



lehmannnatur
ORGANIC PRODUCER

**Organic-market
& Insights lehmann natur**

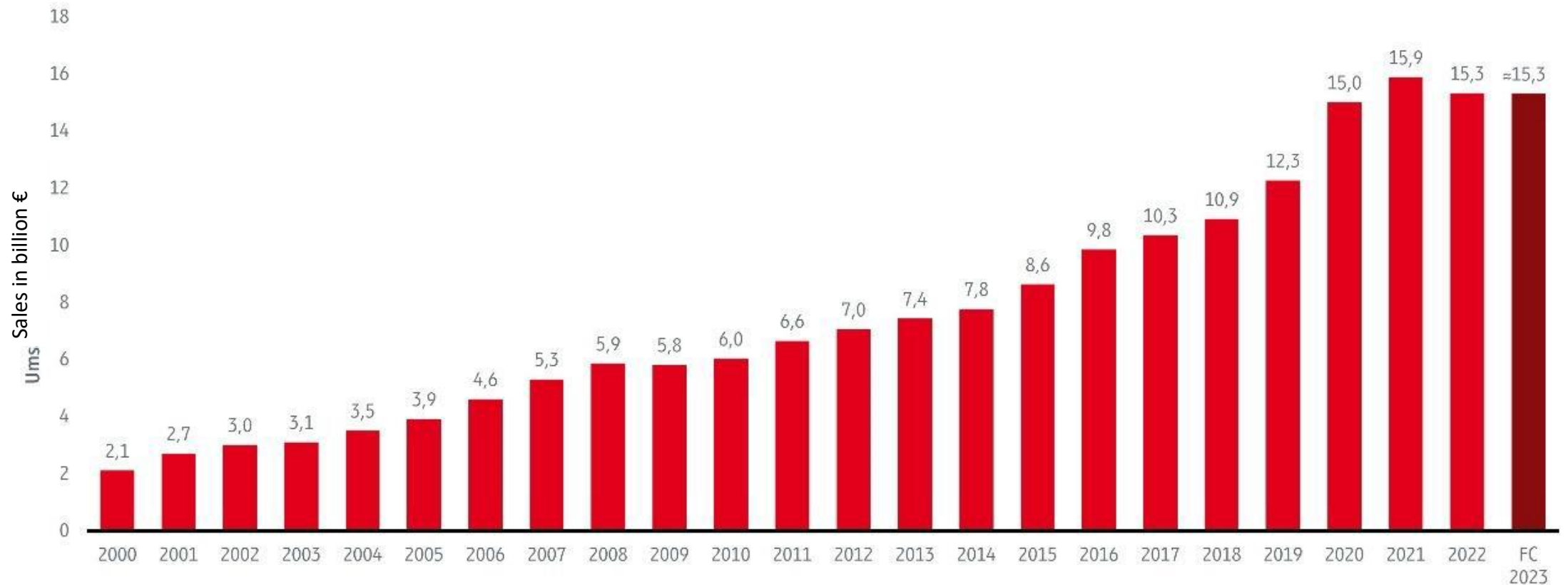
February 2024

Agenda

1. Brief status quo and outlook - Current market situation of organic food
