



THE EXTRAORDINARY
ITALIAN TASTE

ITALY AT BIOBEURS 2023

Catalogue of
the italian exhibitors

Den Bosch, 18-19 January 2023
Halle 6, Italian Pavilion

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ITA®
ITALIAN TRADE AGENCY
ITA - Bureau for Italian Export Promotion
International promotion of Italian products

CATALOGUE OF THE ITALIAN EXHIBITORS

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Dear trade fair visitors,

as Director of the Italian Trade Agency in Brussels, I am pleased to welcome you to the Italian ICE stand at the Biobeurs in Den Bosch.

Italy is a global leader for organic production and the organic sector is the most fast-growing segment of the entire Italian agri-food sector.

The Italian exhibitors at our stand will present to international visitors their original Italian organic products, which are created using traditional recipes and production techniques. Here, every product is a true original – Made in Italy. Our 14 exhibitors from Italy present a highly diverse and innovative selection of products. These range from exquisite olive oils, dried pasta, confectionery, pastries, cereal and rice, through dried fruit and vegetables, low alcohol wine and traditional wines, fruit juices and ready-to-use sauces.

All international trade visitors are invited to visit the Italian pavilion “ICE stand” in Hall 6.

At the Italian Trade Agency information stand, you will have the opportunity to meet the Italian exhibitors, develop contacts and obtain further information.

The Italian Trade Agency team and the Italian exhibitors are looking forward to seeing you at the Biobeurs 2022!

The Italian Trade Agency is the Italian government organisation working to develop, facilitate and promote economic and commercial relationships abroad, and marketing Italian goods and services internationally. It further promotes the „Made in Italy“ image around the world and Italy itself as a destination for foreign investment.



ITALIAN TRADE AGENCY

ICE - Agenzia per la promozione all'estero e
l'internazionalizzazione delle imprese italiane

The Italian Trade Agency operates under the authority and supervision of The Ministry of Enterprises and Made in Italy and the Ministry of Foreign Affairs and International Cooperation. Through its international presence, alongside the Italian diplomatic network, our Agency works together with business organisations and other public and private entities to offer coordinated support for businesses and Italian organisations involved in the globalization process.

From its Rome headquarters, with offices in Milan and around the world, the Italian Trade Agency provides information, assistance and promotion services to businesses and institutions, encouraging cooperation within the industrial, agricultural and agri-food sectors, distribution and tertiary businesses, to expand the presence of Italian companies on international markets.

In order to support the Italian agricultural and food sector the Italian Trade Agency offers a wide range of initiatives worldwide, such as participation in trade fairs, presentations and bilateral workshops.

In Benelux the Italian Trade Agency-Brussels office organizes many promotional events with Italian regions, provinces, manufacturers associations, chambers of commerce, private companies and collective pavilions in international trade fairs such as PLMA, METS, IDFA and, of course, BIOBEURS.

ICE is online on:

www.ice.it

For Italian companies; it contains information on foreign markets, ICE activities, assistance and promotional services.

www.ice.it/en

The Made in Italy Official Portal for foreign companies provide information on Italian production and a database of Italian exporting companies (the Made in Italy Business Directory).

Headquarters:

ICE – Agenzia per la promozione all'estero e
l'internazionalizzazione delle imprese italiane
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agroindustria@ice.it

Benelux Office:

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Place de la Liberté, 12
1000 Brussels
Bruxelles@ice.it

THE ITALIAN ORGANIC MARKET

Interest in organically produced food is growing strongly worldwide. The areas under cultivation are being expanded and the proportion of organic products on the market is rising.

Italy is one of the world's leading countries in the production of organic food. The strong growth in production, domestic market, and exports of recent years continued in 2021.

Organic production in Italy

The area in Italy cultivated with organic methods is growing (+1.8%). The share of the area used for organic production in the total national agricultural area is approx. 17.4%.

