

THE ESSENCE OF ORGANIC POP CORN





YEAR 10 - N° 6 ● JULY 2022 MANAGING DIRECTOR: ANGELO FRIGERIO

organic edition

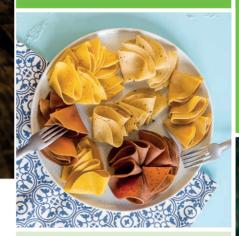


Zoom





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BLUE DIAMOND | CLASSIC | RUBY RED 100% ITALIAN CORN | OGM FREE | GLUTEN FREE

POP CORN

BIOFACTOR



POP CORN

BIOFACTOR

SENZA GLUTINE GLUTEN FREE

3 BAGS

3x90 g | 3x3,17 oz (

BIOFACTOR



3 BAGS

tirbo, by testi

by Angelo Frigerio

A 5-star crisis

The pandemic, the outbreak of war, a leap in inflation, the explosion in energy and logistics costs, and the breakdown of a number of international supply chains. These are the 5 risk factors that are currently challenging the Italian agri-food sector. One or two critical factors at a time seem hard to tackle, but five look like an insurmountable obstacle, capable of discouraging even the most optimistic entrepreneur. And yet, this is actually the case for around 1.2 billion Italian agri-food companies, as described by The European House – Ambrosetti on the past June, in Bormio, on the occasion of its Food & Beverage

If we take a closer look at these issues, we see that inflation reached its highest peak, in Italy, over the past 30 years, with severe consequences for Italian households - the cost of the grocery basket rose on average by 3 percentage points - and manufacturers: between April 2020 and April 2022, the price of wheat increased by +230%, that of corn by +130%. Beside the inflationary trend, another disrupting factor the Italian agri-food industry is the Russia-Ukraine conflict. Although the total value of imports from the two countries stands at just 2%, they have a strategic role for the supply of certain raw materials. Namely, 63% of Italian imports of sunflower seed oil

come from Ukraine, 30.4% of seeds come from these two countries, as well as 26.6% of corn and 15% of urea. Because if the Italian agri-food sector is so vulnerable to external shocks, it also depends on its strong dependence on foreign supply chains for raw materials that are crucial to its survival.

"A perfect storm", as Ambrosetti called it, that casts its shade on the Italian agri-food industry's many accomplishments. With 65 billion euro of value added in 2021, the sector is 1st in Italy for contribution to the GDP, it generates a total turnover of 204.5 billion euro, where 50.1 come from exports (up 10.8% in 2021 over 2020), and with a positive trade balance of 3.3 billions.

Italy is also the 1st country in the world for the number of national restaurants in the largest metropolitan areas (Hong Kong, Tokyo, New York, Los Angeles, Beijing, Melbourne, Buenos Aires), the 1st producer and the 2nd major exporter of wine (21.2%), the 1st exporter of peeled tomatoes (78.4%) and the 2nd of apples (12.7%). Italy is also the 1st food and wine destination in the world: 14% of foreign tourism is prompted by culinary reasons.

And then, in this stormy sea, we need to hold the ship's wheel firmly and straight. We are going in the right direction. The storm will pass.

Una crisi a 5 stelle

fattori di rischio che mettono in difficol- è il conflitto Russia-Ucraina. tà, giorno dopo giorno, il nostro settore Sebbene il valore totale delle importa- plus pari a 3,3 miliardi di euro. agroalimentare. Una o due criticità da ge- zioni dai due Paesi sia attesti solo al 2% Siamo poi il 1° Paese al mondo per pretante. Cinque tutte insieme assumono le ruolo strategico per la fornitura di alcu- metropoli mondiali (Hong Kong, Tokyo, sembianze di una montagna invalicabile, ne materie prime fondamentali: il 63% NewYork, Los Angeles, Pechino, Melcapace di far vacillare anche il più otti- dell'import di olio di girasole deriva dall'U- bourne, Buenos Aires), il 1° produttore mista degli imprenditori. Eppure è questo craina, il 30,4% di semi proviene dai due ed esportatore mondiale di pasta (il 25% il contesto in cui 1,2 milioni di imprese Paesi, così come il 26,6% del mais e il della pasta consumata al mondo è Made italiane si trovano a operare, come rac- 15% di urea. Perché se la filiera agroa- in Italy), il 1° produttore e il 2° maggiore contato da The European House - Am- limentare italiana è così vulnerabile agli esportatore di vino (21,2%), il 1° esportabrosetti nel corso del Forum Food & Be- shock esterni, questo dipende in buona tore al mondo di pomodori pelati (78,4%) verage che si è tenuto a Bormio lo scorso parte anche della sua forte dipendenza e il 2° di mele (12,7%). L'Italia è anche la

Se guardiamo a queste criticità un po' giche al suo sostentamento.

stire contemporaneamente sembrano già circa del totale, questi ultimi hanno un senza di ristoranti nazionali nelle principali da filiere estere per materie prime strate- 1° destinazione enogastronomica al mon-

più da vicino, scopriamo che l'inflazione "Una tempesta perfetta", come l'ha defi-cibo e vino, il 14% dei nostri turisti. ha toccato, in Italia, il picco più alto degli nita Ambrosetti, che mette in ombra i tanti E quindi, in questo oceano in burrasca, ultimi 30 anni. Con gravi ricadute sia sul traguardi già raggiunti dalle aziende ita- bisogna più che mai tenere ben saldo e consumatore finale - il cui carrello della liane del settore. La filiera agroalimentare dritto il timone della nave. La direzione è spesa costa in media il 3% in più - sia è la prima per contributo al Pil nazionale. quella giusta. La tempesta, prima o poi, sull'industria di produzione. Il paragone Con 65 miliardi di euro di valore aggiun- passerà.

La pandemia, la guerra, l'inflazione, l'e- tra aprile 2021 e aprile 2022 mostra che to, genera un fatturato di 204,5 miliardi di splosione dei costi energetici e logistici, il prezzo del grano è cresciuto del 230%, euro, di cui 50,1 miliardi provenienti dalle l'interruzione di alcune grandi filiere di ap- quello del mais del 130%. Insieme alla esportazioni (nel 2021 la crescita è staprovvigionamento. Sono cinque i grandi crisi inflattiva, l'altro fattore di disruption ta del 10,8% sul 2020), permettendo alla bilancia commerciale di registrare un sur-

do: vengono dall'estero, in cerca di buon



NEWS





In 2021 the UK organic market hit the 3-billion-pound mark (3.5 billion euro), thus growing 23% compared to 2019. This is what emerges from the data illustrated in the report 'Organic farming | tion Center from 8th to 11th September 2022. The trade show statistics United Kingdom 2021', issued by DEFRA (Department \mid will put on display an ever growing industry. As a matter of fact, for environment food&rural affairs). Last year, the areas under or- | in 2021 (year ending in July) the organic agri-food segment's ganic farming increased by 3.6% as well, for a total of 507,000 | sales were worth almost 4.6 hectares. This has been mainly determined by a 34% increase of | million euro in the Italian marthe land converted to organic agriculture compared to 2020. Thus | ket. Exports, instead, increafar, the fields under organic farming account for 2.9% of the total agricultural land area in the UK. In 2021, growers and processors registered with the approved organic control bodies in the UK amounted to almost 6,000.

Regno Unito: mercato bio oltre i 3 miliardi di sterline

Nel 2021, il mercato biologico del Regno Unito ha superato i 3 miliardi di sterline (circa 3,5 miliardi di euro), registrando una crescita del 23% rispetto al 2019. È quanto emerge dai dati presentati nel report 'Organic farming statistics United Kingdom 2021', rilasciato da Defra (Department for environment food&rural affairs). Anche le superfici coltivate con metodo biologico sono aumentate del 3,6% lo scorso anno, occupando 507mila ettari. Questo è stato determinato principalmente da un incremento del 34% dell'area in conversione a terreno bio rispetto al 2020. Ad oggi, la superficie coltivata con metodo biologico rappresenta il 2,9% della superficie totale delle aziende agricole del Regno Unito. Nel 2021, i produttori e i trasformatori registrati presso gli organismi di certificazione biologica in Uk erano quasi 6mila.

ABAFOODS COMPLETES THE EXPANSION OF ITS PRODUCTION PLANT IN THE VENETO REGION

Abafoods, company of the French group Ecotone specialized in the production of organic food. has recently completed the expansion of its production site in Badia Polesine, in the | risalto un comparto in continua crescita. L'agroalimentare province of Rovigo (Veneto region). This operation, for which over 20 million euro have been | bio, infatti, nel 2021 (anno terminante a luglio) ha raggiuninvested, has provided the plant with 4.0 technologies. The firm, certified B-Corp since 2018, has implemented solutions and technologies which can minimize the environmental impact, ensuring the highest quality and sustainability standards. Among them, the use of packaging made of cardboard, coming from responsibly managed forests, and a cogeneration plant, which allows the company to recover energy from production processes. "The Italian site is a | il mondo agroalimentare biologico e naturale; Green Lifepillar of strategic importance for the growth of the group and the expansion of our variety of | style, I'area incentrata su diversi settori merceologici che si organic products and vegetal drinks," says Christophe Barnouin, the CEO of Ecotone. Thanks to the introduction of a fifth line, today Abafoods has a production capacity of over 120 million | etico; Sanatech, il salone rivolto alla filiera agroalimentare, liters of vegetal drinks per year, manufactured in Italy and distributed under their own and third-party brands across international markets.

Abafoods, completato l'ampliamento del sito di Badia Polesine (Ro)

Abafoods, società del gruppo francese Ecotone specializzata nella produzione di alimenti biologici, ha recentemente completato l'ampliamento del proprio sito di Badia Polesine, in provincia di Rovigo. L'operazione, che ha visto l'investimento di oltre 20 milioni di euro, ha dotato lo stabilimento di tecnologie 4.0. L'azienda, certificata B-Corp dal 2018, spiega di aver implementato soluzioni e tecnologie in grado di minimizzare l'impatto sull'ambiente, garantendo i più alti standard di qualità e sostenibilità. Tra queste, l'utilizzo per il confezionamento di cartoni provenienti da foreste gestite in modo responsabile, e un impianto di cogenerazione, per recuperare energia dai processi produttivi. "Il sito italiano rappresenta un pilastro di importanza strategica per la crescita del gruppo e per continuare il percorso di affermazione nella produzione di alimenti biologici e bevande vegetali", afferma Christophe Barnouin, Ceo di Ecotone. Grazie all'introduzione di una quinta linea, Abafoods dispone oggi di una capacità produttiva di oltre 120 milioni di litri di bevande vegetali per anno, ottenute in Italia e distribuite a marchio proprio e di terzi sul mercato internazionale.

ANTONIO BRUZZONE (BOLOGNAFIERE'S GM): "IN 2024 WE WILL TAKE ITALIAN ORGANIC WINE TO LOS ANGELES"

In 2024 BolognaFiere will fly to the USA, claims Antonio Bruzzone, the general director: "In 2021 we invested a lot in organic wine, launching the first edition of Slow Wine Fair. A second edition will follow next year once again in Bologna with a new international rendezvous: the Natural Products Expo West in Los Angeles, where we will be present in 2024."

Antonio Bruzzone (BolognaFiere): "Nel 2024,

porteremo il vino biologico italiano a Los Angeles"

Nel 2024 BolognaFiere volerà negli Stati Uniti. Lo conferma il direttore generale, Antonio Bruzzone: "Nel 2021 abbiamo investito molto sul vino biologico lanciando la prima edizione di Slow Wine Fair. Seguirà una seconda edizione l'anno prossimo sempre a Bologna, con un nuovo appuntamento internazionale: la Fiera Natural Products Expo West di Los Angeles dove andremo nel 2024".

