



NATURKOST SCHRAMM

Import-Export GmbH

Sow organic, harvest socially.

The Company
NATURKOST SCHRAMM
and the organic market
in Germany.



located in Appenweier/Southern Germany

ca. 45 employee

founded in 1998



3000 sqm warehouse

100% organic!

600-1000 pallets transfer/week

Our task: the import of organic fruits and vegetables from Spain and France.

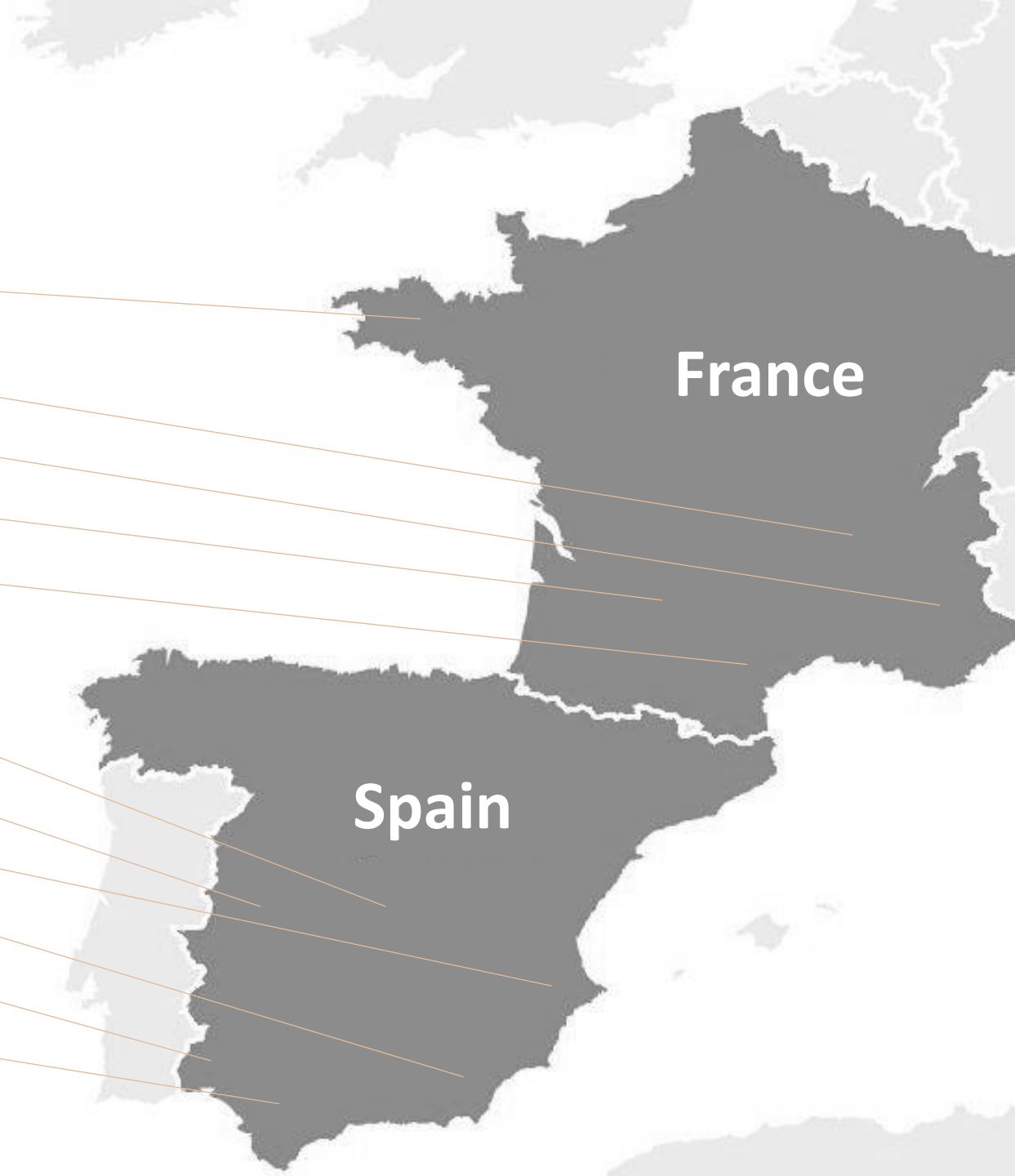
Our customers, wholesalers distributed in Germany, receive everything from us from a single source:

- grower planning
- purchasing
- quality assurance
- order picking and
- logistics.