The strongest increase in area was recorded in the 2 regions: Veneto (+12%) and Marche (+32.1%), the lowest in Friuli Venezia Giulia (-8.2%), Sardegna (-5.2%) and Calabria (4,1%). Italy thus offers the third largest cultivation area for organic products (2187 ha) in Europe after Spain (2355 ha), France (2241 ha).

86144 companies were active in the Italian organic sector in 2021 (+5,4% vs 2020)

Export & Turnover

In 2021 the entire Italian organic sector achieved a turnover of 7.5 billion euros in 2021. Of this total, 2.9 billion euros were generated by exports and a further growth to 3.4 billion euros is expected in 2022.

The main destination markets in Europe are Germany, followed by France, and Benelux .

The recognition of organic made-in-Italy brand on international markets is also reflected in the long-term growth (+181% compared to 2012, a value almost tripled) and the export share (weight of 6% on total Italian agri-food exports in 2022 compared to 4% ten years ago).

Important export products are fruit and vegetables, milk substitutes, cereals and flour, bakery products, wine, animal feed and similar products, meat, extra virgin olive oil and germ oil, jams and marmalades, dairy products and cheese, pasta and similar products, canned vegetables, processed tomatoes.

Domestic Market

Organic food sales in the domestic market (household and away-from-home consumption) have reached 5 billion euros and account for 3.5 % of global organic retail sales. What is driving the growth of the market is out-of-home consumption, which has exceeded 1 billion euros, marking a growth of 53 percent compared to 2021 thanks to the dynamics of both the catering-related component (+20 percent) and the commercial catering component (+79 percent).

The Modern Distribution management remains the first channel for Italians' organic purchases, weighing 57 percent of total sales related to Italians' domestic consumption. In 2022, organic sales in the channel stand at 2.3 billion euros (+0.4% compared to 2021). Other channels (direct sales made in markets and companies, fair trade buying groups, for example) are growing by 5%.

According to a survey of organic exporters carried out by the Nomisma Research Institute, the strength of their products lies in a recognised company brand and the trustworthiness of the company (27%), organoleptic quality (26%), Italian origin (19%), traceability and other guarantees (12%), innovation (6%), price (5%), additional certifications (2%), packaging (1%).

EXHIBITORS

CASA DEL FERMENTINO



THE ART OF FERMENTING NUTS

CASA DEL FERMENTINO

Stand N. 1

Adress: Via Faentina, 280/286 - 48026 Godo di Russi (RA)

Tel: +393357804187

E-mail: dlobianco@eurocompany.it

Website: <http://www.casadelfermentino.com/en/>

Contact Person: Daniele Lo Bianco

Founded in 1979, Euro Company produces, selects, and markets nuts and dried fruits.

Certified B Corporation in 2019, Euro Company makes ethics its central point.

In Euro Company products represent a way to drive values. The Fermentino project was born in 2015, through a collaboration with the University of Bologna, with the aim of giving customers innovative, plant-based and natural products made with fermented nuts.

Società Agricola Eredi Grassi

COTE DI MEZZO

SOCIETÀ AGRICOLA COTE DI MEZZO S.S.

Stand N. 2

Adress: Via S. Venere, 1, 1 - 88836 Cotronei (KR)

Tel: +39 3891976841

E-mail: info@cotedimezzo.it

Website: <http://www.cotedimezzo.it/>

Contact Person: Adolfo Grassi

At 500 meters above sea level, among the lush Calabrian hills, the Cote di Mezzo Agricultural Company was born in 2016 on the initiative of three farmers. Driven by the tradition that has linked their family to olive growing for almost a century, the three young partners decide to invest their future in this land. Tradition and innovation come together to give life to an oil that recalls the history and culture handed down for generations while maintaining a constant link with the present.

EXHIBITORS


FALCO SRL
Stand N. 3

Adress: VIA POSTE, 12 - 81011 ALIFE (CE)
 Tel: +390823918787
 E-mail info@falcofoods.it
 Website: <http://www.falcofoods.it>

Contact Person: Maria Stefania Locatelli

The company specializes in the production of healthy and vegan baked goods, made using only raw materials from organic farming.