SANA 2022: FROM 8TH TO 11TH SEPTEMBER ON SHOW AT BOLOGNAFIERE

The 34th edition of Sana, the international exhibition of Organic and natural products, will take place at the Bologna Exhibi-

sed by 11% on the same period in 2020, reaching almost 3 million euro. There will be four protagonists on display at Sana: Organic food, a space dedicated to the entire organic and natural agri-food products; Green Lifestyle, designated for an ecological, healthy, responsible and ethical lifestyle; Sanatech, the profes-



sional exhibition dedicated to the agri-food, livestock, organic and eco-sustainable welfare supply chain, with multiple product categories; and lastly the Care&Beauty area, the reference point for the world of certified and natural cosmetics, and all those products dedicated to wellness.

Sana 2022: dall'8 all'11 settembre a BolognaFiere

La 34esima edizione di Sana, il salone internazionale del biologico e del naturale, si terrà nel quartiere fieristico bolognese dall'8 all'11 settembre 2022. La fiera metterà in to quasi 4,6 milioni di euro di vendite sul mercato italiano. Con l'export ha registrato un +11% sul periodo precedente, raggiungendo quasi i 3 milioni di euro. Saranno quattro le realtà protagoniste in fiera: Organic food, dedicato a tutto ispirano a uno stile di vita ecologico, sano, responsabile ed zootecnica e del benessere biologico ed ecosostenibile di diverse categorie; e lo spazio Care&Beauty, punto di riferimento per il mondo della cosmesi certificata e naturale, e di tutti i prodotti dedicati al benessere della persona.

ITALIAN

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ITALIAN ORGANIC SALES CONTINUE TO GROW LED BY E-COMMERCE

The growth of the organic market in Italy continues. Last year it reached 7.5 billion euro (exports included), thus earning a key role on the international market. In 2019, in Europe, Italy ranked 1st in terms of exports (2.4 billion euro) and processing companies (21,419), 2nd as far as producers (70,540), 3rd in terms of retail sales (3.6 billion euro) and areas (1.99 million hectares). These figures are illustrated by the 15th edition of the Bio Bank report, which provides an overview of 3,700 organic businesses which were surveyed in 2020. Nonetheless, the organic businesses of the three monitored segments (e-commerce, restaurants, shops) have grown unevenly between 2016 and 2020, thus realizing an overall increase of only 4.6%. They were 2,265 in 2016, and they grew to 2,370 in 2020. More specifically, e-commerce websites dedicated to organic products once again ranked first. The latter have grown at a double-digit rate (+67.8%). This trend was further triggered by the pandemic.

Continua la crescita del biologico in Italia, trainata dalle vendite e-commerce

In Italia continua la crescita del mercato biologico. Che lo scorso anno ha raggiunto i 7,5 miliardi di euro (export compreso), guadagnandosi un ruolo chiave nel panorama internazionale. Nel 2019, in Europa l'Italia si trovava al primo posto per export (2.4 miliardi di euro) e aziende di trasformazione (21.419), al secondo per produttori agricoli (70.540), al terzo per vendite al dettaglio (3,6 miliardi di euro) e superfici (1,99 milioni di ettari). Questo quanto emerge dalla 15esima edizione del rapporto Bio Bank, che fornisce una fotografia di 3.700 attività biologiche censite nel 2020. Nell'arco di tempo tra 2016 e 2020, però, le attività bio dei tre canali monitorati (e-commerce, ristoranti, negozi) sono cresciute in modo differente, mettendo a segno in totale un incremento solo del 4,6%. Erano 2.265 nel 2016, e sono cresciute a 2.370 nel 2020. Più nello specifico, al primo posto si confermano i siti di e-commerce di alimenti bio. I quali hanno realizzato una crescita a doppia cifra pari al +67,8%. Un trend ulteriormente ampliato dalla pandemia.

LAUNCH OF THE NEW PROJECT BIOREST TO SUPPORT ORGANIC AGRICULTURE IN TUNISIA

At the end of May, the Ministry of Agriculture, Water resources and Fisheries alongside the Food and Agriculture Organization of the United Nations (FAO) signed an agreement for the project to support the development of a sustainable and resilient organic agriculture in a context of climate change in Tunisia, titled Biorest. A steering committee will be established under this agreement, made up of representatives of the Ministry, FAO, the Swiss Agency and of the EU. The aim of the project is to develop organic agriculture and safeguard agricultural systems from climate change, but also to create jobs for the rural population. Moreover, the project aims to establish good practices as far as organic farming is concerned, particularly in the cereal, oil and dairy sectors, as well as ensure food security in Tunisia.

Tunisia: al via il progetto Biorest a sostegno dell'agricoltura bio

A fine maggio, il ministero dell'Agricoltura, delle Risorse Idriche e della Pesca e l'Organizzazione delle Nazioni Unite per l'alimentazione e l'agricoltura (Fao) hanno sottoscritto un accordo per il progetto di sostegno allo sviluppo di un'agricoltura biologica sostenibile e resiliente in un contesto di cambiamento climatico in Tunisia dal titolo Biorest. Sulla base di tale accordo verrà istituito un comitato direttivo composto da rappresentanti del ministero, della Fao, della cooperazione svizzera e dell'Unione europea. Il fine del progetto è sviluppare l'agricoltura bio e salvaguardare i sistemi agricoli dai cambiamenti climatici, ma anche la creazione di occupazione per la popolazione rurale. Il progetto mira anche a stabilire buone pratiche per l'agricoltura biologica, in particolare nel comparto cerealicolo, oleario e lattiero, oltre che garantire la sicurezza alimentare in Tunisia.



PLANT-BASED DELI SLICES

www.lefamigliedelgusto.com

FelsineoVeg: Italian quality and flavour

Organic and plant-based yet full of taste. The Benefit Corporation member of the network Le Famiglie del Gusto showcases the innovations of the Good&Green range. The latest sustainable projects and international consumers' requests. Interview with Costanza Manzini, export manager.

The sharp ability to grasp the ever-changing consumer requests, alongside the strive to supply meat alternatives to the Italian traditional deli slices without sacrificing flavour have prompted Felsineo Group - a to founding FelsineoVeg S.r.l. Società Benefit in 2016. Headquartered in Zola Predosa (Bologna), the company is a landmark in plant-based deli slices, providing the so called 'flexitarians' with a wide range of organic and veggie delicacies, produced in its dedicated facility.

We talked about it all and more with Costanza Manzini, export manager of Le Famiglie del Gusto, the network which embraces Italian deli-meat producers Felsineo, Coati, Bordoni, San Michele, and plant-based deli producer FelsineoVeg, founded in 2017 with the main objective of strengthening these companies' presence on international markets.

First of all, how is FelsineoVeg's range com-

Our plant-based range is quite varied. More in detail, the Good&Green line of veggie and organic deli slices is rich in proteins and low in fat. Rich in flavours – among them the Classic, Fairtrade Pepper, Lupin and Carpaccio flavoured options – the deli slices are all produced using the Mopur process.

That is?

PEPPER

Mopur is a production process combined with an exclusive recipe that requires the use of sourdough, as well as organic cereal and legume flours, which provide a distinctive aroma and a unique texture. Furthermore, through the innovative process we are able to preserve the integrity of the ingredients, also thanks to the natural fermentation triggered by sourdou-

gh and hot water cooking. Have you recently launched any new organic products?

The Mopur with Fairtrade Pepper is actually a novelty. It allows Fairtrade-pepper producers to access new market opportunities, supporting them in setting up social and environmental projects for the benefit of their communities. Moreover, this specific product offers blockchain technology to ensure maximum transparency of the entire production chain.

How does it work?

By scanning the QR code and adding the batch number on the packaging's back label, the consumer can discover the story of the product: from the raw materials' selection, through the processing to the

Sustainability and transparency are indeed high on the company's agenda, so much so that it became a Benefit Corporation in 2021.

Both Felsineo and FelsineoVeg are Benefit Corporareference for Mortadella in Italy and around the world - tions from 17th December 2021. This status is the result of the efforts made as far as social and environmental sustainability issues are concerned. Efforts that have been and are still declined in a variety of segments: from supply chain transparency, through ensuring the safety and well-being of our employees and the community, to guaranteeing the lowest environmental impact possible.

Speaking of global markets, are they a big part

They are indeed. Overall, Le Famiglie del Gusto recorded a 20% increase in 2021, scaling to a 260-millioneuro turnover. And our business is expected to grow even further in 2022, by the end of the year the network will be worth 300 million euro. Out of this figure, exports accounted for over 40 million euro in 2021

And where are they mainly directed?

Europe is the main destination market for our products. But we also have many customers in the UK, Chile, South Africa, New Zealand, the Middle East, Canada and the USA. Over the last months we have been focusing especially on the latter two by setting up a variety of projects. Furthermore, we are very proud since all the companies of the network are listed with

What about the requests coming from international customers?

Apart from an ever-growing demand for assortment and healthiness of our ranges, our international customers have been showing particular interest towards sustainability, which we consider very important. As a matter of fact, we have been investing heavily in R&D in order to design sustainable paper packaging coming from responsibly managed forests.



Le Famiglie del Gusto

With 10 production sites and 360 employees total, Le Famiglie del Gusto is a landmark of Italian deli meats. The foundation dates back to 2017, when three leading Italian cured-meat companies - Verona-based Coati, Felsineo in Bologna and San Michele, headquartered close to Crema with production factories in Langhirano (Parma) – established a network in order to strengthen their presence on international markets. And in January 2022, it grew even further with the addition of Bordoni (Valtellina, Lombardy). All four companies are family-run and boast an over 50-year experience in curedmeat production. Felsineo Group also added in the last years a meat-alternative offer, with the company FelsineoVeg, fully dedicated to plant-based products.

FelsineoVeg: qualità e gusto tutti italiani

Biologici e 100% vegetali, ma al contempo gustosi e versatili. Sono i salumi della linea Good&Green firmata FelsineoVeg. La società membro della rete d'impresa Le Famiglie del Gusto rivela gli ultimi investimenti in materia di sostenibilità, le preferenze dei consumatori internazionali e i nuovi lanci di prodotto ideali per una dieta flexitariana. La parola a Costanza Manzini, export manager de Le Famiglie del Gusto.





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SCENARIO



turns. The United States, for example, witnessed the election of Joe Biden as world trade and oil prices. Of course, vid-19 pandemic, which did not give gical transition. us a break at any time. And how could 2022 not have us face new challen- Bank Report, as a matter of fact, ges? Amidst health, economic, envi- take a snapshot of the tireless deveronmental and social emergencies, lopment of this sector: the world is a great battle has been waged on a slowly adopting a more responsible

2021 has certainly left us with a the war in Ukraine which, in addition complicated year full of twists and to pain and destruction, has caused increasing difficulties in the purchase of raw materials. If we then add to this the new president. While pro-Trump the drought emergency that is leading protesters decided to 'take a trip' to towards water rationing in Italy, the the Capitol by storming it. Then, it plagues seem endless. All in all, it is was the turn of the mega cargo ship not a bright scenario that opens up stranded in the Suez Canal blocking it to many questions about the future of for days with major consequences on the agri-food sector. In spite of all this, the organic industry looks ahead and all this was accompanied by the Co-continues its race towards the ecolo-

The data collected in the latest Bio global scale, which now clashes with approach, paying more attention to

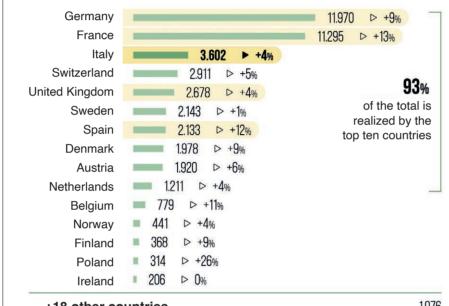
Leading countries in the organic sector in Europe and in the world (2019)