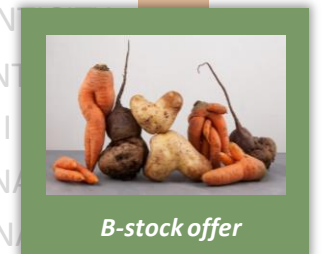
*cabbage, artichokes,
 leeks, onions
 nuts, chestnuts
 fruit-vegetables, salad
 pome-fruits
 stone-fruits, melons*

*onions, garlic
 stone-fruits, melons
 demeter-products
 fruit-vegetables
 avocados, berries
 citrus-fruits*



France

Spain



*longtime and personal
trade relations*

spanish partners

specialists in their area of responsibility

 **SIVISIO**

transparency

respect

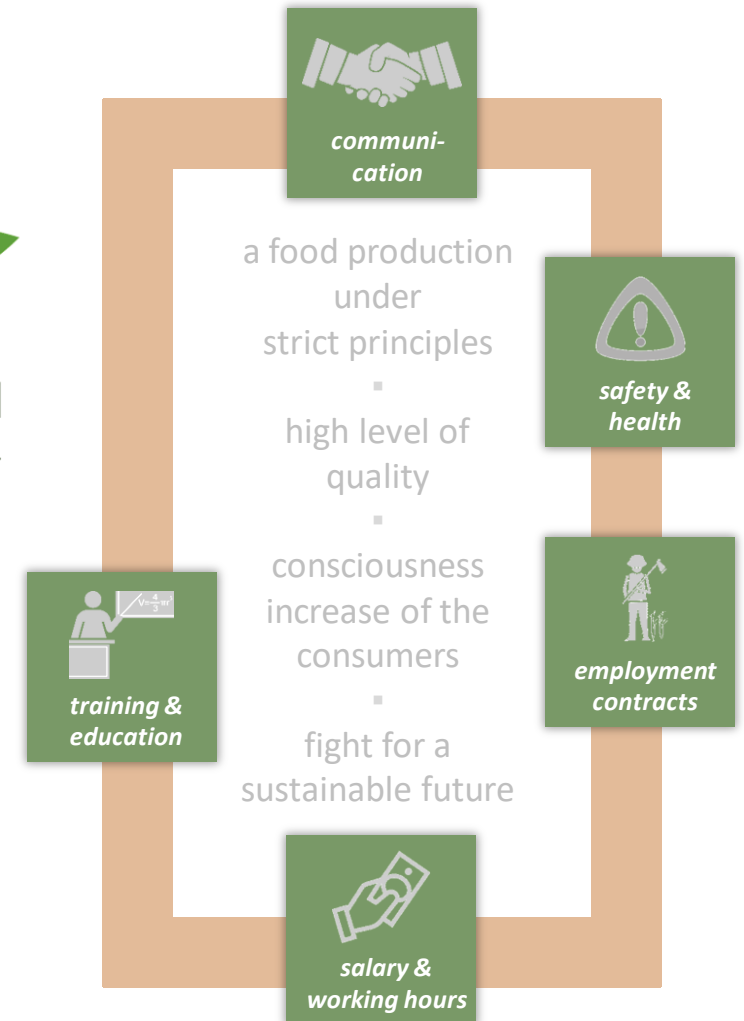
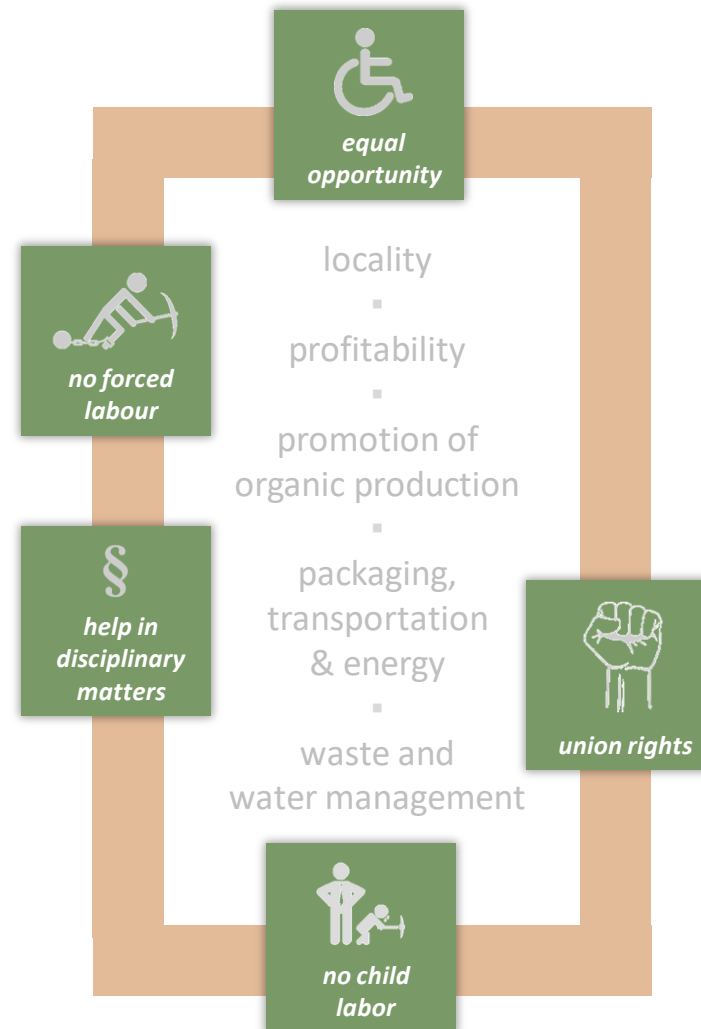
responsibility

