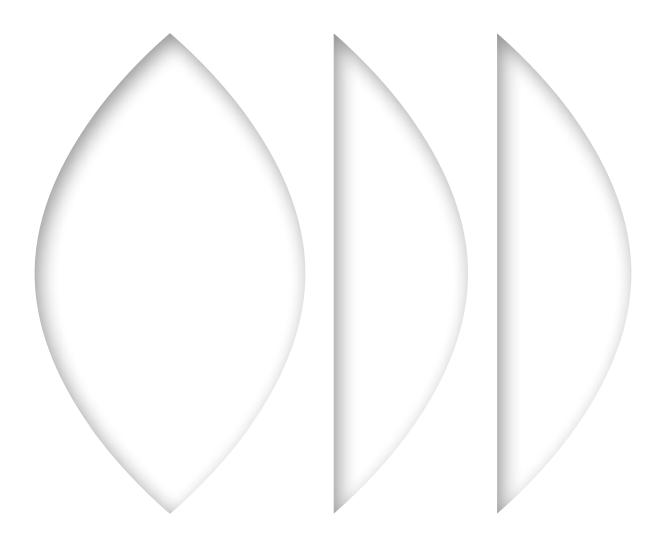
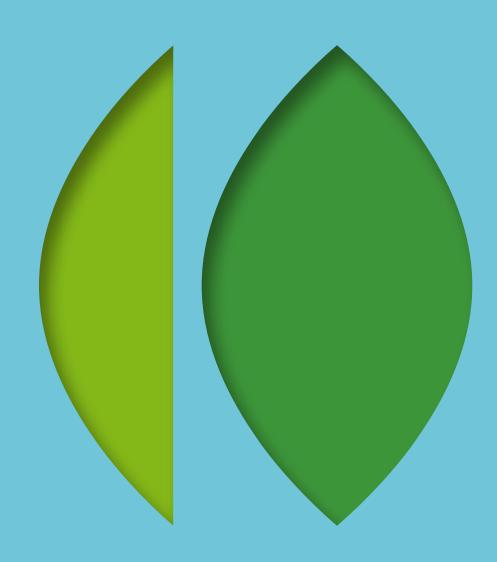
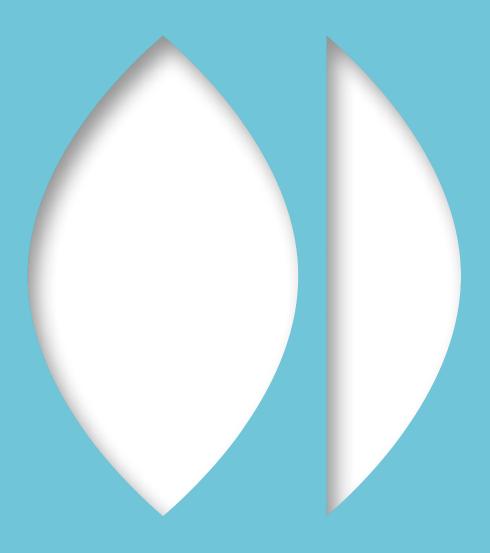
## **Annual Report 2020**

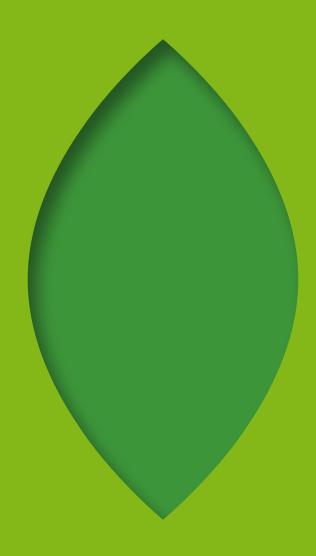


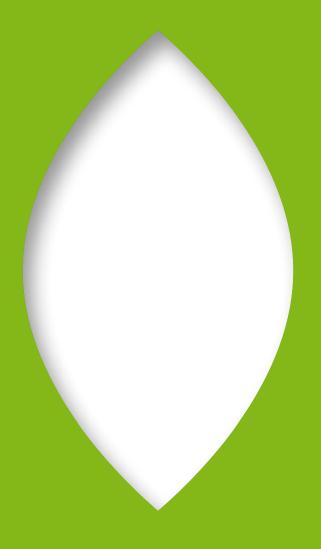












## **Annual Report 2020**



#### Scope and preparation process of the 2020 Annual Report

We are a transparent company with unwavering values. Our corporate Annual Report reflects our business management model and our commitment to health and nutrition, to our surroundings, to our people, and to our financial results.

We show clients, consumers, suppliers, and society in general who we are and what we do, but, above all, we highlight our firm and decisive steps to fulfil our mission: to revolutionise healthy eating.

This report includes our business figures, as well as this year's projects and milestones, which have led us to consolidate and expand our company, and to keep growing in an efficient and sustainable manner. We present our brands, products, and the group's production potential, in addition to our firm commitment to innovation, talent, and the professional development of our people.

This report speaks of the present, but also of the future. 2020 has marked a turning point in our company's history with the creation of Foodiverse, our new corporate brand. This image unites our historical legacy and projects our reality as a multinational leading company in healthy eating.

Scan the QR code to view the Foodiverse 2020 Annual Report video.



Foodiverse Hold, S.L. Avda. dels Gremis, Parcela 28 Pol. Ind. Sector 13 46394 Riba-roja de Túria (Valencia), Spain. T. +34 961 642 934 – www.foodiverse.com

#### Index

Main figures \_ 4 Milestones of the year \_ 6 Letter from the President \_ 8

#### Who we are

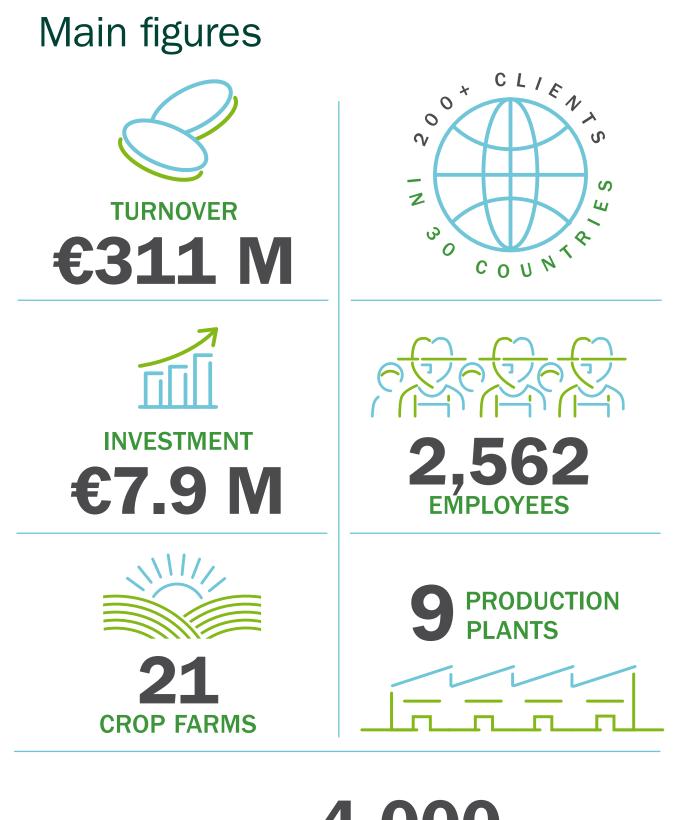
Our roots \_ 13 Our purpose \_ 14 Management team \_ 17 Our activity \_ 18 Our group \_ 20 Our commercial brands \_ 21 Our companies \_ 24 Our corporate brand \_ 26

#### **Healthy revolution**

Our value proposition \_ 32 Product innovation \_ 36 Process innovation \_ 40 Collaborative innovation \_ 46 Commercial milestones \_ 48 Our product range \_ 52

#### **Our commitment**

A committed company \_ 56 Commitment to nutrition and health \_ 60 Commitment to our environment \_ 66 Commitment to our people \_ 76 Commitment to financials \_ 84

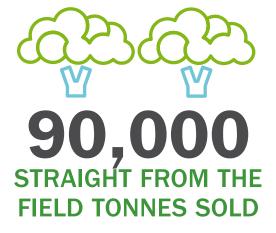


**4,000** HECTARES OF FARMING LAND











## Milestones of the year

#### SUN&VEGS IN NEW DISTRIBUTION CHANNELS

Our brand hit the online channel and continued to position itself in the vending channel with new projects in Italy and the Canary Islands (Spain). \_P. 22

#### BRINGING THE HEALTHY REVOLUTION TO THE WORLD

In an extraordinarily challenging year, we managed to achieve major milestones we can be proud of. Today, we have more than 200 clients around the world. \_P. 48



#### NEW CORPORATE IMAGE: FOODIVERSE

We present our new corporate image that reflects the essence of our company \_P. 26



#### **CARING FOR THE PLANET**

As part of our commitment to the circular economy, we reinforced our innovation in packaging and sustainability by promoting more environmentally friendly containers \_P. 66



#### **PRODUCT INNOVATION**

Our fresh and healthy product line kept growing in 2020 with more than 130 new product references across all categories.\_P. 36

## 2021-2025 DIGITALISATION PLAN

We strengthened technological innovation in our group with the firm goal of reinforcing the efficiency and productivity we need to keep growing. \_P. 44

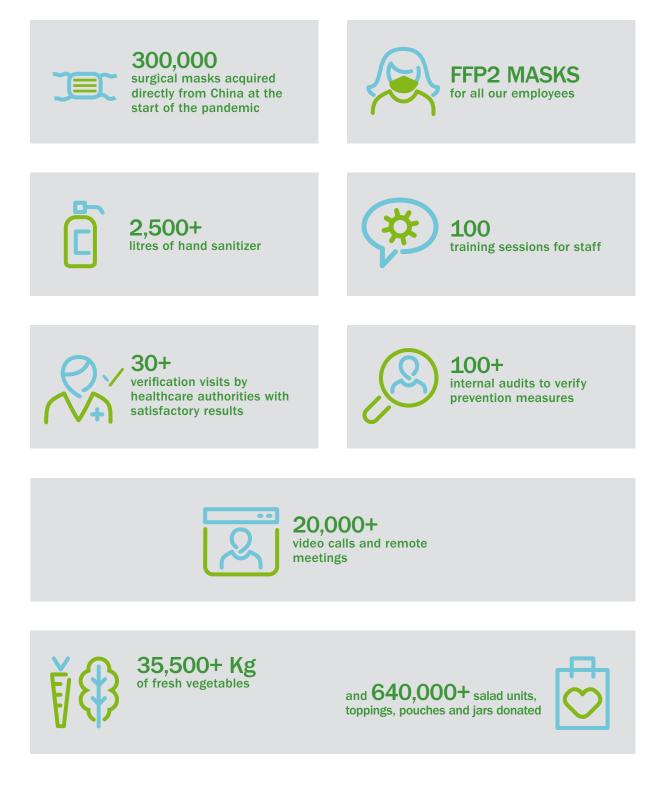


#### INVESTMENT IN INNOVATION AND EFFICIENCY

In 2020, we invested €7.9 M in the improvement of our production plants and crop farms \_P. 88

#### Foodiverse, committed to fighting the pandemic

We belong to an essential sector and, as such, we have worked tirelessly to ensure production and service, joining efforts with suppliers and clients to continue bringing the healthy revolution to our consumers. Our firm commitment to our activity and to society has been our driver even during the most complicated times.



## Letter from the President



#### Welcome to Foodiverse, welcome to the healthy revolution.

020 has been a year in which the Foodiverse values have stood out more than ever. Foodiverse has always been defined by continuous growth, as pioneers in all our projects, and with innovation as the main driving factor, never losing sight of our efficiency and spirit of excellence. Of course, this has remained unchanged during 2020, a year full of challenges in which our unwavering values have served us to overcome the pandemic's consequences on our business.

During all these years of growth and internationalisation, we have been adding the valuable legacy of all the companies that form part of Foodiverse today. Thanks to our legacy of people, ideas, knowledge, processes, and, above all, innovation, we here at Foodiverse are much more than a food company.

We are a multinational group, with expertise in preparing fresh and healthy foods, created to revolutionise the market through a wide range of ground-breaking, balanced products. Our mission is to offer consumers healthy, delicious, and trendy foods that they can enjoy at any time of the day, anywhere they go. We want to be the go-to company for consumers who want fresh and healthy products throughout every stage of their lives, creating long-term value and generating a positive impact on our environment.