	Europe	World
Retail sales (million euro)	Germany 11,970 France 11,295 Italy 3,602	Usa 44,721 Germany 11,970 France 11,295
Per-capita consumption (euro/year)	Denmark 344 Switzerland 338 Luxembourg 264	
Organic sales share (%)	Denmark 12% Switzerland 10% Austria, Sweden 9%	
Export (million euro)	Italy 2,245 Spain 890 France 826	
Farmers (number)	Turkey 74,545 Italy 70,540 France 47,196	
Processors (number)	Italy 21,419 France 19,311 Germany 16,162	
Surface areas (millions hectares)	Spain 2.35 France 2.24 Italy 1.99	Australia 35.69 Argentine 3.67 Spain 2.35
Organic share out of cultivated agricultural area (%)	Liechtenstein 41% Austria 26% Estonia 22%	Liechtenstein 41% Austria 26% São Tomé e P. 25%

Bio Bank elaborations based on data from Fibl-Ifoam, Nomisma, Sinab Bio Bank 2021 Report

Retail sales – Europe 2019

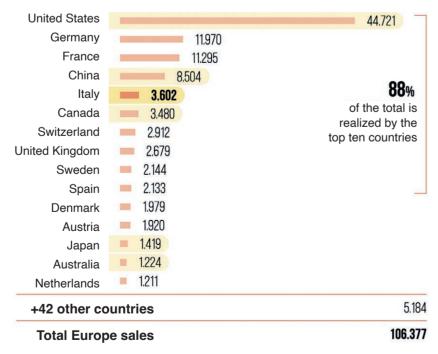
Organic food retail sales in Europe, in millions of euro, compared with 2018



+18 other countries	1.076
Total Europe sales	45.025
Of which EU	41.429

Retail sales - World 2019

Organic food retail sales worldwide, in millions of euro



Bio Bank elaborations based on data from Fibl-Ifoam, Nomisma, Sinab Bio Bank 2021 Report

Un mondo sempre più bio

Il rapporto Bio Bank 2021 scatta una fotografia del settore. Che oggi vale 106,4 miliardi di euro. E cresce soprattutto grazie alla maggiore consapevolezza delle persone per il benessere umano e ambientale

In a year full of challenges, the organic sector has not given up. People have developed a greater consciousness towards human and environmental well-being. The result is a 139% growth, for a value of 106.4 billion euro. Analyses and statistics of the global organic food market according to Bio Bank's data.

organic edition

being, driving further growth in the development an total of nearly 82,000. of these sectors. This is also why the European 2030, compared to 8% in 2019.

Within the organic sector

the global organic food market reached 106.4 bil- Germany ranks first with 12 billion euro, followed lion euro in 2019, more than double if compared by France with 11.3. Italy ranks 3rd with 3.6 bil- International, in the 2010-2020 timeframe, Demeto 2010 (44.5 billion euro), recording a growth of lion euro, the United Kingdom at 2.7 and Spain at ter-certified companies in the whole world increa-139%. While in Europe, considering the 47-count- 2.1. The top 10 countries total 93% of sales. Per sed from 4,583 to 6,429 (+40%) and areas grew ry geographic area, sales exceeded 45 billion euro capita consumption, on the other hand, is led by from 140,000 to 221,000 hectares (+57%).

global context, people have developed a greater billion euro. Another Italian record, a figure closely

In other words, one in four European processors Union aims to halve pesticide use, reduce fertilizer operates in Italy. They are the driving force behind use by 20%, and triple organic areas to 25% by organic Made in Italy, so sought after and appreciated across international markets. France has more than 19,000, Germany over 16,000, Spain only 5,000, and the United Kingdom just 2,500. Data from this new study, referring to 2019, says Speaking of retail sales in the domestic market,

waste and preferring healthy and local products in in 2019. Within Europe, Italy is in the first place Denmark with 344 euro, while France and Gerfavor of the environmental and social sustainabili- for exports, with a turnover of 2.4 billion euro. It many are 173 and 144 euro, respectively. In Italy ty of the planet. In the past two years, due to the is followed by Spain and France with 0.9 and 0.8 it is around 59 euro. In short, within the organic sector, all indicators are growing, with the excepconsciousness towards the connection and reci-related to exports, is the number of processing tion of the rate of specialty store openings which, procity between human and environmental well- companies, more than 21,000 out of the Europe- partly as a result of the two-year pandemic, have lost ground to e-commerce.

The Demeter certification

Today, most conventional companies that have diversified into organic are switching to biodynamic for a further quality leap. The Demeter certification, indeed, are in great demand on international markets where biodynamic products are the spearhead of organic. According to Demeter



The hidden (and no-so-hidden) costs of Italian Sounding

Italian food & beverage exports finally reached, and exceeded, the 50 billion euro threshold in 2021, making a historical record which is, nevertheless, obscured at least in part by the thought of how it could be if relieved by some heavy burdens. First and foremost, the well-known, yet poorly quantified (at least so far), Italian Sounding branding phenomenon. We are not talking about illegal, counterfeited products, but of products that - even if marketed in accordance with labeling regulations - use the names, geographical references, pictures, color schemes and trademarks that evoke Italy on the labels and packaging of agri-food products that are typical of the Italian tradition, but are not made in Italy.

Now, a scientific report published by The European House - Ambrosetti in collaboration with Assocamerestero, and presented during the sixth Food & Beverage Forum held in Bormio in June (17-18), sheds some light on the real extent of this phenomenon worldwide. What emerges is ry, thereby obtaining a high statistical that, if Italian Sounding didn't exists, Italian f&b exports would be probably worth twice as much as they are worth today, that is to say 100 billion

How the survey was

The European House - Ambrosetti has made a first attempt at reconstructing the phenomenon 'from the Italy for which the component of the because they are cheaper. Italian Sounding brand name is hi- From the analysis of the first coef- 130 billion euro by eliminating Italian Italian f&b companies, the communivirgin olive oil, balsamic vinegar, ra- share of 61.0%, and balsamic vine- to take into consideration the coef- stakeholders along the supply chain.



gout, pesto and prosecco. Their exports, in the 10 countries considered in the report, account for about 13% of total Italian f&b exports. The sampling, explains the document, polled an average market share of 46% of the food retail sector for each countrepresentativity of the dynamics of the countries surveyed.

Japan the most 'misleaded'. Ragouts the most imitated

The research based on two coefficients to define the discrepancy between the products typical of the Italian diet that originated in Italy and those that originated in other countries: the first calculates the presence of each geographical area to the rebottom', starting from the shelves of of Italian Sounding products on in- levant Italian agri-food export value, the international supermarket chains, ternational shelves; the second di- the phenomenon of Italian Sounding the distinctive values of Made in Italy with a survey directed act 250 retai-scounts the 'price effect' difference, brands in the world is worth 79.2 agri-food production by foreign conlers, carried out in March 2022. The stripping the estimation of those fo- billions. By adding this result to the sumers, the barriers to access cersurvey involved 10 countries and 11 reign consumers who knowingly cho-current national export total of 50.1 tain markets, the limited international agrif-ood products typically Made in ose Italian Sounding products only billions, the export potential of the projection and specific awareness of

storically more widespread. The 10 ficient, Italian Sounding branding is Sounding brands. countries - that together account for most widespread in Japan, where 58% of Italian f&b exports, worth 29 as many as 70.9% of products are billion euro - were the United States, non-authentic, in Brazil with a share Canada, Brazil, the United Kingdom, of 70.5%, and Germany, with a sha-Germany, France, the Netherlands, re of 67.9%. Examining the product strength' is definitely the cheaper European House – Ambrosetti has China, Japan and Australia; the 11 clusters, Italian Sounding brands are cost. To address the problem in the drawn up a 'Manifesto to combat Itaproducts were Parmesan cheese, most widespread among ragouts, best way and define additional key lian Sounding branding', with 8 guigorgonzola, prosciutto, salami, du- with up to 61,4% of non-authentic factors, the method used by The delines that break down into 27 pracrum wheat pasta, frozen pizza, extra products, Parmesan cheese, with a European House – Ambrosetti was tical actions to be undertaken by the

"Applying the coefficient to the model for every country analyzed and each typical Italian product", the report highlights, "it can be seen that the problem of Italian Sounding brand names for this analysis cluster amounts to 10.4 billion euro. This value weighs 58% more than Italian exports of the same 11 products in the 10 Countries (6.6 billions)."

The function of the multiplier allowed to translate into a total impact at the international level the value of Italian Sounding brands, which was previously limited to a small (though highly significant) cluster of products

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It comes before the certification

Italian Sounding's major 'point of

ficient of 'discount' which takes account of the price effect on consumer choices. From the analysis of the results of the survey of retailers it can be seen that more than 3 consumers out of 10 base their purchase decision for typical Italian products on the reduced price and not on any real desire for certified Italian-ness.

In this case, the phenomenon would amount to 6.8 billion euro in the cluster of reference, 3% more than the relative value of Italian agrifood exports. By reparametrizing the model of the entire Italian agri-food export business in the world, the report quantified the impact of Italian Sounding branding stripped of the price effect as 51.6 billion.

This refinement of method makes it possible to establish the potential value linked to Italian Sounding brands that is more easily 'recoverable' in the medium term, by working on the awareness of those consumers who are really deceived by the fictitious indications about the products. If this aspect could be eliminated, the potential for Italian agri-food exports would exceed 100 billion euro, more than double the current value.

What can be done?

At the present time, as The European House - Ambrosetti explains, the problem of Italian Sounding products is worsened by a series of obstacles and countries. Applying the multiplier that even risk to further increase its diffusion. Just to mention some: the lack of knowledge and awareness of Italian agri-food industry would reach the reference markets by many small cation gaps between Italian producers and foreign consumers, and of course the downward competition on prices of Italian Sounding products.

To address these obstacles, The

I costi nascosti (e non) dell'Italian sounding

Nel mondo, i prodotti alimentari italiani 'fake' valgono quasi 80 miliardi di euro. A fronte di un valore dell'export di autentico made in Italy pari a 'solo' 50. Delle dimensioni di questo fenomeno e delle possibili risoluzioni si è parlato al sesto Forum Food & Beverage di The European House - Ambrosetti

'Fake' Italian products

generate a turnover of about

world. While authentic Italian

f&b exports are worth 'only' 50 billion. This long-lasting

and widespread phenomenon was a main theme at the sixth

80 billion euro around the

Food & Beverage Forum

by The European

House - Ambrosetti.

Italian Sounding branding consists of the use of names, geographical references, pictures, color schemes and trademarks that evoke Italy on labels and packaging

More than 3 consumers out of 10 base their purchase decision for typical Italian products on the reduced price and not on any real desire for certified Italianness

At the present time, Sounding products is worsened by a series of obstacles that not only make it impossible to overcome, but risk

the problem of Italian increasing it further

BIOFACH2022 Come and visit us 26th-29th July 2022 / Nuremberg VANINI SINGLE ORIGIN 6 organic chocolate bars, made with an incredible and unique Uganda cocoa from Bundibugyo cooperatives, where ICAM founded a company to support the cultivation and harvesting process of cocoa. Uganda organic bars respect Nature at 360°: they are born with an industrially compostable Passion for taste, love for the planet! wrapping made up of 80% renewable raw materials.

www.vaninicioccolato.co

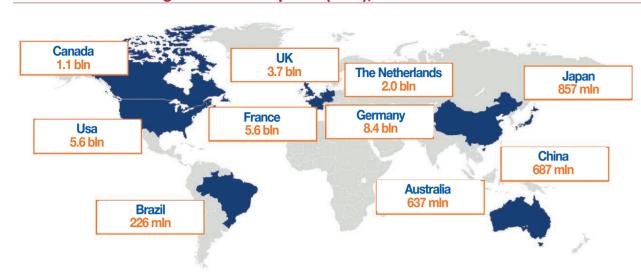
ZOOM

The Italian Food Magazine - Buyer's Guide

PRODUCT SHOWCASE

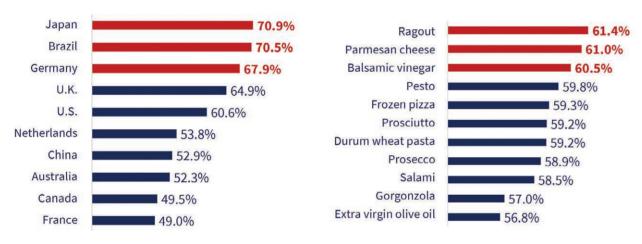
www.biofach.de

Value of Italian agri-food exports in the countries where Italian Souding is more widespread (euro), 2021



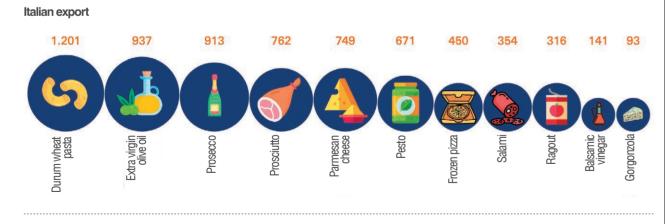
Source: The European House - Ambrosetti elaboration on Istat data, 2022

Average percentage of Italian Sounding products on international grocery shelves by country and by product (% of total), 2022



Source: results of the survey of international retailers carried out by The European House - Ambrosetti, 2022

Italian export vs. Italian Sounding for the 11 typical Italian products considered in the 10 countries where Italian Souding is more widespread (mln euro), 2021





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Source: The European House – Ambrosetti and Istat data, 2022

Italian Sounding branding is most widespread in...

