

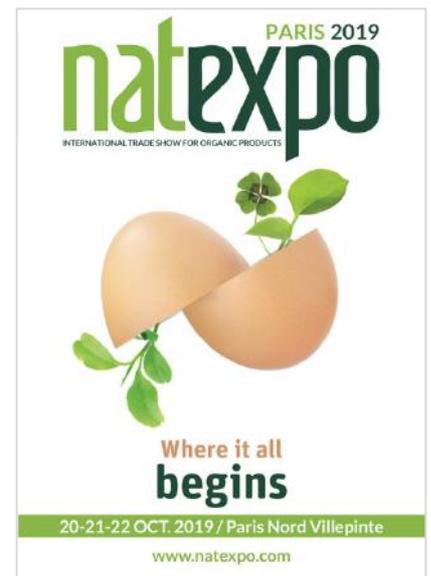
NATEXPO: THE LEADING INTERNATIONAL GATHERING FOR THE ORGANIC SECTOR IN FRANCE

On **20-21-22 October** later this year, buyers and decision makers from the French and international organic sector are set to meet up at the Paris Nord Villepinte Exhibition Centre for the 2019 edition of NATEXPO.

Seven months ahead of its opening date, all the figures indicate that international professionals will be out in force at the reference event in their business sector.

More than **250 exhibitors at this edition come from outside France**; and the surface area occupied at Natexpo 2019 by non-French companies is up by 40% compared with the last Paris event.

16 countries are already represented and Natexpo will be welcoming certain national pavilions for the first time.



NATEXPO 2019: organic beyond borders

As the must-attend trade event for the organic world, NATEXPO offers an opportunity to get a wide overview of the hottest trends in a fast-growing organic market and discover the latest developments in organic products from all over the world in every sector: food, cosmetics and hygiene products, health food and dietary supplements, ingredients and raw materials, household and personal products and services and services and equipment for retail.

With **1,000 exhibitors and more than 15,000 visitors** expected, NATEXPO is the imperative organic event for Autumn 2019, both for French professionals and for international firms wishing to develop their business on the French market.

Organic goods are meeting with constantly-growing success all over the world, leading to substantial trade opportunities, especially in the organic food area.

Since 2004, the European Union organic food market has recorded average annual growth of 10.5%, amounting to €36.5 billion in 2017. (Source: Organic World 2018.) According to the latest available figures for international markets, France was the third largest organic market in the world in 2016 (Source: Organic World 2018 – figures for 2016).



In France, consumer spending has doubled since 2012 to reach nearly €8.4 billion in 2017, up by 17% on the previous year.

31% of products consumed in France in 2017 were imported, a two-point increase on the 29% figure recorded in 2016. In bulk sales, the value of imported organic food rose by **27% between 2016 and 2017**. (Figures from Agence Bio)

French firms sold **€707 million of organic products abroad in 2017** (+12% compared with 2016).

Wine represents 59% of French organic exports by value. Other sectors developed in 2017: these include sweet and savoury groceries (+€59 million) and cider and beer (+€11 million). (Figures from Agence Bio.)

Good to know: In a move to support sector manufacturers in building their export business, NATEXPO is kicking off its brand new “NATEXPO International Tour” in the first half of 2019. For its first stage, from 12 to 14 April, Natexpo will be running a 145-sqm pavilion in the exhibition EcoSalud Barcelona 2019, dedicated to health food, organic and natural products. This pavilion will host a new product gallery comprising around 30 innovative products presented by Natexpo’s French and international exhibitors. With a series of talks, the stand will also aim to raise the awareness of Spanish suppliers to the potential of the French market, while in parallel, French and international professionals will be invited to attend talks on the opportunities offered by the Spanish market. In May, the “Natexpo International Tour” will continue with two export missions each lasting a day, taking sector professionals to meet local buyers in Amsterdam and Brussels.



A growing international influence

The reputation of NATEXPO is spreading all over the world. Sixteen countries from Europe, North and South America and Asia are already represented at the show. Professionals in attendance will this have the chance to develop business ties with firms from Austria, Belgium, Canada, Germany, Greece, Indonesia, Italy, Luxembourg, Monaco; the Netherlands, Peru; Portugal, Spain, Switzerland, Taiwan and the United Kingdom. This year’s contingent includes the debut participation of exhibitors from Indonesia.

In addition, demonstrating their belief in the appeal and vitality of the French market, seven countries have decided to organise national pavilions: these include the

Netherlands, Peru, Canada, Austria, Belgium and Italy. The pavilion representing Italy will be twice as large as the country's pavilion at the previous edition.

At the heart of the show, the "Import / Export Office" will offer professionals expert advice on the levers to activate to develop their foreign trade: regulations, packaging, certification, expectations of targeted markets, etc.

Already featuring the biggest names in the international organic sector

Many foreign companies have already booked their space at the show, looking forward to meeting organic buyers and decision makers at NATEXPO 2019.

Among the exhibitors in attendance, visitors will have the opportunity to meet the teams from BeC Natura (Italy), HIFAS DA TERRA (Spain), GRN (Germany), KINETIC (United Kingdom), D-DRINKS (Belgium), LANDGARTEN (Austria), LES MAITRES DU GRAIN (Netherlands), THE BRIDGE (Italy), LEBENSBAUM (Germany), NATURAMEDICATRIX (Luxembourg), TEA TALENT (Taiwan), VIRTO Group (Spain), YOGI TEA (Germany), SCHALK MUHLE (Austria), TAPADA GRANDE OLIVE OIL (Portugal), FREELY HANDUSTRY (Switzerland), TYLER PACKAGING LTD (United Kingdom), BIO ORGANICA ITALIA (Italy).

A show by
NATEXBIO
Fédération des transformateurs et distributeurs bio

www.natexbio.com

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NATEXBIO, the French Federation for the Organic Sector, a member of the IFOAM EU network, has among its members SYNADIS BIO, SYNADIET and SYNABIO, and relations with Cosmébio, FNAB, and France Vin Bio

SPAS ORGANISATION is the largest French organiser of trade shows and consumer events dedicated to organic products, wellness, art de vivre and sustainable development. SPAS Organisation organises 30 events dedicated to organic products, exhibitions in wellness and art de vivre, the Zen & Bio exhibition network and the digital marketplace sevellia.com

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