The production processes have achieved the balance between tradition and creativity, reworking ancient recipes and preserving the craftsmanship. Modern technologies support the processes in those phases which are crucial for preserving the organoleptic qualities of the raw materials.


PASTA NATURA
Stand N. 4

Adress: VIA AGRICOLTURA, 10 - 12022 BUSCA (CN)
 Tel: +393890263562
 E-mai: export@pastanatura.com
 Website: <http://www.pastanatura.com>

Contact Person: Fulvia Ruata

Pasta Natura is specialised in the production of natural gluten free products: pasta, biscuits, flours, polenta and flakes

EXHIBITORS

CONVIVIA®

FOR ITALIAN FOOD LOVERS



convivia.it

CONVIVIA - FOR ITALIAN FOOD LOVERS**Stand N. 5**

Address: via Giuseppe Simili, 21 - 95030 Gravina di Catania (Ct)

Tel: +39 348 1218280

E-mail: l.export@convivia.itWebsite: <http://www.convivia.it>

Contact Person: Gabriella Garozzo

CONVIVIA products are born in Sicily, on the slopes of the Etna volcano. They are all made with excellent raw materials of exclusively Sicilian origin. All products are made exclusively with extra virgin olive oil and only during the seasonality of the raw materials (the vegetables are collected, therefore, only in the period of full ripeness, that is when they are full of tastes and flavors). We produce: ready made cherry tomato sauces, pestos, paté and caponata siciliana.

SAVIAN
BIOWINEMAKER**SAVIAN BIOWINEMAKER****Stand N. 6**

Address: VIALE VITTORIA, 20 - 30020 ANNONE VENETO (VE)

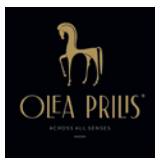
Tel: +39 0422 864068

E-mail: info@savianvini.itWebsite: <http://www.savianvini.it>

Contact Person: GIOVANNA DE TONI

Savian BioWinemaker, family winegrower company established in 1925, produces 100% organic Italian wine (Prosecco, Pinot Grigio, Merlot...) certified organic & vegan by ICEA.

We are based in Veneto region, 60 km from Venice. Our goal is to ethically and sustainably produce and distribute organic wine worldwide. We hope to pursue more ecological projects as our business grows. We have all certificates and labels for the European, USA & CANADA markets.



OLEA PRILIS

Stand N. 7

Adress: squadre basse 2, 747/a - 58100 Grosseto (gr)

Tel: +393393984522

E-mai: l.fl@swissolives.ch

Website: <http://oleaprilis.com>

Contact Person: Fabrizio Ladi Bucciolini

A family-owned Farm that produces high quality Extra Virgin Olive Oil that is fresh, green and extracted from olives that we pick at the ideal point of ripeness. We stand unconditionally for sustainability, and we long to be part of a marketplace that has interest in sustainable development and community values, made of people that endorse replacing socially and ecologically destructive systems, and that do so with their actions, including professional and personal choices.



CACAO CRUDO SRL

Stand N. 8

Adress: Via Prenestina Nuova, 86 - 00036 Palestrina (RM)

Tel: +39 3337439560

E-mail info@cacaocrudo.it

Website: <http://www.cacaocrudo.it>

Contact Person: Daniele Dell'Orco

CACAO CRUDO is a new way to produce and savour chocolate. To preserve the precious qualities of the cacao and the other ingredients we are constantly seeking new production methods and new ways to enjoy it. Cacao Crudo is the supply chain we want !

EXHIBITORS

**NATYS SRL****Stand N. 9**

Adress: Via Sesia, 2c - 20017 Rho (MI)

Tel: +39 3357782105

E-mai: isabella.rosata@natys.it

Website: <http://en.natys.it/>

Contact Person: Isabella Rosata

Naty's organic fruit juices are produced in an artisan laboratory among the peaks of Trentino, through small and eco-friendly productions. Thanks to a gentle processing with a short time pasteurization, the picked fruit becomes fruit to drink. THE PACKAGING allows both the optimal conservation of fruit, in a 200 ml glass bottle, and an ecological impact, with label and packaging in paper and cardboard, for a completely plastic free result. The range NFC consists of 10 items very low in sugars.