% of non-authentic products



JAPAN 70.9%



70.5%

BRAZIL



Italian Sounding brands are most widespread among...

% of non-authentic products

RAGOUTS 61.4%

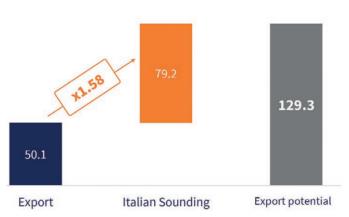
PARMESAN CHEESE

61.0%

BALSAMIC VINEGAR 60.5%



Value of the Italian Sounding branding and Italian agri-food export potential combined (billion euro) 2021



Source: results of the survey of international retailers carried out by The European House - Ambrosetti, 2022

light at Biofach and Vivaness. They will take place as a one-off summer edition. In the following pages, an overview of the new products presented by the Italian companies for the occasion.

Organic doesn't go

Everything's ready for Biofach and Vivaness 2022. The gathering of the international organic food and natural and organic personal care community is taking place as a 'summer edition' from July 26th to 29th in Nuremberg. In fact, it was postponed due to the pandemic, on a one-off basis, to meet multiple requests from the exhibitors and enable all participants to plan with confidence.

on vacation

The trade fair is set to welcome around 2,500 exhibitors, 200 of which will take part in the international trade fair for natural and organic personal care. Both b2b exhibitions will be held as in-person events with digital add-ons. At the in-person event, exhibitors, visitors, and media representatives will experience the comprehensive range of products and services, in addition to new products and trends; in addition, they will be able to connect with each other digitally and also benefit from the presentation of exhibitor products and services.

Products on display reflect food trends

Bulk foods and zero waste, plant-based and vegan: starting off as a niche ecological issue, the unpackaged/bulk foods concept has now gone mainstream. Both consumers and manufacturers are paying more and more attention to packaging, thus making a big difference in the packaging movement, the latter being the ones who make the decisions for – or against – packaging in the supply chain, in processing and in logistics.

When deciding on a specific product, consumers also express their lifestyle and the associated values and beliefs. In recent years, for example, vegetarian and vegan foods are increasingly being purchased as part of a healthy diet, but also as a way of making a statement about a healthy planet. The Nutrition Report 2021 from the German Federal Ministry for Food and Agriculture confirms an increase in the number of people eating a vegetarian or vegan diet by 10% and 2% respectively. In addition, more and more consumers are trying vegetarian or vegan alternatives out of curiosity (71%) or simply because they like the taste (56%).

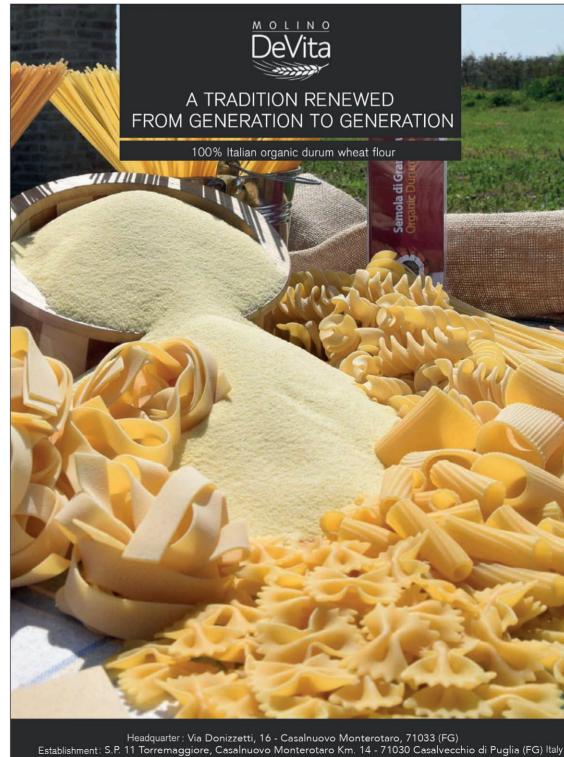


Il biologico non va in vacanza

The curtain's up on the latest innovations and trends of the industry, that will be under the spot-

organic edition

La comunità internazionale del biologico si dà appuntamento a Norimberga, dal 26 al 29 luglio 2022, per l'edizione estiva di Biofach e Vivaness. La manifestazione b2b accoglierà circa 2.500 espositori, 200 dei quali prenderanno parte al salone dedicato alla cosmesi naturale.



www.molinidevita.it - info@molinidevita.it - Phone: (+39) 0881 558556

end

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PRODUCT SHOWCASE

GERMINAL GROUP www.germinalbio.it/en/ www.irisbio.com/en/

Germinal Group is made up of three historic organic production plants located in northern Italy, covering a total area of over 35,000 sqm. 'Il Mangiar Sano' is one of the European most influential producers of organic sweet and savory bakery goods, as well as gluten-free, baby-food, vegan and healthy food products. 'Creabio' is specialized in the production of organic, gluten-free and vegan fresh ready meals. 'A.S.T.R.A. Bio' is an environmentally responsible and resource-efficient organic pasta factory.

> **VISIT US AT BIOFACH 2022 HALL: 3A - BOOTH: 527**



PAPPARDELLE IRIS BIO

Traditional Italian pasta, similar to wide Fettuccine, originating from Tuscany and central Italy. It's available in 250 or 500 g format, with durum wheat semolina, halfwhole wheat semolina, whole wheat semolina or spelt flour.

Ingredients Durum wheat semolina from organic far-

Packaging details 500 g, 100% recyclable packaging. Shelf life

36 months International certifications Organic

GOVI FARM (ZANICHELLI&GOVI) | FARMO www.govifarm.it

Our pasta is made of gluten-free flour from pulses and grains, is organic and vegan, and is available in a wide range of shapes. An innovation that has always been present in the heart of the Italian gastronomy tradition: pulses, rich in flavor and proteins, are variously combined with wholewheat flours of rice and other grains to create an innovative and tasty product. Thanks to their high protein content, our pasta is ideal for athletes; they are organic, vegan, gluten-free, and Kosher certified.

> **VISIT US AT BIOFACH 2022 HALL: 4 - BOOTH: 321**







ORGANIC AND GLUTEN FREE CORN, OAT AND VEGETABLES DRIED PASTA

Organic and gluten-free pasta produce with corn and oat, available in three flavours: spinach, red beetroot and pumpkin.

Ingredients

Corn, oat, vegetables powder (spinach red beetroot, pumpkin). Packaging details

250 g - paper bag. Shelf life

3 years International certifications BRCGS, IFS Food, Kosher, Organic

CASEIFICIO BUSTI www.caseificiobusti.it

Caseificio Busti was founded in 1955 by Alessandro and Remo Busti, sheperds from Upper Garfagnana who handed down their precious tradition to Stefano and his sons. Today the company presents a wide variety of pecorini, result of the experience and commitment in maintaining unchanged the traditional processing techniques, with a consistent research of high quality raw materials and a continuous enhancement of the territory.

> **VISIT US AT BIOFACH 2022** HALL: 4 - BOOTH: 421



PECORINO MARZOLINO BIO WITH **VEGETABLE RENNET**

The Iconic color, the ancient recipe, the tender paste and the traditional taste, everything enclosed in this uniquely shaped lactose-free Marzolino Bio. Ingredients

Pasteurized sheep milk*, salt, vegetable rennet (from cynara cardunculus) and lactic ferments. Surface treated with organic

tomato paste. Packaging details Kg 1,000 - 3 wheels/boxShelf life

120 days International certifications CCPB, BRC Food, IFS Food

www.farmo.com

Farmo is an Italian company founded in 2000 to create high-quality products dedicated to an audience with specific dietary needs. It offers a wide range of balanced, tasty products characterized by high nutritional values such as gluten-free, highprotein, high-fiber and keto.



ORGANIC LENTIL AND CHICKPEA PASTA

Rotini, penne, spaghetti and organic risoni made with legume flour. All naturally gluten free, they are ideal for preparing tasty and delicious dishes while offering a perfect balance of carbohydrates and proteins. They will enrich your table with fantastic deliciousness, from traditional risottos and pastas to salads and more exotic and modern recipes.

Packaging details Rotini, penne and spaghetti in 250 g paper cases, risoni in 300 g paper cases.

Shelf life 30 months

International certifications Gluten free certified, Organic, Kosher Star K, Non Gmo Certified

CERRETO ORGANIC www.cerretobio.com

Cerreto Organic is settled in the Italian Food Valley where it produces and distributes organic agri-food products since 1976. The range is wide and deep: legumes, grains, seeds, herbs and spices, minestrone soup, ready to cook meals and much more.

> **VISIT US AT BIOFACH 2022** HALL: 4 - BOOTH: 725



ORGANIC ETHNIC READY MEALS - LEBANESE TABOULEH

The Lebanese Tabouleh is a quick and easy meal to prepare in just five minutes. Ready-to-cook, it is prepared with organic and vegan ingredients of the highest quality, with scents and aromas of the Lebanese cuisine. The range is available in five different flavors: Lebanese Tabouleh Indian Curry, Red Lentil Dahl, Mediterranean Stew, Chili sin carne.

Ingredients Bulgur*, tomatoes in pieces*, onion* kummel*, coriander*, parsley*, ginger*, carrot*, turmeric*, lemon*, salt, garlic* *Organic.

Packaging details 250 g in plastic bag with cardboard label. 15 months

International certifications Organic, IFS, BRC, Kosher

LAMERI www.lameri.it

Lameri is an Italian company specialized in the production of breakfast cereals and semi-finished products for 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.

> **VISIT US AT BIOFACH 2022** HALL: 4 - BOOTH: 411



ORGANIC COCOA OAT FLAKES PIÙ **CEREALI BIO**

Tasty organic oat flakes coated with cocoa, high fibre. Good with milk, yogurt or also in vegetable drinks for a healthy and natural breakfast Packaging details

Bags 500 g Shelf life 12 months International certifications

Organic certificate

MASTER

www.mammaemma.it

Master is the largest Italian company specialized in the production of fresh potato gnocchi, as good and authentic as the home-made ones. Driven by a strong vocation for CSR, Master only drives energy from 100% renewable sources



MAMMA EMMA -ORGANIC POTATO GNOCCHI

Made with only fresh potatoes steam cooked in their skin, these gnocchi are made with only three ingredients: fresh potatoes, flour and salt. A healthy and genuine product, ideal to be cooked directly in a pan, without boiling water. Suitable for a vegan diet. Ingredients

70% steamed potatoes, type '0' soft wheat flour, salt, sunflower seed oil. Packaging details

Plastic bag in a cardboard box. 400g Shelf life

60 days International certifications FSSC 22000, IFS, BRCGS, SMETA 4 Pillars, ICEA

EURO COMPANY www.eurocompany.it/en/

Euro Company is an Italian BCorp company that produces, selects and markets nuts and dried fruits. The company is based in the heart of Romagna and wants to be a reference point for healthy and sustainable food, putting health, planet and respect for people at the heart of all its actions. Euro Company has created Casa del Fermentino products, plant-based and pure items made with fermented nuts, water and salt.