2. This is lehmann natur
3. Further exchange

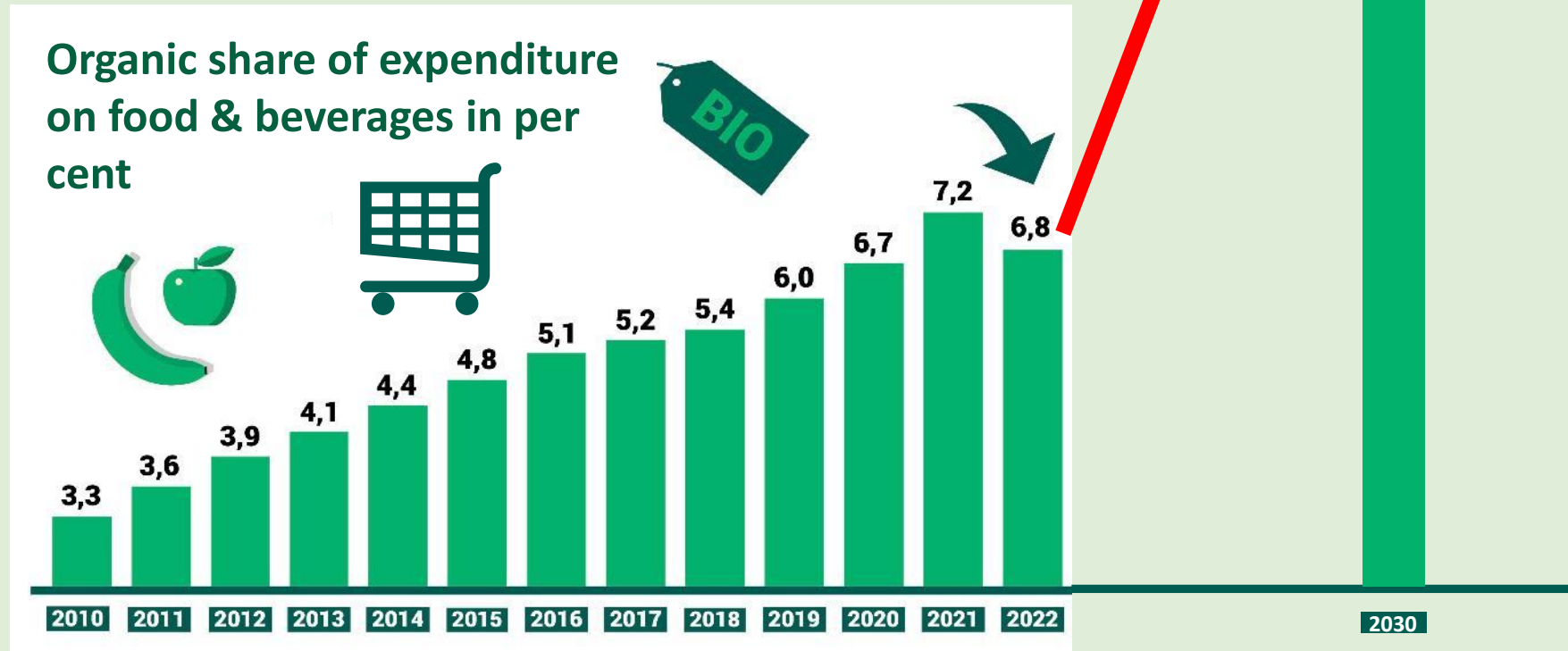
Organic sales continue to rise

Sales of organic food in Germany until 2022
(in billion euros)