**CAMPO D'ORO – SICILIA****Stand N. 10**

Adress: Contrada Scunchipane, 125 - 92019 Sciacca (AG)

Tel: +393356230230

E-mail cd@campodoro.com

Website: <http://www.campodoro.com>

Contact Person: Jennifer Etienne

Campo d'Oro is a family company has been producing, in Sicily, more than 150 gourmet specialities for many years. Our farm on 120 hectares produce sicilian raw ingredients as tomato, basil, onion and other vegetables. The gourmet production ranging from Antipasti, Olives, Pesto, Tomato Sauces, Pates, Jam and Sweet Creams. We use only highly regulated, 100% Natural Ingredients, No Gmo, BRC, IFS, Fssc 22000, Kosher, Halal, BIO Organic, Vegan, NoGmo.



ANNICK DRINK ETHIC

Stand N. 11

Adress: VIA AMALASUNTA,, 160 - 01010 MARTA (VT)

Tel: +393927375195

E-mai:l annick@annicked.com

Website: <http://annickethicdrinks.com/>

Contact Person: Annick Devaux

We are an innovative start up working on the low alcohol market. We are producing a range of LOW ALCOHOL wine totally natural, we are proposing the pleasure of wine with low alcohol ! We are the only 100% grapes on the 1 to 5°c alcohol market (HUGE market). 1/3 of drinkers are looking to reduce their consumption, we are the only who propose a natural and TASTY answer to solve this problem! Taste IT = LOVE IT



CASTELLO DI SALASCO

Stand N. 12

Adress: Via San Cristoforo, 8 - 13100 Vercelli (VC)

Tel: +393394126156

E-mail castellodisalasco@castellodisalasco.it

Website: <http://www.castellodisalasco.it/>

Contact Person: Maria Stefania Locatelli

We produce and sell high quality Italian rice, corn, pulse, hard and soft wheat also organic varieties with all their flour. We also sell almonds, flour and oil. We have also 32 kind of ready to cook risotto and couscous prepared with dry ingredients.

EXHIBITORS



TENUTA SAN JACOPO

1737

TENUTA SAN JACOPO**Stand N. 13**

Address: Loc. Castiglioncelli , 151 - 52022 Cavriglia (AR)

Tel: +39 3333667547

E-mail: info@tenutasanjacopo.it

Website: <http://www.tenutasanjacopo.it/>

Contact Person: Costantino Cattaneo

Tenuta San Jacopo is a farm founded in 1737 in Cavriglia. It extends for 140 hectares located at about 300 m.s.l. , 35 are vineyards, 20 olive trees and woods, entirely converted to the Organic cultivation method since 2002.

Varieties: Sangiovese, Trebbiano, Montepulciano, Merlot, Cabernet S. and Chardonnay.

The production area is the Chianti DOCG hills of Arezzo and the Valdarno Superiore DOC.

**pasta gustosa****GLUTEN FREE FOODS SRL****Stand N. 14**

Address: Via A. Fleming , 7 - 70024 GRAVINA IN PUGLIA (BA)

Tel: +39 0803254176

E-mail: pietrolagrega@pastagustosa.it

Website: <http://www.pastagustosa.it>

Contact Person: Pietro Lagrega

We are manufacturers of high-quality GLUTEN-FREE pasta!

Our expertise is combined with the continuous search for only qualified suppliers. We use only naturally gluten-free flours without the use of additives or emulsifiers.

Pasta Gustosa is dedicated to those who suffer from food intolerances such as coeliac disease, to those who by choice follow a careful diet, and to anyone who wants a healthy product without renouncing the taste and pleasure of real pasta Made in Italy.

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