

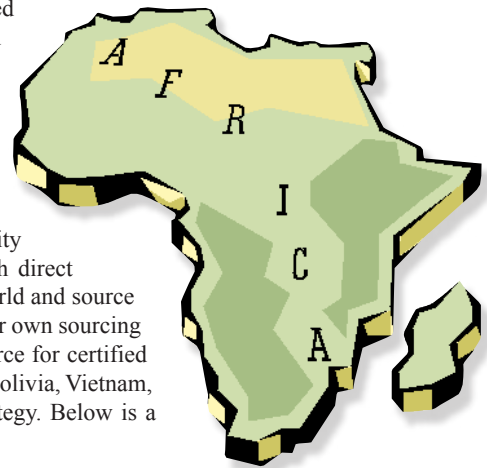
Tradin Organic Agriculture

Your Source for *Organic* Raw Materials

Tradin's Organic coffee beans, pineapple juice and grapes projects in AFRICA

Tradin Organic Agriculture B.V. is a Dutch-based company specialized in the international sourcing and supply of organic ingredients for the world food and bakery industry. Tradin's founders have more than 30 years experience of working with organic retailers, distributors and manufacturers, hence have built up an extensive worldwide network that today makes Tradin the leading organic raw materials sourcing and selling expert. Tradin and its sister companies, Trabocca B.V. and OTC-Holland B.V. offer a wide and varied range of organic products (which include grains; seeds; pulses; dried fruits and nuts; cocoa and coffee; sugar and sweeteners; juices, purees and concentrates; frozen fruits and vegetables, oils and fats; fresh fruit and vegetables and animal feed) that meet customer's needs, thereby upholding Tradin's philosophy of 'one stop shopping' – meaning a single source of supply for all organic ingredients. For a more comprehensive product list, visit www.tradinorganic.com.

The strategy of our companies is based on offering our customers the highest quality certified organic raw materials and fresh produce at competitive prices, through direct growing and sourcing. We develop sustainable agricultural projects around the world and source over 80% of our raw materials out of our own companies and projects. We have our own sourcing companies in China, Serbia, Thailand, Mexico and Ethiopia. A second direct source for certified organic commodities is through organic farming projects like in Ghana, Bulgaria, Bolivia, Vietnam, etc. Direct purchasing in other countries completes our worldwide sourcing strategy. Below is a brief description of some of the sourcing projects being implemented in Africa.



Trabocca Organic coffee beans from ETHIOPIA *(own sourcing)*

Trabocca organizes, with the help of the Dutch government, a project in Ethiopia with the aim to stabilize and upgrade the quality of organic coffee production. In 1998, the founder of Trabocca took the initiative to develop the growing of organic quality coffee in Ethiopia and steadily increased its purchases until a time he noted that investments were necessary. Between 2005 and 2008, 35000 farmers are being trained, ECO-pulpers installed, and warehouses and washing stations built, all with the aim to purchase more and higher quality coffee beans, in turn benefiting the Ethiopian farmers. This project is already underway and is proving to be very successful.

Tradin Organic pineapple juice from GHANA *(farming and processing project)*

Ghana is a well-known producer of high quality pineapples. In 1999, Tradin came into contact with a Ghanaian juice factory manager and started organizing the growing of organic pineapples. In 2001, the first containers were shipped: the product quality was good but the packaging (drums) was not in accordance with European standards. Tradin's quality manager visited the factory and this and other problems were discussed and solved. The next several years have seen Tradin's purchasing levels increasing so much to the extent that the factory was able to double its capacity. Now that the factory extension has been completed, Tradin and its Ghanaian partner are also growing organic oranges for fruit juice production and sales to Tradin.

OTC-Holland Organic grapes from SOUTH AFRICA (commercial relation)

OTC-Holland started purchasing organic (fresh) grapes from South Africa in 2006, showing that not only projects can lead to success, but also straightforward commercial relations.

The majority of our companies' social farming projects have been developed in Latin America, Asia and Eastern Europe, hence our wish to also further strengthen sourcing in Africa. Our companies deal directly with farmers to help them develop certified organic crops (e.g. by offering organic agriculture training or assistance in certification). By so doing, the farmer builds up a stronger position for his family by avoiding the environmental damage of conventional farming and

by participating directly in the world organic market place. Our companies guarantee farmers fair prices for their products. In return, we demand high quality certified organic products from our growers, which comply with the EU organic regulations 2092/91 and 1804/99, the NOP/USDA and the JAS regulations. Our companies are more than interested in evaluating the startup of mutual organic initiatives. If you produce any high quality organic product(s) included on the product list on our website and are looking for a buyer, Tradin is an interested buyer. For more information concerning Africa, you can contact Precious Mugadza (precious@tradinorganic.com / tel: +251 114 167 498 / cell: +251 911 928 409).

Example of *organic* products from AFRICA, which could be of interest for our companies:

black eye beans, chickpeas, red (split) lentils, white kidney beans, dried mango, dried pineapple, cashew nuts, peanuts, pecan nuts, macademian nuts, vanilla, pumpkin seeds, sesame seeds (un)hulled, cocoa beans, cane sugar, hibiscus and cotton.

Fresh products: mango, avocado, pineapples, apples, pears, limes, lemons, grapefruit, oranges and grapes.

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