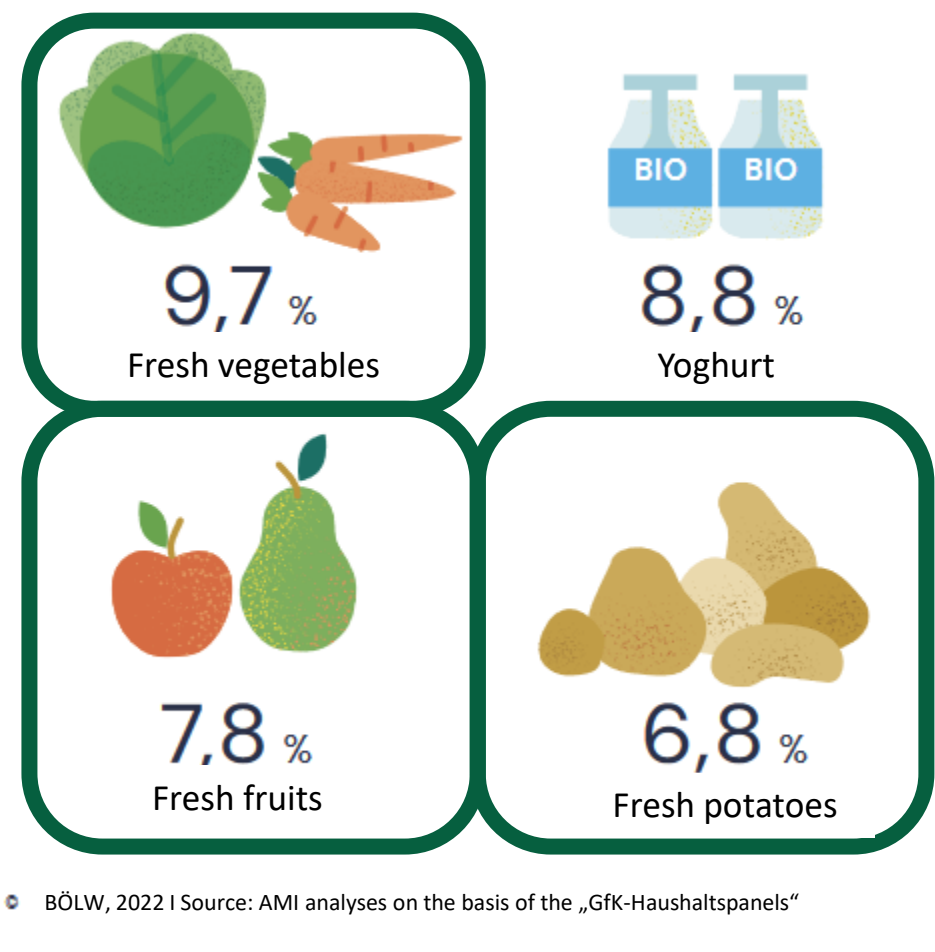
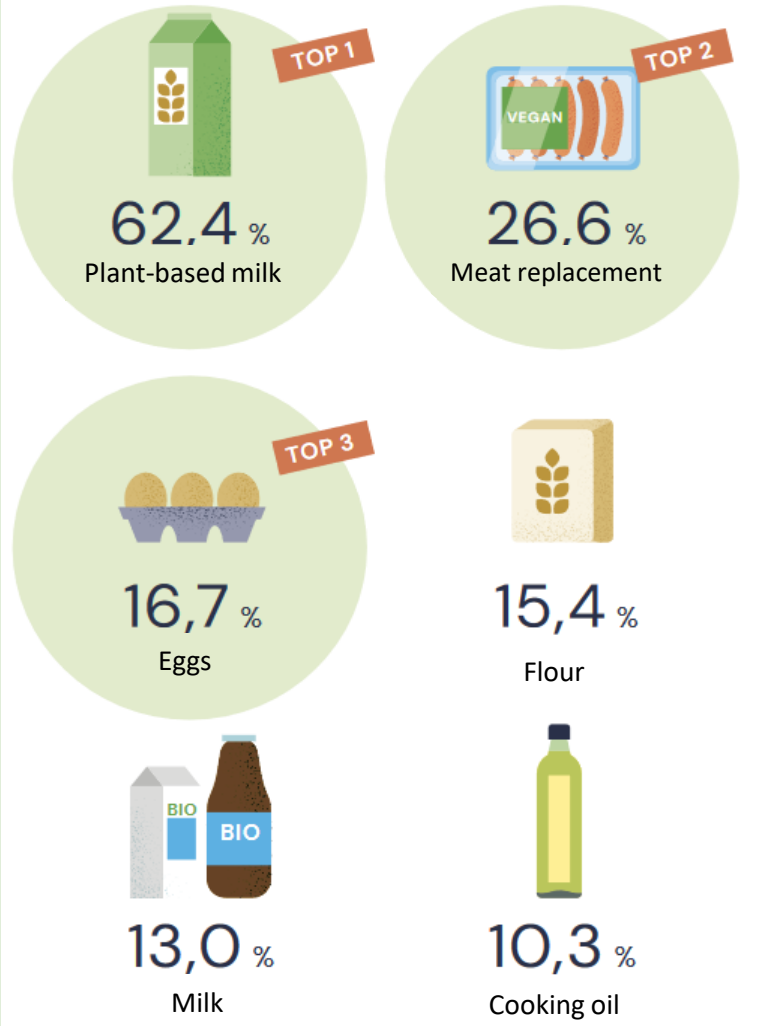


Source: Schriftenreihe der DHBW Heilbronn / Whitepaper 18

30 % organic by 2030 | How is that possible?



Organic share of total sales volume



• BÖLW, 2022 | Source: AMI analyses on the basis of the „GfK-Haushaltspanels“

The organic share of eggs, flour and milk shows that organic fruit and vegetables have a high, as yet untapped potential.

Theses on the further development of the organic market

- The organic market is 'using' the crisis situation for streamlining processes and efficiency programmes and could thus create **more robust structures** for the future.
- **Sustainability** remains a **relevant purchasing criterion** for customers and is likely to become even more so due to the tangible consequences of climate change.
- The organic market **will be able to continue the disproportionately high growth** of recent decades once the general conditions have calmed down.
- **Conventional food retailers** (full-range retailers and discounters) will continue to **steadily gain market share** - presumably in larger 'steps' - and thus continue to displace the organic specialised markets

What makes lehmann natur special

In times of climate change, droughts and natural disasters, organic agriculture can be an option of securing the population's food supply in the long term.

