico prosegue la sua crescita inarrestabile in tutto il mondo. Oggi le produzioni green sono più popolari che mai. Ma attenzione: forse è il caso di fermarsi un attimo e riflettere su quelli che dovranno essere i prossimi passi che il comparto dovrà compiere. Già, perché il rischio d'inciampare lungo il cammino è sempre dietro l'angolo. Anche per chi negli ultimi anni ha fatto registrare tassi di sviluppo da capogiro. A riguardo, prendo in prestito alcuni passaggi di una riflessione inviata da

Renzo Agostini, storico volto del bio in Italia. Da buon imprenditore, Agostini è attento alle dinamiche del mercato. Ma soprattutto, s'interroga sul futuro del settore. E giustamente ci ha scritto per farci notare come, oggi, il biologico si trovi davanti a un vero e proprio bivio. Se da una parte, infatti, i consumi continuano a crescere, dall'altra, l'attuale offerta a scaffale - quasi ovunque, con l'eccezione di qualche Paese del Nord Europa più evoluto in tema - risulta nettamente superiore alla domanda. Quando si parla di biologico, infatti, il punto di forza e di debolezza, come fa ancora giustamente notare Agostini, è il fatto che non parliamo di un prodotto. Ma di un metodo di produzione e di una filiera, che devono rispettare determinati criteri di legge. Così, nel momento in cui la richiesta per il bio è aumentata, sul mercato si è assistito a uno

sviluppo dell'offerta fuori misura. Da una parte è un bene: oggi il biologico è sulla tavola di sempre più consumatori. Ma c'è un problema, fa notare Agostini: questo bio ha perso le sue radici. Non è più un valore. È diventato un aggettivo che aggiunge qualità a un prodotto. E chi ha portato il biologico fin dove è arrivato, oggi si trova spesso in grande difficoltà. In primis, perché non riesce a comunicare ciò che differenzia il piccolo agricoltore dalla multinazionale. E quindi non riesce più a essere competitivo in un mercato dove sono entrati in gioco i top player. E allora, che fare? Sposo il tentativo di risposta che Agostini sceglie di dare nella sua lettera: è necessario volgere lo sguardo indietro e ripartire dallo spirito innovativo dei pionieri del bio. Le storiche realtà del bio devono ripartire dalle proprie radici, dai loro ideali, dalle loro storie, dal-

la loro credibilità. E rendere in un brand ben identificabile questa loro identità. Chi ha da sempre a cuore questo settore, infatti, lo deve rimarcare ogni giorno. E compiere quello che tante altre aziende hanno già fatto in altri settori per rilanciarsi a fronte di momenti di crisi. Ma oltre alla storia, c'è la qualità dei prodotti che fa la differenza. E questo è un altro valore che deve essere comunicato. Accettando di scendere in campo e di giocare la partita. Imponendo il proprio gioco e le proprie idee. È un percorso semplice quello che gli si prospetta innanzi? Certo che no. Ma ogni partita parte dallo 0 a 0. E noi saremo qui per raccontarla. Come abbiamo sempre fatto. E come continueremo a fare. Dando voce ai protagonisti. E riportando ogni gol che i giocatori in campo saranno capaci di marcare. Buon Biofach a tutti!

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TAKING CENTER STAGE

THE ITALIAN FOOD MAGAZINE

Managing director: ANGELO FRIGERIO
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Corso della Resistenza, 23 - 20821 - Meda (MB)
Tel. +39 0362 600463/4/5/9
Fax. +39 0362 600616 - e-mail: info@tspesit.net
Anno 7 - numero 3 - febbraio 2019

Periodico bimestrale - Registrazione al Tribunale di Milano n. 38
del 25 febbraio 2015 - Stampa: Ingraph - Seregno (MB) -

Poste Italiane Spa - Sped. in Abbonamento Postale DL 353/2003
(conv. in L. 27.02.2004, n.46) art. 1, comma 1, LOI/MI

Una copia 1,00 euro - Abbonamento annuo 20,00 euro
L'editore garantisce la massima riservatezza dei dati personali in suo possesso. Tali dati saranno utilizzati per la gestione degli abbonamenti e per l'invio di informazioni commerciali. In base all'Art. 13 della Legge n° 196/2003, i dati potranno essere rettificati o cancellati in qualsiasi momento scrivendo a: Edizioni Turbo S.r.l.

NEWS

BRAZIL: ORGANIC, A BUSINESS WORTH OVER 235 MILLION EURO

Organic is growing in Brazil, according to the data issued by the local Ministry of Agriculture, that reveal how organic agricultural production has more than doubled in the last five years. If in 2013 there were 6,700 organic producers in Brazil, today they have increased to 17,075, of which about 70% are family-run companies. The turnover is also increasing: according to the Brazilian Council for Organic and Sustainable Production (Organis), the sector's turnover - which includes food, cosmetics and apparel - has reached 3.5 billion reais (over 235 million euro).

Brasile: numeri in crescita per il bio, un business da oltre 235 milioni di euro

Crescono i numeri del bio in Brasile. A riferirlo sono i dati del ministero dell'Agricoltura del Paese sudamericano, che rivelano come la produzione agricola biologica sia più che raddoppiata nell'ultimo quinquennio. Se nel 2013, infatti, erano state registrate 6.700 realtà produttrici di prodotti bio in Brasile, oggi sono diventate 17.075, di cui circa il 70% è rappresentato da aziende familiari. In aumento anche il fatturato: secondo il Consiglio brasiliano di produzione biologica e sostenibile (Organis), il giro d'affari del settore - in cui sono inclusi prodotti alimentari, cosmetici e tessuti - ha raggiunto quota 3,5 miliardi di reais (oltre 235 milioni di euro).

DE CECCO WINS THE CONAI SPECIAL AWARD FOR 'GREEN' BOTTLES

De Cecco, historic food company based in Abruzzo, was awarded by Conai (National Packaging Consortium) with a Special Award for its commitment to reducing Co2 emission to support environmental sustainability. De Cecco has indeed considerably reduced the weight of its oil bottles. The lighter bottles now allow to decrease the size and weight of each cardboard by up to 11%, with a consequent decrease in the gross weight of the pallet, up to 8%.



De Cecco vince il Premio Speciale Conai per le bottiglie 'green'

De Cecco, la storica azienda abruzzese attiva nel settore alimentare, ha vinto il Premio Speciale Conai (Consortio nazionale imballaggi) per il suo impegno nei confronti della riduzione dell'emissione di Co2, a favore della sostenibilità ambientale. De Cecco ha infatti diminuito sensibilmente la grammatura delle sue bottiglie d'olio. Le bottiglie più leggere permettono un contenimento delle dimensioni e del peso del cartone fino all'11%, con una relativa diminuzione del peso lordo del pallet, fino all'8%.

ARTEBIANCA NATURA&TRADIZIONE PRESENTS ITS ORGANIC LINE OF BISCUITS

Three products make up the organic product range of Artebianca Natura&Tradizione, based in the province of Lucca (Tuscany). First of all, the Organic barley & amaranth biscuits. Delicate and simple, these biscuits reflect a 100%-organic production philosophy. The recipe calls for eggs purchased within 48 hours of deposition, raw cane sugar and butter in a perfect alchemy with barley flour, rich in proteins, fibre, and minerals, and amaranth flour with its wealth of fibre. The second product is the Organic rice & quinoa biscuits, made using 100% organic ingredients; rice flour and protein-rich quinoa flour give this biscuit substance. Finally, the organic farro biscuits, also 100% organic. The use of just a few basic ingredients - eggs, butter, sugar and flour - is the key to a simple yet delicious biscuit. The farro flour used in this recipe, high in dietary fibre and proteins, blends to perfection with the distinctive flavor of raw cane sugar, eggs purchased within 48 hours of laying and butter for an original, delicate taste. The packaging, essential to protecting the product, is perfectly aligned with the company's 'full organic' philosophy and its policy of transparency toward customers in respect of the Artebianca ethic. The three products are available in a 300 g pack.



Artebianca Natura&Tradizione presenta la sua linea di biscotti bio

Tre referenze compongono la linea bio di Artebianca Natura & Tradizione, che ha sede nella provincia di Lucca (Toscana). A cominciare dai biscotti di orzo e amaranto bio. Delicati e semplici, riflettono una filosofia produttiva 100% biologica. La ricetta prevede l'utilizzo di uova acquistate entro 48 ore dalla deposizione, zucchero di canna grezzo e burro. Ingredienti che creano un'alchimia perfetta con la farina d'orzo, ricca di proteine, fibre e minerali; e la farina di amaranto, anch'essa ricca di fibre. Il secondo prodotto sono i biscotti di riso e quinoa bio, realizzati con ingredienti 100% biologici. Ricchi di sostanza grazie alla farina di riso e alla farina di quinoa, molto ricca di proteine. Infine, i biscotti di farro bio, anch'essi 100% biologici. L'uso di pochi ingredienti - uova, burro, zucchero e farina - è la chiave per realizzare un biscotto semplice ma delizioso. La farina di farro utilizzata in questa ricetta, ricca di fibre e proteine, sposa il sapore caratteristico dello zucchero di canna grezzo, le uova acquistate entro 48 ore dalla deposizione e il burro per un gusto originale e delicato. Il packaging, essenziale per la protezione del prodotto, è perfettamente in linea con la filosofia aziendale 'total bio' e la sua politica di trasparenza nei confronti dei clienti e nel rispetto dell'etica di Artebianca. I tre prodotti sono disponibili in confezioni da 300 g.

MASI STRENGTHENS ITS BUSINESS IN CHINA: OPENED AN OFFICIAL WECHAT ACCOUNT

Masi arrives on WeChat, the most widespread messaging application in Asia. The winery run by Sandro Boscaini, 'Mr. Amarone', started 2019 with the creation of an official WeChat account in China. The goal is to increase brand awareness and strengthen its presence in the Asian market, where Masi has been operating for more than 20 years. The official account on WeChat, besides being a strategic international showcase, also guarantees the authenticity and immediacy of news, offering content and insights dedicated to the Chinese consumer target. The winery from Verona is therefore aimed at creating a 'Masi Wine Community', to interact directly with local wine lovers and consumers.



Masi alla conquista della Cina: inaugurato un profilo ufficiale su WeChat

Masi sbarca su WeChat, l'applicazione di messaggistica cinese più diffusa in Asia. L'azienda vitivinicola guidata da Sandro Boscaini, "Mr. Amarone", sceglie d'inaugurare il 2019 attraverso la creazione di un proprio profilo in cinese. Obiettivo: potenziare la brand awareness e consolidare la presenza nel mercato asiatico, che Masi presidia già da più di 20 anni. L'account ufficiale su WeChat, oltre a rappresentare un'importante vetrina internazionale, garantisce la veridicità e l'immediatezza delle notizie, offrendo contenuti e approfondimenti dedicati al target cinese. La realtà veronese mira, così, a creare una "Masi Wine Community", per interagire direttamente con wine lovers e consumatori.

BE-ORGANIC: THE CHAIN OPENS A NEW STORE IN BELGIUM

The Belgian Be Organic (Be O) retail chain has inaugurated its third store in Antwerpen. According to the ITA agency in Brussels, the store covers a surface of 400 square meters and has an assortment of more than 300 products. The opening of the Antwerpen store comes after the first two stores opened between 2015 and 2017, near Ghent. The management of Be Organic also announced a plan to expand its presence to Belgium with the inauguration of other supermarkets in the cities of Malines, Bruges and Hasselt. The Belgian chain sells fresh organic products: around 50% are fruit and vegetables.



Be-Organic: la catena bio inaugura un nuovo punto vendita in Belgio

La catena belga Be Organic (Be O) ha inaugurato ad Anversa il suo terzo punto vendita. Lo segnala l'agenzia Ice di Bruxelles, evidenziando come lo store, che si sviluppa su una superficie di 400 mq, presenti in assortimento più di 300 referenze. Il negozio di Anversa segue i primi due aperti dall'insegna, tra il 2015 e il 2017, nella zona di Gand. Con la direzione di Be Organic che ha annunciato di avere in programma un allargamento del proprio presidio in Belgio attraverso l'inaugurazione di altri supermercati nelle città di Malines, Bruges e Hasselt. La catena belga commercializza prodotti freschi biologici, di cui circa il 50% ortofruttili.

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The Iris Cooperative was founded in 1978 by a group of young people who intended to develop a farming method free from synthetic chemical substances for the manufacturing of solely organic products. With the passing of time, it started co-operating with some organic farmers for the creation of the 'Iris organic agro-production chain'.

"Our mission has always been to spread the knowledge by creating strict relationships among farmers", said Maurizio Gritta, chairman and founder of

the Iris Cooperative. "For over 40 years, we have been leader in the production of Italian organic pasta since we ensure the highest quality levels, by carefully managing the production chain from farms to tables."

In 2016, the pasta production site was moved to Casteldidone, in the province of Cremona (Lombardy), a few kilometres away from the local Nosari Pasta factory that the Iris Cooperative took over in 2005. Here, pasta is produced in a low environmental impact

manufacturing facility, built according to bio construction methods by using recyclable and environment-friendly materials. "The modern warehouse can contain up to 8,000 pallet places so that stock continuity is granted to the customer, together with a punctual and accurate logistic service," said Maurizio Gritta. "Today, Iris agro-production chain is constantly growing and it is engaged in the research and preservation of age-old native varieties of cereals and vegetables."