> **VISIT US AT BIOFACH 2022 HALL: 4 - BOOTH: 435**



BUVÉ – UNIQUE BECAUSE IT'S MADE WITH NUTS

BuVé is the premium plant-based alternative to butter made with 50% of fermented cashews. BuVé is preservatives, thickeners and additives-free and does not contain lactose, gluten, soy and palm oil. It is ideal to be spread on a slice of bread, for the preparation of desserts and to stir into risotto.

Ingredients Cashews 50%, coconut oil, water and salt. Packaging details

Plastic tray and lid + plastic film + paper pouch. Shelf life

90 days International certifications IT-BIO-009

BAUER www.bauer.it

VISIT US AT BIOFACH 2022 HALL: 4 - BOOTH: 4-141



ORGANIC GINGER STOCK CUBES

Bauer has enriched the recipe of its organic vegetable stock cubes with the addition of organically grown ginger. The product gives dishes a fresh and spicy flavor. It is ideal for preparing innovative recipes and giving character to any dish without adding other flavors. Ingredients

Sea salt, non-hydrogenated vegetable oil (Palm)*, yeast extract*: 14,2%, dehydrated vegetables in variable percentage (potato*, carrot*, celery*, parsley*, tomato*, onion*, leek*, garlic*): 10,3%, ginger*: 6,6%.

Packaging details Pack with 6 cubes, 60 g. Shelf life 3 years International certifications Quality vegan, CSQA

*100% organic

JOE&CO

www.joeandco.it

Joe&Co has been in the business of cold-pressed organic oils for 25 years. Its strength lies in research and development, aimed at innovation and the introduction of the best new products in the industry. More than 40 references, and counting, for two brands Crudolio and Yes Organic, testify its commitment, dedication and readiness to give the best that nature has to offer.

> **VISIT US AT BIOFACH 2022** HALL: 4 - BOOTH: 4 - 511



ORGANIC COCONUT AMINOS

A new sauce, obtained from the fermentation of coconut's sap. It tastes similar to soy sauce, although more bittersweet. Ideal for poke bowls, street food and healthy dishes. Ingredients

Coconut syrup*, coconut vinegar*, salt*.

Packaging details Squared glass bottle 250 ml, weight 450 g. Shelf life 18 months International certifications

Organic, VeganOk

TERRE DI PUGLIA www.terredipuglia.it

Terre di Puglia produces savory and sweet snacks, also organic and suitable for vegans; such as Taralli, iconic food that comes from the ancient southern Italy recipe, crispy and baked rings made only with the finest ingredients (wheat flour, extra virgin olive oil, white wine and sea salt). Our taral-, mini crakers and mini breadstick are the ideal snack at any time of day, to be enjoyed with vegetables, soups, creams and accompanied by beer, wine and aperitifs.



ORGANIC TARALLINI

The traditional Apulian snack crumbly and tasty is now also organic. Terre di Puglia Organic Tarallini in single-dose pack s easy to eat and to bring with you. Ingredients

Organic wheat flour, organic white wine, organic extra virgin olive oil, salt. Packaging details

Bags 40 g. Shelf life 12 months International certifications Organic ICEA

PASTIFICIO ATTILIO MASTROMAURO **GRANORO** - www.granoro.it

Pastificio Attilio Mastromauro Granoro first began operating on 21st January 1967. The company is based in Corato, in the heart of Puglia, just a few miles from Castel del Monte and the Tavoliere delle Puglie. When Attilio turned 50, he decided to leave the pasta factory founded by his father, to follow his vocation: "Produce the best pasta in the world". Technology may have changed, but the vocation of Attilio and his family has never varied: sow quality, harvest the future and support employment.



FARFALLE N.198 "CUOREMIO BIO"

Organic durum wheat semolina pasta and barley. Product of Italy. Ingredients Durum wheat semolina, barley flour

(25%)

Packaging details 500 g - Paper bag/Cellophane. Shelf life

24 months from date of packaging International certifications

Organic ICEA, Italian Organic certificate

follow





A tasty and crumbly cuddle you can always carry with you, thanks to its **convenient single-serving portion**. Try all the flavors: Flakes & fruits, Coconut & Lemon,

Chocolate chips.







www.germinalbio.it



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PRODUCT SHOWCASE

ICAM CHOCOLATE www.icamcioccolato.com www.vaninicioccolato.com

Icam has always taken great care of the cocoa supply chain, the people who contribute to its development, the planet the company inhabits and the technological innovation throughout the production process. In fact, supply chain, people, environment and innovation are the foundations on which Icam mission is built. Furthermore, due to the great respect for the environment, the company looks after every single plant and the wellbeing of the land on which it grows, always ensuring its biodiversity is preserved. For this reason, the new corporate identity is summed up by the pay-off: 'Chocolate by Nature - Because chocolate has always been in our nature.'

VISIT US AT BIOFACH 2022 HALL: 4 - BOOTH: 4-409



VANINI BARS BIO MONORIGINE UGANDA

Six references, all strictly organic, made with an incredible and unique Ugandan cocoa, coming from the Bundibugyo cooperatives where Icam has built a cocoa collection center.

Ingredients

Chocolate Bio Monorigine Uganda dark and gianduja

Inclusions all strictly organic: whole hazelnuts, whole almonds, whole hazelnuts and caramel, whole salted pistachios. Packaging details

85 g. Tablets packaged in a compostable flowpack made from paper and a patented biopolymer composed of vegetable substances such as corn starch. Composed of 80% renewable raw materials, it is 100% compostable according to industrial disposal rules. Shelf life

18 months on average International certifications Organic, 100% Made in Italy, Bean to Bar in Italy, Vegan Ok, Gluten Free.

Packaging certificate ECOCERT

TORREFAZIONE CAFFE' SALOMONI www.salomoni.net



ORGANIC CHICORY NESPRESSO **COMPATIBLE CAPSULES**

Organic Roasted and ground chicory in Nespresso compatible capsules. Ingredients

Organic Chicory. Packaging details Net weight 45 g - Cardboard box containing 10 capsules. Shelf life 24 months

International certificatins EU Organic

FUMAGALLI INDUSTRIA ALIMENTARE - www.fumagallisalumi.it

For years Fumagalli has incorporated, managed and directly controlled all stages of its production process, namely breeding, slaughtering, meat processing and curing. Being solely responsible for its supply chain, it can trace and track the progress of the raw materials used and constantly monitor them. It implements the highest possible animal welfare standards and pays due attention to environmental issues. It is the only system of its kind in Italy and one of very few in Europe. In 2017 Fumagalli completed its own 100% organic controlled supply chain.

VISIT US AT BIOFACH 2022



PROSCIUTTO DI PARMA BONTÀ BIO

Authentic Italian cured ham made by organic pork legs, coming from Italian heavy pigs. Firstly the legs are salted and then they rest and slowly mature for a minimum of 12 months, in temperature controlled rooms located in the factory in Parma. At the end of curing, an inspector from the Parma Ham Consortium assesses the quality of each leg and brands it with the Parma Ducal Crown. Finally the hams are boned, sliced and packaged under protective atmosphere.

Ingredients Pork*, salt.* Organic ingredients.

Packaging details

The tray is in paper and is completely recycable. Shelf life

International certifications Organic, IFS FOOD, EMAS

www.laspigabio.it

VISIT US AT BIOFACH 2022 HALL: 6 - BOOTH: 6 - 325



RAVIOLONI RICOTTA AND SPINACH DEMETER

Fresh pasta of Italian durum wheat semolina filled with Demeter ricotta and spinach: a classic recipe with the prestigious Demeter label. The filling has been perfectioned to be even creamier and

Packaging details 250gram package. 94 days.

International certifications Demeter

FELSINEOVEG www.felsineoveg.com

Gruppo Felsineo founded FelsineoVeg in 2016 to respond to the new consumption trends. The Good&Green range of plantbased deli slices offer ideal meat alternatives for all consumers seeking a wellbalanced diet, without sacrificing flavour. Strongly committed to economic, social and environmental sustainability issues, FelsineoVeg and the other Group company, Felsineo S.p.A., have become Benefit Companies since December 17th, 2021.

VISIT US AT BIOFACH 2022 HALL: 4 - BOOTH: 4-580



GOOD&GREEN MOPUR WITH FAIRTRADE PEPPER

Tasty, versatile and high in proteins, Good&Green Mopur with Fairtrade Pepper is one of FelsineoVeg's organic plantbased deli slices, made with sourdough, organic flours and pepper from Fairtrade certified producers.

Ingredients Water, gluten from wheat* 32%, durum

wheat flour* 8%, chickpea flour*, extravirgin olive oil*, natural flavourings, red beetroot powder*, salt, black pepper* 1%, sourdough 0.08%, sunflower oil*, pepper powder* 0.04%, garlic powder*. *Organic inaredients.

Packaging details Available in a 90 g paper tray and in 2 kg half cylinders or 4 kg whole cylinders. Shelf life

120 days International certifications Organic and Vegan certification; Fairtrade

certification

EUROFOOD (BRAND NAMING: NÁTTÚRA) - www.nattura.it



ORGANIC CANNOLO **CRUNCH EXTRA DARK**

The Organic Cannolo Crunch Extra Dark by Náttúra is totally organic and is both healthy and super tasty. It is a crunchy waffle of rice and cocoa that wraps a filling of soft cocoa cream and gluten-free hazelnuts. It doesn't have added milk, it's without yeast and without palm oil. It's ideal for just every occasion during the day. In addition, contained in practical single doses, you can always take it with you for a break full of both taste and energy.

Ingredients Wafer* (40%): rice flour* 70%, cane sugar*, low-fat cocoa powder* 6.50%, quinoa flour*, millet flour*, sea salt. Filling* (60%): cane sugar*, low-fat cocoa powder* 25%, sunflower oil*, hazelnut paste* 11%, cocoa butter*. (*)Organic. It may contain soy and other nuts.

Packaging details 1 pack: 125 g (5 x 25 g). Shelf life 120 days. International certifications Vegan Ok

F.LLI OIOLI www.oioli.it

Caseificio Oioli has been producing gorgonzola for more than 30 years. It owes its success to its softness and creaminess. The best fresh milk from selected farms is used to produce a healthy and



BIO ARIANNA GORGONZOLA ORGANIC CHEESE PDO

Gorgonzola is blue-veined cheese. It has a cylindrical shape, soft consistency, characteristic smell. Sweet gorgonzola tastes

Ingredients

Pasteurized organic cow's milk, salt and

Packaging details

1/8 cheese about 1,5 kg - First packaging: embossed tinfoil + PS container. Shelf life

60 days from packaging. International certifications

GSFS BRC, IFS and for organic production with QCertifications

TENTAZIONI PUGLIESI www.tentazionipugliesi.it



ORGANIC MULTICEREAL TARALLI

The organic multicereal taralli of Tentazioni Pugliesi celebrate the snack that made Puglia famous in the world by enriching it with fiber, thanks to whole grains and seeds. Ingredients

Multigrain flour (type '0' * wheat flour, sunflower seeds *, linseed *, oat flakes r, rye flour *, "Senatore Cappelli" durum wheat semolina *, Khorasan Kamut whole wheat flour *, wheat gluten *, wheat sourdough powder, flour treatment agent: e330, enzymes) 63%, extra virgin olive oil * 14%, salt. It may contain soya, mustard, lupins, sesame seeds and milk derivatives.