*Social and
environmental
issues are becoming
more important*

trust

SIVISIO is the own brand of NATURKOST SCHRAMM. It was founded in 2015 and is based on a social certification called "ecovalia +social".

Many products are already available as SIVISIO: fruit-vegetables, onions, cabbage, berries, stone-fruits, citrus fruits and many more.





DIE REGIONALEN are an association of the largest organic food wholesalers in Germany and at the same time our largest customers.

High-turnover dealers from the association of the REGIONALEN and the BIOTROPIC company took over the NATURKOST SCHRAMM company as shareholders in 2005.

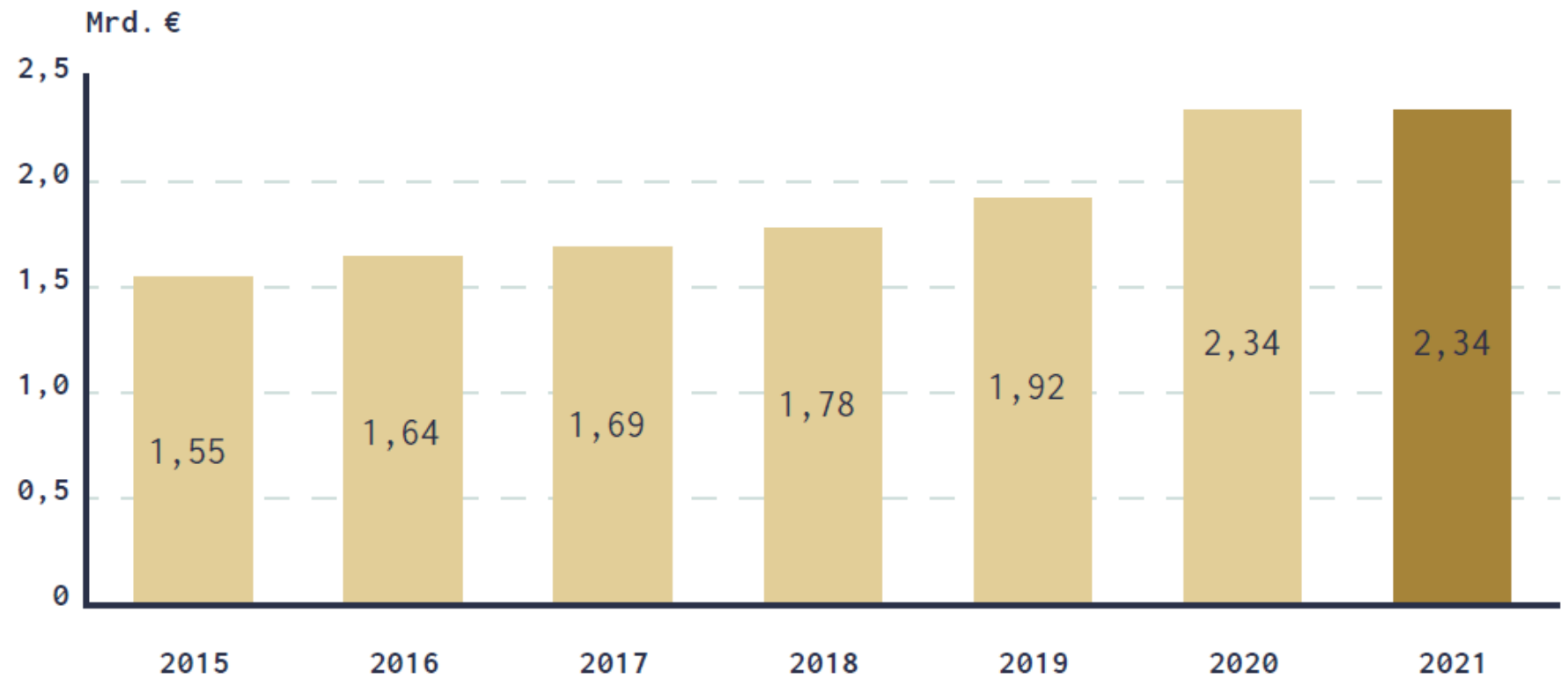
Sales and shares of sales for organic food in Germany by paragraph levels

	2019			2020			2021		
	sales volume	proportion	growth	sales volume	proportion	growth	sales volume	proportion	growth
	IN MRD. €	IN %	IN %	IN MRD. €	IN %	IN %	IN MRD. €	IN %	IN %
health food stores ¹	3,18	25,9	8,4	3,70	24,7	16,4	3,58	22,6	-3,3
food retail ²	7,42	60,5	15,9	9,05	60,4	22,0	9,88	62,3	9,1
others ³	1,66	13,5	5,0	2,24	14,9	35,0	2,41	15,2	7,4
total	12,26		12,3	14,99		22,3	15,87		5,8

