

European research meets organic food processing at eye level

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CORE Organic at BIOFACH Congress
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The Italian association of organic food processors

Established in 2006

87 members (processors, wholesalers, large scale retailers) with sales over 1.5bn EUR

A proud member of IFOAM ORGANICS INTERNATIONAL & IFOAM-EU





- **Company established in 1977**
- **Segment: sweet and savory baked goods (+ baby food)**
- **Sales 2017: 40m EUR**
- **~ 100 employees**
(9 R&D, ~ 50 production, ~ 40 sales & admin)
- **Market: global**





Are there any differences?



Challenge:
organic & vegan laminated products
(crackers) with no EU allergenes: gluten free,
egg free, milk free, nuts free, soy free...)



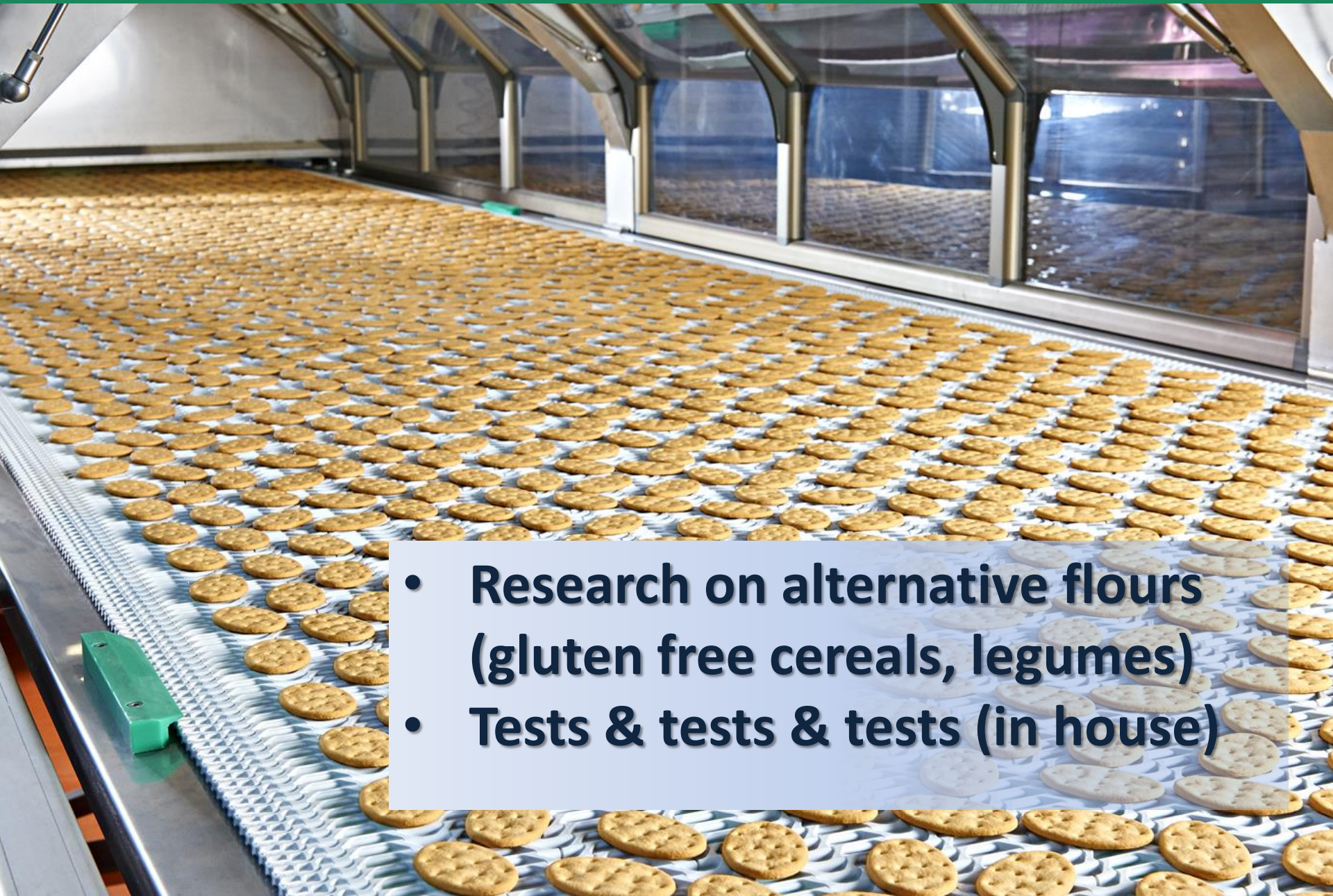
Are there any differences?