Traditional, organic pasta

Iris Bio organic pasta is made with the best Italian organic durum wheats - Emmer 'Triticum Dicoccum', Kamut, Senator Cappelli, Buckwheat. Organic Egg pasta is also one of their specialties. It is bronze-drawn and dried at low temperatures, according to the traditional production methods. Every single step is carefully monitored, in order to provide high quality food, both tasty and respectful of human well-being. Thanks to three production lines, Iris pasta is available in classic and special shapes: long, short, and the 'nests', the company's flagship product.

Iris Bio's 'equitable agro-production chain'

- 100% Italian and organic
- Complete traceability from field to table
- Iris Bio technicians support farmers to improve their farming system
- Respect for work: fair prices from stable to table

The product range: more than just pasta

- Ready-sauces and tomato puree, raw processed without any added sugar
- Flours to produce home-made pasta, sweet or salty meals
- Cereal grains to cook risotto, soups and cold salads
- Legumes for soups
- Biscuits, crackers and cereal cakes obtained by simply pressing the whole grains for healthy and tasty snacks and breakfasts
- Food specialties such as the pepper sauce, the vegetable broth and the barley coffee.



Naturalmente bio

Da oltre 40 anni Iris Bio è specializzata nella produzione di pasta biologica. Grazie a una filiera 100% italiana e a uno stabilimento produttivo a ridotto impatto ambientale.



ORGANIC BOOM IN THE US: TURNOVER EXCEEDS 21 BILLION DOLLARS IN 2018

Sales of organic products in the US increased also in 2018, as highlighted by the New York ITA agency, according to Nielsen data. The organic sector's turnover has exceeded 21 billion dollars in the US, up by 9% in value and 8% in volume over previous year. Millennials are driving growth: the youngest have spent 14% more in 2018 than they did in the previous 12 months for organic goods. Among the ethnic groups, according to statistics, the Hispanics are most likely choosing organic: their spending in the sector has grown by 13% last year over 2017. In the last year, sales of milk and eggs have increases, for a value of 2 billion dollars. In the beverage sector, it is worth mentioning the kombucha exploit, which recorded a 412 million-dollar turnover, up by +42% on 2017.

Cresce il bio negli Usa: è di 21 miliardi di dollari il giro d'affari 2018

Crescono anche nel 2018 le vendite di prodotti bio negli Usa. Lo evidenzia l'agenzia Ice di New York, rilanciando i dati Nielsen. Il giro d'affari del biologico negli States ha superato i 21 miliardi di dollari, con un incremento del 9% in valore e dell'8% a volume rispetto ai dati dell'anno precedente. I Millennials si configurano come il primo motore della crescita: i più giovani hanno speso nel 2018 il 14% in più rispetto a quanto fatto nei precedenti 12 mesi per referenze bio. Tra i gruppi etnici, segnalano le statistiche, sono gli ispanici i più votati a scegliere il biologico: la loro spesa legata al comparto è cresciuta del 13% sul 2017. Nell'ultimo anno, si confermano positive le vendite di latte e uova, che rappresentano complessivamente 2 miliardi di dollari. Nel beverage, da segnalare l'exploit della kombucha, che ha registrato un giro d'affari di 412 milioni di dollari, per un +42% sul 2017.



A 2019 FULL OF INNOVATIONS BEGINS FOR CEREAL FOOD



Cereaf Food, the Italian specialist of rice, corn and cereals cakes from organic agriculture, continues on its growth path. The Piedmont-based company closed 2018 with a 24% increase in revenue and with private label now accounting for 90% of the company business. "We are very satisfied with our company trend," said Giovanni Lavista (picture), Cereal Food's managing director. "Positive results that turn us into a leading player in the fast-growing market of cereal cakes, snacks and extruded goods. Products more and more demanded also by grocery retail players". Since 2004 Cereal Food has been operating in many EU countries - first of all France, Spain, Austria, United Kingdom, and Switzerland - where it can boast a rich client portfolio made of both food service and retail operators. "Exports account for about 30% of the company's turnover - said Lavista - Foreign markets, where consumption trends are increasingly moving toward a healthy and organic lifestyle, are showing strong interest for our product range." In the first months of 2019, the company has already presented many product innovations, like the 100% organic whole wheat corn cakes; the organic triangles snack made of cereals, pulses and vegetables, not fried; and the chocolate-coated cakes - also fair trade and organic - available also with a fruit topping (raspberry, orange, lemon, coconut).

Cereal Food: il 2019 si apre con un pieno di novità

Prosegue il cammino di crescita di Cereal Food, realtà specializzata nella produzione di gallette ed estrusi, certificati da agricoltura biologica. L'azienda piemontese ha chiuso il 2018 registrando un incremento nel giro d'affari del 24% sul 2017, con la private label a incidere per il 90% sul suo business. "Possiamo ritenerci estremamente soddisfatti delle performance aziendali", sottolinea Giovanni Lavista, il direttore generale di Cereal Food. "Numeri positivi, che ci consentono di proporci come produttore di riferimento e in rapida espansione per gallette di cereali, snack ed estrusi, in un comparto che mostra ampie possibilità di sviluppo, soprattutto in Grande distribuzione". La realtà piemontese è presente dal 2004 sui principali mercati europei - con in prima fila Francia, Spagna, Austria, Regno Unito e Svizzera -, dove vanta un portfolio clienti consolidato in cui annovera partner operanti sia in Gdo sia nel canale specializzato. "L'export attualmente incide per il 30% circa sul totale del nostro business", riprende Lavista. "I mercati esteri, dove i consumi si orientano verso un'alimentazione sana, consapevole e biologica, risultano ogni giorno più ricettivi rispetto alla nostra proposta". E sono diverse le novità firmate Cereal Food anche in questo inizio 2019: con le ultime aggiunte a catalogo che comprendono le gallette di mais bio 100% integrale, gli snack triangolini bio non fritti di cereali, legumi e verdure, e le gallette ricoperte di cioccolato - anche equosolidale biologico -, con quest'ultima referenza presentata pure in versione con topping di frutta in granella (lamponi, arancia, limone, cocco).

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TODAY AS IN THE PAST, MASTER'S GOAL IS TO TAKE THE SAVORINESS AND AUTHENTICITY OF ITALIAN PRODUCTS TO THE TABLES OF CONSUMERS ALL OVER THE WORLD. STARTING FROM ITS MAMMA EMMA RANGE.



The careful selection of raw materials, traditional Italian flavors and a lot of creativity. These are probably the best features that make Master's gnocchi highly appreciated by consumers, in Italy and abroad. Especially in North America, where the company has developed special promotional activities and where its original, top-quality products are now widely recognized, both on the West and East coast.

"Today, exports account for around 15% of the company's turnover, 1/4 generated on the US market", said Adriano Bianco, ceo of Master. "Figures expected to further increase: in 2018, our global turnover registered a 12% growth rate." A strategic business plan to keep on growing on global markets has already been developed for the years ahead: "Starting from the half of 2019, with the addition of a third production line - said Adriano Bianco - we will manage to further increase our daily production capacity."

Gnocchi, come fatti in casa

Oggi come in passato, Master punta a conquistare i consumatori di tutto il mondo grazie a prodotti buoni e genuini, realizzati con pochi e semplici ingredienti. Perfetta esaltazione della cucina italiana più tradizionale. Ne è un esempio la linea di gnocchi Mamma Emma, leader nella fascia premium di mercato.



A successful company history

Established in the '80s and headquartered in Veduggio, in the province of Treviso (Veneto), Master is today a trusted partner of food service professionals, as well as retail chains, both in Italy and in 15 world countries. In a state-of-the-art production plant, Master gnocchi are produced with fresh potatoes, steamed, peeled and mixed with soft wheat flour and eggs only, according to the traditional Italian recipe. A very short ingredients' list: a true guarantee of naturalness and simplicity, since no preservatives are added. With the creation of the Mamma Emma range, Master has become a leader in the high-end market segment. The product assortment is now wide and varied: gnocchi are available in the classic recipe and in many original and delicious alternatives, also from organic farming. In addition, the eye-catching packaging is made of totally sustainable materials. Gnocchi are Master's flagship products, but the company produces a varied range of other specialties, including mini knödel, spätzli and mashed potatoes.



GET A LOOK



INTO THE FUTURE



OF ORGANIC

Over four days, from 13th to 16th February 2019, the heart of the international organic sector will once again be beating in Nuremberg when Biofach, the world's leading trade fair for organic food, goes into its 30th round. More than 2,900 exhibitors and 50,000 trade visitors are expected at Biofach, and the parallel event Vivaness, the international trade fair for natural and organic personal care. In the following pages, a preview of the product innovations that Italian exhibitors will be showcasing in Nuremberg.

Scopri il bio del futuro

Per quattro giornate, dal 13 al 16 febbraio 2019, il cuore del settore biologico internazionale torna a pulsare a Norimberga in occasione della 30esima edizione di Biofach, salone leader al mondo per gli alimenti biologici. Oltre 2.900 espositori e 50mila visitatori professionali sono attesi alla kermesse, che come sempre si svolgerà in concomitanza con Vivaness, salone internazionale della cosmesi biologica e naturale. Nelle pagine seguenti, un'anteprima delle novità di prodotto presentate dagli espositori italiani in fiera.



FIOR DI LOTO

Meet us at Biofach:
Hall: 4 - Booth: 4-535

Fior di Loto is an Italian company which produces and distributes organic food, products suitable for food intolerances, bio cosmetics and eco detergents intended for people choosing a healthy way of life and respectful of nature.

TARALLINI OF LEGUMES



Product description
Gluten free little taralli made with 50% of chickpeas and beans flour, in single dose pack.
Plus marketing
Gluten free, yeast free.
Packaging details
30 g.
International certifications
Organic.

WWW.FIORDILOTO.IT

SARCHIO

Meet us at Biofach:
Hall: 7 - Booth: 7-746

Since 1982 Sarchio produces and sells organic, gluten free and vegan products, result of a respectful agriculture without chemical additives, food colorings or preservatives. The quality and safety of Sarchio's products are guaranteed by specific certifications and analysis.

RED AND BLACK VENERE
RICE CAKES

Product description
Rich in phosphorus, magnesium and fiber source, the new Sarchio cakes combine the typical aromatic taste of red rice with the scented note of black venere rice in a crispy bio, vegan and gluten-free biscuit. Made with 100% Italian ingredients, these cakes are excellent on their own or in the preparation of colorful and tasty snacks. The red and black venere rice cakes are part of the extension of the line of cakes that includes rice and wakame seaweed, rice and quinoa and 100% buckwheat cakes.
Plus marketing
Organic, gluten free, vegan.
Shelf life
12 months.
International certifications
Ccpb, Vegan Society, Aic Label.

WWW.SARCHIO.COM

BIO'S PRODUZIONE E DISTRIBUZIONE

Meet us at Biofach:
Hall: 4 - Booth: 4-231/D

Bio's project grew out of the experience of the founding partners, who have been operating in the organic food sector since 1992. Bio's Produzione e Distribuzione produces and distributes sweet and savory baked products, by using only organic and vegetable ingredients. The production site is in Castiglione di Cervia, a few kilometers from the Parco delle Saline, which ensures the sweet salt of Cervia for all productions.

VITAL PROTEIN

Product description
Vital Protein snacks with dynamic chickpea flour, pumpkin seeds and rosemary offer a wealth of nutrients in a small, tasty snack. The flavor of chickpeas (rich in fiber, potassium, phosphorus and magnesium, folates and Iron) combines with the fragrant freshness of rosemary, an excellent tonic, digestive, liver protector, re-constituting and anti-oxidant agent. This protein snack,

which is highly nutritious, is a rich source of vegetable protein, and it helps to stimulate the digestive absorption processes.

Plus marketing

Vegan, 100% Italian, dynamic product.
Shelf life
9 months.
Packaging details
150 g in cartoon box.
International certifications
Organic, vegan.


WWW.BIOSITALIA.COM

RISO SCOTTI

Meet us at Biofach:
Hall: 1 - Booth: 1-417

Riso Scotti is an Italian rice company founded in 1860 in Pavia, specialized in the production, and processing of rice. Thanks to its innovation and diversification in rice, Riso Scotti today stands out as Italian excellence in the world, exporting in 85 countries.

BELLIDEA - CORN & LEGUMES



Product description
Rice and corn snacks with legumes.
Plus marketing
Organic, gluten free, oil free, low fat content, not fried, 100% Italian, source of fiber, source of protein.
Shelf life
18 months.
Packaging details
Square bottom bag, 60 g.
International certifications
Bioagricert Organic.

BELLIDEA - CORN & BLACK GARLIC



Product description
Rice and corn snacks with black garlic and chickpeas.
Plus marketing
Organic, gluten free, oil free, low fat content, not fried, 100% Italian, source of fiber.
Shelf life
18 months.
Packaging details
Square bottom bag, 60 g.
International certifications
Bioagricert Organic.

WWW.RISOSCOTTI.IT

TERRE DI PUGLIA

Meet us at Biofach:
Hall: 4 - Booth: 4-231

Terre di Puglia produces high quality Italian traditional products, especially from Apulia (South Italy). Of the region's most beloved bakery products are taralli, produced with extra virgin olive oil. Today, the company is widely distributed abroad, in markets like Brazil, Canada, China, Europe, Hong Kong, Japan, Korea, Lebanon, Mexico, Switzerland, Ukraine, Uk and the US.