* From organic farming. Packaging details

Pack of 200 g. in paper-bread bag.

International certifications BRC, IFS, Organic ICEA

VALLE FIORITA www.vallefiorita.it

Valle Fiorita is an Italian company specialized in the bakery and sandwich sector. Valle Fiorita's products are a perfect mix of tradition and modernity. Bakery products are obtained with selected ingredients, Italian wheat flours, sourdough prepared from autochthonous lactic acid bacteria



ORGANIC PUCCIA SALENTINA AMICO BIO

Puccia Salentina Amico Bio is an Apulian traditional bakery product obtained with 'Senatore Cappelli' special durum wheat flour, type '1' wheat flour, organic extravirgin olive oil. All the ingredients used in the recipe are organic.

Ingredients Durum wheat flour 'Senatore Cappelli', water, type '1' wheat flour, sourdough 17% (water, type '1' wheat flour), extravirgin olive oil (1.7%), salt, yeast, natural aroma. Treated with ethyl alcohol.

Packaging details Packed in thermoformed package with

modified atmosphere inside; weight 230 g (2x115 g) Shelf life

60 days at room temperature International certifications BRC-IFS; EN ISO 14001:2004 standard; UNI EN ISO 9001:2000

DELIZIOSA www.prodottideliziosa.it

In 1992, Giovanni D'Ambruoso decided to make his dream come true: showcase all the Apulia's dairy specialties. Thus he founded Caseificio D'Ambruoso in Noci, in the province of Bari. Every day Deliziosa chooses the best fresh milk from the best farms located within a 30-kilometer radius of the factory. Here cows live outside and are allowed to graze freely.



ORGANIC BURRATA DELIZIOSA

Organic stretched-curd stuffed with stracciatella. Ingredients

Organic milk, organic Uht cream, acidity regulator: lactic acid, natural whey, salt, rennet. (Origin organic milk: Italy). Packaging details

125 g. The product is packaged in polypropylene tray thermoformed with plastic film heat sealed. Shelf life 18 days

International certifications

Organic, VeganOk

PASTIFICIO AVESANI www.pastificioavesani.com



ORGANIC RAVIOLI WITH GRILLED **VEGETABLES**

Ravioli with grilled vegetables. Ingredients

Pasta ingredients (60%): durum wheat* flour, eggs* 30%; filling (40%): ricotta* (milk whey*, salt, acidity regulator: e270), mixed grilled vegetables in different proportions* 19% (peppers*, courgettes*, aubergines*), potato flakes*, tofu* (soya* 54%, water), cheese (milk*, salt, coagulant enzyme), sunflower oil*, tomato pulp* (diced tomatoes*, tomato juice*), powdered milk*, garlic**, salt, basil**,

*organic Eu agricolture. **conventional Eu agricolture Packaging details

IFS, BRS, KAT, BIO

Shelf life Shelf life of the product on delivery: 45 days. Shelf life of the product from date of manufacture: 65 days. International certifications

ITALPEPE www.italpepe.com



ITALIAN ORGANIC SWEET PAPRIKA

It is one of the organic and Italian products that was implemented as part of the project for the enhancement of Italian farmers. Italpepe's main mission is the improvement and development of the territories where raw materials are grown. This is the reason why the company undertakes a continuous and expert dialogue for mutual improvement with all the suppliers. Ingredients

Mix of dried and ground organic red

Packaging details 65 cc - Glass Jar with Flip Top Cap. Shelf life

36 months International certifications IFS, BRC, Organic

follow

GOOD FOR YOU, GOOD FOR THE PLANET Sgambaro's Organic Label line, created over 20 years ago, is now a family tradition. It offers only expertly grown, milled and processed special grains and cereals that are perfect when cooked and taste wonderful. Emmer wheat and Einkorn wheat, Kamut® khorasan wheat, quinoa and wholemeal wheat: a selection of good and pure products for an organic line you can trust. PRIME A MILL JOINING HANDS WITH A PASTA FACTORY AND SUSTAINABLE AGRICULTURE DAL \$ 1947 SGAMBARO G SGAMBARO.IT MOLINO E PASTIFICIO





BIOFACTOR www.biofactor.it

Biofactor is located in Sorgà in the province of Verona (Italy). The company is specialized in growing, processing and packaging organic popcorn (butterfly, mushroom, blue and red) and beans (cranberries, white kidney, red kidney and black beans). Biofactor supply offers in bulk (big bags and 25 kg paper bags) and also finished products packed with the company's brand or in private labels. Regarding organic popcorn, Biofactor have different kind of packaging: popping corn bags of 500 g, microwave salted popcorn boxes of 3 x 90 g and also single bags of 90 grams, ready to eat salted popcorn bags of 100 grams and ready to eat savory popcorn bags of 50 g (mediterranean taste, paprika and chili and lemon and black pepper).

VISIT US AT BIOFACH 2022 HALL: 1 - BOOTH: 164



ORGANIC MICROWAVE SALTED POPCORN 3 X 90 G

This is a pratical product, ready to eat after just few minutes in the microwave | Miks Naturae Organic extra fine instant without the need for pots and pans. This classic product is appreciated for its salty | Miks Naturae Organic whole rice flour. flavour and smell – a symbol of relaxing | Packaging details with family and friends.

Ingredients Organic yellow corn, organic shea butter,

Packaging details 270 g (3x 90 g) Shelf life 18 months

International certifications Organic, Ifs, B-vegan

Molino Favero is specialized in the production of glutenfree cereal and legume flours. For more than 90 years the company has been milling the best raw materials it keeps researching and studying the best solutions by delivering innovative supplements food ingredients and solutions to the leading food manufacturers, retailers and foodservice distributors in Europe, Usa and Latin America. All the products are glutenfree, free from Gmo and f allergens. They are fit for vegans and vegetarians. The portfolio for the retail and food service channels includes corn flours, rice flours, chickpeas flours and customized blends.

VISIT US AT BIOFACH 2022 HALL: 1 - BOOTH: 417 (CO-EXHIBITOR AT BIOAGRICOOP S.C.R.L.)







MIKS NATURAE RANGE

The Miks Naturae range is a selection of fine organic flours. The ideal flours for special dishes: used as ingredients for an innovative version of pizza, pasta and/or bread. Try it alone or mixed together to bring new flavours to your healthy pro-

Ingredients Miks Naturae Organic black rice flour. Miks Naturae Organic instant red lentils

corn flour.

400 g stand-up pouch. Shelf life 12 months

International certifications Organic Certification IT BIO 009 have been cultivating and producing items made of emmer wheat. A single raw material transformed into a wide range of products: from breakfast goods, to pasta, to side dishes and biscuits. All following the traditions and agricultural heritage o the areas where this raw material is sown, cultivated and harvested. The process starts with the selection of the seeds, farmed respecting people and the lands, then combining the knowledge of the cereal with experience and the most modern of cultivation, processing and milling

VISIT US AT BIOFACH 2022 HALL: 6 - BOOTH: 6-217







ORGANIC FARRO AND OAT PORRIDGE LINE

For the Farro and Oat Porridge line we have chosen to combine two cereals with high nutritional properties, to offer healthy, nourishing and tasty products. Quick and easy to prepare, the new Porridges consist of a base of wholegrain einkorn and oat flakes, coming from controlled supply chains. Perfect as a hot or cold preparation. Available in three flavors: classic, chocolate and banana, fruits and seeds. Product plus: rich in fiber; no added sugars; cereals of Italian origin; without dyes, emulsifiers and preservatives.

Emmer, oat and chocolate and banana, fruits and seeds.

Packaging details 300 g in paper bag. Shelf life 12 months International certifications

Organic, BRC, IFS

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MOZZARELLA BIO

Organic mozzarella is a fresh stretched curd cheese made from organic milk and characterised by a smooth, even, snowwhite skin. The texture is elastic and the paste has overlapping layers that tend to disappear towards the centre. The flavour is mild and delicate. It is made according to the standards for organic products. Ingredients

Organic milk, natural whey starter. Packaging details

Pot 100 g and plastic bag 400 g. Shelf life 12 days

International certifications BRC, IFS

DE ANGELIS FOOD www.deangelisfood.com

De Angelis has been producing fresh pasta since 1983. The company offers many lines, always focusing on consumer needs. Its main mission is to promote and enrich the culture of Made in Italy food with creativity and innovation, satisfying a market that is always more demanding, with ever changing trends and lifestyles.



TORTELLONI BIO WITH BROCCOLI PASTA STUFFED WITH CREAMED

The organic vegan line expresses all the well-being of the vegetables. Original, healthy and tasty, they represent a signature proposal, rich in fiber and vitamins. The truly surprising quality makes it particularly suitable not only for people following different diets, but also for others in search of innovative proposals.

Ingredients Durum wheat semolina, water, Strachicco (vegetable preparation of sprouted brown rice), cold-pressed coconut oil, rice syrup, lemon juice, potato, spinach, broccoli, nutmeg.

Packaging details 250 g rectangular tray. Shelf life 40 days International certifications V-Label

RISERIA VIGNOLA GIOVANNI www.risovignola.it

Riseria Vignola joins tradition to the most advanced production techniques to offer superior quality rice, grains and pulses. Run by the fifth generation, it has maintained the values that have distinguished it since 1880: passion and love, mutual trust in relationships, respect for tradition, quality of the products guaranteed thanks to research and selection of the best varieties, protection of the environment, pureness of the product, consumer's wellness. The company has always combined the traditional stages of production with the use of the most advanced technologies to aim for excellence.

VISIT US AT BIOFACH 2022 HALL: 1- BOOTH: 1 - 341



RISO VIGNOLA BIOLOGICO -CARNAROLI RISOTTOREIS

Carnaroli is a high quality rice. The exceptional compactness of its large and long grains with a tiny central white core (known as 'perla') combined with the excellent balance between liquid binding and low starch release, make it 'the king of the Italian rice'. The organic line is perfect for a healthy and balanced diet. Ingredients

Carnaroli rice. Packaging details 500 g - 100% paper bag (FSC paper)

18 months International certifications Bioagricert

GRISSIN BON

Shelf life

www.grissinbon.it

Grissin Bon has been operating in the production and marketing of bakery products such as breadsticks and toast rusks. The company has five manufacturing plants: four in Italy and one in Canada. Thanks to its exclusive product 'Fagolosi', Grissin Bon is among the leaders in the national market of breadsticks and has a 6% of the rusks market share with 'LeFrescheBiscottate'. The company works with many different sales channels such as wholesalers, retailers, independent sellers, large retailers, large-scale retail trade and catering. Grissin Bon produces private labels for the most important national and international largescale retail trade.



WHOLEWHEAT ORGANIC RUSKS

Wholewheat Organic rusks in 250g box -28 slices in portion 7x4.

Ingredients

Whole wheat organic flour, extra virgin organic olive oil, organic yeast cane sugar, organic barley malt extract, iodized salt (salt, potassium iodate 0.007%) natural flavourings. Packaging details

250 g - box Shelf life 270 days International certifications BRC, IFS, BIO

LA CONTADINA SOC. COOP. www.caseificiocooplacontadina.com

Caseificio Coop. La Contadina is an agricultural society based in Grazzanise, Caserta. The passion for buffalo milk mozzarella has meant that a farm, founded in 1950 and aimed only at the local market, has developed over time into a modern company specialising in the production of fresh and stretched-curd cheeses. The company offers its customers mozzarella, burrata and ricotta cheese, all made from buffalo milk. Lactose-free and organic versions are also

ORGANIC BUFFALO MOZZARELLA

Organic buffalo mozzarella is made with milk from organic farms and certified by the CCPB.