This past year, in spite of all the obstacles, our businesses remained frenetically active, allowing us to start new relationships with a vast variety of clients. Thanks to an especially intense effort in innovation, we launched a wide array of products and won commercial bids that helped us forge solid business relationships.

We reinforced our commercial focus on our fresh-cut produce line in Spain and Portugal, supporting it exclusively with our Verdifresh plant in Aranda de Duero (Spain). This required completely reorganising the

plant to adapt it to the inherent challenges of this new commercial venture. Thanks to this effort, we reaped highly rewarding fruits in the Portuguese market, with sales tripling compared to the previous year, and attaining nearly 15% of the market share.

Agromediterránea's commercial growth with our products straight from the field in the Spanish market was also worth noting. Sales in Spain have doubled compared to the previous year with continuous sales 52 weeks a year, making Agromediterránea a more sustainable company every day. Furthermore, the reorganisation and promotion of Espace, our agricultural operating arm, was another major project we tackled in 2020. We strategically committed ourselves to improving the techniques and innovation in the fields, thus making Espace an essential part of Agromediterránea's business development.

This growth as a result of our commercial expansion would not have been possible without an increase in resources. In 2020, we promoted more than 80 people internally, reinforcing our firm commitment to our talent, and set in motion a 7-million euro investment plan. As part of this plan, I would like to highlight our new ready-to-eat fresh fruit production plant in Josef Müller Gemüse (Switzerland) and the two new fresh-cut bagged salad packaging lines in Thurländer (Germany).

All of us who make up Foodiverse have worked exceptionally hard to ensure that this pandemic and its consequences affect us to the least extent possible, both in terms of our company's growth and its sustainability. 2020 was a highly intense year in every sense, but we can feel proud and satisfied with all the successes we reaped. This has required an extraordinary effort, but we have learned great lessons, making us stronger and, above all, more sustainable.

It is now time to look towards the future and keep growing in a responsible and profitable manner, following a model -the Foodiverse model- that ensures our sustainability. We are facing fascinating challenges today: the world is changing at a frenetic pace and even more so in a year like this, in which the consequences arising from the pandemic will bring about new consumption habits, new trends, and new ways of reaching consumers. All this will lead to new opportunities, and we must remain attentive to recognise and take advantage of them.

After finalising the 2020 Strategic Plan with all its successes, and having become a solid multinational company with an efficient organisational structure, we are eagerly and enthusiastically facing the new 2023 Foodiverse Plan with the passion that defines us.

Once again, thank you to everyone who is part of this great company, as well as to our collaborators who partner with us in our unstoppable revolution.

With this annual report we welcome you to the Foodiverse universe. Welcome to the healthy revolution.

Joaquín Ballester Martinavarro President



## o we are

At Foodiverse, we are much more than a food company. We are a multinational organisation, experts in preparing fresh and healthy foods, created to revolutionise the market through a wide range of groundbreaking, balanced, and trendy products, all designed and prepared to be enjoyed any time of the day, anywhere you go.

Welcome to the healthy revolution.

## **Our roots**

Our greatest legacy lies in our roots: a history linked to innovation. For more than 70 years we have been pioneers and revolutionaries in everything we do. The result? A great group formed by powerful brands and leading companies in Europe.

#### **1946** E. Martinavarro

Spain Pioneers in marketing citrus fruits within an organised distribution model.

#### 1997

Agromediterránea Spain

Company located in the south-east of Spain, a leader in sustainable, safe, and innovative farming.

#### 2000 Verdifresh

Spain

The start of our fresh-cut produce business in Spain. Pioneers in the development of salad bowls. We are absolute leaders in terms of market share and innovation in this segment.

#### 2008 Novanatura

Italy

The start of our fresh-cut produce business in Northern Italy.

#### 2017 Sun&Vegs and Byba

Sundvegs and Byba

As leaders in products and innovation, we launched our fresh product and baby food brands.

#### 2020 ( Foodiverse

New image, same essence. We are broadening our horizons to bring our healthy revolution anywhere in the world.

#### 1969

**Josef Müller Gemüse** *Switzerland* Pioneers in the fresh-cut produce business in Europe.

#### 1999

**Thurländer** *Germany* Pioneers in the fresh-cut produce business in Germany.

#### 2003-2007

Verdifresh Spain

Expansion of Verdifresh throughout Spain, with production plants in Valencia, Málaga, Burgos, and Tenerife. Pioneers in the fresh-cut produce business in the Canary Islands.

#### 2010

#### Alnut

Spain

Through innovation, we created our own line of baby food in Spain. We are pioneers in the development of smoothies in transparent pouches and plant-based solutions, based on our commitment to nutrition.

#### 2018-2019

#### **Glocal Strategy**

Paradigm change. We are a locally managed multinational company with a global vision.

WHO WE ARE

## **Our purpose**

The reflection of who we are, our unbreakable guide.



#### **Mission**

At Foodiverse, we want to revolutionise healthy eating. Our mission is to help consumers maintain a balanced diet, always in an easy, appetising, and trendy manner, allowing them to enjoy their food anytime, anywhere.

#### Vision

We want to be the go-to company for consumers who want fresh and healthy products throughout every stage of their lives, creating long-term value for shareholders, workers, and collaborators, and generating a positive impact on our environment.



#### **Values**

Everyone who is part of the Foodiverse team shares the same values:



Foodiverse's legacy is a history linked to innovation, in both products and processes to offer the best safety-quality-service-price ratio.



Hygiene, Order, Cleanness, and Discipline are the four fundamental pillars that allow us to ensure the highest food safety and quality in our facilities, processes, and products.



We encourage the pursuit of increasingly higher

goals. Ongoing improvement, and a critical spirit

are the keys to our success.



We take care of our surroundings at a nutritional, environmental, social, and economic level.



We believe that production efficiency is not only the driving force behind profitability, but is also a key element of our commitment to sustainability.



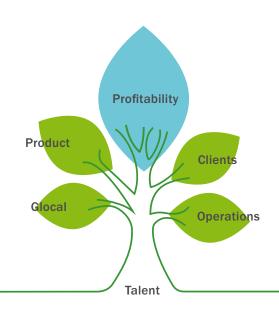
We are a trustworthy, transparent, honest, and reliable company. We comply with legislation in force and have our own Code of Ethics.



Passion is what we feel for our roots, our innovative legacy, the land, and our products. They are the best reflection of our values and what makes us unique.

#### Strategy

Our 6 keys for sustainable growth:



#### **Commitment to talent**

People are the cornerstone of our project. We are dedicated to our teams and their professional growth, as they are ambassadors of our values and products.

#### **Operations expertise**

Food safety is the foundation of our operations. We always strive for maximum operational efficiency, adaptation, flexibility, and cutting-edge technology in all our processes with one overriding goal: to offer products with the best quality-service-price ratio.

#### **Client-centred focus**

We are transparent, reliable, and completely focused on our clients. We work every day to maintain our product leadership and our operational excellence to offer our customers the highest level of competitiveness and the best value proposition.

#### **Global vision, local management**

We are a multinational company with diverse locations, cultures, markets, and clients. We encourage local management focused on the needs of each client and market, while maintaining a global vision for opportunities.

#### **Product leadership**

An innovative spirit, high quality standards, dedication to service, and competitiveness are the keys to our market leadership in products. We turn food trends into new products that anticipate our consumers' demands.

### Profitability as the engine for responsible growth

At Foodiverse, we want our growth to be both responsible and profitable, creating value for our surroundings, and want everyone who has helped us achieve our success to take part in it.

## **Management team**

At Foodiverse, we lead the healthy revolution. This wouldn't be possible without each and every one of the people who are part of our great group, but, above all, without our management team. With an average of 20 years in the workforce and 14 years of experience in the food sector, they blaze the trail for our revolution.



Rafael Boix CEO



Antonio González Organisation and People Director



Federico Ponte Finance, Digitalisation, and Information Director



Cristina Puchades Food Safety, Management Systems, and Knowledge Director



Jose Daniel Bóveda Fresh-Cut Iberia Director



Fernando Bas Ethics, Compliance, and Communications Director



José Ramón Martínez Fresh-Cut International Director



Jesús Gómez Purchasing and Agromediterránea Director



Esther Verdú Agricultural Operations-Espace Director



Joaquín Félix Nutrition Director

## **Our activity**

We offer the highest quality and freshest products in attractive, growing categories for all stages of our customers' lives. Foodiverse is focused on the agricultural, fresh-cut produce, and nutrition sectors, relying on 4 main lines of business:



#### Straight from the field

We grow our vegetables from the seed itself, so that our products reach our consumers with maximum freshness. We offer more than 25 varieties of vegetables, greens, and herbs, in addition to a wide assortment of organic BIO products, in accordance with our commitment to sustainability.

#### **Fresh and ready**

We select, prepare, wash, and package the vegetables straight from the fields, offering convenient products to anyone who doesn't have much time to cook and wants to follow a balanced diet. We have more than 700 references for salads, fruits and ready-to-eat, heat, cook, or prepare vegetables.





#### **Plant-based**

Our capacity for innovation has allowed us to develop a new plant-based product category. Through our fruit and plant smoothies, vegetable soups, spreadable snacks, and plant-based yoghurt alternatives, we offer solutions for today's diverse eating models and habits.

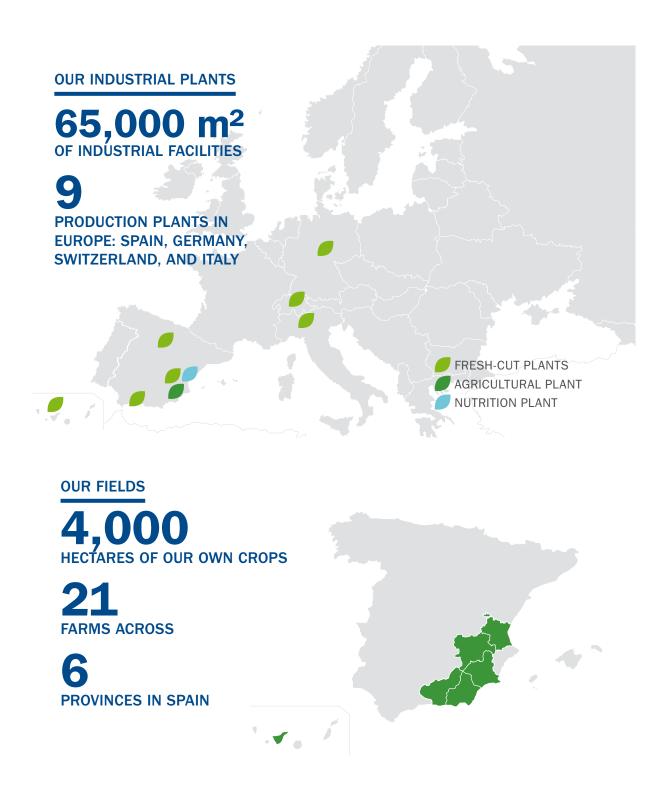
#### **Baby food**

Our products are perfect for babies and children throughout all stages of growth, from 6 months to 12 years old, offering more than 100 product references in pouch and jar format, 50% of which are certified organic. We prepare natural recipes with no preservatives or artificial colouring, based on fruits, vegetables with meat or fish, as well as dairy-based desserts, all with a low-sugar and low-fat content.



#### We are producers

Our activity in the food sector covers the entire production chain, from the seed itself all the way to our consumers' tables, growing and producing all our products. We combine our experience as farmers with a great industrial capacity, which is the heart of our activity.



## **Our group**

Foodiverse is made up of 8 leading companies in their respective markets, and by our brands Sun&Vegs, BIO Sun&Vegs, and Byba.

We are an agri-food group focused on the agricultural, fresh-cut produce, and nutrition sectors.

Verdifresh, Mesturados Canarios, Thurländer, Müller, and Novanatura are companies that specialise in the fresh and ready-to-eat category.

Agromediterránea and Espace are specialised in growing, preparing and marketing agricultural products straight from the field, where we also have our own Centre for Agricultural Innovation, the group's large R&D laboratory.

Alnut is our specialised company in preparing plant-based products and baby food.

Our corporate brand



Our companies



Our commercial brands







## **Our commercial brands**

With a bold personality

At Foodiverse, we strive to revolutionise healthy eating, bringing great food to our customers' tables. That's why, in 2017, we created our own brands to address our customers directly.

Our trademarks are Byba and Sun&Vegs.