ORGANIC TARALLI WITH TURMERIC

Product description
Terre di Puglia Organic taralli with turmeric, made only with extra virgin olive oil, meet the growing need of many consumers to choose healthy snacks, with few calories and many nutritional benefits. Curcuma is in fact a spice with important antioxidant and anti-inflammatory properties. Terre di Puglia offers sustainable quality standards and certified to offer not only genuine but also tasty snacks, capable of

conquering the most demanding palates.

Ingredients

Organic wheat flour, organic white wine, organic extra virgin olive oil, organic turmeric.
Packaging details
Bag 200 g.
Shelf life
12 months.
International certifications
Organic Icea.


WWW.TERREDIPUGLIA.IT

GERMINAL ITALIA

Meet us at Biofach:
Hall: 8 - Booth: 8-449

For 40 years, Germinal Italia has been working to ensure the quality of what it produces and has dedicated itself to the production of organic, healthy and functional products, made with raw materials coming from controlled supply chains. The company has always been committed to food and environmental sustainability.

ORGANIC CRACKERS QUINOA
& TURMERIC GERMINAL BIO

Product description
Quinoa flour and turmeric are the key ingredients in these delicious vegan, gluten-free crackers. The quinoa boosts the nutritional benefits while the turmeric gives the product a beautiful color and a unique flavor.
Plus marketing
Organic, vegan, gluten free.
Shelf life
190 days.
Packaging details
150 g.
International certifications
Organic, vegan, gluten free.

ORGANIC CRACKERS QUINOA
& CHIA SEEDS GERMINAL BIO

Product description
Chia was an important energy source for Mayans, Incas and other ancient cultures, and remains a dietary staple in many South and Central American countries. Chia seeds crackers are vegan and gluten free delicious crackers: the delicate aroma of quinoa flour is perfect with the chia seeds.

Plus marketing
Organic, vegan, gluten free.
Shelf life
190 days.

Packaging details
150 g.

International certifications
Organic, vegan, gluten free.

WWW.GERMINALBIO.IT


LUCIA MARIA MELCHIORI

Meet us at Biofach:
Hall: 4 - Booth: 4-147

In 1994, in the heart of Val di Non, a valley in the Italian Dolomites, Lucia Maria and her husband Alberto founded the Lucia Maria Melchiori, a company leader in the transformation of whole and selected local apples into juice, cider, vinegar and balsamic. The company's goal has always been to bring on the tables simple and natural products, obtained from organic apples.

APPELSCHORLE -
APPLE JUICE SPRITZER

Product description
Apfelschorle (or Apple-Juice Spritzer) is a 100% natural sparkling apple juice, obtained by direct pressing of whole apples from Trentino Alto Adige and not from concentrate. The result is unique thanks to a balanced mixture of sweet and sour apples. The taste is slightly more acidic than still apple juice, but bubbles make it delicious on the palate. Refreshing, ideal sipped after a walk and perfect for all ages.
Plus marketing
100% Italian, from whole apples squeezed directly (not from concentrate), gluten free, vegan.
Shelf life
24 months.
Packaging details
Dark bottle of 50 cl. Gross weight kg 1,00 ca.
International certifications
Organic, Jas Organic for Japan, Halal, Kosher, Fda.

FIOR
DI ZENZERO

Product description
The Organic apple juice with ginger, obtained by direct pressing of whole organic local apples, meets the spicy taste of organic ginger creating a refreshing mix of flavor and taste. Unlike juices obtained from concentrate, this apple juice obtained from whole apples with the addition of ginger powder maintains the aromas and fullness of the fruit and root. The high quality is due to the careful selection of raw materials and craftsmanship. The intense and spicy flavor is due to a perfect mix of organic apples, sweet and sour, balanced by the right amount of ginger. Excellent fresh as a thirst-quenching drink, warm as an alternative to non-alcoholic Brulé.
Plus marketing
100% Italian, from whole apples squeezed directly (not from concentrate), gluten free, vegan.
Shelf life
24 months.

Packaging details
Green bottle of 75 cl. Gross weight kg 1,17 ca.
International certifications
Organic, Jas Organic for Japan, Halal, Kosher, Fda.

WWW.LUCIAMARIA.IT

POLENGHI LAS

Meet us at Biofach:
Hall: 4 - Booth: 4-529

Giancarlo Polenghi is an Italian family company exporting to over 70 countries and serving the 20 biggest retailers worldwide. Polenghi is a company in continuous development: every year in the Italian plant are squeezed more than 535 million lemons.

ACTI LEMON ORGANIC SICILIAN LEMON JUICE
AND GINGER

Product description
Eight daily single portions containing organic Sicilian lemon juice and ginger juice to take with warm water before breakfast. It joins the precious active ingredients of fresh lemon just squeezed and those of ginger, favoring the digestion, stimulating immunological defenses, reactivating metabolism and reducing nausea.
Plus marketing
100% organic, no squeezing, the right dose, no waste, Polenghi's guarantee, pocket well-being.
Shelf life
2 months.
Packaging details
Flowpack 15ml x 8.
International certifications
Ccpb.


WWW.ACTILEMON.IT/EN/

RISO SCOTTI

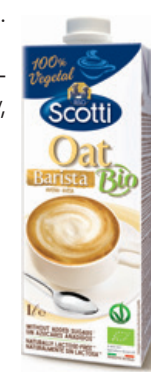
Meet us at Biofach:
Hall: 1 - Booth: 1-417

ALMOND UNSWEETENED
Product description
Organic unsweetened almond drink.
Plus marketing
Organic, 100% vegetal, gluten free, without added sugars, naturally lactose free, made in Italy, vegan.
Shelf life
14 months.
Packaging details
1L Square Tetrapak.
International certifications
Bioagricert Organic, Vegan Ok.



OAT BARISTA

Product description
Oat based drink, perfect for creating foam for your favorite cappuccino, and latte... thanks to pea proteins in the recipe, which makes the foam consistent.
Plus marketing
Organic, 100% vegetal, without added sugars, naturally lactose free, made in Italy, vegan.
Shelf life
14 months.
Packaging details
1L Square Tetrapak.
International certifications
Bioagricert Organic, Vegan Ok.


WWW.RISOSCOTTI.IT

FONTE PLOSE

Meet us at Biofach:
Hall: 7 - Booth: 7-659

Acqua Plose springs at 1870 meters above sea level near Puez natural park in the Dolomites, proclaimed a Unesco World Natural Heritage site. With a fixed residue of only 22 mg/l, a hardness of just 1.2 °F, a balanced pH of 6.6, and plenty of oxygen (10 mg/l), Plose Water is one of the world's lightest and purest waters. It is characterized by a minimum sodium value (1.2 mg/l), it is almost nitrate-free and there is no nitrite.

ACQUA PLOSE

Product description
Fonte Plose dedicates to Horeca professionals its latest product news: the 'Gourmet' line for restaurants, present at Biofach with a label renewed in design, colors and materials. Thanks to its softness and lightness on the palate, Acqua Plose perfectly accompanies the flavor of dishes and the aromas of great wines, and from today it 'decorates' even more the table meeting the expectations of the most demanding customers. The second novelty involves the traditional half-liter Acqua Plose bottle that takes on new shape and adapts to the design of the labels to complement the returnable bottle line for catering/restaurants.



Plus marketing
Bottled and distributed in Italy and abroad since the '50s, Acqua Plose has become a reference for all those who care to health and healthy eating, also recommended by homeopaths and nutrition experts for the daily consumption of water from adults and children.

Shelf life

24 months.
Packaging details
• Acqua Plose Gourmet: Natural 75cl, 50cl and 25cl (returnable bottle); sparkling 75 cl, 50 cl and 25 cl (returnable bottle)
• Acqua Plose Luxury: Natural 75 cl and 25 cl (non returnable bottle); sparkling 75cl and 25cl (non returnable bottle)
• Acqua Plose Classic: Natural 100 cl and 50 cl (returnable bottle); sparkling 100 cl and 50 cl (returnable bottle); Medium Sparkling 100 cl (returnable bottle).

WWW.ACQUAPLOSE.COM

THE BRIDGE

Meet us at Biofach:
Hall: 7 - Booth: 7-719

A family company based in Vicenza, Northern Italy. Since 1994, it produces 100% organic drinks, desserts and cooking creams. The products are vegan, lactose- and cholesterol-free, most of them gluten-free. All of them are made with spring water and carefully chosen organic raw materials. All ingredients are certified and selected according to high quality and traceability standards.

BIO OAT BARISTA DRINK

Product description
Professional product dedicated to Horeca, that makes a revolution in the plant-based coffee world: in fact, Barista Oat Drink belongs to the Barista range by The Bridge, and it is perfect for those who want a truly soft, thick and creamy foam. As any other The Bridge drink, it is made only of organic and healthy ingredients: spring water, oat, sunflower oil, safflower oil and sea salt, with no added sugars. Bio Oat Drink is naturally cholesterol free.
Plus marketing
Made in Italy, organic, vegan, gluten free, with no added sugar, spring water, lactose free.
Shelf life
12 months.
Packaging details
Tetrapak, 1000 ml.
International certifications
Icea, Jas, Ibd, Nop.



BIO PROTEIN DRINK

Product description
The first protein drink that represents an alternative to soy, 100% organic. Its simple recipe includes spring water, chickpeas at 12% and sea salt. There are no added sugars, it is gluten and cholesterol free.
Plus marketing
Made in Italy, organic, vegan, gluten free, with no added sugar, spring water, lactose free.
Shelf life
12 months.
Packaging details
Tetrapak, 1000 ml.
International certifications
Icea, Jas, Ibd, Nop.


WWW.THEBRIDGEBIO.COM

ANDRIANI

Meet us at Biofach:
Hall: 4 - Booth: 4-207/D

Andriani is specialized in the production of high quality gluten-free pasta in a factory exclusively dedicated to gluten-free productions. In just a few years, the company has positioned itself among the leading players in the gluten-free pasta market and distributes its products in more than 30 countries, covering the most important grocery chains worldwide.

RED LENTIL
PASTA BIO

Product description
The lentil pasta bio is gluten-free, organic and vegan, rich in protein and fiber and high in phosphorus, iron, zinc and manganese.
Shelf life
24 months.
Packaging details
250 g.
International certifications
Orthodox Union, Vegan ok, Bio, SGS.

ORGANIC GREEN MUNG BEAN
FLOUR PASTA

Product description
Thanks to the features of this particular legume, the new formula is characterized by a high digestibility and a significant nutritional contribution. The flavour is delicate and ideal for those who prefer natural and light recipes like sportsmen, children, those who care their diet and have a healthy and balanced lifestyle.
Plus marketing
It is gluten-free, organic and vegan, rich in protein (23 g per 100 g of product), fibre (10 g per 100 g of product), and with high content of iron, phosphorus, zinc and manganese.
Shelf life
24 months.
Packaging details
250 g.
International certifications
Orthodox Union, Vegan ok, Bio, Sgs.

WWW.ANDRIANISPA.COM



CLECA

Meet us at Biofach:
Hall: 4 - Booth: 4-411

Cleca is an important reference in the food sector, thanks to the quality of its product range, which has always been the key to its success, and a mix of innovative and classical products. Started in the 1930's, after over 80 years Cleca has become partner of the most important retailers, both Italian and international. It offers a wide range of specialties, with different brands and for specific market segments, complying with the highest certification standards.

COUS COUS
WITH VEGETABLES

Product description
Cous Cous mixes BioSun are an original idea to prepare, in very few minutes and with the only addition of water, a balanced and healthy first course or single plate. Cous Cous BioSun contains various vegetables and spices. A simple and delicate dish but, at the same time, nutritious and rich in proteins and fibers. The envelope contains the dose for two people.
Plus marketing
Organic, vegan.
Shelf life
24 months.
Packaging details
130 g stand up envelope.

WWW.CLECA.COM

SIPA INTERNATIONAL

Meet us at Biofach:
Hall: 4 - Booth: 4-358

Now in its fourth generation, the Martino's family has been carrying on since 1904 a great milling experience. The high quality of raw materials allows to have a special couscous with unique characteristics in the market. Since 1994, Sipa International has been the largest Italian couscous producer.

'AL NATURALE' ORGANIC RED
LENTILS COUSCOUS

Product description
Couscous from 100% red lentils organic flour. Produced by an organic certified supply chain. Healthy and tasty, high in protein and highly digestible. Suitable for everyone, both children and adults, as well as sportspeople.
Plus marketing
Vegan, kosher, 100% Italian supply chain, delicately steamed.
Shelf life
2 years.
Packaging details
Box 400 g.
International certifications
Brc, Ifs, Bio, Demeter, Kosher, Vegan ok.



WWW.MARTINOTASTE.COM

LAMERI

Meet us at Biofach:
Hall: 4 - Booth: 4-529

Lameri is an Italian company specialized in the production of breakfast cereals and semi-finished products for the food industry with a complete range of conventional and organic products. The company obtained the standards Iso 9001, Ifs, Brc as well as the Organic certification.

ORGANIC GRANOLA DARK

Product description
Mix of cereals (puffed, crunchy and flaked) with dark chocolate and enriched by milk chocolate drops. It is really delicious for your breakfast or for a tasty snack.
Plus marketing
Source of fibre, organic.
Shelf life
12 months.
Packaging details
Bags of 400 g.
International certifications
Organic.