- High-quality organic food
- Species protection and healthy soil by avoiding pesticides and mineral fertilisers
- Avoidance of environmental pollution
- Preservation of landscapes
- Regular quality controls
- Long-lasting supplier relationships
- Close partnerships
- Holistic, sustainable view of the value chain
- Closeness to the most important harbours
- 100% organic packing station and warehouse



Our 100 % organic warehouse

Our **100% organic warehouse** in Korschenbroich Glehn, Germany covers an area of approx. 4,500 square metres.

The area includes:

Incoming/outgoing goods area

Packing station

Empties/packaging warehouse

- ✓ 9 cold storage areas with different temperature zones
- ✓ Capacity of more than 900 pallets
- ✓ The remaining storage and picking area offers a further 250 storage spaces
- ✓ Organic packing station is organic, QS and IFS certified (higher level)
- ✓ Existing professional logistics infrastructure, own bonded warehouse

The temperature in our warehouse is a constant 12°C



Our certifications



GLOBALG.A.P.
The Global Partnership for Good Agricultural Practice



Our transparent procurement channels



lehmann natur – Specialist for overseas and organic exotics

Products	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Quantity per week
Avocado	ES/MA/IL	ES/IL/KE	ES/KE	KE/PE	KE/PE	KE/PE	KE/PE	KE/PE	KE/PE	KE	KE/ES	ES/MA/IL	30-40 Pallets
Mango	PE	PE	PE	CIV/BF	CIV/BF	BF/SN	SN	SN/ES	ES	ES	ES	PE	20-30 Pallets
Limes	CO/BR	CO/BR	CO/BR	CO/BR	CO/BR	CO/BR	CO/BR	CO/BR/ES/PT	CO/BR/ES/PT	CO/BR/ES/PT	CO/BR/ES/PT	CO/BR	60 Pallets
Passion fruit	CO	CO	CO	CO	CO	CO	CO	CO	CO	CO	CO	CO	3 Pallets, as of 2025 15 Pallets
Lemons 5kg					PE/AR	PE/AR	PE/AR/DO	PE/AR/DO	PE/AR/DO	PE/AR/DO			35 Pallets
Apples					AR	AR/CL	AR/CL	AR/CL/NZ	NZ				50 Pallets
Pears		AR	AR	AR	AR	AR							20 Pallets
Ginger	CN/PE/VNM/THA	CN/PE/VNM/THA	CN/PE/VNM/THA	CN/VNM/THA	CN/VNM/THA	CN/VNM/THA	CN/PE/VNM/THA	CN/PE/VNM/THA	CN/PE/VNM/THA	CN/PE/VNM/THA	CN/PE/VNM/THA	CN/PE/VNM/THA	150 Pallets
Physalis	PE	PE	PE	PE	PE	PE	PE	PE	PE	PE	PE	PE	20 Pallets
Coconuts	CIV	CIV	CIV	CIV	CIV	CIV	CIV	CIV	CIV	CIV	CIV	CIV	20 Pallets
Curcuma	PE/VNM	PE/VNM	PE/VNM	VNM	VNM	VNM	PE/VNM	PE/VNM	PE/VNM	PE/VNM	PE/VNM	PE/VNM	15 Pallets
Pomegranate	TR	TR	PE	PE	PE	PE				ES/TR	ES/TR	ES/TR	30 Pallets
Grapefruit								PE	PE	PE			20 Pallets
Kiwi							CL	CL	CL	CL			20 Pallets

Our contract and own cultivation in Italy

Headquarter:	Sicily
Warehouse:	Verona
Contracted cultivation:	APAM
Production:	700 Ha. Citrus
Revenue 2023:	3 million euros

tesoribio



Our contract and own cultivation in Spain

Headquarter:	Valencia
Production:	Citrus fruits
Founded:	March 2023
Objectives:	Proximity to production, exclusive cultivation and commercialisation for a short supply chain
Partner companies:	Al Arbuli & El Romeral



Citrus expertise - contract cultivation and own production in Italy & Spain

Product	Period	Quantity per week 2024 in boxes
Organic lemons	October – June	8.000
Organic oranges	October – June	8.000
Organic grapefruits	October – June	2.000
Organic clementines	November – March	4.000



Grapes and stone fruit - contract farming and own production in Italy & Spain

Product	Period	Quantity per week 2024 in boxes
Organic nectarines	June – August	3.000
Organic flat peaches	June – August	4.000
Organic peaches Pfirsiche	June – August	3.000
Organic grapes red/white/seedless	July – October	8.000



Further exchange...

Further steps?

Contact us!

info@lehmann-natur.com

| +49 2159 53 51 0

| Otto-Hahn-Str. 10, 40670 Meerbusch, Germany