Through Byba, we market our own line of baby food products to accompany our smallest customers throughout their early stages of growth, from 6 months old and up. With Byba, we are present in Europe, Asia, and, since 2020, in the US and Australia, and we're able to tackle any global market.



Our Sun&Vegs brand was founded with the firm belief in the importance of eating in a healthy and balanced manner and leading a healthy lifestyle. The brand reminds us that taking care of ourselves can - and should - be synonymous with enjoying life. Through Sun&Vegs, we offer a wide array of fresh, healthy, and practical products designed as a fun and enjoyable way to satisfy our customers' different tastes following the latest eating trends.



We feature our own line of certified organic products, BIO Sun&Vegs, and we are present in 25 countries throughout Europe across different distribution channels: retail, food service, online and vending.

# Surfing through the Sun&Vegs universe

To strengthen our brand's growth, we have launched a new website together with innovative, redesigned, and more sustainable packaging options.

#### New website

resh, modern, and aesthetic. These words define the the new Sun&Vegs website (www.sunandvegs.com) that allows consumers to access all our contents quickly and intuitively.

Our products, including their ingredients and nutritional information, all stand out in the new web design. The site includes an original 'recipe' section for all tastes, occasions, and times of the day, with delicious, easyto-prepare, and mouth-watering options: from aperitifs, lunches and dinners, to vegan options. We launched a new website in Spain, Portugal, Italy, and Switzerland

We have also reinforced our digital presence on the Sun&Vegs Instagram and Facebook profiles, helping us to connect directly with our consumers and transmit our brand's values across the world.

New design in straight from the field products



#### **Redesigned packaging**

In our straight from the field category, we have set our sights on transparency in our packaging and highlighting the black and white colours of our logo. This new look reflects our brand's values: quality, excellence, modernity, and trendiness, presenting an extremely careful design in which the labels are perfectly tailored to each product, and include claims and ideas on how to prepare them.

For the Italian market, where we are present since 2019, we have also launched newly designed salad bowls, which allow us to adapt to local tastes and connect with our consumers' style.

## **Our companies**

Foodiverse is made up of 8 independently managed companies, each of which are leaders in their sectors in Europe:



Valencia, Burgos and Málaga, Spain

We specialise in the development and production of fresh, ready-to-eat salads and ready-to-cook vegetables. Our 20 years of leadership in products and large market share endorse our experience, providing coverage to Spain, Portugal, and France from our 3 production plants. We boast certified organic products with specific formats for retail, food service, and hospitality, in addition to offering healthy proposals for vending machines.



Tenerife, Spain

In 2007 we brought our salad and fresh, ready-to-eat or cook vegetable business to the Canary Islands, where we also grow most of our vegetables on farms located in Tenerife and Gran Canaria. With products from and for the Canary Islands, we have been the sector leader in the Islands for more than a decade.



#### Thurland, Germany

Founded in 1989, at Thurländer we have been pioneers of the freshcut produce industry in Germany. We currently lead the salad bowl segment in the German market and work with the leading distribution chains in the centre of Europe: Austria, Switzerland, Denmark and the Netherlands.



#### Zug, Switzerland

Pioneers since 1969 in preparing fresh-cut products in Europe. We are specialised in the production of ready-to-eat salads and fruits, and work with the major distribution chains in Switzerland, being leaders in this market.



#### Novara, Italy

We specialise in preparing ready-to-eat salads and we feature a line of spreadable snacks made with 100% natural ingredients. We develop innovative products for our fresh-cut produce line along with food service solutions for our clients throughout Italy



Murcia, Spain

For over 20 years, we have been specialists in preparing and marketing agricultural products straight from the field. We work closely with our customers from the moment the seeds are planted up to final delivery of the product to offer them fresh, tailored, and all-round solutions. We also have specific varieties geared towards the fresh-cut industry and offer a wide assortment of certified organic products



#### Murcia, Spain

Through our company Espace, we manage 4,000 hectares of our own crops on 21 farms spread across 6 Spanish provinces. In our fields, we grow a wide variety of vegetables, such as lettuce, courgettes, broccoli, radishes and corn, along with a wide assortment of herbs.



#### Valencia, Spain

We are specialists in the development and production of food for children and families: from fruit purées, vegetables, meat and fish to dairy-based desserts. We also prepare an innovative line of plant-based products such as *smoothies*, vegetable milks, and plantbased yoghurt alternatives. We boast a wide range of clients across the world, mostly in Europe and Asia, and are now also present in Australia and the US since 2020.

## Our corporate brand Foodiverse: New image, same essence.

To reinforce the group's international growth and tackle a future full of challenges and successes, we have launched our new corporate image, while our essence remains unchanged. We present to you our new corporate brand: Foodiverse.

• oodiverse is our identity, and is the backbone of the way we see and understand the healthy food universe, our diversity as an international group, and our unwavering values, which allow us to focus on sound strategies to reach sustainable growth over time.

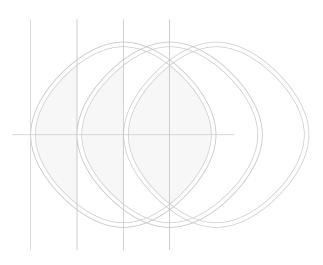
With Foodiverse, we pay tribute to our roots and the legacy of all the companies that make up our group, while looking firmly towards a dynamic and exciting future.

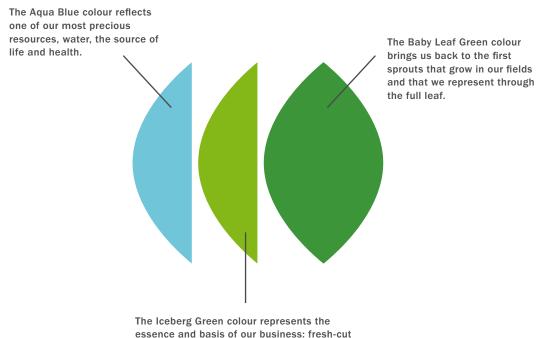
## **foodiverse**

#### **Our symbol**

The field, land, seeds, and sprouts are our roots. Our symbol, made up of three leaves, is an homage to the heart of our business: from its origin in the land to our most sophisticated products.

We have built our symbol based on our roots, our different local identities, and the figure that represents us all. Our brands interact, collaborate, and unite, coming together under the Foodiverse umbrella. This represents the excellence and tallent which make the group's versatility and expansion possible.





essence and basis of our business: freshready-to-eat salads and vegetables.

#### **Our brand**

We are dedicated to the universe of healthy eating. We present our name in an approachable, friendly, and trendy manner: in a lively green colour with lower-case letters.

#### Our main logo

By joining our symbol and our brand name, we obtain our logo. Clean, honest, refined, balanced, and innovative, just like us. By preferentially placing it on a white background, we highlight our HOLD spirit, food safety and quality standards, as well as excellence.

Foodiverse represents the future of our group

#### **Commitment to communication**

We have accompanied the launch of our Foodiverse brand with the publication of a new website, a corporate video, and our new LinkedIn profile, where our stakeholders can learn more about our values, essence, brands, and, in short, our healthy revolution.

# Foodiverse hits the market

To celebrate the launch of our corporate brand, we held internal events simultaneously at all our sites, where our team discovered our new image and its powerful meaning first hand.



FOODIVERSE ANNUAL REPORT 2020



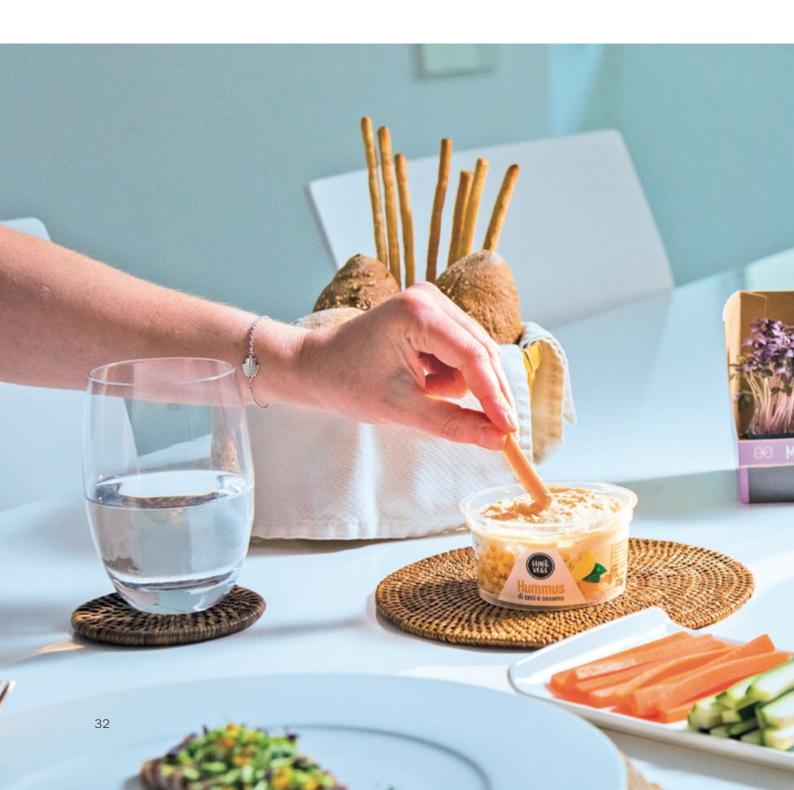


## y revolution

## **Our value proposition**

The healthy revolution is the cornerstone of our activity and our mission as a company.

Our value proposition consists of making healthy eating more accessible and more desirable than ever. We help our consumers follow a balanced diet through innovative, tasty, and trendy products, always in practical formats to reach the greatest number of consumers possible, and allow them to take care of their health while enjoying their daily lives, at any time of the day, anywhere they go.



innovation is at the heart of Foodiverse, our products, our brands and, of course, our healthy revolution. It is our nature, our legacy, the key of our success, and the engine for our growth. innovation is, therefore, a key aspect of our revolution. Without it, we wouldn't be able to offer our consumers our value proposition.

Since our beginnings, we have been pioneers in everything we do to satisfy the demands of our consumers, who increasingly demand healthier, more accessible food with an unbeatable taste.

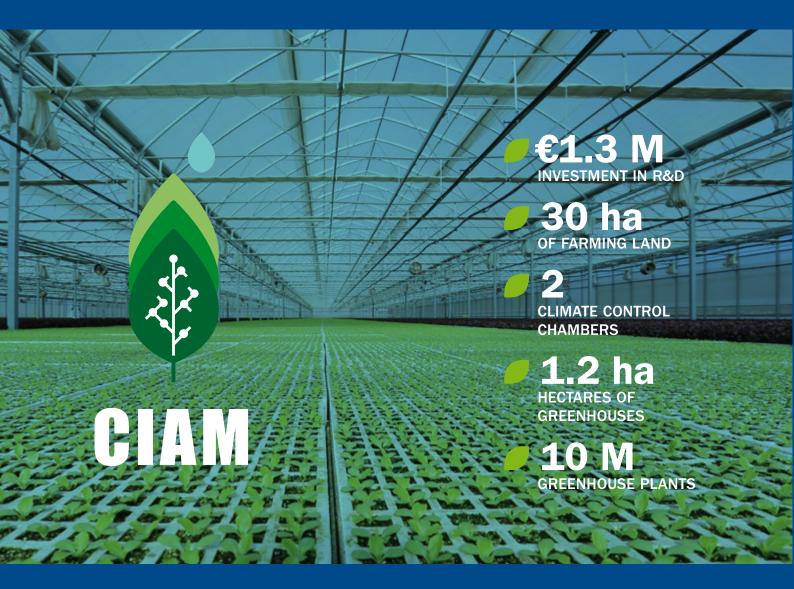
With this in mind, we turn global food trends into new products, anticipating our consumers' demands. This is how we always manage to stay ahead of the curve and lead healthy eating both today and in the future in a world in constant transformation.



## Revolutionising agronomic innovation

Our innovative spirit and our commitment to sustainability have led us to create our own agricultural R&D laboratory: our Centre for Agricultural innovation in Montserrat (Spain).

ocused on the food safety of our products, the CIAM places us at the technological vanguard in the re search for more efficient and sustainable harvesting processes and methods, as well as the development of new products like baby leaf and microgreens.



## **Product innovation**

Our capacity for innovation enables us to keep revolutionising supermarket shelves year after year. In 2020, we launched more than 130 new products, including more ready-to-eat salad and fresh fruit options, a wider variety of organic products in different categories, the development of new plant-based references, and clean label recipes in baby food.