Critical points:

- **Industrial machinery is tailored for standard production (gluten, eggs)**
- **No additive (as hydroxypropyl methylcellulose HPMC etc) allowed, no additive wanted**



Are there any differences?



- **Research on alternative flours (gluten free cereals, legumes)**
- **Tests & tests & tests (in house)**



Are there any differences?

**In house team
and a network
of skilled
professionals
built in 40 years**





employees 1 100 (53 researchers)

sqm of production plants 60 000

farmed surface (Ha) 1 400

species farmed 77

patents 33

SKUs produced per year 3 000

Sales 2017: 190m EUR (+10,4%)

Sales in 20 000 shops in 14 Countries

6 foreign branches

- FOOD SUPPLEMENTS

- MEDICAL DEVICES





What kind of knowledge is needed?



Historical Research

Scientific Research

Ecological Research

Botany

Phytochemistry

Genetics

Preclinical and Clinical research

Technological-formulation study



What kind of knowledge is needed?

Medicinal Herb Garden, a true open air phyto-chemical laboratory managed by a team of experts which:

provides plants of identified origin in order to study their adaptation to the climate and the possibility of large scale cultivation and application;

provides safe and identified raw materials for the other kinds of Research (Phytochemistry, Preclinical studies, Technological-formulation studies).

Vegetable Genomics Laboratory

Cellular and Molecular Biology Research Laboratory (real-time PCR)

Phytochemical laboratory using

HPLC: high performance liquid chromatography;

LC-MS ion trap: ion trap liquid phase mass spectrometers;

GC-MS: Gas-mass, mass spectrometer coupled with gas chromatograph



What kind of knowledge is needed?



**Chairman Valentino Mercati
has been awarded an
Honorary Degree by the
University of Pisa for his
scientific research and
intuition**

Some ecological results:


- **patents for 100% natural formulations, free of synthetic chemicals**
- **no solvents;**
- **ecologically compatible packaging systems (biocartene, a biodegradable and compostable material based on potatoes)**



What kind of knowledge is needed?