ORGANIC GRANOLA ALMONDS AND RASPBERRIES

Product description
Mix of cereals (puffed, crunchy and flaked), almonds and raspberries, with chia seeds and sunflower seeds. Good with milk or yogurt for breakfast, but also as a natural snack.
Plus marketing
High in fibre, organic.
Shelf life
12 months.
Packaging details
Bags of 400 g.
International certifications
Organic.



ORGANIC GRANOLA HAZELNUTS PISTACHIO AND WHITE CHOCOLATE

Product description
Mix of cereals (puffed, crunchy and flaked), hazelnuts, pistachio and white chocolate with chia seeds and sunflower seeds. This granola is an excellent alternative for your natural and healthy breakfast and for a crunchy snack.
Plus marketing
High in fibre, organic.
Shelf life
12 months.
Packaging details
Bags of 400 g.
International certifications
Organic.



WWW.LAMERISPA.IT

MARTINOROSSI

Meet us at Biofach:
Hall: 1 - Booth: 1-625

MartinoRossi is a leading Italian company specialized in the production of gluten free, allergen free and Gmo free ingredients. Cereal, pulses and superfoods from organic farming are transformed into flours, semi-finished products and high-quality clean label and allergen free functional ingredients. The transformation of raw materials cultivated in a controlled supply chain guarantees complete traceability and greater food safety.

GLUTEN-FREE FLOURS AND GRITS

Product description
All flours and grits are gluten free, allergen free and GMOs free. The company conducts many controls to assure a constant quality and the higher safety to guarantee the absence of any kind of allergen. It all starts from the supply chain: the control of the harvesting and the analysis to all raw materials before storing them and finally the analysis carried out on the representative sample of the production. In addition, high-tech milling equipment permits MartinoRossi to obtain high quality flours. The company has dedicated processing lines for cereals, pulses and superfoods and for native and heat-treated flours.
Plus marketing
Vegan, vegetarian, gluten free, 100% Italian supply chain.
Shelf life
12 months.
Packaging details
25 kg paper bag, big bag.
International certifications
Csqa, Brc, Bios, Valid It, Kosher.



WWW.MARTINOROSSISPA.COM

MOLINO DE VITA

Meet us at Biofach:
Hall: 4 - Booth: 4-611 - Ccpb

Key features of Molino De Vita are organic and quality. The company started to grind organic wheat in 1996 and today almost 80% of production comes from organic farming. Raw materials are analyzed thoroughly, and only after obtaining a positive result are passed to production. Products are certified by the Ccpb (Consortium for organic products control), subject to strict controls and analyzes throughout the supply chain. Another fundamental element is quality, working precious wheat like Cappelli, old Apulia Saragolla and Khorasan, Kamut.

ORGANIC WHOLE-MEAL SEMOLINA HIGH IN FIBERS

Product description
The product is obtained through an 'whole' grinding of the wheat, with a low rate of refining and sieving and high technological value. It has a minimum fiber content of 8% and contains 95% of the germ, a high content in vitamins, mineral substances, antioxidant compounds, and proteins.
Plus marketing
Production chain traced from field to production by Iso 22005 - Dnv Italy certified traceability system.
Shelf life
6 or 12 months.
Packaging details
Bulk truck, 25 kg bags, 800 kg big bags.
International certifications
Organic certifications Cee 834/07, Ifs Food Certificate, Uni En Iso 9001, Uni En Iso 22005, Supply chain dedicated Apulia products.



WWW.MOLINIDEVITA.IT

ORGANIC DURUM WHEAT SEMOLINA
100% ITALY HIGH IN PROTEIN

Product description
Only Italian wheat processed in Italy is used. In collaboration with farms and agricultural cooperatives, the company has implemented sustainable cultivation programs with seeds of high-quality varieties in areas with a vocation for the best durum wheat.
Plus marketing
Production chain traced from field to production by Iso 22005 - Dnv Italy certified traceability system.
Shelf life
6 or 12 months.

Packaging details
Bulk truck, 25 kg bags, 800 kg big bags.
International certifications
Organic certifications Cee 834/07, Ifs Food Certificate, Uni En Iso 9001, Uni En Iso 22005, Supply chain dedicated Apulia products.

ORGANIC SEMOLATO
SOURCE OF FIBER

Product description
The product is obtained through a 'semi-whole' grinding of the wheat, with a low rate of refining and sieving and high technological value. It has a minimum fiber content of 5%, a high content in vitamins, mineral substances, antioxidant compounds, and proteins.
Plus marketing
Production chain traced from field to production by Iso 22005 - Dnv Italy certified traceability system.
Shelf life
6 or 12 months.

Packaging details
Bulk truck, 25 kg bags, 800 kg big bags.
International certifications
Organic certifications Cee 834/07, Ifs Food Certificate, Uni En Iso 9001, Uni En Iso 22005, Supply chain dedicated Apulia products.

follow

NOURISH
YOUR HEALTH...

We have been working to ensure the quality of what we produce for 40 years and became over time a benchmark for organic, gluten free, vegan products and baby food. This thanks to the R&D investments that allowed us to offer a wide range of products. Sustainability is our cornerstone: with our payoff "Nourish your health" we want to declare that sustainability is part of our DNA.

Visit us at
Biofach,
Hall 8, Stand 8-449



Germinal
BIO
www.germinalbio.it

ALCE NERO

Meet us at Biofach:
Hall: 6 - Booth: 6-236

Alce Nero is a brand of organic farmers, beekeepers and processors who have been striving to produce good food since the 1970s. Food that is the result of farming practices that respect the earth and its natural fertility. There are more than 1,000 farmers within Italy and 14,000 worldwide. Alce Nero organic produce, with almost 300 options, represents simple, everyday products. All in harmony with the earth.

PASTA WITH LEGUMES



Product description

The Alce Nero whole wheat pasta with legumes is made with 100% Italian whole wheat and legumes and mixed with spring water from the Dolomites. A tasty alternative to traditional pasta thanks to a higher protein content and the lower carbohydrate content. It is a source of fiber because made with whole wheat flour, and a source of protein thanks to the legume flour. The range includes four references: Fusilli and Spaghetti with 50% chickpeas flour with an intense and defined taste, and Penne rigate and Linguine with 40% of red lentils flour that have a coppery color and a delicate flavour.

Plus marketing

100% organic, durum wheat grown in Italy, with Italian legumes, source of protein, source of fiber.

Shelf life

36 months.

Packaging details

500 g.

International certifications

EU Organic - Controlled and certified by Ccpb - Inspection body authorized by Mipaft IT-BIO-009 - Controlled operator N.4966 - Agriculture Italy.

WWW.ALCENERO.COM

RISERIA VIGNOLA GIOVANNI

Meet us at Biofach:
Hall: 1 - Booth: 1-341

Vignola's milling philosophy is based on maintaining unchanged the traditional phases of rice milling by using the most innovative and reliable technologies. The company offers a unique range of rice varieties, cereals, pulses, and seeds, conventional and organic, grown in Italy and all over the world, accurately selected and processed with full respect of the Italian tradition. Half of current production is organic.

RISO VIGNOLA ORGANIC

Product description

Organic Arborio, Carnaroli, Brown Originario rice grown in Italy with mulching seeding system.

Plus marketing

Gluten free and 100% Italian.

Shelf life

24 months.

Packaging details

Paper zip lock pack, 26.5 oz (750 g).

International certifications

Organic, Usda Organic, Biosuisse Organic, Ibd, Demeter, Fairtrade, Kosher, IFS, BRC, STP
Gluten free, Igp riz de Camargue.


WWW.RISOVIGNOLA.IT

ASTRA BIO - IRIS

Meet us at Biofach:
Hall: 4 - Booth: 4-547

Pioneers in organic pasta for over 40 years, the company is a top-quality manufacturer thanks to a production chain made of member farmers. Pasta is produced in a low environmental impact factory.

HALF WHOLEWHEAT SPAGHETTI



Product description

The Iris half wholewheat pasta is produced with a mix of wheat carefully selected at each new harvest to guarantee a highly nutritional product with optimum cooking properties. Durum wheat is farmed by Italian farmers in the Iris supply chain, where the Cooperativa Agricola Iris acts as lead partner. Half wholewheat pasta stands out for its aroma and more intense flavour compared to white durum wheat pasta. Production fully complies with traditional techniques, with cold mixing and bronze-drawing in order to obtain a pleasantly rough and porous pasta, ideal for absorbing and enhancing sauces. Drying is carried out at low temperatures over long periods. Organic durum wheat.

Shelf life

36 months.

Packaging details

500 g, polypropylene.

International certifications

Bio, Icea, Brc, Ifs.

WWW.IRISBIO.COM

FIOR DI LOTO

Meet us at Biofach:
Hall: 4 - Booth: 4-535

FUSILLI DI AVENA ZER% GLUTINE



Product description

Fusilli pasta made of oat flour processed with bronze extrusion and long drying. Full of fibers and source of proteins, perfect in a gluten free diet and also for consumers that love to change their daily routine.

Plus marketing

Gluten free.

Packaging details

250 g.

International certifications

Organic.

WWW.FIORDILOTO.IT

PROBIOS

Meet us at Biofach:
Hall: 7 - Booth: 7-175

With over 40 years of history, Probios is a leading company in the distribution of organic and vegetarian food. The company successfully sells a variety of 835 organic products including 460 gluten free articles. Several items are suitable for people with food intolerance. Probios sells millions of products every year exporting to 45 different countries within Europe and all over the world.

MULTIGRAIN PASTA



Product description

Probios gluten free multigrain pasta is realized with a mix of corn, rice, brown rice, buckwheat and quinoa flour grounded in Italy. Made of five different gluten free cereals, this unique formula is perfect for people who must exclude gluten from their diet without renouncing to the pleasure of a tasty plate of pasta but also for everyone who looks for a good alternative to traditional pasta as to have a varied diet. The product is available in 5 different shapes: Fusilli, Ditali, Sedanini, Penne and Spaghetti.

Plus marketing

Gluten free.

Shelf life

30 months.

Packaging details

340 g box case.

International certifications

Organic certification.

WWW.PROBIOS.IT/EN
F.LLI DE CECCO DI FILIPPO
FARA S. MARTINO

Meet us at Biofach:
Hall: 2 - Booth: 2-253

De Cecco is one of the most ancient Italian pasta producers. Since 1888, it is run by the De Cecco family. Today, the De Cecco brand is ambassador of the Mediterranean taste all over the world, thanks to a complete product range that - besides a wide pasta range (semolina, egg, whole wheat, organic, kamut, special) - also includes sauces, extra virgin olive oil, flours and much more.

DURUM WHOLE WHEAT SEMOLINA
PASTA FROM ORGANIC FARMING

Product description

A range of durum whole wheat semolina pasta from organic farming.

Plus marketing

A unique production method handed down from father to son for over 130 years: cold water and dough at a temperature of less than 15 degrees, rough bronze-drawn and slowly dried at low temperatures. An exclusive recipe and a careful selection and processing of the durum wheat in order to offer a premium product. Range of 10 different pasta shapes. Organic.

Packaging

500 g pack.

Shelf life

12 months.

International certifications

Iso 14001:2004, Haccp, Iso 9001:2008, Sa8000, Brc and Ifs. Organic certified by Icea.

WWW.DECECCO.COM

PASTIFICIO DI BARI TARALL'ORO

Meet us at Biofach:
Hall: 4 - Booth: 4-671

Founded in 1982, Tarall'Oro relaunched in 2014 its lines of baked goods with important new features, yet without losing its core business: artisan pasta. Tarall'Oro pasta is made exclusively from durum wheat semolina of the highest quality, bronze die cut and obtained by a process of slow drying at low temperature. This results in a pasta with rough, porous and tough texture.

PASTA DI BARI

Product description

Pasta made from durum wheat semolina of the highest quality cultivated exclusively in Italy. The production process preserves as much as possible the organoleptic properties of raw materials and keeps the high percentage of gluten and proteins almost unchanged. The packaging stresses the artisan nature of the product, and the 'Di Bari' logo highlights, through the typical 'Trulli', the link with the Apulia region.

Plus marketing

100% Italian wheat.

Shelf life

24 months.

Packaging details

500 g in paper bag with four sealing customized by the Di Bari brand

International certifications

Ifs, Brc, Iso 14001:2004, Ou Kosher, Nop/Bio.

WWW.TARALLORO.IT

BRIMI - CENTRO LATTE BRESSANONE SOC. AGR. COOP.

Meet us at Biofach:
Hall: 7A - Booth: 7A-371

Brimi - Centro Latte Bressanone is one of the Italian largest dairy producers and the only one in South Tyrol to produce mozzarella. The supply chain is controlled by the company, which guarantees the quality of 100% South Tyrolean milk, GMO-free, daily collected by 1,110 farmer-members

BRIMI MOZZARELLA, MOZZARELLINE,
AND RICOTTA BIO 100% LATTE ALTO ADIGE

Product description

Nature provides the raw materials for this authentic and tasty organic range. Organic farmers contribute to preserve natural resources and supply the precious milk of these irresistible products made out of pure organic milk from the heart of South Tyrol.

Plus marketing

100% milk of South Tyrol, gluten free, GMO-free, traditional feeding with fresh grass, hay and herbs, fully supervised production chain.