#### Straight from the field

Innovation starts in our fields. With the focus on covering the growing demand for organic products, our array of straight from the field products features different BIO product references, such as courgettes, iceberg lettuce, and broccoli, with more environmentally respectful packaging added in 2020.

In 2020, we also innovated by offering our vegetables in convenient formats with which we will lengthen the product's useful life, like broccoli crowns in 350 g trays and radishes in small cups. We also launched mini-formats to reduce food waste to the greatest extent possible, specifically designed for today's families.

Within our array of fresh herbs, our Mexico Mix hit the market: a combination of herbs and spices that define Mexican cuisine.



#### **Fresh and ready**

Our fresh and ready category kept growing with new, original, more convenient and diverse options, tailored to the local tastes in each market, while always remaining fresh and healthy. As a result, in 2020, we launched more than 100 new products in this category.

To provide a response to the latest consumer trends, we launched the new ultrafresh Daily Bowl salads in sustainable containers intended for the Swiss and German markets, along with our Premium Bowls with recipes adapted to the tastes of new Dutch consumers.

We also surprised German and Swiss consumers with fresh, trendy combinations, including our cucumber, carrot, and pepper vegetable sticks as the perfect snack for dipping.

Additionally, our array of ready-to-eat fresh fruit intended for different channels in the Swiss market features 20 new product launches. These are based on pineapple, mango, pomegranate, coconut, and now also cucumber. The daily format, in small cups, was one of our biggest innovations this year.

We also launched new salad mixes specifically for the German market. Our Protein Pots and Vegan Pots are made with trendy ingredients, and their small size makes them perfect as an appetizer or to complement a meal.

Our Hit Salads in the German market show our capacity to adapt and innovate in response to our consumers' new needs. These new salad recipes and fruits are made with seasonal ingredients in practical and simpler containers so that consumers can enjoy a fresh, healthy option at very affordable prices.

The Pasta&Rocket salad by Sun&Vegs along with the Caprese salad are some of our favourite new additions, the latter inspired by the traditional Italian recipe. In Portugal we also kept expanding our presence on the shelves with new references, like the Capri and Pasta&Tuna salads: delicious mixes of greens with pasta that cater to the tastes of Portuguese consumers.





#### **Baby food**

We added 16 new recipes to the market in 2020, including clean label products, replacing the fruit concentrates with juices with no added sugars or starches.

Along these lines, we also promoted recipes with alternative grains that provide more fibre and essential amino acids. For our youngest consumers, we also prepared a line of fruit yoghurt intended for babies up to 36 months old. These are clean label recipes and include no added sugars; they only contain the sugars naturally present in the fruit, grains, and yoghurt.

Our recipes, formats, and flavours are also tailored to the local needs of each market. A good example would be our new custards, which come in a flexible pouch format intended for US consumers.



#### **Plant-based**

We offer 100% plant-based alternatives for consumers who are seeking out new eating habits, whether they are vegans, flexitarians, or vegetarians.

The family of plant-based products continued growing during 2020 with 2 new delicious trendy options: the natural and chocolate-flavoured Sun&Vegs coconut desserts. These tasty, lactose and gluten-free delights are the ideal alternative to dairy-based desserts.

coconut

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## **Process innovation**

Our healthy revolution requires constant innovation in all aspects, as well as continual adaptation to offer our clients our value proposition. That's why, at Foodiverse, we innovate not only in our products, but also in all our processes throughout the value chain, from the fields to our productive plants.

We are experts in operations. We always seek maximum operating efficiency, adaptation, flexibility, and cutting-edge technology in all our processes with an unwavering goal: to offer products with the highest quality-service-price ratio.



FOODIVERSE ANNUAL REPORT 2020



## Efficiency, service, and competitiveness in our production centres

Efficiency is at the core of all our production plants. We examine each one of the production stages to identify possible areas for improvement and to define new industrial procedures, which contribute to making our processes more versatile, efficient and controlled.

We equip our processes with the latest technology to enhance the connection between the land and the final product. In the Agromediterránea agricultural production plant located in Dolores de Pacheco (Spain), this year we have carried out a variety of improvements aimed at greater efficiency and productivity. We have to highlight the restructuring and implementation of new courgette, corn, and broccoli lines, which allowed us to increase our production capacity by 50%. We also built a new warehouse, especially prepared for courgettes.

Thanks to all these operational improvements, today we are proud to say that Agromediterránea is synonymous with efficiency, quality, and service for our clients 52 weeks a year.

Our Verdifresh facilities in Aranda de Duero (Spain) also implemented technology to enhance efficiency. This production centre has been at the forefront of our growth strategy in new markets and channels, focused on strengthening our commercial commitment to Spain and Portugal.



#### LOGISTIC TRANSFORMATION IN VERDIFRESH ARANDA

 95% OF THE PICKING SERVICE IS CENTRALISED
SAP PICKING AND PALLET PREPARATION WITH MOBILE RADIOFREQUENCY TERMINALS
4 PEOPLE DAILY, CARRYING OUT MORE THAN 80-110 GROUPINGS
1>5 DAILY SERVICES IN SPAIN
1>2 DAILY SERVICES IN PORTUGAL
SEMI-AUTOMATIC BAILING MACHINE



The centralisation of the logistics and transport service for our clients was one of the main goals we achieved in 2020. This has been an exciting challenge at the organisational, technical and personal level.

We take special care for each of our product stages, constantly revising our processes to maintain our competitive edge, efficiency, and sustainability. Along these lines, we made adaptations in our 3 Verdifresh production plants in Spain that allow us to create specific products for our clients, such as sliced carrots. In Verdifresh Riba-roja, this machinery adaptation has allowed us to practically double the factory's vegetable peeling capacity up to 1,000 kg/h.

Every detail counts when innovating and becoming more efficient. That's why in Alnut (Spain), our most versatile and technologydriven production plant, we automated the heat treatment lines, in addition to improving the layout of the packaging processes, achieving greater productivity and safety for our employees in the plant.

#### **Central Purchasing Office: a corporate purchasing model**

In addition to marketing the group's agricultural products, Agromediterránea also acts as the Central Purchasing Office for Foodiverse. This office was designed in order to harmonise our purchasing processes, especially of horticultural products, and the supply of horticultural and non-

This allows us to align global strategies in purchasing and supply decisions, while also strengthening local management horticultural raw materials in all of the group's production centres.

Based on a global vision of the group's needs, in 2020, we continued moving forward with this project, redefining the purchasing strategies, strengthening our relationships with suppliers, and standardising products and procedures, in order to keep improving our efficiency.

In this sense, this year we have developed new work methodologies, including the weekly "purchasing roundtables", process standardisation, and unification of all the raw material codes used to improve operational management. We also launched a 'virtual supermarket' on our Intranet, where our team can consult the complete list of horticultural, industrial, and auxiliary products purchased in the group.

#### **Digitalisation to improve efficiency**

At Foodiverse, we have strategically implemented technology to help the company grow and become more efficient and competitive in its day-to-day management. During 2020 we have achieved important milestones towards finalising our complete digital 4.0 transformation in both our central offices and in all of our sites.

#### SAP in all our production centres

In our Thurländer (Germany) production centre, we have installed SAP in the Sales and Production departments, making real time data available to enhance our operative decision-making capacity.

To tackle the centralisation of the logistics and transport service in Verdifresh Aranda (Spain), we implemented a pallet picking and preparation system in SAP with mobile radiofrequency terminals. As part of this system, we digitised the entire preparation, label printing, and cargo picking process on trucks.

For its part, Mesturados Canarios in Tenerife (Spain) led the change in the production model in SAP in regards to product component and manufacturing management, enabling greater cost control and better supply management. This change will be carried out in 2021 in the Verdifresh plants in Spain.

To harmonise the flow of raw material from the group's Central Purchasing Office, we implemented an update in the new SAP system, which makes it possible for the production centres in Verdifresh (Spain) and Novanatura (Italy) to attain greater control of the supply and price process with regard to internal and external suppliers.

### Josef Müller Gemüse: integration in the IT security model

We migrated and integrated the entire e-mail management and antivirus system in Josef Müller Gemüse into our global Foodiverse system. Our production centre in Switzerland now also features the same production tools as the rest of the group's companies, including Office 365 and Teams. In terms of security, we have installed the Trend Micro corporate tool.

#### **Business Process Control: consolidation in BI**

We successfully implemented the consolidated accounts tool in SAP Business Process Control, which makes it easier to prepare the group's consolidated annual accounts.

#### Social Studio: our new Cloud-Marketing tool

Since the end of the year, we have introduced Saleforce's Social Studio tool in our Marketing departments. This tool boosts our active listening capacities towards our clients and consumers in our social media, thus strengthening our relationships with our stakeholders while monitoring our brands' performance.



#### Maximum efficiency in our communications

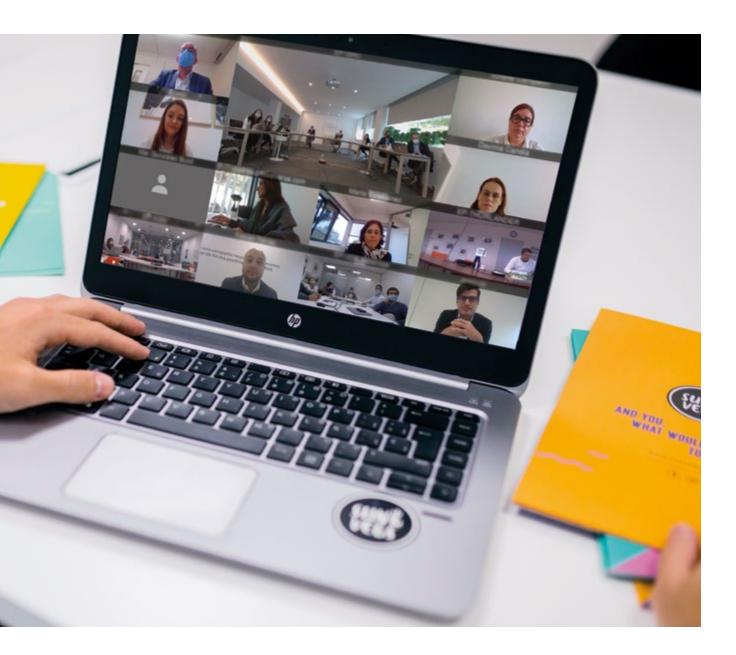
The pandemic and its management as been one of the most important challenges we have faced in 2020. Cloud environments, remote access technologies, and applications like Lifesize -our high-definition

#### A global digital transformation to compete more efficiently

videoconferencing system- and Teams from Office 365, both fully installed in all our centres, have become essential to manage the connections between the group's different sites. These have made telework and virtual meetings possible, thus preserving our employees' health and safety, while allowing us to carry out our activity with the highest level of flexibility and efficiency.

Looking to the future, at the end of 2020 we presented the Foodiverse Digitalisation Plan for 2021-2025, which reflected the challenges

to be addressed in the cross-cutting areas of Applications, Infrastructure, and Organisation, with the firm purpose of strengthening the innovation, efficiency, and productivity that we need to keep growing.



## **Collaborative innovation**

At Foodiverse, we grow by innovating and collaborating. We open the doors to new ways of cooperating, creating knowledge and innovation networks that allow us to put forward the most disruptive ideas in the agri-food sector. We forge strategic partnerships, collaborating with other companies, leading technological centres, and the most prestigious universities.



#### Innovating together with our suppliers

At Foodiverse, we know that the seal of food excellence, quality and safety that we print on our products would be impossible without the best raw materials and the best suppliers, who share a solid base of values, transparency, innovation and commitment with our group.

## We share our daily success with our suppliers

In the field, all our agricultural suppliers are certified according to each client's specific requirements. Global G.A.P., Q.S., and SwissGAP are just a few of the certificates that testify to our suppliers' good agricultural practices. We also collaborate with our suppliers, promoting more sustainable agricultural production with the development of organic crops, such as courgette, iceberg lettuce, and broccoli.

Our collaborators' work also allows us to improve our recipes each and every day. That is how we have achieved the highest quality olives in our salads, significantly reducing the percentage of incidents.

In order to offer more sustainable options in line with today's food trends, we rely on suppliers that boast the blue fish label for sustainable fishing issued by MSC (Marine Stewardship Council) in Thurländer (Germany), and organic producers in Josef Müller Gemüse (Switzerland).

