



NEDSPICE

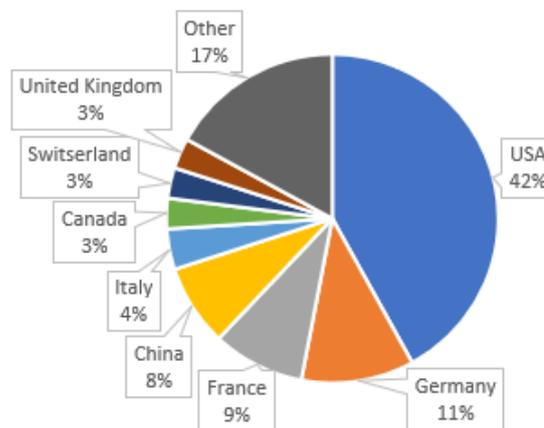
Exhibition Biofach February 2020

Dear customer,

At Nedspice we work towards more sustainable production of spices. Since Nedspice began in 2004 we invested in spice processing in producing countries. Having reached state of the art spice processing systems, we then invested in the various Nedspice Farmers Partnership Programs. Two years ago, we converted some of our conventional spice supplies into organic certified supply chains. Organic spice production can contribute towards more sustainable production. Now we are ready to bring organic spice production to a next level: scaling up and expanding the area.

According to the 2020 report of FiBL & IFOAM on statistics and emerging trends, value of world retail sales on organic food amounts to just above a hundred billion US dollars.

Global market: Distribution of retail sales volume by country 2018



Source: FiBL-AMI survey 2020, based on retail sales with organic food

[CBI reports](#) the worldwide value of organic spices is estimated between 750 million and 1 billion USD.

Total market value of conventional spices and seasonings was recently valued at 16.6 billion USD ([Statistica.com](#)), which suggests the share of organic spices is about 4.5% percent.

In comparison, total market value of 100 billion for all organic food compares to total market value of grocery sales of almost 4000 billion, a share of 2.5%.

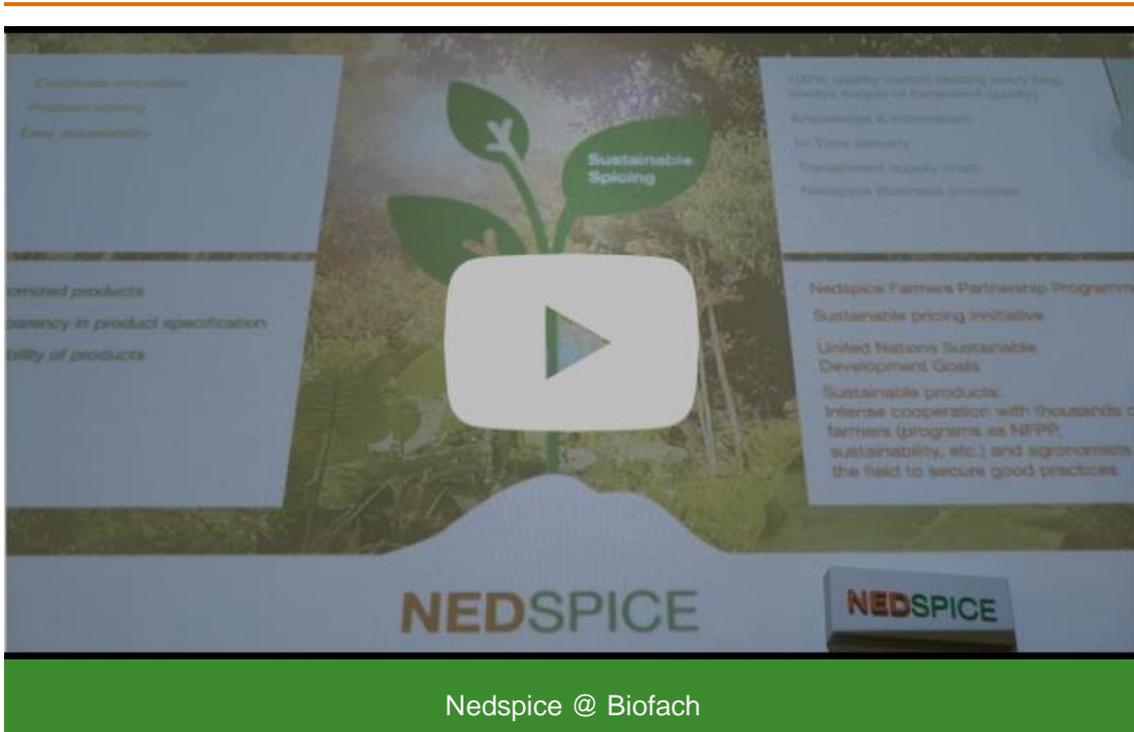
Jelke Herweijer and Henri de Haan explain in [below five-minute video](#) what Nedspice does to make

organic spices available to major spice packers and food producers. After spending a few days at the Biofach trade fair, Jelke concluded: "Most demand for organic spices isn't coming from buyers of existing organic spice demand, but from buyers of conventional spices who are interested on strengthening their market positioning. Whether our customers are interested in improving their market position or in improving the way how spices are produced, we'd be honoured to work with them on this!"

Please feel free to contact your sales manager with any questions.

Kind regards,

The Nedspice team



NEDSPICE

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