Packaging details

Brimi Mozzarella Bio 100% Latte Alto Adige: 100 g ball; Brimi Mozzarelline Bio 100% Latte Alto Adige: 120 g doypack; Brimi Ricotta Bio 100% Latte Alto Adige: 200 g bowl.

International certifications

Bio, Haymilk, Iso 9001, Iso 14001, Bio, Brc and Ifs.

WWW.BRIMI.IT

CASEIFICI

Meet us at Biofach:
Hall: 4 - Booth: 4-651

The company philosophy at Caseifici is to produce cheese according to tradition, respecting animal well-being, safety and natural harmony. Exclusively uncontaminated raw materials are used for manufacturing products conceived for customers who choose traditional food and are ethically aware.

BURRATA BIO LACTOSE FREE LIBERA



Product description

Lactose free organic burrata made exclusively with certified organic milk from Apulia and vegetable rennet. The outer shell is a thin layer of mozzarella while the inside contains a soft mixture of fresh cream and mozzarella strings. The process is almost entirely handmade. It can be served with salads, with pasta dishes, on pizzas and with a whole variety of combinations.

Plus marketing

100% from Italian certified organic milk, lactose free.

Shelf life

15 days.

Packaging details

100 g polypropylene tray.

International certifications

Reg. CE 834/07- Reg. CE 889/08- IT BIO 007. Certification number. EU P59QCC revised 13/02/18 Operator P59Q. UNI EN ISO 22000:2005.

WWW.WITHOUTLACTOSE.COM


CASEIFICIO BUSTI

Meet us at Biofach:
Hall: 4 - Booth: 4-511

Bio Busti naturalmente is the distinctive brand of the Caseificio Busti's organic cheeses, created thanks to the experience and the passion of the members of the Busti Family. Bio Busti naturalmente was made to rediscover the genuine and authentic taste of fresh milk and to enhance its simplicity and genuineness. The pecorino cheese is made with certified organic milk that is collected from sheep farming located in the Tuscan-Lazio area in the full respect of the environment and the animal welfare.

PECORINO WITH AROMATIC HERBS AND
VEGETABLE RENNET

Product description

Inspired by an ancient medieval tradition, once matured this Pecorino cheese is treated with extra virgin olive oil and sprinkled with a mix of aromatic herbs, like rosemary, mint, sage, savoury, basil and coriander. This treatment makes the crust entirely edible and particularly suitable for fast recipes. The use of vegetable rennet makes it the perfect choice for vegetarians.

Plus marketing

Vegetable rennet.

Shelf life

120 days.

Packaging details

1,000 kg.

International certifications

Ifs, Brc, Certiquality, Ccpb.

WWW.CASEIFICIOBUSTI.IT

PONTE REALE

Meet us at Biofach:
Hall: 4 - Booth: 4-435

The company farm extends over a surface of around 1,000 hectares in an uncontaminated territory, between the National Park of Abruzzo and the Matese Regional Park. Production methods are 100% organic, just like the feed for the livestock. Ponte Reale currently raises more than 1500 buffalos, whose milk is used to produce Pdo Buffalo milk Mozzarella from Campania and Organic Mozzarella from Campania.

MOZZARELLA DI BUFALA CAMPANA
ORGANIC PDO

Product description

Full fat soft cheese.

Plus marketing

Organic, Pdo.

Shelf life

27 days.

Packaging details

Green cup with a net weight of 125 g.

International certifications

Brc, Ifs, Usda Organic.

WWW.PONTEREALE.IT

ALCE NERO

Meet us at Biofach:
Hall: 6 - Booth: 6-236

PASSATA WITH
DATTERINI TOMATOES

Product description

The Alce Nero datterini tomato puree is made only with Italian tomatoes farmed and produced in Emilia Romagna. This region is suitable for the cultivation of tomatoes, which are particularly sweet thanks to the slightly saline water. They are characterized by firm and well-structured pulp and a sweet and delicate taste. From field to production, the organoleptic qualities of tomatoes are constantly checked and verified to offer the best possible taste.

Plus marketing

100% organic, Italian tomatoes grown in the Emilia Romagna Region, without added salt.

Shelf life

36 months.

Packaging details

350 g glass bottle.

International certifications

EU Organic - Controlled and certified by Ccpb - Inspection body authorized by Mipaaf IT-BIO-009 - Controlled operator N.4966 - Agriculture Italy.

WWW.ALCENERO.COM

THE BRIDGE

Meet us at Biofach:
Hall: 7 - Booth: 7-719

BIO SOYA CUISINE



Product description

The new soya cuisine by The Bridge is coming and completes the range of already existing rice-, oat- and coconut-based products. An ideal alternative to dairy cream, made of spring water, soy beans, sunflower oil and rice starch, organic at 100%, gluten, cholesterol and lactose free.

Plus marketing

Made in Italy, organic, vegan, gluten free, with no added sugar, spring water, lactose free.

Shelf life

12 months.

Packaging details

Tetrapak, 200 ml.

International certifications

Icea, Jas, Ibd, Nop.

WWW.THEBRIDGEBIO.COM

GABRO

Meet us at Biofach:
Hall: 4 - Booth: 4-547

Gabro produces extra virgin olive oil since 1909, and in 1989 it was the first Italian company to obtain the organic certification. Thanks to a wide production plant (more than 200 ha planted with olives) and the company-owned frantoio, Gabro is able to control the entire production chain, to guarantee customers the full traceability of the supply chain.

GABRO SPECIAL SELECTION



Product description

An artisan packaging, which recalls of the first label designed by the company. A homage to the company traditions, and to the real essence of Italian extra virgin olive oil.

Plus marketing

100% Italian, organic.

Shelf life

18 months.

Packaging details

50 cl, cases of 12.

International certifications

Icea, Nop, Kosher, Jas, Ifs, Igp.

WWW.GABRO.IT

LUCIA MARIA MELCHIORI

Meet us at Biofach:
Hall: 4 - Booth: 4-147

APPLE CIDER VINEGAR -
UNFILTERED

Product description

The Italian Organic Unfiltered Apple Cider Vinegar is obtained by direct transformation of organic apple juice made with high quality whole apples and not by the regeneration of concentrate apple juice. Turbidity and sediment are due to the 'mother of vinegar', which is the substance that gives rise to spontaneous acidification process. To be used as a condiment on salads or cooked vegetables. Other uses: add 1 or 2 teaspoons in a glass of lukewarm water and drink it in the morning (empty stomach); add 1 or 2 teaspoons in water with honey and ginger as well as to create a refreshing drink.

Plus marketing

100% organic, from whole apples squeezed directly (not from concentrate), gluten free, vegan.

Packaging details

Dark bottle of 50 cl. Gross weight kg 0,85 ca.

International certifications

Organic, Jas Organic for Japan, Halal, Kosher, Fda.

WWW.LUCIAMARIA.IT

POLENGHI LAS

Meet us at Biofach:
Hall: 4 - Booth: 4-529

ORGANIC CARIBBEAN LIME JUICE
CARAFINA

Product description

Giancarlo Polenghi selects the best limes from Colima, a Mexican region, located at the feet of the volcano. Here, thanks to the favorable climate, which ensures rich crops, comes the Pure Organic Lime Juice, giving new exotic notes to cocktails and to the most refined recipes.

Plus marketing

100% organic, lime ad arte.

Shelf life

9 months.

Packaging details

Glass bottle 250 ml + sleeve.

International certifications

Ccpb.

WWW.GIANCARLOPOLENGHI.IT/EN



SALUMIFICIO FALCONE

Meet us at Biofach:
Hall: 4 - Booth: 4-411

The company works in the territory of Sila National Park (Southern Italy) to create traditional, handcrafted charcuterie. Ethical awareness is one of Salumificio Falcone's key drivers: from the selection of local raw materials to the respect of centuries-old traditional methods, everything happens in a harmonious multiethnic working environment.

'NDUJA SUINONERO BIO



Product description

This spicy pork spread named 'nduja is gaining popularity around the world. At Salumificio Falcone, ethics and handwork go hand in hand. The meat comes from the grass-fed black pigs of Sila National park, where animals drink spring water and eat organic cereals grown in the high plains. Antonio and Giuseppe Falcone personally grind, knead, stuff and tie, and they teach the traditional manner of Sila pioneers to a small group of employees, including some refugees.

Plus marketing

Gluten free, 100% Italian and local, Sila National park, handcrafted charcuterie, ethical awareness.

Shelf life

180 days.

Packaging details

Vacuum 180 g.

International certifications

Organic Certification Ccpb.

WWW.SALUMIFICIOFALCONE.IT

DEVODIER PROSCIUTTI

Meet us at Biofach:
Hall: 4 - Booth: 4-707

Devodier Prosciutti has been operating in the ham sector for more than 50 years, and in 1963 it was one of the historical founders of the Parma Ham Consortium. The company selects only the best Italian meat to produce Parma ham, Culatta, Culatello and Shoulder ham, which compose a unique seasoned high-end collection.

ORGANIC ITALIAN PROSCIUTTO CRUDO DEVODIER



Product description

The product is born from the collaboration with the best Italian farmers who follow the strictest organic standards. Organic farming respects the welfare of animals, guaranteeing them freedom of movement both in comfortable shelters and in external areas, with the added security of a controlled diet and the certification of an external body throughout the supply chain.

The product's key features are the use of only Italian meat and salt, natural seasoning and the excellence of taste able to create strong customer loyalty.

Plus marketing

Organic, premium, 100% Italian, gluten free.

Shelf life

90 days.

Packaging details

Map Tray.

International certifications

Brc, Ifs.

WWW.DEVODIER.COM



follow

IL FIORINO ON THE ROOF
IN THE WORLD

The World Cheese Awards 2018 has reconfirmed "Il Fiorino" as one of the best dairy farms in the world. The medals earned in Bergen are stimulus to improve more and more. Each victory is a victory of a team, that one of "Il Fiorino", of all the people who work with us and of a land that we love, "Maremma", and in which we deeply believe.



RISERVA DEL FONDATORE
Awarded also as:
FIFTH BEST CHEESE IN THE WORLD
FIRST BEST ITALIAN CHEESE



seguici su



www.caseificioilfiorino.it

**CONAPI**

Meet us at Biofach:
Hall: 6 - Booth: 6-169

Combining the Italian words for honey (miele) and delight (delizia), we coined the name 'Mielizia', the brand representing the beekeepers of Conapi, the Italian National Consortium of Beekeepers. It is the largest beekeepers' cooperative in Italy and one of the most important in the world. Since 1979, Mielizia offers high-quality honeys and bee products, food supplements and fruit jams.

ORGANIC ENERGY FROM BEES - RAW BAR

Product description
A 'raw' energy bar with Italian royal jelly, ideal to have a supply of natural energy for all your daily activities.
Plus marketing
Organic, raw, gluten free, with Italian bee products.
Shelf life
12 months from packaging date.
Packaging details
35 g in wrap.



WWW.CONAPI.IT

LA FINESTRA SUL CIELO

Meet us at Biofach:
Hall: 5 - Booth: 5-479

ORGANIC PROTEIC SALTED CRUNCHY BAR WITH SEEDS - SGLUT

Product description
A new creation of the company's r&d department: a bar rich in proteins that belongs to a new 'sport' line. Other new product launches are a crunchy peanut bar that enters the 'seeds' line; and a tasty bar with almonds, orange and cocoa that belongs to the new 'enjoy' line.
Plus marketing
Gluten free, milk free, vegan.
Shelf life
12 months.
Packaging details
Expo: 20 pieces. Single bar: 20 g.
International certifications
Organic.



WWW.LAFINESTRASULCIELO.IT

EURO COMPANY - SOCIETÀ BENEFIT

Meet us at Biofach:
Hall: 4 - Booth: 4-304

Euro Company is an Italian company specialized in the production and selling of nuts and dried fruits, based in Ravenna. It has been working in this field for 40 years, with the aim of helping people live a healthy lifestyle closer to nature.

**CICIONI -
THE ORIGINAL ITALIAN FERMENTINO**

Product description
Cicioni is the original Italian fermentino, a 100% plant-based and organic product, made with only 4 natural ingredients: fermented almonds and cashews, water and salt. Thanks to the fermentation process, which lowers the pH level of the product to 4.4, it doesn't need preservatives or additives. Cicioni has a very strong and persistent taste: a refreshing acidic sensation, typical of fermented foods, balanced by the delicate taste of almonds and cashews, enriched with a delicate savoury flavour.
Plus marketing
100% plant-based, organic, additives free, preservatives free, dairy free, gluten free.
Shelf life
60 days.
Packaging details
80 g and 160 g, pouch in paper.
International certifications
Organic, Brc, Ifs.

**FERMÈ -
CASHEWS FERMENTINO WITH HERBS AND FLOWERS**

Product description
Cashews fermentino with herbs and flowers is a product of the brand Fermè. It is made by the fermentation of cashews, with only water and salt added. Fermè cashews fermentino with herbs and flowers is a 100% plant based product, made with only 3 natural ingredients, with the addition of natural herbs and spices: a mix of scents and flavours reminiscent of Provence. Made without adding preservatives, additives or thickeners.
Plus marketing
100% plant-based, organic, additives free, preservatives free, dairy free, gluten free.
Shelf life
60 days.
Packaging details
90 g, pouch in paper.
International certifications
Organic, Brc, Ifs.

