

# 5 speakers

1  
Strategy &  
Objectives  
Acomomo Group



Allard  
Goldschmeding

2  
Catz  
International



Albert  
Berisa

3  
Edible Seeds  
North America



Koert  
Liekelema

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Tradin  
Organic



Floris  
Wesseling

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Value creation  
& financial  
objectives



Mirjam  
van Thiel

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Summary

Allard  
Goldschmeding

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Q&A



# Capital Markets Day

**Floris Wesseling**

7 April 2025



**Organic Ingredients - Global Impact**

# At a glance

categories



Coffee



Cocoa



Sweeteners



Nuts & Seeds



Fruits & Vegetables



Oils



**150**  
ingredients

**350+**  
suppliers



**20**

Supply chain  
partnership  
collaborations

**3**

Integrated  
processing  
facilities

Sourcing from  
**>300,000**  
farmers



**30**  
Years

Leadership &  
Experience in  
Organic



Serving  
**>>1000**  
customers



**19** Organic  
Certifications  
& Standards

**50+**  
Employees  
worldwide  
in Quality  
Assurance



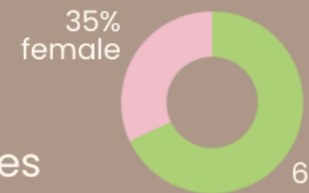
**\$1M**  
Spent on  
testing  
each  
year

Dedicated to  
**Organic Integrity**



**430**  
Employees

**30**  
Nationalities



# Where we play



Farmers



Primary  
Processing



Trading



Secondary  
Processing



Customers  
& Retailers

**Building Roots to Healthier Foods**

# Uniquely positioned

Vertical  
Integration

Integrated  
Specialists

  
Integrated  
One-Stop shop

Specialist  
traders

General  
traders

Portfolio Diversity

# Why Organic?



## Consumers

Healthy & Nutritious  
No pesticides, additives or antibiotics  
Conscious Consumerism



## Farmers

Increased Livelihood  
Fair Pricing  
Ethical labor



## Planet

Soil Health  
Biodiversity  
Lower Carbon Footprint

- ✓ One stop shop & diverse portfolio
- ✓ Trusted partner with high standards
- ✓ Quality assurance & traceability
- ✓ Multiple supply sources to ensure availability
- ✓ Long-term partnerships with our suppliers
- ✓ Resilient supply chains
- ✓ Integrated sustainability programs