Our commitment to the circular economy guides us in reducing containers and packaging. We have spent years working together with our suppliers of auxiliary materials to reduce the use of plastic, and to innovate with alternative, biodegradable, and compostable materials. In this sense, the commitment to a new 100% recyclable pouch, no plastic packaging in certain organic straight from the field products, and the 100% recycled and recyclable cardboard bowls of our ultra-fresh salads, among others, are clear examples of this collaboration. 503 SUPPLIERS

+49% MORE THAN IN 2019

**131** AGRICULTURAL PRODUCERS

**137** SUPPLIERS OF RAW MATERIALS, TOPPINGS AND OTHERS

**62** FRUIT AND DAIRY SUPPLIERS FOR OUR BABYFOOD PRODUCTS

## **Commercial milestones**

In an unprecedented year, all our sales teams displayed an extraordinary capacity to overcome the multiple challenges posed by COVID-19.

Quality, continuity, service and innovation have been the keys to reinforce our clients' trust, and to conquer new countries, markets, and channels.

Our intense business activity translated into great milestones that we can be proud of. Today, we have more than 200 clients across 30 countries.

#### Leading the ready-to-eat salad segment

We are leaders in the ready-to-eat salad segment in Spain, Germany, and Switzerland, and we boast a strong commercial position in other European countries including Italy, Portugal, Austria, the Netherlands,

Leaders in readyto-eat salads in Spain, Germany, and Switzerland and Denmark.

Our commitment to the fresh-cut produce line in the Portuguese market deserves special attention, where through both the Sun&Vegs brand as well as private labels, we increased our presence on the shelves and reaped great rewards, tripling our sales compared to the previous year, and earning close to 15% of the market share.



## Sun&Vegs available in more markets and channels

Our Sun&Vegs brand hit vending machines in the Canary Islands (Spain) and in Italy. Together with leading operators, we started trail-blazing projects in this channel, in the first case, with the first machine and an array of salads, wraps, and fruit juices, and in the Italian market with Salad Bowls in micromarkets.

Additionally, our 100% plant-based 'it's coconut' product by Sun&Vegs can now also be found in the digital channel, on leading online global sales platforms.

## Landing in the US with new desserts, and in Australia with baby food

These two milestones open the doors to broader markets, with new consumer profiles that seek the highest-quality products, adapted to their lifestyle. We have provided innovative solutions in line with local tastes.

In Spain, we are leaders in the pouch format category. with a 41% market share, as well as in sweet baby food jars with a 36% share. From this position, we reinforced our presence in retail with new leading clients in different countries in the European market.

## Our agricultural products, stronger in retail in Spain

We experienced spectacular growth in the agricultural business, as we managed to double our straight from the field sales in Spain compared to 2019. We increased our presence on the shelves, marketing our products in the distribution chains with largest share in the Spanish market.

As we strive to break into new markets and channels, in 2020 we established a commercial partnership with Patatas Meléndez, who now exclusively distributes our Sun&Vegs agricultural products in Mercamadrid, the largest port of entry to the hospitality channel and to small and medium commerce in Spain.





# Taking the healthy revolution anywhere in the world





## **Our product range**

#### Lettuces

#### **STRAIGHT FROM THE FIELD**

#### **Baby Leaf**





Greens





**Fresh herbs** 



**Microgreens** 



#### **FRESH AND READY**

Daily





To eat





To heat





To prepare















97

Fresh-cut ready-to-eat fruit







## **PLANT-BASED** Fruit and vegetable smoothies Plant-based yoghurt alternatives **Spreadable snacks BABY FOOD Fruit jars Salty jars Dairy pouches Dairy jars Fruit pouches** ;≿byba **ORGANIC LINE** Fresh and ready-to-eat salad bags and bowls Organic crops BIQ. BIQ BIO

**50% of our baby food product references** 









## **Our commitment**

## A committed company

We plant our seeds to create a more sustainable world.

From the very beginning, Foodiverse's mission, values, and strategy have marked our desire to grow sustainably and responsibly, building honest and transparent relationships with everyone we interact with on a daily basis. It's our way of doing things, the only way we know how.

That's why, based on our commitment to sustainability, we care for our surroundings at the nutritional, environmental, social, and economic level, helping to create a better present and a more sustainable future.

Since 2011, every year we have renewed our commitment to the Global Compact for the Defence of Fundamental Values concerning Human Rights, Labour Standards, the Environment, and the Fight against Corruption. We have aligned ourselves with the United Nations Sustainable Development Goals for 2030 with the same dedication and effort.





This is our Communication on Progress in implementing the principles of the United Nations Global Compact and supporting broader UN goals.

We welcome feedback on its contents





His Excellency António Guterres Secretary-General of the United Nations NY 10017 New York, USA

Valencia, on 5 May 2021

Dear Secretary General,

After such a challenging year for everyone, it is a source of great pride to address you to inform you of our permanent commitment to the principles of the United Nations Global Compact. At Foodiverse, we remain firm in our commitment to protecting and defending Human Rights and the environment. In this letter, I would like to inform you that, once again this year, not only have we met the initial goals, but we have also learned how to adapt, innovate, and bring out our potential for solidarity more than ever in a time of global crisis.

Together with this letter, we are sending you a copy of the company's Annual Report where you can find the main strategies and lines of action that we have carried out in 2020 through our commitment to nutrition, health, the environment, society and the economy. I would also like to use this opportunity to inform you of our company's new image, now known as Foodiverse, which reflects the global reality of our group, maintaining the same essence that motivated us to found this company.

This Report highlights our company's commitment and responsibility, along with the importance of each and every one of our people who have been at the heart of a vital and essential food supply chain during a global emergency.

Foodiverse is made up of 2,562 people from 65 nationalities who represent diversity in every sense of the word. We retain our commitment to equality through our staff, comprised of 49.53% women and 50.47% men. In total, 89% of our team have permanent contracts.

In 2020 we once again confirmed the importance of global connections and, perhaps more than ever, local and close relationships. From all our centres, in Spain, Switzerland, Italy, and Germany, we provided support to local organisations, donating more than 35,500 kg of fresh vegetables and 640,000 product units.

In our commitment to minimising the environmental impact of our activity, we continue innovating in everything that we do. We are proud to have finished the Farmitank project in 2020 conducted in our Centre for Agricultural Innovation in Montserrat (Spain). This disruptive crop-growing technique allows us to produce different types of vegetables, while ensuring maximum efficiency in the use of natural resources, along with a reduced carbon footprint and with no phytosanitary treatments.

We never let up in our commitment to reduce the use of plastics to the greatest extent possible in our containers. As such, thanks to our capacity for innovation we introduced biodegradable and compostable materials in all our product categories. At each of our productive centres, we work daily to improve our processes in terms of efficiency and sustainability, and accomplish our yearly goals regarding the use of water and electricity. This is why it makes us particularly proud to have reduced our water footprint in Mesturados Canarios by 2,7% and our environmental footprint in Alnut by 3,4%.

In short, we are a committed company, with a vision of responsible and sustainable growth at the nutritional, environmental, social and economic levels, and we know that this is the path we want to follow. Therefore, once again this year, we would like to renew our commitment to the United Nations Global Compact and to contribute to a more committed and fair world.

Kind regards,

Joaquín Ballester Martinavarro President of Foodiverse

Avda. dels Gremis, Parcela 28. Pol.Ind. Sector 13. 46394 Riba-roja de Túria, Valencia (España) foodiverse.com | info@foodiverse.com | +34 961 642 934

## **Committed to sustainable** development

At Foodiverse, we are a company with a decisive purpose. We want to help improve our consumers' quality of life, making a healthier future possible. Following this principle, we contribute to solving today's greatest challenges and reaffirm our commitment with the 2030 Agenda for Sustainable Development Goals.



#### SDG 2. Zero Hunger

We are much more than a food company, and that's why we are clearly committed to ending hunger in the world. During this highly

complicated year, we donated more than 640,000 products.



#### SDG 3. Good Health and Well-being

As leaders of the healthy revolution, our commitment to nutrition and health is our priority. We offer products of the highest quality, which help our consumers follow a balanced and healthy diet with easy, appetising, and accessible foods, such as organic, sugar and

lactose-free, as well as plant-based products.



#### SDG 5. Gender Equality

People are the centre of our project. Equality and diversity are

principles that govern our policies. Our staff is made up of men and women equally, and Foodiverse ensures stable, dignified, and safe employment with zero tolerance towards any form of discrimination.

#### 8 SDG 8. Decent Work and **Economic Growth**

We believe in profitability as the engine for responsible and sustainable growth. We are committed to offering stable and quality employment - as 89% of our employees have open-ended contracts -, and to our internal talent and its professional development, guaranteeing a safe and healthy workplace.

#### SDG 9. Industry, innovation and Infrastructure



We are innovative by nature. We push

innovation in the agri-food sector to make it more sustainable, and, through a collaborative approach, we develop disruptive ideas that allow us to innovate throughout the entire value chain.

#### SDG 12. Responsible **Production and Consumption**

Responsibility is at the core of our



healthy revolution. We encourage measures to reduce raw material losses and food was-

> te, while we strive to reduce packing and develop more sustainable alternatives

#### **SDG 13 Climate Action** We take care of our



planet by adopting measures that tackle climate change and its effects. Through our

collaboration with Ecoembes, we have contributed to reducing 2,057 tonnes of CO<sup>2</sup> to the atmosphere in 2020.

#### SDG 17. Partnerships for the Goals



At Foodiverse, we collaborate with

social, business, sector-wide, and educational associations in order to promote projects to encourage sustainable development in our surroundings and in our sector.



# Compliance, our good practice guide

e are an upright, honest, and trustworthy company, with values that have remained unchanged over the years. We have our own Code of Ethics, which is a declaration of our principles and values, as well as a set of guidelines on conduct designed to guide the behaviour of everyone who is part of Foodiverse.

Following these principles, we also have our own Compliance model: a guide that oversees the good practices in our company and helps us to identify the operational and legal risks that we face in each country where we do business. At the same time, the guide establishes prevention mechanisms and procedures on how to react.

As a responsible company, legal compliance is a non-negotiable requisite in everything that we do, and is something that we extend to all our employees and stakeholders: clients and customers, suppliers and society as a whole.

This past year, we have reinforced Compliance training for all our employees and in all of the group's companies, especially for the new additions, in order to guarantee that all our people are committed to our company's ethical culture and codes of conduct. Furthermore, on the Intranet, we have created a specific Compliance section where our employees can consult our Code of Ethics, report any legal violation or infraction of our Code and consult the Compliance Officer: the person responsible for supervising and controlling regulatory compliance within Foodiverse.

Quality, transparency, and honesty in our relationships with suppliers are fundamental in the value chain. That's why we constantly review all our contracts with our partners to ensure that they are always in line with the legislation in each country, fostering a fair and transparent supply chain.

Everything we do is a reflection of our identity and our values, and must ensure the rigour, integrity, honesty, and trust that have defined us since the very beginning.

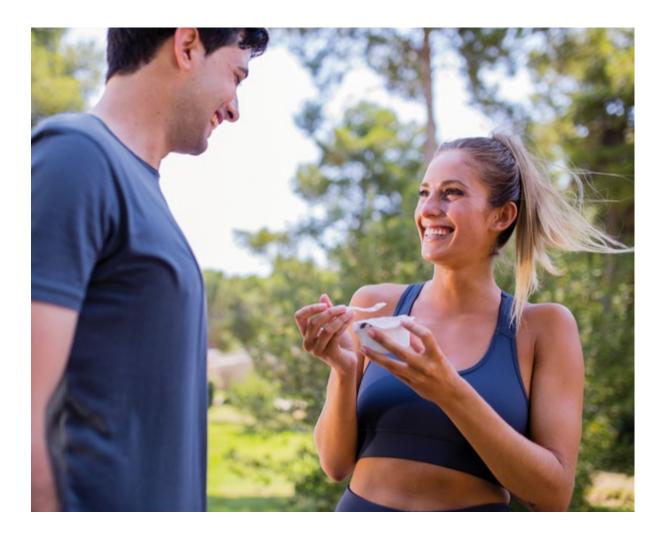
## **Commitment to nutrition and health**

Our commitment to nutrition and health goes back to the founding of our company and is the basis for our healthy revolution.

We are a food company, and as such, our commitment to nutrition and health is our priority. We want healthy eating to be easier, more appetising and more accessible than ever. We accompany our consumers throughout the different stages of their lives and allow them to care for their health at anytime, anywhere.

Our commitment is reflected in our extensive assortment of consistently innovative and trendy products with excellent nutritional quality. Food safety is the basis for our operations and processes, from our fields until the final product, and we ensure the highest quality, transparency, and traceability of all our products, starting from the seed itself.