**FERMÈ -
CASHEWS FERMENTINO SPREADABLE**

Product description
Cashews fermentino spreadable is a product of the brand Fermè. It is made by the fermentation of cashews, with only water and salt added. Fermè cashews fermentino spreadable is a 100% plant based product, made with only 3 natural ingredients, without adding preservatives, additives or thickeners. A real concentrate of cashew nuts, a soft taste with a pleasantly sweetish flavour and a versatile ingredient in the kitchen, suitable for every plant based recipe.
Plus marketing
100% plant-based, organic, additives free, preservatives free, dairy free, gluten free.
Shelf life
30 days.
Packaging details
100 g, tray with reclosable lid and pouch in paper.
International certifications
Organic, Brc, Ifs.



WWW.EUROCOMPANY.IT

**NATURA NUOVA**

Meet us at Biofach:
Hall: 1 - Booth: 1-519

Natura Nuova produces fruit smoothies and purées, processed with innovative technology: the cold extraction that preserves the taste and the organoleptic characteristics of fresh fruit. The product lines offered are aimed at satisfying the need for a healthy and tasty food without sacrificing taste.

FRULLÀ BABY FRUIT

Product description
Frullà Baby Fruit is a new line of organic fruit smoothies and purées, aimed at all mums and their babies (from 4th month to 3 years). State-of-the-art technologies are used to bring out and preserve the best parts of the fruit. Adding nothing, fruit goes through a single step: from the field to the pack.
Plus marketing
Gluten free, 100% made in Italy, 100% puréed fruit (not from concentrates), anti-choke top, fruit helps baby to hydrate, no added sugar, no preservatives and flavourings.
Shelf life
12 months.
Packaging details
The line is composed of 3 pouches and 3 trays. Weight per packaging: 100 g. Pouches with anti-choke cap, ideal for babies. Trays are transparent and made of recyclable plastic, sold in multipack (4 per cluster).
International certifications
Brc food certificated, Ifs, Organic - BioAgricert, authorised by Italian Health Ministry to produce baby food.



WWW.NATURA-NUOVA.COM

BIOSÜDTIROL

Meet us at Biofach:
Hall: 7 - Booth: 7-375

200 organic farmers, with only organic in mind. A land known as the apple paradise. And a story and values that talk about a long-standing common expertise. 100% Organic and South Tyrol. Get to know them.

ORGANIC TABLE APPLES

Product description
From sweet to sour: Biosüdtirol cultivates over 35 different varieties of apples. To mention just a few: classics such as Royal Gala, Braeburn, Golden Delicious, Fuji and Topaz, club varieties like Pink Lady, Evelina, Kanzi and Jazz and rarities as Natyra, Bonita and Gold Rush.
Plus marketing
100% organic and a short food supply chain, where apples are handed by the cooperative from cultivation to sales.
Packaging details
According to your needs: from trays for 4 fruits to plateaux from 3 to 14 kg.
International certifications
Bioland, Bio Suisse, Krav, Global Gap, Ifs Food, Brc Global Standard for Food Safety, Iso 9001:2008, Garanzia Aiab, Organico Brasil.



WWW.BIOSUEDTIROL.COM

BRIO

Meet us at Biofach:
Hall: 6 - Booth: 6-233

Brio is a leading producer of Italian organic fruit and vegetables, aggregating 443 Italian organic farms with a cultivated area of 1,690 hectares and an annual production of about 45,000 tons. The Alce Nero range, one of the best known Italian organic brands, is characterized by the research of premium varieties that offer delicious products with a real taste.

ALCE NERO POMEGRANATE 'CHICCOSA'

Product description
The Alce Nero pomegranate, Wonderful variety is 100% organic and produced in Italy. It is distinguished by its dark light red color, both internally and externally. The arils (the beans) have a sweet and sour taste, easy to shell and pleasant to taste as they are almost completely devoid of seed.
Plus marketing
Organic, 100% Italian. Useful tips to easily shell the pomegranate in a few minutes. It is also possible to download the handy recipe book by QR code printed on the package.
Packaging details
A recycled, colorful, and eye-catching paper tray with handles that contains two fruits with a total weight of 750 g. The tray is made of 100% paper - no plastic.
International certifications
Organic - Ccpb.



WWW.BRIOSPA.COM

From 1925 tradition and innovation

irisbio.com

Leader in Italian organic pasta production for over 40 years

We ensure the highest quality by carefully managing the production chain from our members' farms to your table.

We produce our pasta in a low environmental impact manufacturing facility.

BIOFACH NUREMBERG
Halle 4, Stand 4-547

MADE IN ITALY

**BIO'S PRODUZIONE
E DISTRIBUZIONE**

Meet us at Biofach:
Hall: 4 - Booth: 4-231/D
VITAL VENUS

**Product description**

The sweet, spicy Vital Venus 9 cereal biscuits reflect the delicacy and soulful character of Venus. A harmonic combination of precious, health-giving ingredients, cleverly blended to caress the palate and stimulate the digestive processes. The Vital Venus biscuits are rich in the properties contained in turmeric, cumin, cinnamon and ginger.

Plus marketing

Vegan, 100% Italian, dynamic product.

Shelf life

9 months.

Packaging details

150 g in cartoon box.

International certifications

Organic certification, vegan certification.

WWW.BIOSITALIA.COM

DEANOCCIOLA

Meet us at Biofach:
Hall: 8 - Booth: 8-227

Based in the Tuscia region, one of Italy's most unspoiled countryside areas near Viterbo - bordering Tuscany, Umbria and the greater area of Rome -, the company has been producing tasty organic spreads for more than 60 years. In the '90s a line of products entirely dedicated to lactose and gluten intolerant people and diabetics was created. Today, offering high quality products and handling the raw materials with care whilst respecting the environment is the goal that Manuela, Rachele and Massimiliano - now at the head of the family company - set themselves every day.

**HAZELNUT COCOA SPREAD
WITH COCONUT****Products description**

Organic & vegan hazelnut cocoa spread with coconut 100% made in Italy.

Plus marketing

Vegan, gluten free, 100% made in Italy, GMO free, palm oil free, dairy free.

Shelf life

18 months.

Packaging details

200 g glass jar.

International certifications

Brc, Ifs, Fda, Kosher, Fairtrade, Utz Certified.

WWW.DEANOCCIOLA.COM

CLECA

Meet us at Biofach:
Hall: 4 - Booth: 4-411

**AMOR DI FRUTTA –
FRUIT PUDDING MIX****Product description**

All the taste and properties of fruit in a special organic dessert. It can be prepared in different ways, adding only 500 ml of fruit juice or fresh-squeezed juice or even real smooth fruit. An innovative dessert, fast and easy to prepare, gluten-free and organic, which is perfect also for those who love lightness and follow a vegan diet.

Plus marketing

Organic, gluten free and vegan.

Shelf life

24 months.

Packaging details

62 g envelopes.

International certifications

Brc, Ifs, SA8000.

WWW.CLECA.COM

FRACCARO SPUMADORO

Meet us at Biofach:
Hall: 4 - Booth: 4-607

Fraccaro Spumadoro is an artisanal family company, located in Castelfranco Veneto and specialized in confectionery since 1932. All products are made with 'sourdough starter', a special ingredient used by Fraccaro since 1932 that gives superior organoleptic qualities such as fragrance, softness, and digestibility. The company produces Christmas Panettone, Pandoro and Easter Colomba, Venetian Focaccia, but also every-day products like cakes and croissants, both conventional and organic.

**ORGANIC SPELT
CROISSANT****Product description**

Organic croissant with spelt of Pasticceria Fraccaro Bio is a puffed croissant produced with 100% spelt flour, without animal derivatives, vegetable margarine without hydrogenated fats, sweetened with agave syrup, natural flavors.

Plus marketing

100% spelt flour, without egg, without milk, vegan.

Shelf life

6 months.

Packaging details

35 g each piece, 5 pieces for 1 bag (plastic).

International certifications

Icea, Organic.

WWW.FRACCAROSPUMADORO.IT

DACASTO ENRICO & C. SNC

Meet us at Biofach:
Hall: 4 - Booth: 4-450

Dacasto Gran Pasticceria was established in 1997 to offer completely natural products, made with the best raw materials available on the market and with respect of processing time and tradition. The factory, based in the heart of the Langhe territory (Piedmont), is newly built and certified for 100% organic productions. The company is also a private label supplier for national and international organic retail brands.

**GRAN MILANO ORGANIC
PANETTONE****Product description**

This is the typical Italian Christmas cake, characterized by the rich taste of butter and candied fruit. It is completely natural, organic and it has no kind of chemical compounds.

Plus marketing

Organic, 100% natural, without monodiglycerides of fatty acids.

Shelf life

5 months.

Packaging details

750 g, hand wrapped.

International certifications

Organic, VeganOk.

WWW.DACASTO.COM

RIGONI DI ASIAGO

Meet us at Biofach:
Hall: 7 - Stand 7-361

A family business that, over time, has become a leading company combining tradition and innovation, respect for nature, and genuine flavors. Starting with the traditional production of honey, the company has successfully added Fiordifrutta, Dolcedi, and Nocciolata. In order to preserve the original flavors of the past, since 1992 Rigoni di Asiago has chosen to provide solely organic products.

NOCCIOLATA BIANCA**Product description**

Halzelnut cream offers unique and delicious taste through the benefits of dried fruits, fiber and antioxidants and 30% less sugar than the best-selling hazelnut-based creams in Italy.

Ingredients

Hazelnut, cocoa butter, cane sugar, skimmed milk powder, cold-pressed sunflower oil, natural vanilla extract, bourbon and inulin.

Shelf life

36 months.

Packaging details

350 g glass jar.

WWW.RIGONIDIASIAGO.COM

LA FINESTRA SUL CIELO

Meet us at Biofach:
Hall: 5 - Booth: 5-479

La Finestra sul Cielo has been active in the organic food sector since 1978, selling its products in Italy and abroad and focusing in particular on food intolerance, macrobiotics and vegan food.

**ORGANIC PEANUTS
CRUNCHY BAR - SGLUT****Product description**

A new creation of the company's r&d department: a crunchy peanut bar that enters the 'seeds' line. The new 'sport' (a bar rich in proteins) and 'enjoy' (a tasty bar with almonds, orange and cocoa) lines have also been launched.

Plus marketing

Gluten free, milk free, vegan.

Shelf life

12 months.

Packaging details

Expo: 20 pieces. Single bar: 30 g.

International certifications

Organic.

**ORGANIC ALMONDS, ORANGE
AND COCOA CRUNCHY BAR - SGLUT****Product description**

A new creation of the company's r&d department: a tasty bar with almonds, orange and cocoa that belongs to a new 'enjoy' line. Other new product launches are a crunchy peanut bar that enters the 'seeds' line; and a bar rich in proteins that belongs to the new 'sport' line.

Plus marketing

Gluten free, milk free, vegan.

Shelf life

12 months.

Packaging details

Expo: 20 pieces. Single bar: 20 g.

International certifications

Organic.

WWW.LAFINESTRASULCIELO.IT

PROBIOS

Meet us at Biofach:
Hall: 7 - Booth: 7-175

CREAMY SPREADS IN TUBE**Product description**

This product line is made of three spreadable sweet creams in a squeezable tube package which allows them to preserve all their freshness without being refrigerated. Thanks to their packaging the spreads are perfect to decorate and frost cakes and all kind of sweets. They're gluten free certified and available in three flavors: Dark with hazelnuts, Milk with hazelnuts and White.

Plus marketing

Gluten free, with Italian hazelnuts, dark cocoa flavor is 100% vegan.

Shelf life

12 months.

Packaging details

160 g recyclable aluminium tube.

International certifications

Organic certification.

GLUTEN FREE DOUGHNUTS**Product description**

A sweet and delicious novelty extends the Rice&Rice Probios brand: the gluten-free doughnuts, suitable for breakfast and as snack. Made with sunflower oil only, they're therefore palm oil free and available in two versions: plain or with chocolate chips. The product presents the symbol of the barred spike on the package, from Italian Coeliac Association.

Plus marketing

Gluten free.

Shelf life

6 months.

Packaging details

180 g package (4x45 g singularly wrapped doughnuts).

International certifications

Organic certification.

WWW.PROBIOS.IT/EN

SARCHIO

Meet us at Biofach:
Hall: 7 - Booth: 7-746

**EXTRA DARK CHOCOLATE
AND GINGER****Product description**

Sarchio's dark chocolate bar has 74% cocoa and is enriched with powdered ginger: extra dark chocolate with a mouthwatering taste and the bonus of a spicy tingle.

Plus marketing

Organic, vegan, gluten free.

Shelf life

24 months.

Packaging details

80 g, Fsc Paper Box.

International certifications

Ccpb, Vegan Society, Aic.

**CEREAL BISCUITS
WITH GINGER****Product description**

The new Sarchio Cereal biscuits with ginger are made following a simple and genuine recipe that does not contain milk or eggs, prepared with the finest selection of organic cereals, where the unmistakable and rustic appeal of wholegrain flour and fragrant oat flakes mingle with the tangy, spicy note of ginger. For a fun-filled boost of energy and fibre at breakfast.

Plus marketing

Organic, vegan.

Shelf life

10 months.

Packaging details

250 g.

International certifications

Ccpb, Vegan Society.