Ingredients Pasteurized organic buffalo milk, salt, Packaging details

125 g in cup. Shelf life International certifications

MONVISO GROUP

BRC, IFS, Organic

www.labuonaterrabio.it

Monviso is an Italian bread company established in 1936. We consider bread products as an Art. Our philosophy is based on tradition, authentic ingredients, scientific rigour, highest quality standards and nationwide analysis of consumption. In 2018, La Buona Terra became part of the Monviso family, bringing with it 20 years of consolidated experience. The brand offers a wide range of artisanal products made with Gmo-free and organic ingredients.

VISIT US AT BIOFACH 2022 HALL: 4 - BOOTH: 4-445



MAXI BRUSCHETTA

They are slices of Italian bread, toasted and flavoured with extra virgin olive oil and sea salt. They are crumbly and tasty thanks to our semi-whole wheat flour.

Ingredients

Semi-whole wheat flour (41%), durum wheat semolina, extra virgin olive oil (13%), malted wheat flour, sea salt, yeast, antioxidant: extract of rosemary. It may contain traces of sesame seeds, soya, mustard and lupine. Organic ingredients. Eu agriculture.

Packaging details 175 g – Bag. Shelf life 8 months International certifications IFS, BRC, BioAgriCert

THE BRIDGE www.thebridgebio.com

We are The Bridge, a small family company located in a little village in the north of Italy. Since 1994 we produce drinks, desserts and cooking creams which are 100% organic and made with carefully chosen and certified ingredients, selected according to high quality and traceability standards. All our products are 100% vegan, lactose and cholesterol-free, most of them also gluten-free and they are all made with spring water coming directly from the mountains of Lessini. This is very important since cereal drinks are made of at least 80% water and approximately 20% raw materials.

VISIT US AT BIOFACH 2022 HALL: 7 - BOOTH: 109



BIO SOYA DRINK BARISTA

Sova Drink Barista is the new drink in our 'Barista' range. It's gluten-free and it's the perfect drink to create the perfect foam for your cappuccinos or coffees; it works with both professional machines and simple domestic milk frothers. It is then suitable both for families and bars, as well as restaurants or canteens.

Ingredients Water, decorticated soybeans from Italy

(8%), cane sugar*, sea salt. (*) Organic. Packaging details 1L Tetrapak brick. Shelf life 12 months International certifications Kosher, AB Agriculture Biologique, JAS

SALUMI VIDA www.biovida.it



'HAND-TIED' THE ORGANIC **COOKED HAM BY BIOVIDA** We use only the best fresh pork legs

from organic farms, carefully selected. We flavor them with our natural infusion prepared exclusively with organic spices and aromatic plants, the result of the original recipe of the Vida Family in 1966, then refined over time. After a long massaging and maturation phase, during which the thighs acquire our taste and the typical softness of High Quality Hams, they are shaped out of the mold and hand-tied by the skilled hands of | Shelf life our pork butchers, and subjected to a slow steam cooking phase over 20 hours long, to maintain fragrance and organoleptic qualities.

Ingredients Organic pork leg, sea salt, organic cane sugar, organic herbs, organic spices, sodium ascorbate, sodium nitrite.

Packaging details Vacuum-sealed – 9 Kg per ham – 1 ham per box.

Shelf life Up to 120 days. International certifications FSSC:22000

LA PIZZA +1 www.lapizzapiuuno.it

The new Pizza + 1 (fresh pizza and focaccia) filled the needs of an uncovered market niche, just between the industrial production businesses and the small artisan productions. The spot-on intuitive decision to adopt a rectangular instead of round shape and to permit conservation of the pizza in a household refrigerator permitted immediate insertion of the product into some of the primary Italian Mass distribution chains. And so the company continues to grow, with one intuitive decision after another, research upon research, all in the name of quality, innovation and customer demands.



TRADITIONAL FOCACCIA WITH CHERRY TOMATOES

Made using only natural ingredients and pure extra virgin olive oil, Focaccine are ready to be eaten. They can be heated in the oven, under the grill or in a pan in just a few minutes.

Ingredients

Wheat flour, water, cherry tomatoes, extra virgin olive oil, salt, yeast, barley malt, wheat malt flour, barley malt vinegar, ore-

Packaging details Map to be stored out of the fridge fixed weight (170 g- 6.0 OZ).

Shelf life 15 days

International certifications Bioagricert, ISO 9001:2015, ISO 22000, ISO 22005, IFS, ESG Synesgy

MEW www.ococo.eu



ococo

100% pure coconut water, not from concentrate, natural source of potassium, with no added sugar, packed directly at the source.

Ingredients

100% coconut water. Packaging details Box: L / Base 66, H / Height 168, W /

Depth 66 Pallet: 105 boxes, 1260 Packages - 700 kg 1200-800-1450 (L-W-H, mm)

7 layers of 15 packages.

15 months International certifications Organic, Fair Trade FairTSA.org

follow

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PRODUCT SHOWCASE

DOLFIN

www.dolfin.it/en - www.polaretti.it

Dolfin is a confectionery company set up in 1914. From the first artisanal production of confetti and sweets, the Company then reached industrial level through the manufacturing of chocolate Easter eggs, Christmas confectionary and ready to freeze ice lollies. Thanks to major investments in fields such as Marketing and Research/development, in the last 20 years Dolfin has become one of the leader in the Italian market with its Polaretti Fruit ice Iollies, and also one of the most important manufacturers of chocolate Easter eggs, combining the quality standards of its products and the appeal of top children's licenses.



POLARETTI BIO

Organic real fruit ice lollies in four different tastes: black cherry, strawberry, orange, lemon.

Ingredients

Water, cane sugar*, thickener: locust bean gum*, acid: citric acid, natural flavor. Depending on the taste: lemon juice 3% from concentrate* (Lemon), strawberry juice 6% from concentrate* (Strawberry), sour cherry juice 6% from concentrate* (Sour Cherry), orange juice 6% from concentrate * (Orange). *Organic.

Packaging details

Pack of 10 pieces of 40 ml each. Packing material in direct contact with product is made of Pet and Lldpe. Shelf life

24 months at room temperature International certifications Ecogruppo

RISO SCOTTI www.risoscotti.com

VISIT US AT BIOFACH 2022 HALL: 1 - BOOTH: 417



RISO SCOTTI OAT DRINK GLUTEN FREE BIO

A gluten and lactose free oat drink, perfect for those with food intolerances. A short ingredient list: gluten free oats, water, salt. A unique taste experience with no added sugars, source of fiber and nutrients. Perfect for any time of the day. Ingredients

Water, organic oat (16%), organic sunflower oil, salt.

Packaging details

Tetrapack EDGE – cm $7.2 \times 7.2 \times 20.6$ (LxDxH)

Shelf life

12 months

International certifications

VeganOK, BioAgricert, BRC, IFS, ISO 22000

MOLINO NALDONI www.molinonaldoni.it

Our story as millers starts in 1705, from a water mill in the core of Romagna. Since then, we gained a lot of experience from mill to mill, from father to son, since our first roll mill in Marzeno di Brisighella, launched by Igino and Elido Naldoni after the Second World War. This facility was turned into a 100% organic mill (Farinaria), after we inaugurated the new site in Faenza in 2019. From generation to generation, our way of working always evolved by experimenting, innovating and discovering every secret that makes the difference between any flour and Molino Naldoni flour.



ROBUSTA ORGANIC STONE GROUND FLOUR TYPE '1' ITALICA W300

Our proposal of stone-ground organic flours, already composed of Italica Type 2 and Italica Wholemeal, is now enriched with a new reference: Robusta Type W300, from the selection of 'strong' Italian organic wheat, capable of guaranteeing a high leavening power and all the flavor and fragrance of the bran parts of the wheat. A product rich in nutrients naturally present in wheat preserved by the stone milling and transfered into what we eat. Ideal for sweet and savory products, for special bread-making, pizza and pa-

Ingredients Organic soft wheat flour type '1'.

Packaging details 25 kg paper bags. Shelf life

180 days International certifications

Organic, BRC FOOD 8 certification, UNI EN ISO 9001, Kosher

ALCE NERO www.alcenero.com

VISIT US AT BIOFACH 2022 HALL: 6 - BOOTH: 6-235



ALCE NERO ORGANIC PLANT BASED COCOA SPREAD WITH LEGUMES

The new Alce Nero plant-based cocoa cream is prepared with just four ingredients: water, red kidney beans, cane sugar and Fairtrade certified cocoa. It is good at breakfast or as a snack, spread on bread, rusks or crackers.

Ingredients Water, red kidnev beans* (23%), cane su-

gar*, cocoa* (5%). *Organic. Packaging details 210 g glass jar. Shelf life

24 months

International certifications Fairtrade

SARCHIO www.sarchio.com

and whole cereals.

Sarchio is a pioneer in the production of organic products. For 40 years it has been offering organic and healthy food: it is specialized in gluten free and vegan products, also specific for people with food intolerances. The production is a strong point of the company, which has 9 production lines including biscuits, cereal cakes, bars (made with cereals, seeds and high protein content), chocolate bars and breakfast cereals. It offers more than 180 organic products and 24 product catego-

VISIT US AT BIOFACH 2022 HALL: 4 - BOOTH: 321

ries by selecting high-quality raw materials



Sugar-free, gluten-free, and dairy free too, these organic biscuits are made from wholegrain millet flour and other wholesome ingredients. Sweetened with organic erythritol: a naturally-occurring sweetener made from fermented sweetcorn. Ingredients

Rice flour*, sweetener: erythritol*, eggs* high oleic sunflower oil*, whole grain mil let flour*, corn starch*, natural almond flavour*, sea salt, leavening agents: acid sodium carbonate. (*)Organic product. Packaging details

200 g – Recyclable paper package Shelf life 10 months

International certifications Organic, Gluten free

SU DI TONO ORGANIC ITALIAN SUPERFOODS - www.suditono.com

HALL: 4 - BOOTH: 4-110

VISIT US AT BIOFACH 2022



SPAGOTTIMI - ORGANIC SPAGHETTI OF DEHYDRATED ZUCCHINI

Spagottimi are natural noodles of dried organic vegetables. Low in carbs, fats, calories. Naturally gluten-free.

Ingredients 100% organic dehydrated zucchini. Packaging details

Net weight 50 g / Gross weight 65 g. Stand up paper bag.

Shelf life 24 months. International certifications EU Organic, USDA Approval, FDA Ap-

SGAMBARO www.sgambaro.it

Founded in 1947, Sgambaro is a familyowned pasta factory, in Veneto (Northern Italy). Since 2001, the company has been producing its pasta with only 100% Italian durum wheat, being also a pioneer in the production of organic pasta in the country. Sgambaro's mission is to offer high-quality, healthy, and delicious pasta to consumers, at the same time committing itself to become a Climate Positive Organiza-

VISIT US AT BIOFACH 2022 HALL: 5 - BOOTH: 5-151



SPELT, LENTILS AND QUINOA SPAGHETTI - SGAMBARO BIO LABEL

A high protein content pasta, with a low glycaemic index, produced with spelt (an ancient cereal), lentils (a legume), and quinoa (an herbaceous plant).

Ingredients

Spelt flour (wheat) 70%, lentil flour 20%, quinoa flour 5%, pea protein isolate 5%. Packaging details

Weight: 500 g. High protein content (18%). Average nutritional values per 100 : Energy 1485 kJ (351 kcal), Fat 2.9 g, Carbohydrates 61 g, Fiber 5 g, Proteins 18 g. Product free from additives. Shelf life

3 years from production date. International certifications

ICEA Certification Organic, BRC (British Retail Consortium Level A), IFS (International Food Standard), Star-K Kosher Certification, HALAL Certificate

PROBIOS www.probios.it



BISFREE BISCUITS WITH CHOCOLATE CHIPS

Organic biscuits guaranteed glutenfree, lactose and milk proteins-free, without eggs. Made with whole oat flour and chocolate chips.