Our nutriBEST, HOLD, and SAFETY SHIELD projects include all the actions that we carry out in Foodiverse as an example of our commitment to health and nutrition.



#### At Foodiverse we are committed to the nutritional improvement of our products, promoting a balanced diet and a healthy lifestyle.



Reformulated products, the use of natural ingredients, the development of clean label recipes in our baby food, and the expansion of the plant-based category are just a few of the actions we carried out in 2020 as part of our nutriBEST project.

In the fresh and ready category, we continued improving our recipes and ingredients, including the surimi in the gluten-free "Mil islas" salad, which is now suitable for people with gluten intolerance. Our ready-to-cook vegetables now offer sliced carrots, thanks to a new raw material that allows a higher quality, homogeneity, and shelf-life.

We also expanded our plant-based category to achieve a dual purpose: to offer solutions catered to specific needs such as food intolerances or allergies, and to innovate with new trends. Our natural and chocolateflavoured 'it's coconut' desserts are new gluten-free vegan recipes that make delicious alternatives to dairy-based desserts.

Ongoing improvement in our baby food line last year led us to replace fruit concentrates with juices, improve the fibre content of many of our product references, and develop products with greater vitamin and mineral content, helping our smallest consumers reach the daily nutritional values they need



#### Our Sun&Vegs brand products now feature new nutritional claims and preparation options

to keep growing. In 2020 we also continued promoting the development of organic and clean label recipes: products with no added sugars, and with simpler ingredients and labelling.

Our nutriBEST project also guides us in promoting and improving understandable, transparent labelling that incentivises healthier practices. In the straight from the field category, we now feature an easier-to-read label that is more suited to the products' surface. Likewise, our updated www.sunandvegs.com website gives our consumers detailed information about our products' nutrition and ingredients.





#### FOODIVERSE ANNUAL REPORT 2020

Our new fresh-cut fruit plant in Josef Müller Gemüse (Switzerland) is a clear example of our HOLD spirit.



#### Hygiene, Order, Cleanliness, and Discipline are the requirements that we have set for ourselves as a company.



The HOLD project serves as our internal guideline to reach the highest food quality and safety in everything we do, from our facilities and processes to our final products.

In 2020 we promoted a global project in all production centres aimed at digitising and automating internal quality and HOLD audits. This tool allows us to standardise and ensure continual follow-up of our key indicators in terms of food quality and safety. With this tool we can also automatically save images for each



requirement, offering instant results and creating a plan for possible improvement actions, thus preparing all our plants to pass the most demanding quality audits.

As every year, in 2020 we have made improvements to progress in our HOLD project. This year's highlights include our new fresh-cut fruit plant in Josef Müller Gemüse, Switzerland, where the new facilities were designed to ensure the highest level of food quality and safety in a controlled area, complying with the strictest hygienic standards, while making work areas more spacious and ordered. In Thurländer (Germany) we also restructured the cutting area to improve the workflow and contribute to greater quality and productivity. Meanwhile, the fresh-cut produce plants in Spain made investments in HOLD

issues, refurbishing floors and roofs, and overhauling the machinery in Mesturados Canarios and Verdifresh Aranda de Duero, Antequera, and Riba-roja.

At our fields, we also mechanised plant removal in our greenhouses once growing cycles are completed, grinding the vegetable waste in situ and mechanically adding it to the soil. By doing so we contribute to our HOLD project through faster and cleaner waste management. At the same time, we improve the soil's organic content and promote the global circular economy of the entire process.



OUR COMMITMENT



#### **Rigour and excellence in fulfilling the highest** food safety and quality standards.

Our commitment to food safety is a central and continuous element. Thanks to our quality model, we control the entire production chain, from

the fields and crops to our production centres, including every one of our suppliers and the final product.

This firm commitment is one of the keys to our success and the reason why Foodiverse is synonymous with the highest quality and safety, ensuring our clients and customers' utmost trust across the world.

Our intense focus on food safety and quality in 2020 has allowed us to renew, once again, the most demanding international certifications in this field.

The implementation of internal laboratories in the fresh-cut produce plants in Germany, Switzerland, and Italy has been one of the most notable milestones in

We guarantee strict traceability checks on 100% of our products, right from the seed

2020 in our SAFETY SHIELD project. Thanks to this work, we can proudly say that our production centres now feature fully functional internal laboratories to conduct microbiological, physical-chemical, and sensory analyses. In our facilities equipped with cutting-edge technology, we carry out PCR analysis techniques, the most efficient way to verify food safety in all our products.

Our status as a multinational requires us to be up-to-date on the standards and regulation in all the countries where we work. That's why, in 2020, we finished implementing our internal tool to verify and oversee legal compliance - at the European, national, regional and local levels - in terms of quality, food safety, and the environment, as well as industrial and labour safety in all our production centres.

Strengthening our prevention systems is a fundamental part of our SAFETY SHIELD project. That's why we rely on the latest technologies and the best professionals. At group level, we have a panel of experts that advise us on food safety issues in the areas where we detect potential new risks. In 2020, we expanded the panel with two new additions to ensure even better coverage, addressing two new areas. Additionally, in the new fresh-cut fruit facilities of our Josef Müller Gemüse (Switzerland) plant, we reinforced our food safety management system. This system allows us to identify, evaluate and prevent possible risks throughout all the processes in the production chain.

#### SAFETY SHIELD

23 EXTERNAL CERTIFICATION AUDITS IN PLANTS

**28 CLIENT AUDITS** 

**17 INTERNAL AUDITS** 

34 TRACEABILITY AUDITS OF SUPPLIERS Food quality and safety training for our people is a fundamental pillar to keep achieving the highest level of excellence in everything we do. Specifically, in 2020, we focused on training for our quality teams and heads in our 9 production centres on the latest version of the IFS standard, as well as on managing COVID-19 prevention protocols.

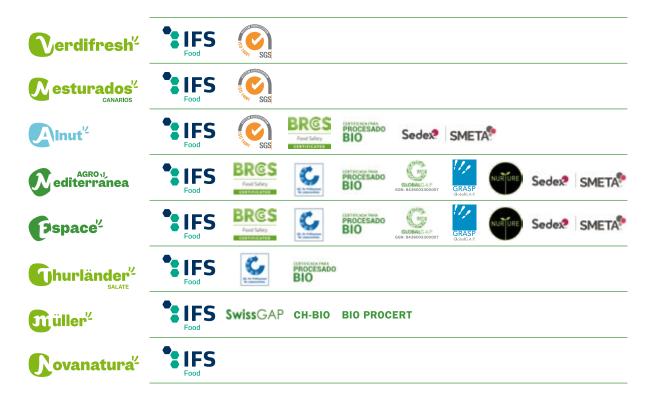
Lastly, in 2020, we continued collaborating with universities and leading technological centres through partnerships which allow us to always be at the forefront. Specifically, we participated in several work groups in Food for Life-Spain (PTF4L), the largest technological platform in the

FOODIVERSE ANNUAL REPORT 2020

Fully operational internal laboratories in our production centres.



#### INTERNATIONAL FOOD SAFETY AND QUALITY CERTIFICATIONS



Spanish agri-food sector, including our participation in the Food Safety round table. In it, we discussed topics such as the control of allergens, the use of antimicrobial agents, biofilms, as well as various strategies to address COVID-19 in the industry.



## **Commitment to our environment**

At Foodiverse we do our bit to create a more sustainable world. We care for the environment through the ongoing improvement of our practices, comprehensive logistics planning, and the efficient use of our resources. This drives us to establish policies to minimise our ecological footprint, such as reducing the use of plastics, practising recycling, or developing circular economy strategies, as well as forging partnerships with business, industrial, and social associations to generate a positive impact on our environment.

By taking care of the environment, we also take care of our society. We strive every day to create value through our commitment to health and by creating jobs, and promote charitable actions together with associations and entities that work to help the most disadvantaged social groups.

Our CleveR7, SU+RE, and zero CUCURBITA projects include all the actions that the company promotes to support our commitment to the environment, and to work towards a better and more sustainable world.



### We promote and practice the 7Rs of recycling (Rethink, Reduce, Reuse, Repair, Renew, Recover, and Recycle), and we constantly seek more sustainable alternatives to plastic materials, while ensuring the highest level of food safety.



At Foodiverse, we encourage efficient waste separation and recycling in all our production centres, managing and reinforcing the recycling of packaging, paper, cardboard, and organic matter, among others. Furthermore, in 2020 we have contributed to protecting the environment with savings equivalent to 2,057 tonnes of CO<sup>2</sup> to the atmosphere through our collaboration with Ecoembes.

As the central pillar of our commitment to the circular economy, which is the fundamental core of our CleveR7 project, we constantly research new packages and containers, tirelessly seeking more sustainable alternatives and ensuring that the materials used are recycled or recyclable, especially when it comes to plastic. As such, we design our products always with sustainability in mind, offering packaging solutions that help us to reduce our products' environmental footprint.



To do so, we forge partnerships with renowned technological and research centres, promoting joint innovation on packaging materials. In 2020, we collaborated with the Food Industry Technological Institute Association (AINIA), the National Food Technology and Safety Centre (CNTA), the National Food Preserves and Technology Centre (CTNC), the Agrochemical and Food Technology Institute (IATA), and the Technological Packaging, Transport and Logistics Institute (ITENE), among others. Furthermore, we participated in the *Retos* and *MonoMatPack* projects promoted by the Spanish Ministry of Science and innovation, cooperating with a variety of international actors to develop packages made from 100% recyclable and biodegradable materials, while ensuring the highest food safety in fresh-cut products. We also cooperated with innovation clusters for packages and containers in order to be permanently at the forefront, and be able to share the advances in research internally.





# Innovation in packaging

These are some of the leading innovations implemented as part of our CleveR7 project during 2020: the cornerstone of our commitment to the environment and to the sustainability of the planet.





### Straight from the field

We offer more environmentally respectful packages. For our wrapped courgettes, we feature new packaging that limits the use of plastic, while in our BIO courgette, we're taking a step further by offering a zero-plastic format with a cardboard sleeve. In our line of herbs, we reduced the thickness of the blisters and introduced a new 100% rPET -recycled PET plastic- package, thereby ensuring a global savings of 14.5 tonnes of plastic.



In line with our environmental commitment, in 2020 we have launched several of our products in mini formats, thereby achieving a dual purpose: to reduce the amount of auxiliary materials used, as they are smaller formats, and contribute to minimising food waste.

FOODIVERSE ANNUAL REPORT 2020

### We use our resources efficiently, complying with all environmental certifications and promoting sustainability actions.



Efficiency, sustainability, and innovation are our guidelines in the responsible use of natural resources, which are fundamental to preserve the future of our planet, as well as our company's activity.

As part of our environmental commitment, in 2020 we installed an innovative control system in the field which improves our efficiency in the use of natural resources. We also managed to save up to 20% in water consumption thanks to the implementation - in all of our crop fields equipped with drip irrigation - of lower-flow systems with recyclable belts. Additionally, we reduced machinery transportation between our farms, thereby decreasing our emissions with more responsible and efficient policies. In all our agricultural farms in the Region of Murcia (Spain), we continued to set important measures that comply with the Spanish legislation concerning the recovery and protection of the Mar Menor, such as the implementation of retention hedges to prevent runoffs, and the use of sensor-controlled irrigation systems.

The Farmitank project in our Centre for Agricultural Innovation in Montserrat (CIAM) is a model for sustainability and reduced consumption, as we are able to save 95% more water in our silo compared to growing vegetables in the field. In 2020 we also conducted a study on more than 10 varieties of plants in hydroponic conditions, and promoted the Irriga+ project, a new irrigation management model for growing baby leaf and microgreens. Thanks to this system, we improved our product quality while managing to reduce water consumption by 8% compared to 2019.



We also carried out notable actions in the new plant for fresh-cut fruit in Josef Müller Gemüse, where we added more efficient and sustainable climate control equipment.





- ISO 14001 certification in all out production plants in Spain
- Clean and renewable electrical energy with 100% certified origin in all our production plants in Spain
  - Constant compliance with energy audits
    - 2.7% reduction of the water
    - footprint in Mesturados Canarios





### We limit the application of pesticides and fertilisers, tending towards zero residue in our products. We are committed to organic agriculture.



The field and the land are our roots. We respect the environment where our raw materials come from, creating products that are always fresh, healthy and sustainable.