WWW.SARCHIO.COM

BAULE VOLANTE

Meet us at Biofach:
Hall: 4 - Booth: 4-535

Founded in Bologna almost 30 years ago, Baule Volante provides a broad range of 100% organic food. It's a 'magical trunk', full of good stuff, ideas and people that meet to encourage an organic way of life, care for the environment and a deep respect for human beings.

**COCONUT
AND GOJI PALEO BARS****Product description**

Soft bar with coconut and goji berries to bring always with you all the nutrients and taste of fruit.

Plus marketing

Vegan, palm oil free.

Packaging details

30 g.

International certifications

Organic.

**HALF-WHOLE WHEAT SALTY
CROISSANT WITH MIXED SEEDS****Product description**

Long leavened with sourdough, these soft and crunchy croissants are made with butter, eggs, milk and soft wheat flour that makes them full of fibers compared with common flour.

Plus marketing

Palm oil free.

Packaging details

5x45 g.

International certifications

Organic.

WWW.BAULEVOLANTE.IT



A GLOBAL FRENZY



Growth in the global organic food market has continued in 2018. And North America consolidated its pole position, with sales that surpassed 50 billion dollars the first time last year, according to the data provided by Ecovia Intelligence, research and consulting society formerly known as Organic Monitor.

In detail, consumer demand for organic foods is strengthening in the country: 83% of American families now buy organic products; and organic foods comprise over 5% of retail food sales in the US. But consumer awareness of organic production methods is rising also in other American regions, including Latin America.

What (and who) is driving growth

Health reasons are the major driver of organic food purchases. Consumer concerns about pesticides, GMOs, and growth hormones are the primary purchasing reasons in the US. In Brazil, 64% of consumers buy organic foods as they are considered healthier. The millennials are wielding greater influence, representing over half of organic food purchases in some countries.

Retail is moving fast...

The 'mainstreaming' of organic foods is making retailer private labels prominent. The leading brands of organic foods in North America are owned by supermarkets. Kroger recently announced that its

'Simple Truth' brand of natural and organic foods surpassed 2 billion dollar sales last year.

In Latin America, Pão de Açúcar is the leading Brazilian supermarket chain of organic foods, with its 'Taeq' private label. Let's not forget the French retailer Carrefour, that is willing to become the leading retailer for organic food products in the world. It is currently setting up supply chains for its international retail network to achieve its goal of 6 billion dollar sales from organic foods by 2022.

...and companies too

Multinationals are wielding greater influence in the organic food market. Acquisitions has been the 'modus operandi' of many large corporations: almost all leading organic food brands in North America are now in their hands. As the organic food market has expanded, transaction fees have moved from millions to billions. Danone paid 12.5 billion dollar for WhiteWave Foods last year, whilst Amazon bought Whole Foods Market for 13.7 billion dollar.

The acquisition trend has spread to other regions. Unilever acquired M&S Terra (one of the leading brands of organic foods in Brazil) and Pukka Herbs (a UK-based organic tea company) another pioneering organic food brand, was purchased by Otsuka Pharmaceutical last year. Similar acquisitions are occurring in Asia.

PRODUCTION AND SALES ARE INCREASING WORLDWIDE. WITH COMPANIES - AND RETAILERS ALIKE - WILLING TO GET THEIR PIECE OF THIS HUGE CAKE. A MARKET REPORT FROM ECOVIA INTELLIGENCE.



Bio: frenesia mondiale

Cresce, anche nel 2018, il mercato mondiale degli alimenti biologici. Il Nord America, con un valore stimato in 50 miliardi di dollari, consolida la sua posizione sulla cima del podio, come rivela un recente studio a cura della società di ricerca Ecovia Intelligence. Un approfondimento sulle ultime mosse dei retailer e sull'ingresso - sempre più massiccio - delle multinazionali nel comparto. Senza dimenticare il 'limite' rappresentato dagli standard nazionali.

The standards issue

The entry of large food companies (as well as online retailers) is facilitating the distribution of organic foods. However, standards remain an impediment to global trade of organic products. For instance, Brazil is becoming isolated as an exporter and importer as the country has no equivalency agreements for its organic products. On the contrary, the US has become an international exporter of organic foods partly because it has entered a number of trade agreements.

Organic crops are grown in 178 countries, with 87 having national standards. A concern is the lack of harmonization between these national standards, as well as growing number of private standards.

A major development last year was the launch of the Regenerative Organic Certification scheme in the US. Developed by the Rodale Institute, the new certification adds social fairness, animal welfare and soil health to the existing Usda organic standard. It has already garnered the support of 42 leading organic brands in North America. Similarly, the Demeter standard is gaining traction in parts of Europe and Australasia. Such standards are becoming popular with organic pioneering enterprises looking to go beyond national organic regulations.



THE (BRIGHT) EUROPEAN SCENARIO

Global revenues from the organic food industry is estimated at 95 billion dollars. Of such value, Europe accounts for more than 33 billion dollars (+11.4% in 2016), according to the figures presented by Ifoam - Organics International, Switzerland's Research Institute of Organic Agriculture (FiBL), and the German Agrarmarkt Informations-Gesellschaft (Ami).

Europe is indeed the world's second-largest market for organic products, after North America. A market that is growing at a phenomenal rate in many EU countries, like Germany, where it surpassed the 10 billion euro turnover, or France, that in five years almost doubled the size of its organic business. Denmark is further expanding its lead, with a 13.3% market share for organic foods, making it Europe's organic leader.

Positivo lo scenario europeo

Rispetto al mercato alimentare biologico globale stimato in 95 miliardi di dollari, il mercato europeo vale circa 33 miliardi di dollari, secondo le ultime rilevazioni disponibili (dati 2016), che mostrano un tasso di crescita dell'11,4% sull'anno precedente. L'Europa si conferma quindi il secondo maggior mercato mondiale del food biologico dopo il Nord America. Grazie anche all'exploit di Germania, Francia e Danimarca. Con quest'ultima che si conferma leader a livello Ue.



United Kingdom: growth potential is huge

The economic and financial crisis of 2008 temporarily slowed down growth in the UK organic market. Now, it has returned to encouraging growth rates: +6% in 2017, with organic revenues of 2.5 billion euro. Sales of organic products in supermarkets rose by 4.2% to 1.5 billion pounds, while independents – delis, fine food stores, health shops, farm shops, farmers' markets and retailers such as Whole Food Markets and Planet Organic – enjoyed a 9.7% sales jump to 359 million pounds. Home delivery services also increased by 9.5% to 286 million pounds. According to a new report from Soil Association, almost 30% of all organic sales now take place online or on the high street.

Belgium: fruit&veg are the sector's best sellers

Consumption of organic foods gained 6% in 2017. Fruits, vegetables and potatoes account for 40% of the expenditure on organic products, with imports showing an average growth rate of +0.92% in the 2012-2016 period, according to Euromonitor. The number of local organic consumers also increased and nowadays 90% of Belgians buy at least one organic product once a year. Organic farming profited from lively demand and grew 8.8% during the same period, representing an increase of about 83,000 hectares. Organics' share of the general foodstuffs market in Belgium has doubled since 2008, and is now 3.4%.

Germany: organic revenues exceed 10 billion euro

The German organic sector enjoyed revenues of more than 10.04 billion euro in 2017 (+5.9% over previous year). Europe's most heavily populated country once again logged the largest single figure for sales in absolute value, followed by France. Conventional food retail grew an above-average 8.8%. Natural food retail, which holds a 29% market share, grew 2.2%. Total area devoted to organic agriculture in Germany in 2017 was about 1.4 million hectares - up 10% from the year before. That means that currently 8.2% of all usable agricultural land is being farmed organically.

France: market doubled in five years

The French market for organic food has been on an uninterrupted growth trajectory for years. According to the government's Agence Bio, the 2017 gain was 17%, reaching 8.3 billion euro. That has been encouraging more and more farmers to convert to organic methods. Total organic cultivations now amount to 1.78 million hectares. Moreover, organic farming is proving to be a real job engine. Between 2012 and 2017, it created some 50,000 new jobs (that's equivalent to a yearly gain of 9.5). The total number of jobs in organics in France, both farming and processing (excluding retail), came to 134,500 at year's end.

Netherlands: fresh food drives growth

"Organic revenues in the Netherlands exceeded 1.5 billion euro for the first time in 2017, according to the Bionext Trendreport 2017. The gain from the prior year was 5%, mainly driven by the fresh-foods segment. The cultivated surface devoted to organic farming expanded 7% in the Netherlands, to nearly 70,000 hectares; and the number of organic farmers increased by 10%. The lion's share, in revenue, was carried out by conventional retail (51.5%), followed by specialty retail at 21.5%. Institutional food service accounted for 20%, and 7% came from other marketing channels.

Denmark: undisputed leader

In 2017 Denmark further expanded its lead over every other country in the world, adding 23% in revenues to achieve a fabulous 13.3% market share – far ahead of Germany (5.4%) and France (4.2%) and about nine times the figure for the UK. The Danes, in particular, are fond of organic rolled oats. Those alone have a market share of 52%, followed by carrots (42%), eggs (33%) and milk (32%). Revenues in 2017 soared a full 31% to the equivalent of 1.6 billion euro - for the first time also including online sales. That's in addition to a further 322 million euro in Danish organic exports of milk and milk products, eggs, meat products, fruit, vegetables and other products.

Poland: specialty retail is increasingly important

The Polish market for organic foods is growing, and consumers are looking for a broader range of products. Industry observers estimate the market there at roughly 250 million euro. Poland has a total of about 800 natural food specialty shops around the country. The biggest organic retailer among the specialists is Organic Farma Zdrowia, with 32 shops in 12 Polish cities. BioFamily is a new retail player in the market, opening three stores with more than 100 m² of sales floor space. Conventional retail is offering more and more organic products, and here retailers like Biedronka and Lidl are coming to play a bigger role. In 2017, Poland had 795 producers of organic foods and 15,740 organic farms.

Austria: the market belongs to conventional retailers

Austria is going through a steady momentum in demand for organic. According to the Austrian marketing agency AMA, sales of organic food products reached 1.8 billion euro in 2017. That's a 12% increase from 2016. Three-quarters of all organic products are sold by conventional food retailers, 18% by specialty retailers or directly at organic farms, and 6% by food services. Organic products account for 8.6% of all food retail sales. Austria has more than 23,000 organic farmers.

Switzerland: growth continues

Switzerland is also performing well, with sales of organic products up by 8% at 2.3 billion euro. Market share rose from 8.4 to 9%. According to the media office of Bio-Suisse, the market share leaders were eggs, at 27%, and vegetables, at 23%. The highest-revenue sellers were milk products and cheese. The number of organic operations grew to about 6,900 (Switzerland and Liechtenstein combined). Organically farmed land area grew to 14.4%.



ORGANIC PRODUCTS STILL ON GROWTH TRACK IN THE OLD COUNTRY, FOR A MARKET VALUE OF 33 BILLION DOLLARS. DENMARK TAKES LEAD, BUT ALL ECONOMIES SHOW A POSITIVE TREND.



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ITALY: MODERN RETAIL IS TAKING CENTER STAGE

SALES OF ORGANIC PRODUCTS INCREASED, LAST YEAR, IN ALL MAJOR CHAINS. THE RELEVANCE OF PRIVATE LABEL FOR BUSINESS PERFORMANCE IS FAST-GROWING TOO. A SURVEY FROM NOMISMA.

In 2018, sales of organic foods on the Italian territory surpassed the 3.5 billion euro threshold, posting an 8% increase over previous year. The rank of the 10 best-selling items includes eggs, rice cakes, non-dairy milk alternatives, fresh milk, semolina pasta, evo oil, whole yogurt, ready-to-eat vegetables and biscuits. This was highlighted by the research institute Nomisma during Marca 2019, the private label international trade show (Bologne, 16-17 January).

The survey was conducted through the analysis of data proceeding from the grocery retail channel, as well as data issued by specialty stores. The results

highlight that modern retail now accounts for around 45% of organic sales in food, registering a 14% growth rate, especially in supermarkets and hypermarkets, where organic is purchased for three main reasons: convenience (33%), value for money (13%), and product assortment (12%).

The study shows that private label has started playing a strategic role also for the organic sector: alone, it represents 41% of sales in modern retail (+11%).

Data provided also suggest an increase in the demand for organic due to ethic and environmental reasons: 52% of consumers purchasing organic foods are looking for health benefits or do

it following the suggestion of a doctor; 47% of respondents think that organic is a guarantee of safety and quality; 26% believe that by purchasing organic products they can safeguard the environment. Among the top drivers for purchase stand the Italian origin of raw materials (58%), the quality of ingredients (54%) and the production method (46%).

"These data confirm once again that organic is not just a trend, but a consumer attitude that is strengthening on a global scale," said Roberto Zanoni, president of AssoBio. "A phenomenon that is getting more and more widespread in Italy, Europe, and all over the world."

Il mercato del bio in Italia: la Gdo ruba la scena

Nel 2018, le vendite di biologico hanno superato i 3,5 miliardi di euro: l'8% in più rispetto all'anno precedente. Secondo quanto evidenziano i dati sul mercato italiano del bio rilevati da Nomisma, gli acquisti in Gdo rappresentano circa il 45% del totale, con un tasso di crescita del 14%. Lo studio mette inoltre in evidenza che anche in questo settore la marca del distributore (Mdd) costituisce ormai un vero e proprio brand, rappresentando da sola il 41% delle vendite in Gdo (+11%).