# Organic Ingredients Global Impact

## Key sourcing items



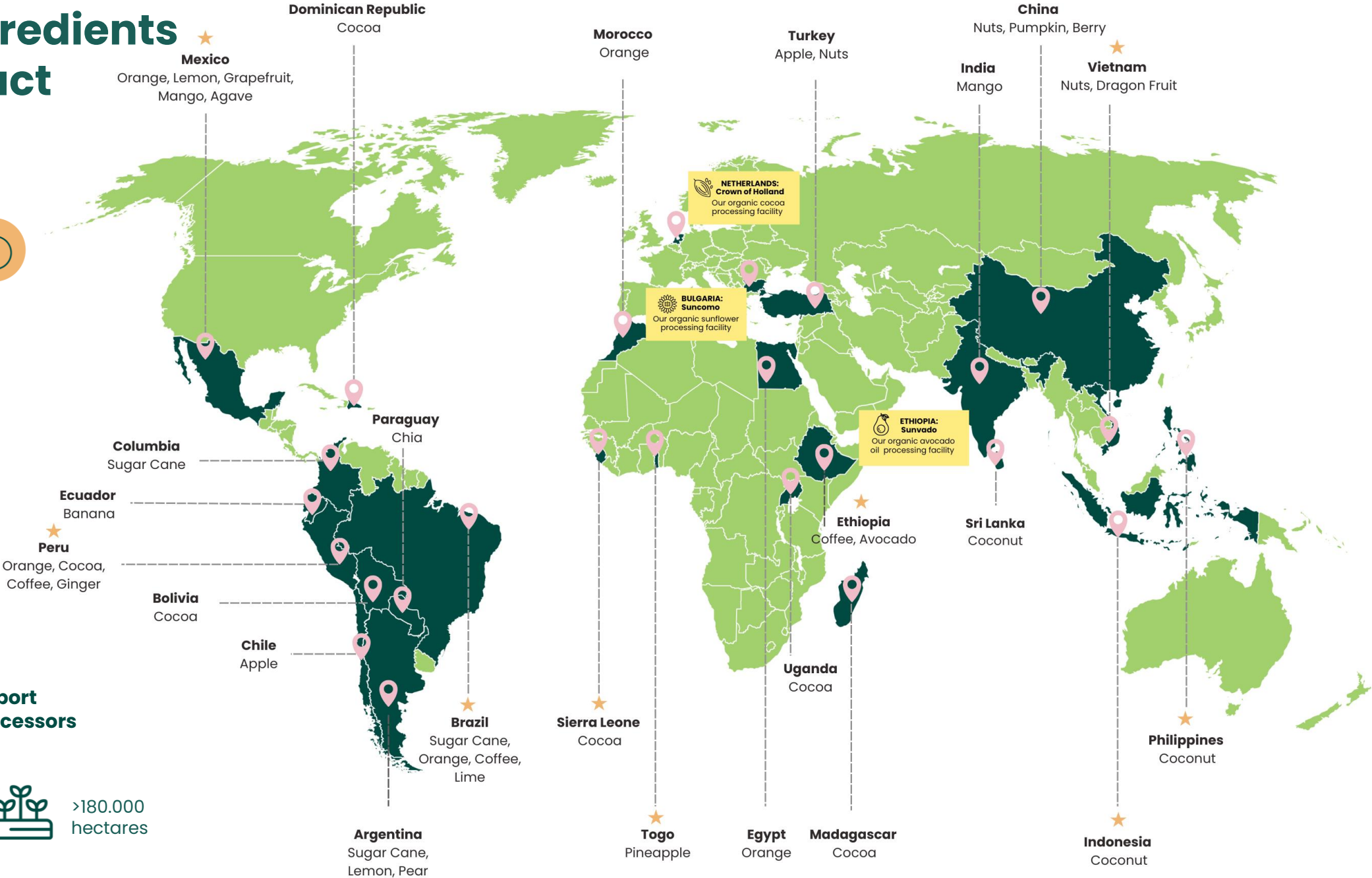
★  
Our impact projects support organic growers and processors