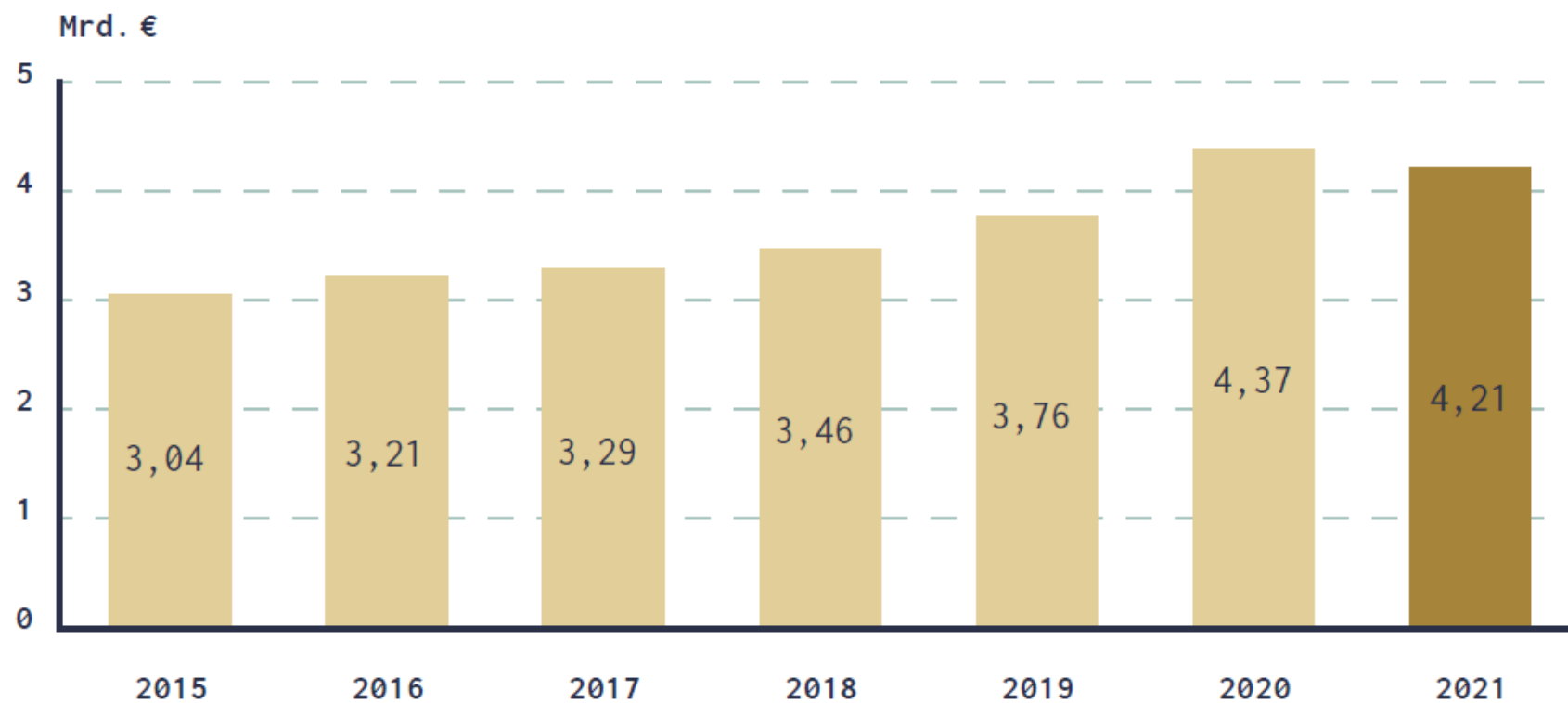
- 1) including farm shops that purchase goods with a net value of at least €50,000 (for example from wholesalers)
- 2) including drugstores
- 3) bakeries, butcher shops, fruit and vegetable specialty shops, weekly markets, farm sale, subscription boxes, mail order, gas stations, health food stores.

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Development of total sales of the organic food wholesale trade in 2021



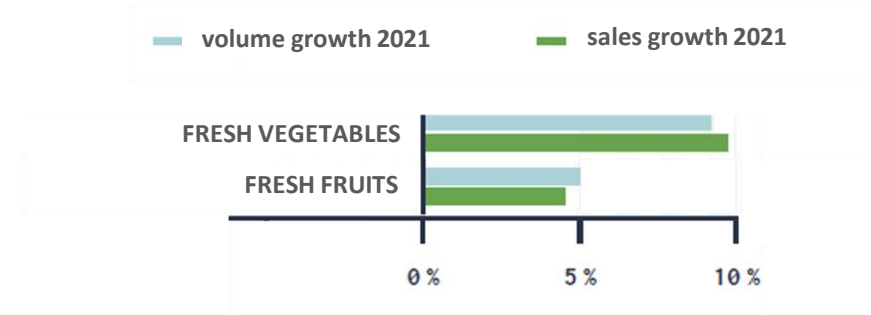
Development of the overall market of natural food trade in 2021



*for € 15.87 billion
Germans bought
organic food in 2021*

*more than 80 % look
for the organic seal at
least occasionally when
shopping*

*41% of all
consumers
would like to
buy more
organic food
in the future*



© BÖLW, 2022 | Quelle: AMI Analyse auf Basis des GfK-Haushaltspanels

*environmental
and climate
protection are
the biggest
motivation for
buying organic*

*specialist trade
convinces:
100 % more
sales in 10 years
(2012-2021)*

*87 % of all organic consumers look at the
compliance of social standards and a fair
income for the producing companies*