Preferred channels for purchasing organic

MAIN PURCHASING CHANNELS*

MODERN RETAIL (HY+S) 44%

SPECIALTY STORE 19%

*% based on organic users

PURCHASING DRIVERS FOR BUYING ORGANIC

MODER RETAIL (HY+S)

TOP 3 % based on people buying organic in modern retail

33% CONVENIENCE - I do the whole shopping in one store

13% VALUE FOR MONEY - Organic products are less expensive

12% PRODUCT ASSORTMENT - I find the products I need

SPECIALTY STORE

TOP 3 % based on people buying organic in specialty store

24% PRODUCT ASSORTMENT - I find the products I need

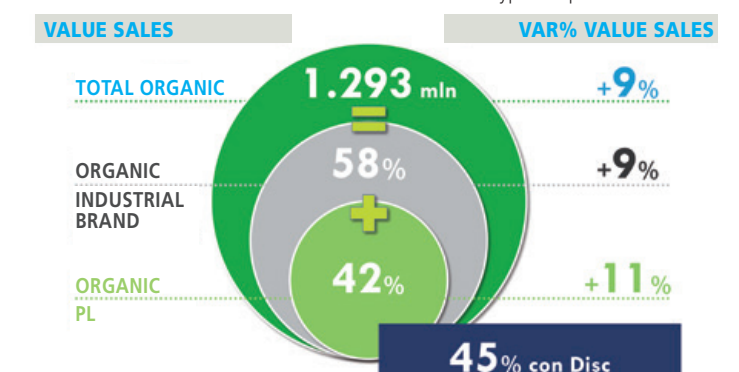
19% TRUST - I trust more the products they sell

15% QUALITY - Organic products are of superior quality

Source: Nomisma for Osservatorio Sana 2018

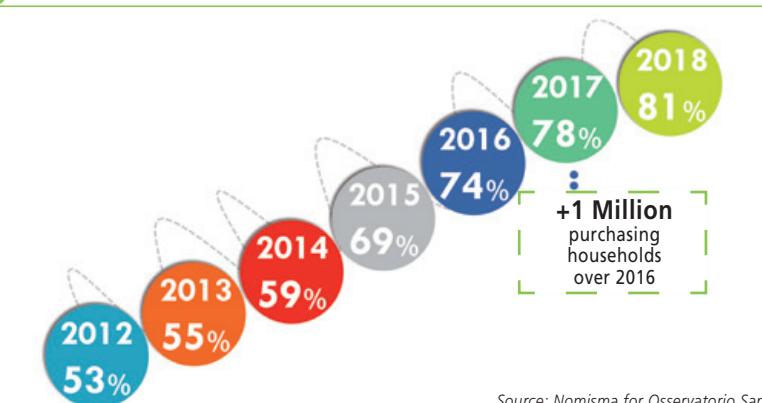
Private label in the organic market

Hyper+Super - Year end: Nov '18



Source: Nomisma on Nielsen Data, Year ending Nov 2018

Organic share on total food



Source: Nomisma for Osservatorio Sana 2018

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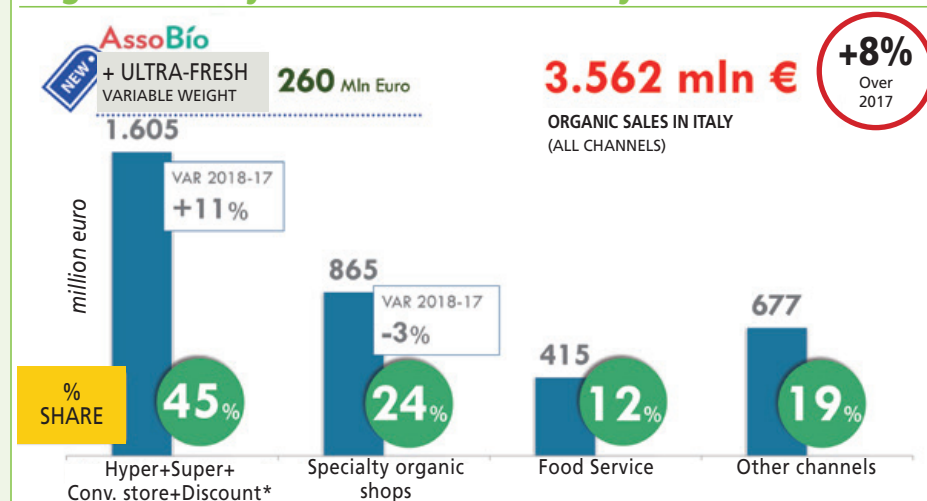
Alce Nero is a brand of more than a thousand organic farmers, and processors who have, since the 1970s, striven both within Italy and farther afield to produce delicious, healthy, and nourishing food that comes from agriculture that respects the land.



alcenero.com



Organic in Italy: sales broken dawn by channel 2018



*Nielsen Data - Month ending Nov 2018

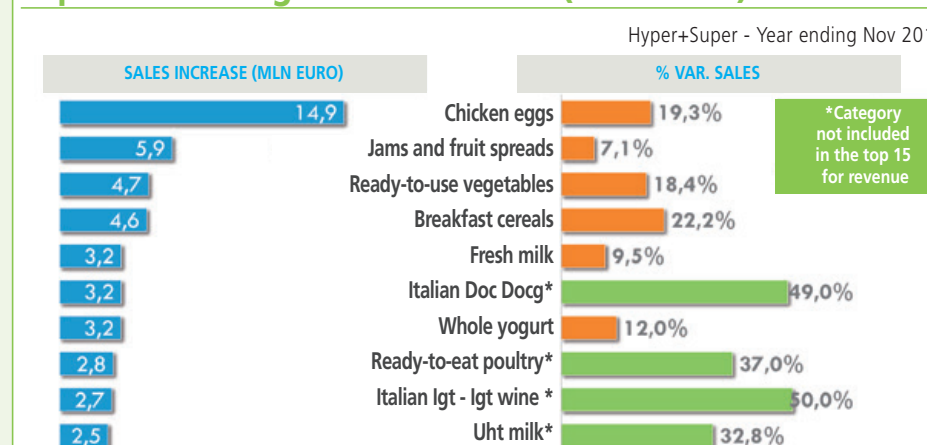
Source: Nomisma on Nielsen-AssoBriò Data

Weight of organic on the shopping of Italian consumers?



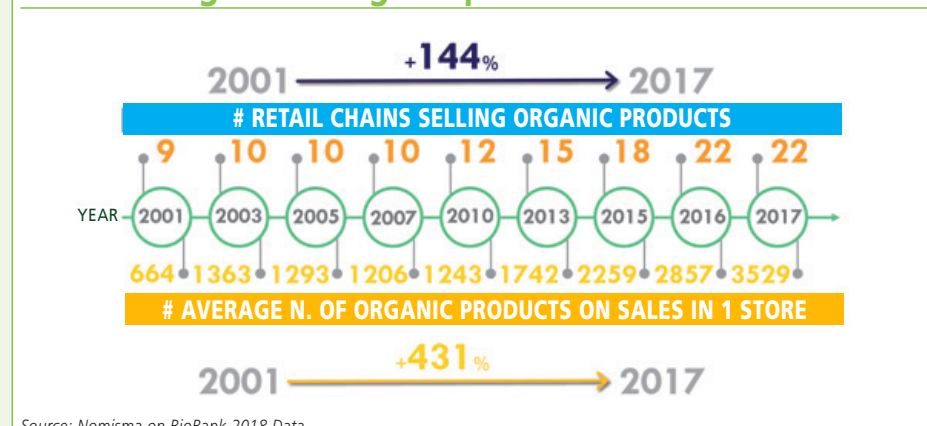
Source: Nomisma on Nielsen Data

Top 10 f&b categories in revenue (2018-2017)



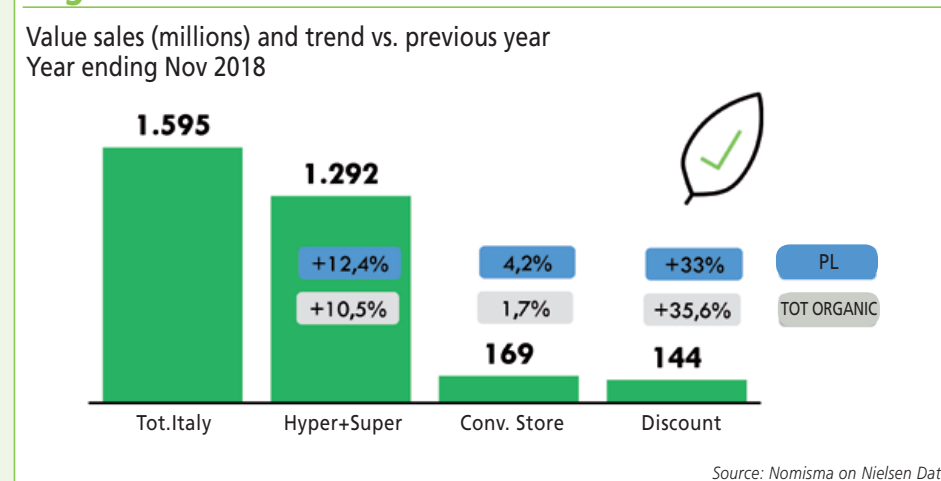
Source: Nomisma on Nielsen Data

Retail changes and organic products



Source: Nomisma on BioBank 2018 Data

Organic in modern retail



Source: Nomisma on Nielsen Data

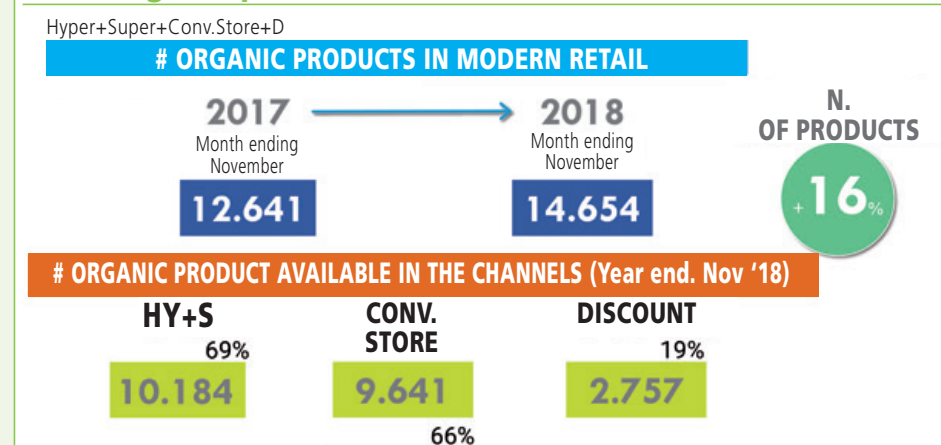
Sales and trends in major organic food categories

Hyper+Super - Year ending Nov 2018

Rank	Product	Value sales (mln euro)	Trend %	% Organic on the category
1	Chicken eggs	92,10	19,3	18,2
2	Jams and fruit spreads	89,03	7,1	37,6
3	breadsticks	65,25	2,0	30,1
4	Uht milk substitutes	41,46	-8,7	31,9
5	Fresh milk	37,31	9,5	7,7
6	Wholewheat semolina/spell/ kamut pasta	35,99	-2,9	49,0
7	Extra virgin olive oil	34,11	3,4	5,8
8	Whole yogurt	30,19	12,0	8,5
9	Ready-to-use vegetables	30,11	18,4	4,9
10	Cookies	28,12	2,7	3,3
11	Breakfast cereals	25,12	22,2	9,8
12	Dried fruit without shell	24,07	3,9	8,7
13	Lemons	23,31	0,9	16,8
14	Nectars and similar	19,68	6,7	12,7
15	Flours/mixtures	19,55	3,3	11,5

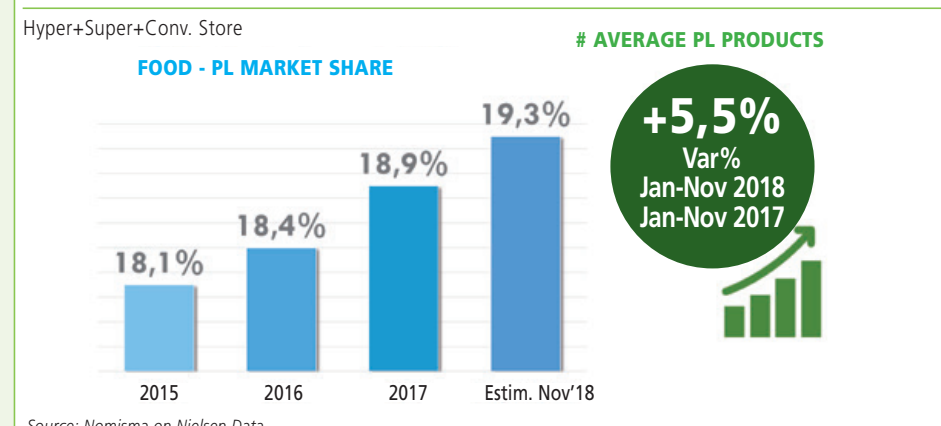
Source: Nomisma on Nielsen Data

N. of organic products



Source: Nomisma on Nielsen Data, Year ending Nov 2018

Private label in FMCG



Source: Nomisma on Nielsen Data

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