>100.000 farmers



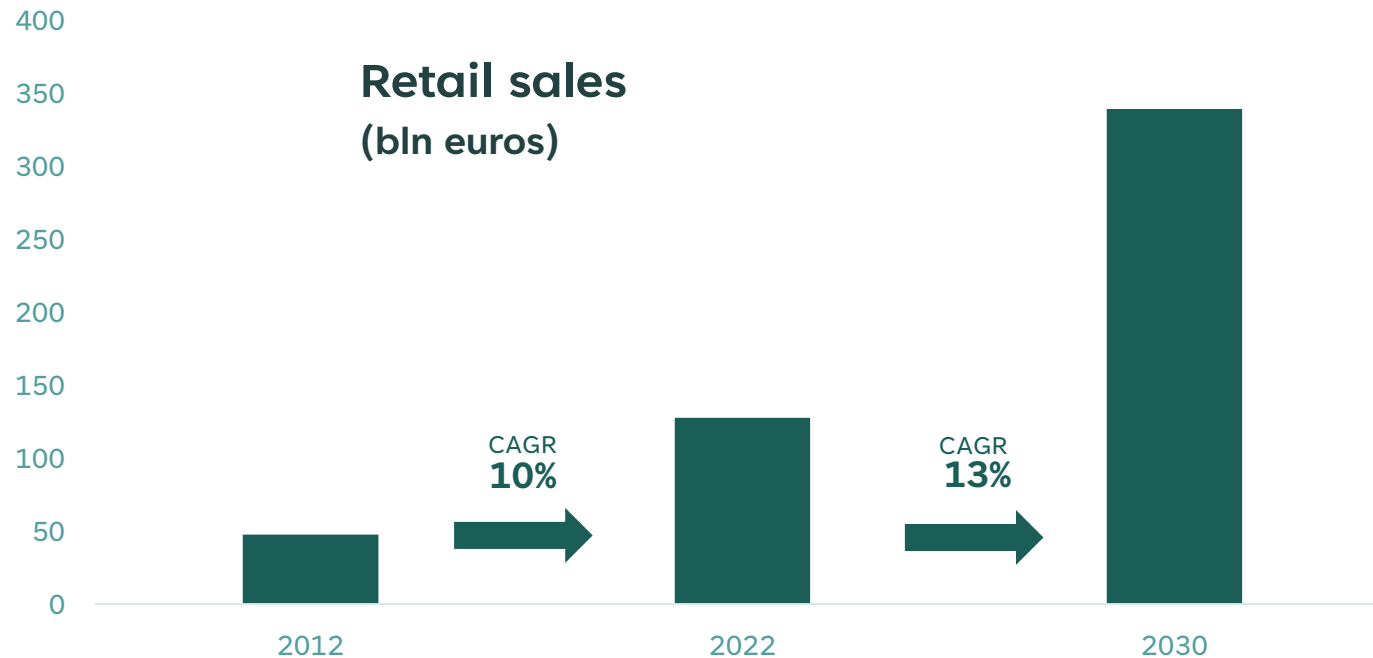
>180.000 hectares







# Organic market is predicted to keep growing



Source: IFOAM, FiBL, Simon Kutcher, Grand View Research, Polaris Market Research



## Key Trends

- Focus on healthy and 'free-from' food
- Rise in natural and plant-based diets
- Climate change resilience
- Conscious and ethical consumerism





# Delivering value through resilient supply chains

**We understand and connect customer and producer needs**

Global reach in sourcing expertise and supply partnerships

Integrated supply chain value with added services

Unlocking vital resources to develop organic supply partnerships

Origin diversification reduces risk and provides sustainable sourcing model

**We deliver E2E value:**

1. Customers receive expertise, trust, reliability and resilient supply solutions
2. Producers receive support, stability and predictable demand

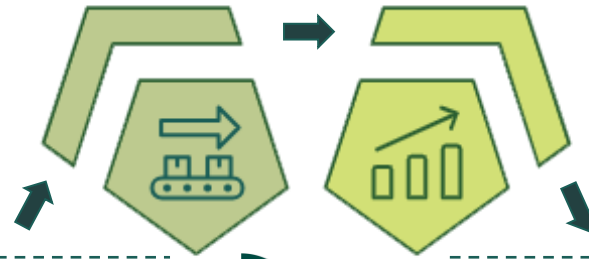
# Impact Growth Cycle



Our model of unconventional growth: as our business scales, so does our positive impact

## Access resilient Supply chains

Securing a stable supply of ingredients with measurable impact



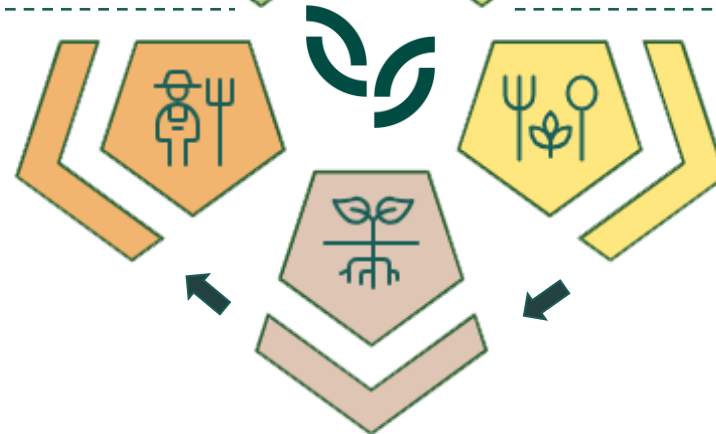
## Meet growing demand

for conscious food and care products through our sustainable sourcing solutions

**E2E value creation**

## Increase farmer livelihoods

Through price premium, stable income, women and youth empowerment, also enabling education and further farm investments



## Scale regenerative organic agriculture

by supporting more (smallholder) farmers and fields through training, funding and digitization

## Boost biodiversity and soil health

and climate resilience and water management in sourcing areas, beyond farms, to increase yields and diversity for food and trade

**Nature-positive**





# Key takeaways

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Primed to **lead** in a complex world



Securing superior, sustainable **growth**



Advancing on our **fundamentals**



Responsible, Entrepreneurial, **Future**-oriented





# Thank You



[www.tradinorganic.com](http://www.tradinorganic.com)