One size does not fit all

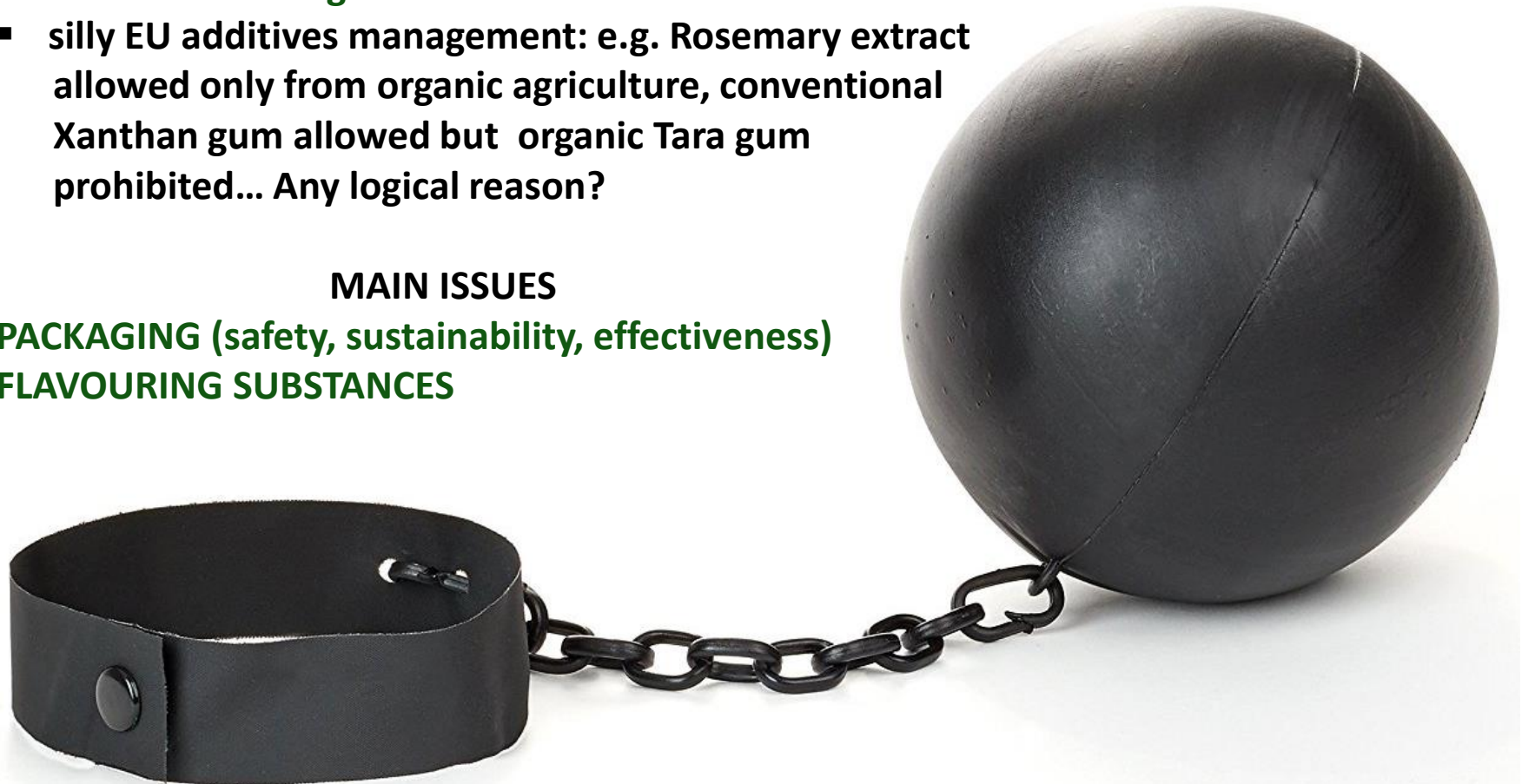


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- many *very* traditional products, recipes and processes
 - **company dimensions and investment capacity**
 - machines developed for conventional production
 - **technical training based on chemicals**
 - silly EU additives management: e.g. Rosemary extract allowed only from organic agriculture, conventional Xanthan gum allowed but organic Tara gum prohibited... Any logical reason?

MAIN ISSUES

PACKAGING (safety, sustainability, effectiveness)

FLAVOURING SUBSTANCES




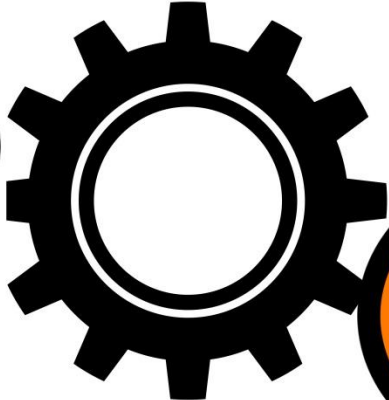


DISSEMINATION & NETWORKING NEEDED





CORE organic

Pro**ing**

(nota bene, unofficial)



AssoBío