Ingredients

Corn flour, cane sugar, sunflower oil, 5.2% whole meal oat flour, 5.2% chocolate chips (cane sugar, cocoa mass, cocoa butter, emulsifier: soy lecithin, natural vanilla flavor), flaxseed flour, corn starch, raising agent: baking soda, salt, natural cocoa flavor, natural vanilla flavor. Packaging details

Weight: 250 g. 100% paper ecopack. Average nutritional values per 100 g: Energy 1616 kJ (386 kcal), Fat 17 g, Carbohydrates 54 g, Fiber 2,2 g, Protein 3,7

Shelf life 330 days

International certifications

BIOAGRICERT Certification Organic, BRC British Retail Consortium Level AA, IFS International Food Standard

COOPERLAT SOC. COOP. AGRICOLA

www.trevalli.cooperlat.it

Trevalli Cooperlat is a dynamic and modern second-grade agrifood Cooperative company. The headquarters is in Jesi (An) where liquid milk (fresh, including High-Quality Qm, Esl, Uht), Uht cream (for cooking, spray, for whipping), fresh and Esl cream, béchamel, desserts and plant-based creams are produced. Fresh and aged cheeses, ricotta and yoghurt come from the other three factories of the Company (Amandola, Colli al Metauro, Grugliasco). The milk supplied by the associates is collected daily and transformed in the 4 different factories to maintain very high levels of specialization and quality in each product category.



HOPLÀ VEG&BIO COOKING SAUCE

Cooking sauce made from sunflower oil 100% vegetable, organic, lactose-free, gluten-free, no hydrogenated fats, palm oilfree, no allergens

Packaging details

200 ml, tetra crystal, an eco-friendly packaging composed of 86% of plant-based raw materials that avails itself of the international carbon trust recognition (14% less of co2 emissions compared to standard tetra briks).

Shelf life

365 days International certifications Organic product, VeganOk

SIPA INTERNATIONAL – MARTINO

www.martinotaste.com

The Martino family has a long experience in the milling art started in 1904 and nowadays they are at the 4th generation of entrepreneurs. Always synonymous with quality and reliability, currently Martino is a well-known brand in more than 80 countries all over the world. Thanks to the brand development, Martino is focusing year after year on research and creation of new products following the market trends and requests.

VISIT US AT BIOFACH 2022 HALL: 4 - BOOTH: 4-355



CHICKPEAS CRISPYCOUS

Crispy Cous is the first breading couscous gluten free. You can use without frying, toasted in saucepan or in the owen Ingredients

100% Chickpeas flour Packaging details Doypack 250 g Shelf life

24 months International certifications BRC, IFS, Organic, Kosher, VeganOk, Naturland, Bioswiss, FD

TERRE E TRADIZIONI

www.terretradizioni.it

Terre e Tradizioni is the result of an adventure that started in 2012 in Raddusa in Sicily (City of Wheat). A small local farmer decides to recover some ancient varieties of Sicilian indigenous grains now disappeared from the territory, cultivating them according to the BIOFACH 2022 principles of organic farming. When he met a master pasta maker, he had the idea of enhancing these ancient grains by creating a line of pasta in which to find the scent and BOOTH: 1-457 flavor that these ancient cereals, nourished by the earth and the sun of Sicily, enclosed intact for hundreds of years.

ORGANIC CRUNCHY PILLOWS

From our ancient Russello wheat, the Organic Crunchy Pillows are born, very thin puffy sheets, baked in the oven and then browned for few seconds in high oleic sunflower oil. A delicious but simple snack, which contains all the nutritional and organoleptic properties of ancient wheat. It is available in three flavors: classic, pizza Ingredients



Classic: Russello durum wheat semolina *, water, high oleic sunflower oil *, brewer's yeast, salt. Pizza: Russello durum wheat semolina *, water, high oleic sunflower oil *, brewer's yeast, salt, natural spice

Rosemary: Russello durum wheat semolina *, water, high oleic sunflower oil *, brewer's yeast, salt, natural rosemary flavor *. (*) From organic farming.

Packaging details Plastic (PP / 5)

Shelf life

10 months International certifications

Organic certification



65% less PLASTIC than traditional packs - FSC-paper

All our ORGANIC products are eco-friendly in terms of





www.cosibio.it

end

proval

EVENTS

www.specialtyfood.com



in New York from 12 to 14 June.

From our reporter Alessandro Rigamonti



The Specialty Food Association, organizer of the Fancy Food Shows, has assigned to Donato Cinelli, Ceo of Universal Marketing, the Hall of Fame 2022. The Hall's mission is to honor individuals whose accomplishments and innovations have contributed to the success of the specialty food industry. Headquartered in Rome, Universal Marketing has been the Specialty Food Association's exclusive agent for Italy for over 25 years. Its mission is, and has always been, to support the internationalization

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di New York, in scena dal 12 al 14 giugno. Fiera numero uno, in Nord America, per l'agroalimentare di qualità.







































The (happy) faces of Italian exhibitors at the latest edition of the Summer Fancy Food Show. On stage

An astonishing comeback, after the two-year halt imposed by the pandemic, for the Summer Fancy Food Show, held in New York on the past 12-14 June. The event, leading trade show for the North American market, is organized by the Specialty Food Association (Sfa) which represents, since 1952, the American specialty food industry. A market that, among manufacturers, distributors, importers, retailers and brokers, is estimated to be worth about 170.4 billion dollars. Italy, that has always been one of the largest and most significant international collectives, was this year's Country Partner of the event. The interest of Italian companies in this huge market, the first destination for our food & beverage export outside of Europe, remains indeed very high. In 2021, US and Canadian imports of f&b recorded a 20% growth over the pre-pandemic period, that is to say 2019. And given the still scarce presence of Italian products in large areas of the country, the growth potential is definitely high. In these pages, the (happy) faces of the Italian companies we met during our trip in New York.

Donato Cinelli (Universal Marketing) receives the Hall of Fame 2022



Donato Cinelli (in the middle) and his team

The SUMMER is magic

I volti dei protagonisti (italiani) dell'ultima edizione del Summer Fancy Food Show





































From left: Alessandro Fumara,

Nicolò Francesconi and Andrea

From left: Angela Deon and

EVENTS







From left: Clara Palagiano and



Nicola Visaggio and Luciana





































A *true* Italiai





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FOCUS ON

Specialty food goes plant-based

The overall industry topped 175 billion dollars in the US last year. Veggie delicacies are among the fastest growing categories, exceeding 7.7 billions (+6%) and outpacing the entire specialty retail market.

The Specialty Food Association (SFA), organizer of the Fancy Food Shows, has released its annual State of the Specialty Food Industry Report. The publication, which takes stock of how the specialty food market preforms year over year, reveals that in 2021 total sales reached 175 billion dollars, up 7.4% versus 5.8% the year before.

In this scenario, the plant-based specialty retail market grew 6%, exceeding 7.7 billion dollars in 2021, after the astonishing 26% growth registered in 2020. Plant-based growth has outpaced the entire specialty retail market, which grew 4% in 2021 and 20% in 2020. Simultaneously, some plant-based categories grew slower in the specialty segment than the entire market in 2021. These include yogurt and plant-based yogurt, tofu, creams and creamers (shelf stable), plant-based milk (refrigerated), and plant-based milk (shelf stable). The largest growth gap is with plant-based meat alternatives (refrigerated): it grew 34% in specialty, but 66% in the total market. Historically, this category has been composed of 97% specialty items, but it changed in the last three years and now non-specialty items are contributing to much of the growth.

I plant-based alla conquista dello 'specialty food'

CATEGORIES

THAT GREW MORE IN 2021

BABY AND TODDLER FOOD

-2,1% IN 2020 VS +17,9% IN 2021

-7,4% IN 2020 VS +15,9% IN 2021

-11% IN 2020 VS +10,5% IN 2021

WELLNESS BARS AND GELS

A fronte di un mercato, quello dello specialty food (alimentare premium), che nel 2021 ha generato un volume d'affari di 175 miliari di dollari negli Stati Uniti, i prodotti plant-based figurano tra le categorie merceologiche in più rapida espansione. Con un tasso di crescita che, lo scorso anno, si è attestato a +6%, per un valore complessivo di 7,7 miliardi. In crescita, nell'ultimo anno, anche la domanda di prodotti che appartengono al mondo

Some were considered non-essentials in 2020

and some grew as people went back to work and school

FUNCTIONAL BEVERAGE (SHELF STABLE)

THE U.S. SPECIALTY F&B MARKET AT A GLANCE

The overall performance

conventional (non-specialty) grocery and foodservice. According to forecasts, the specialty retail market is expected to hit 91 billions in 2022 and billions. return to a compound annual growth rate of 4.7%, just slightly higher than pre-Covid's 4.1 percent Cagr. Nevertheless, the report points out that inflation, pushing food prices higher, is driving much of up the remaining 14%. Both channels grew roughly the dollar sales increases in 2021. While unit volu- 20% in 2020 and MULO (Multi channel) recorded a me sales show that the industry did not grow very much since 2020.

"The specialty food market has prospered amid two difficult years, with our latest research showing specialty continues to grow at a faster rate than all food," said Denise Purcell, Specialty Food Association's vice president, content & education. "Growth will continue, but at a slower pace than the industry experienced during the 2020 pandemic-influenced whirlwind of grocery shopping and at-home meal preparation, and will depend on supply chain bandwidth and shifts in challenges like inflation, shipping issues, cost increases, and materials shorta-

The retail landscape

In 2021, the specialty food market accounted for 21.9% of all food and beverage sales in retail. and Whole Foods Market, that number rises to based innovations.

144.2 billions. Covid's devastating impact is clear The specialty food market is growing: +25.4% in foodservice, which is expected to recover slowly between 2019 and 2021, versus +17.6% for all of over this year and next, surpassing 2019 numbers food. This positive movement is expected to con- in 2023. The pandemic also influenced explosion in tinue, with overall growth rates exceeding those of pure-play specialty e-commerce through platforms like Amazon and Thrive Market helped quadruple sales from 2019 to 2021, from 478 millions to 2

> MULO, the conventional multi-outlet channel, accounted for 86% of specialty food retail sales in 2021 while the Natural & Specialty channel made further 6% increase in 2021. Sales in the Natural & Specialty retail dropped, instead, by 3 percentage

Sales categories

Much of specialty food's retail sales, according to the report, come from center-store, shelf stable grocery products. In 2021, grocery reached nearly 51 billion dollars in sales, 58% of all retail sales through brick-and-mortar stores. Refrigerated foods and beverages topped 22 billion, garnering 26% of sales. The smallest department, frozen foods and beverages, generated sales of nearly 14 billions, translating to 16% of total retail sales. Refrigerated grew the fastest of all departments. While inflation was a primary driver, consumer demand for fresh food and beverages remains strong.

Plant-based sales are driving much of the growth Looking at the different sales channels, specialty in the refrigerated isle, especially in categories like brick-and-mortar retail (including online sales made creams and creamers, breakfast foods, and appein those channels) rose to an all-time high of 87.2 tizers and snacks. As regards the fastest-growing billions in sales in 2021. When factoring in estima-subcategories from 2020-2021, in line with macro tes for perishables and sales through Trader Joe's trends in the food industry, half of the 10 are plant-

TOP 10 FASTEST-GROWING SUBCATEGORIES 2020-2021

In line with macro trends in the food industry, half of the 10 are plant-based innovations

Baby and toddler beverages

Plant-based meatballs (refrigerated)

Non-dairy creams and creamers (refrigerated)

Individual snacks (shelf stable)

Plant-based breakfast meat alternatives (frozen)

Plant-based breakfast meat alternatives, other (refrigerated)

Performance beverages (shelf stable)

Tea, RTD (refrigerated)

Snacks, variety packs

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Plant-based meat snacks (shelf stable)