To achieve the zero-residue goal in our products, we explore new farming methods that allow us to make a more efficient use of fertilisers and pesticides. At the Farmitank project in our CIAM, we grow vegetables without any plant protection treatments, using 90% less fertilisers compared to outdoor farming, thanks to the CIAM's closed growing cycle. Through the Zero Pesticides initiative, in 2020 we also adapted the way in which we grow our baby leaf and microgreens, aiming to offer a completely phytosanitary-free product range.

In 2020, we carried out another important activity as part of our zero CUCURBITA project, conducting tests in our greenhouses to grow residue-free courgettes. As part of the Spanish legislation concerning the Mar Menor, we have also limited and reduced the use of nitrogen fertilisers and monitored the nitrogen levels in the field.

Promoting organic, residue-free agriculture is one of the cornerstones of this project and a natural extension of our healthy revolution. Therefore, through our own BIO Sun&Vegs brand, we offer a wide array of organic products that encompass everything from straight from the field products to salad bowls, even including 50% of our product references in the baby food category.





### Our surroundings, our society

At Foodiverse, we work every day to create value and share it with society, collaborating in projects and charitable causes that connect us to our surroundings. Promoting a healthy lifestyle, sports, as well as social inclusion and development are the foundations of our corporate social responsibility strategy.

As part of our commitment, we care not only for the environment but also for our society. That's why, in 2020, we signed up for the Adecco Foundation's Family Plan in Spain. Through this programme, we offer support to the group's employees who have children with disabilities, providing services that are specifically tailored to their needs, such as speech and physical therapists, and psychologists. In line with this initiative, to celebrate the International Day of Persons with Disabilities, we collaborated in Adecco Foundation's 'Vulnerables' campaign to raise awareness about the need to achieve full inclusion.

Once again, in 2020, all our centres in Spain participated in the Red Cross' 'No child without toys' initiative, delivering more than 100 exciting gifts so that no child was left without a present during Christmas. Before the holidays, Alnut also participated in the Novaterra Foundation's 'More than a flower' campaign. The funds raised from poinsettia sales were used for social integration and employment opportunities for vulnerable people. We promote partnerships to contribute to a better world

Promoting a healthy lifestyle and regular sport practice is one of the cornerstones of our social commitment. That's why, at our Thurländer plant in Germany, we donated material and equipment for the children's football association Turbine Bambini Zschornewitz for kids between 4 and 6 years old.

Since 2016, all our sites in Spain have been participating each year in the Seur Foundation's 'Lids for a new life' project, which aims to offer medical treatments to underprivileged children, as well as the 'Solidarity Mobile Phone', which raises funds for Stop Sanfilippo and Action against Hunger, NGOs that fight against child malnutrition and finance research for rare diseases.



#### These are the main organisations that we collaborated with in 2020



#### FOODIVERSE ANNUAL REPORT 2020













# United in solidarity during the pandemic

In a year marked by the COVID-19 crisis, at Foodiverse we reinforced our commitment to society more than ever. Faced with such an unprecedented year, we went beyond ensuring that our products were supplied each and every day, and reinforced our collaboration with entities and associations that help the most vulnerable among us. During this health and social crisis, these associations have carried out and continue to carry out an essential role for thousands of families.

That's why, in 2020 we donated more than 35,500 kg of vegetables straight from the field and 640,000 product units - salad bowls and bags, along with baby food in jars and pouches, among others, setting a new company record.

In addition to reinforcing our regular collaborations with the Spanish Food Bank Federation (FESBAL), Red Cross, and Caritas in Spain, and organisations like Tischlein Deck Dich in Switzerland, we had the opportunity to forge new bonds, participating in projects like Food 4 Heroes Madrid. This charitable initiative allowed us to donate our salads to healthcare workers who were on the front line fighting against the pandemic.

We also focused on the well-being of transport professionals, key people in our value chain who were essential during the most complicated times of the pandemic such as the lockdown across Europe, offering them our salads, as well as safe spaces where they could rest and recover.





### **Commitment to our people**

### The cornerstone of our project

Foodiverse would not be what it is today without each and every person who is a part of our project. We boast an extraordinary team made up of 2,562 employees from more than 65 different nationalities, united in our mission and vision. These are the people who promote our healthy revolution and lead the great challenges in the sector, reinforcing our position at an international level. Therefore, we are firmly committed to them, ensuring that they have stable, quality employment in a dignified and safe working environment. We are committed to our internal talent through development programmes that motivate and reinforce their capacities, skills, as well as personal and professional leadership. We offer job opportunities abroad and enhance each one of our people's professional growth.

2020 was especially difficult due to the crisis caused by COVID-19. However, our teams were once again a shining example of how to overcome adversity through commitment and dedication. At Foodiverse, we are extremely proud of each and every one of the people who are a part of our staff.



Our TalentLAB and e-Share projects bring together the diverse initiatives implemented by our group as part of our commitment to our People.







### Our team is our top priority

Our people are the cornerstone of our company and therefore their well-being, health, and safety are a priority for us. We take care of their well-being through initiatives and internal communication channels that promote a more pleasant, inclusive and healthier working environment. We rely on our group's global Intranet, along with the information screens in the dining areas at all our sites, as well as on posters and e-mails to communicate with our teams. We are committed to complete transparency between the company and our employees, fostering a sense of pride of belonging through charitable actions, contests - like our popular Christmas Postcard Contest-, surveys, internal interviews, and celebrating important dates, such as Fruit Day.

Preventive culture, continuous improvement, investments in workplace safety, and training allow us to safeguard the daily health and safety of our team, from our fields to our production plants and the group's central offices. In terms of health and safety, we comply with all legal requirements in the countries where we work, and we always go the extra step. Our objective is clear: the health and safety of our people is our first and foremost priority. We continually improve our output by designing, adapting, and revising our processes, practices, and work systems to improve ergonomics and reach the highest levels of safety, while removing and/or minimising every risk factor. Along these lines, we should highlight the performance of our Alnut plant in Spain, which reduced the accident rate by 100%, with 0 accidents in 2020.



Specifically, in 2020, Foodiverse's commitment to ensuring the health and safety of our people was at the forefront more than ever. The global health crisis required a major effort to reinforce the health and safety protocols in all our centres. Created at the start of March 2020 at the outbreak of the pandemic, our COVID Management Committee promoted action protocols in record time that allowed us to successfully manage this new situation by:

Supplying masks and PPE to all our workers in production plants, with 300,000+ surgical masks imported directly from China at the start of the pandemic, and providing FFP2 masks to all our employees

Creating guidelines, protocols and contingency plans to face a changing situation in each of the 4 countries where we work

Reinforcing internal communications with 100 training sessions for the entire staff

Undergoing 30+ verification visits by healthcare authorities to our plants with satisfactory results

Carrying out 100+ internal audits to ensure that all the measures are implemented correctly

Purchasing 50 thermometers to check temperatures every day in all our work centres

Using 2,500+ litres of hand sanitizer

Reinforcing cleaning and disinfection plans for common areas

Restricting capacities, staggering shifts, redistributing spaces in workstations, installing protective dividers and signalling walking paths to minimise group sizes

Doubling the number of buses and vans for employee transportation to our production centres as a result of capacity limitations

Comn

Committing to remote work and minimising travel and visits to clients and suppliers

Conducting 20,000+ meetings, video calls, and video conferences thanks to the company's complete digitalisation

# We commit to our talent through development programmes for each stage of their professional life.



Training is an essential part of our commitment to our people. We ensure that our employees have access to permanent learning opportunities that allow them to train and grow professionally, while also offering opportunities for professional development abroad in our work centres across Europe.



With headquarters in 4 countries and employees from 65 nationalities, at Foodiverse we use English as our common language. Therefore, we provide English classes to all our employees who need to improve their language skills in all our centres. Additionally, each year, we provide training on specific skills, tailored to each of our people's business area and position. As an example, during 2020, our Fresh-Cut Iberia Unit collaborated with ESIC Business School, providing training programmes for our Marketing and Sales team, with a total of 600 hours of training.

In addition to providing training together with entities and renowned universities, we have our own internal programmes. TalentLAB is the space that encompasses all of the training and development experiences designed to build leadership skills, increase knowledge of our business, and nurture professionals with bright futures. We offer our internal talent the learning solution they need at each stage of their professional journey in order to align, build, accelerate, and elevate their careers right from the start, to reach the echelons of upper management. These are the Foodiverse training programmes that have taken place in 2020:

#### **Junior Talent**

Our training programmes help us attract young professionals and recent graduates. In 2020 we added a new participant to the rotating 'Junior Talent' programme, who started her professional career in Verdifresh Antequera (Spain), learning how the group manages its operating processes, and is currently in Thurländer (Germany) applying the knowledge she acquired and developing her skills.

#### **Top Managers**

#### Build

This is our programme to develop managerial skills, aimed at the future leaders of the company

who train to take on new responsibilities, manage cross-cutting projects and teams, as well as to face new challenges and opportunities for the organisation. This year's programme featured 6 participants, who took part in individual and group training sessions designed to help them develop creative thinking, conflict management and generative dialogue skills, as well as manage projects based on the 'Lean' and 'Agile' methodologies.

Junior Talent

In 2020, 9 employees participated in this session which aims to develop the company's internal talent in key positions for the business. This programme combines cross-cutting, comprehensive knowledge about the organisation with specific technical knowledge. The focus of the programme changes each year and, in 2020, it was centred on the Operations and Quality Areas,

two highly important departments for our business.



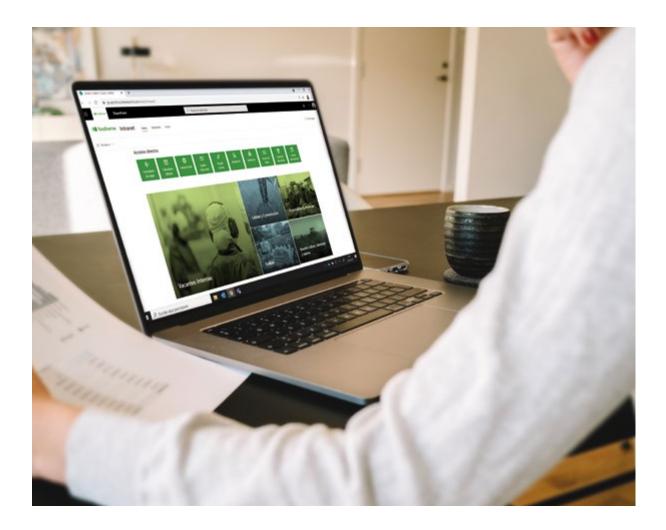


### We embrace the digital transformation. We are a liquid, dynamic organisation with the capacity to adapt to changes in our environment.



At Foodiverse, we combine talent and technology to boost our competitiveness. We are aware of the importance of adapting better and quicker to changes in the environment, which is why we have been committed to digitalising our company for years, improving the IT systems used by the group's employees.

Managing the pandemic was one of the most important challenges we faced in 2020, and it highlighted our capacity to adapt. We can proudly say that we have been able to manage the situation successfully, thanks to our powerful IT systems and innovative technological solutions which help us to coordinate as a global team.



#### Intranet, our new internal communications tool

Our new internal communications platform is installed as the homepage on all the group's computers. Intuitive and easy-to-browse, this platform allows our teams to consult the company's latest news, as well as all our policies and resources. In turn, through the Intranet, employees can access the group's other new platforms, such as People Corner, Brainfood, and our document management system, which we will explain below.

### Our document management system, a single database for our procedures

Within the Intranet, our document management system includes all the procedures, policies, reference documents, and work instructions that govern the company in a single database. We have standardised the processes in all of the group's working areas, improving their efficacy and ordering all the documents by business unit and process. This way we managed to unify the classification criteria and make it easier for users to consult these documents.

### People Corner, a comprehensive talent management model

People Corner is our new employee portal integrated into the Intranet. Based on the SAP SuccessFactors solution, this portal allows us to effectively manage our talent at a time of change, and use technology to help our people out. We integrated the entire talent management cycle in a single IT system, making the human resources processes more flexible and sound.

### Brainfood, our training management programme

Our new online platform, integrated within our People Corner portal, was created to help our people learn what they need to know. Updated each week, this Learning Management System encompasses the training needs that our employees can use to improve their skills and knowledge. Brainfood offers online and face-to-face classes, as well as other educational resources.

#### Service Desk, our new micro-IT service

This new centralised system was yet another digital tool implemented in 2020 that can be accessed through the Intranet. Using this tool, we provide support to all the group's employees with access to IT systems, thereby improving user experience, regardless of where they are connected, thanks to its multi-language platform (Spanish, English and German).

#### New online database: a hiring tool for Human Resources

In 2020 we created a database where Human Resources can update and manage job offers. Integrated on the group's different websites, including the corporate website as well as each of the local sites, this system allows us to publish up-to-date job openings. The resource can also collect spontaneous job applications and compile potential candidates, showing the job opportunities in the entire group.

### Digitalisation of the Human Resources system in the field (Espace)

Another action we carried out in 2020 involved digitalising the human resources management systems for agricultural employees. This initiative made the systems more flexible and efficient to manage.

### Captio, our expense management service

Fully operational since 2020, Captio is an online platform that centralises the management of all the company's travel-related expenses. Our employees can use their smartphones to tally their expenditures with just a single click by taking a photo of the receipts.



### **Commitment to financials**

### Profitability as the key to responsible growth

At Foodiverse we want to grow responsibly, which will allow us to be sustainable over time. We promote growth where profitability comes first, as we believe this is the only way to provide greater value to our environment and to our shareholders: the drivers and first warrantors of our business model.

Our beGLOCAL, innovACTIVE, and Growing projects represent the group's initiatives that support our commitment to financials.



## We are a multinational company with a global vision, managed locally in order to respond to the local needs of each area.



At Foodiverse we are a multinational company, with diverse locations, markets, and customers. To face this reality, in recent years we have carried out a major organisational change. With it, we have managed to become even more efficient in management, creating an optimal structure that allows us to face any future challenge. This new organisational structure strengthens the local management in each of our companies and production plants, as each is independent, operates autonomously, and focuses solely on their business and clients. However, our great advantage is that we belong to a large multinational group, which gives us a global vision of opportunities.



This way, within our beGLOCAL project, we maximise the synergies between our businesses at both operational and commercial level. The sound position of each of our companies and the trust they have earned from their clients is an opportunity for the rest of the group to grow.

Following our local management strategy, we cater our products and recipes to the unique tastes of each market, as well as to the needs of each of our clients, promoting proximity and close collaboration with each one of them. Our local R&D teams work together with the rest of the group's teams internally, with our clients' sales departments, as well as through close collaborations with our local and regional suppliers, who provide us the best raw materials and ingredients we need to offer winning value propositions. That's how we achieve our recipe for success: bringing our healthy revolution to every corner of the planet by catering global trends to the tastes of our local consumers.

In the social sphere, we also collaborate regularly with local associations, creating a positive impact in each of our surroundings and thus contributing to our beGLOCAL project.







### We are innovative by nature. We innovate in our products, processes, and distribution channels.



Innovation is one of the values that define us as a company. It is the

trait with which we have been identified since our origins, as we are pioneers in everything that we do. That's why our innovative spirit is, without a doubt, one of the main aspects of our value proposition, as our capacity for innovation is the main driver of our growth.

Our innovation in products, processes, distribution channels, and collaborations with the most prestigious hubs and European centres position us as leaders in our sector and have turned our innovACTIVE project into a fundamental part of our commitment to the company's growth.

We stay ahead of food trends and we work hard to be able to offer our consumers healthy, ground-breaking, affordable, and appetising products, as these are our true revolution. In 2020, our product innovation was aimed at achieving the highest level of freshness and including premium ingredients in our fresh and ready segment, and we also focused on sustainability with new biodegradable packages in all our product lines.

In 2020, we worked even harder to enter new distribution channels that will allow us to bring our healthy revolution further. With our own Sun&Vegs brand, we gained a stronger presence in the vending channel, with new projects in the Canary Islands (Spain) and Italy. We also started to distribute our straight from the field products in MercaMadrid (Spain) and introduced our plant-based products for the first time in the online channel.



None of this would have been possible without our intense innovation in processes, aimed at improving our efficiency and competitive edge every day. The greatest example of this is our Farmitank project, led by the CIAM. Through this project, we offer residue-free products that are 18 times more productive than farming in the soil and save 95% more water compared to outdoor farming, all the while ensuring the highest level of food safety. We can also proudly say that, each day, we are one step closer to reaching the complete digitalisation of our company, with the firm purpose of strengthening interconnections, close communications, efficiency, and the productivity required to keep growing.





### We grow responsibly, with solid strategies that allow us to reach our objectives.



In a particularly difficult year, the collective effort of all the people who

are part of Foodiverse allowed us to exceed €311M in sales at group level. Although the pandemic hasn't stopped us since we are part of an essential sector, our business has obviously been affected. In spite of the challenges, we can proudly say that 2020 has highlighted our sustainability and resiliency as a company. We doubled down on our efforts to keep our sales levels as close as possible to those of previous years, thus consolidating our growth strategy.

In 2020, we finalised our Strategic Plan with a number of successes. We managed to become a multinational company on sound footing, growing in clients and markets. International expansion and diversifying our clients and markets is a priority for us, and in 2020 we achieved major milestones. Today we can proudly say that we have more than 200 clients around the world.

Since our very beginnings, our investments in innovation and continuous improvement have been key for our company's growth. In this difficult year, we continued promoting investment as the pathway to growth. As such, in 2020 we dedicated €7.9M (49% more than in 2019) to increasing the production power in each of our plants by installing new, more modern and efficient processing lines, as well as by improving crop

#### MAIN INVESTMENTS

€6.2 M FRESH-CUT PRODUCTION PLANTS

€0.4 M NUTRITION PLANT

**EO.7 M** FARMS AND AGRICULTURAL PRODUCTION PLANT



farms and developing research projects.

In total, we earmarked €6.2 M to our fresh-cut production centres. Specifically, we invested in Thurländer (Germany) to install a new salad bag line - a totally new format for the plant, which will provide us the capacity to produce 25 million units each year. We also implemented a new production line for ultra-fresh salads in biodegradable packaging. The investments in the Josef Müller Gemüse plant in Switzerland were aimed at creating new fresh-cut fruit facilities, doubling our production capacity in this category and emphasising our commitment to leadership in the Swiss market. Additionally, we installed a new salad bowl line in Novanatura (Italy) to break into this segment in the Italian market. Likewise, we made major investments in our fresh-cut production centres in Spain in order to improve our facilities and keep adapting our plants to the needs of new clients and markets, with the notable example of reinforcing and adapting Verdifresh Aranda.

In the Agricultural Unit, we dedicated more than €700,000 to improving our facilities, both our plant and our fields, where we restructured and set up new lines for courgettes, corn, and broccoli. With these measures we increased our productive capacity by 50%, while also acquiring a new wrapping machine to package vegetables, like courgettes, in the plant itself. Lastly, in addition to the global investments in digitalisation, we dedicated €400,000 to our Alnut (Spain) plant to make its processes more efficient, thanks to the acquisition of robotic vision equipment, among other actions.



We are now ready to tackle our new Foodiverse Plan for 2023, and are convinced that we have achieved major milestones. We are looking to the future responsibly, striving to keep growing in a profitable and sustainable manner. We still have many more milestones and challenges to go, but we know that we're on the right path. This will allow us to be our clients' and consumers' favourite fresh and healthy food company, and to take our healthy revolution worldwide.

### 2020 in figures

### Straight from the field

Our turnover from the agricultural area in 2020 deserves special mention with €93.6M in sales, a 23% growth compared to the previous year, exceeding 90,000 tonnes of product sold. In this sense, thanks to an intense commercial effort, we should highlight that the sales of our straight from the field products in Spain doubled compared to the previous year.

### **Fresh and ready**

The fresh and ready area reached a turnover of €190.6M, a figure which implies a 15% decrease compared to the previous year, caused by changes in eating habits due to the lockdowns during the pandemic. In 2020, we produced more than 198 million units of ready-to-eat salads, vegetables and fresh fruits in our seven fresh-cut product plants, reaching a volume close to 46,900 tonnes.

€190.6 M 61.2%



### **Baby food**

In the baby food category, we maintained similar figures to previous years, with a turnover of €24.5M and 35 million units of jars and pouches sold, resulting in 8,000 tonnes produced. In spite of the difficulties caused by the changes in eating habits during the lockdown and the impossibility to export to Asia, 2020 was a highly successful year in this category with the entry into the Australian market and the new business relationships in the US.

### **Plant-based**

In the plant-based product category, our sales reached nearly  ${\rm {\sc l}M},$  with over half a million units sold.



#### €311M in turnover in 2020

#### Turnover by product category

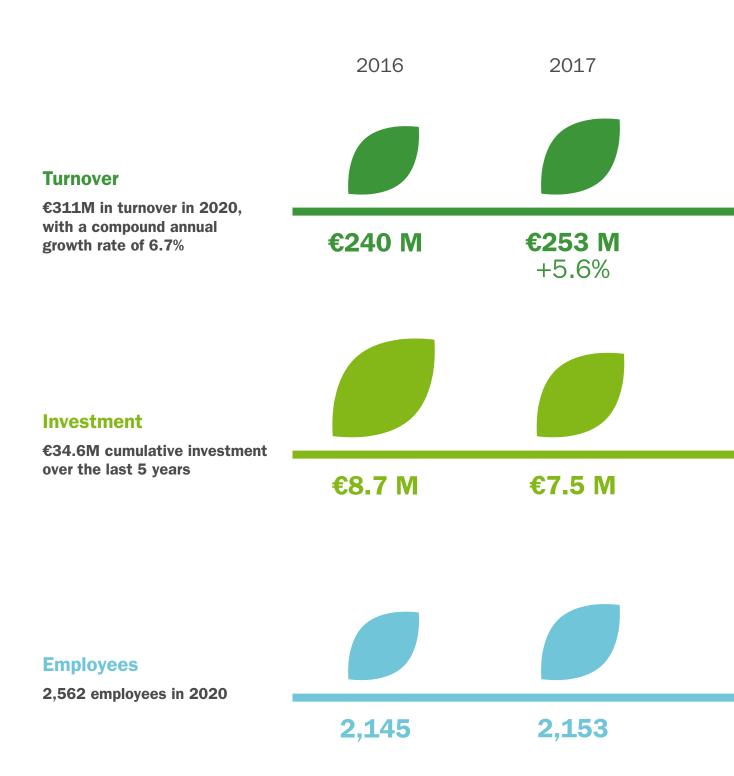
Straight from the field	€93.6 M
Fresh and ready	€190.6 M
Baby food	€24.5 M
Plant-based	€0.8 M
Other*	€1.5 M

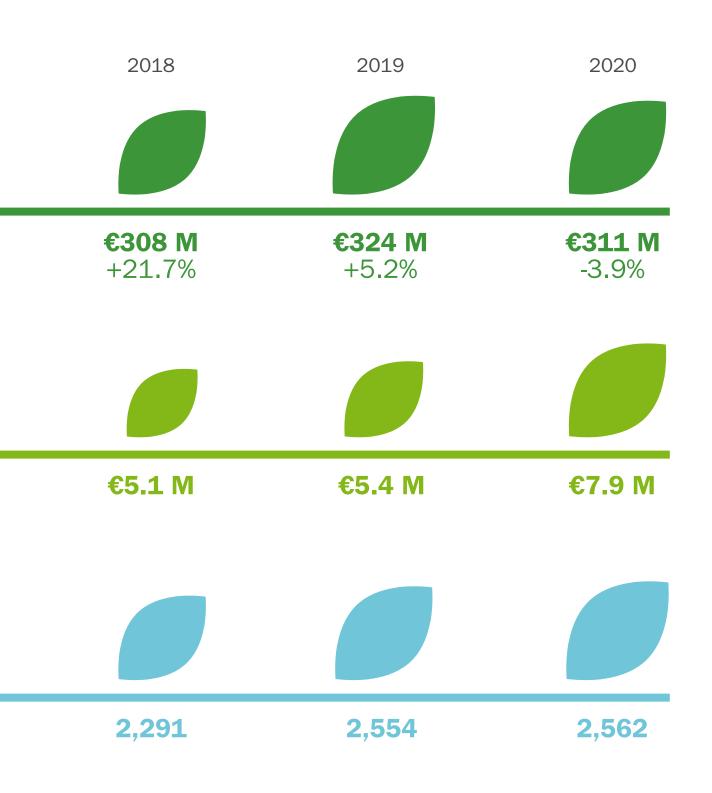
(\*Turnover not associated with products)

#### Product category weight in total group turnover

Straight from the field	30%
Fresh and ready	<b>61.2</b> %
Baby food	7.9%
Plant-based	0.3%
Other*	0.6%

# Foodiverse, a history of success





### Welcome to ( foodiverse



### Welcome to the healthy revolution

