

FEDERBIO INTEGRITY PLATFORM FOR ORGANIC GRAINS SUPPLY CHAIN

1. IT'S A BIG AND IMPORTANT SECTOR OF ITALIAN ECONOMY

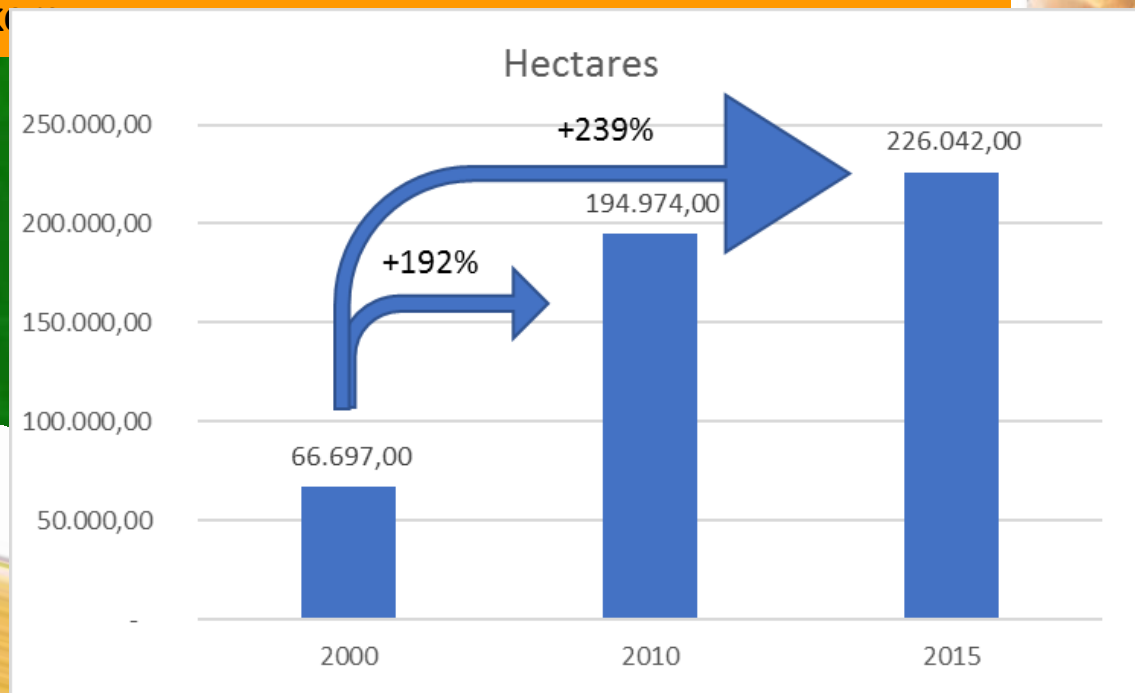
Between 1997 and 2015 export growth 50%

Trending markets: Emirates, China, Far East

Europe remain largest market (Germany first market in EU)

USA: stable sales due to growth of local pasta makers

Export 2016 over 3 billions euro



(Source Aidepi)

Italia is the first producer in the world

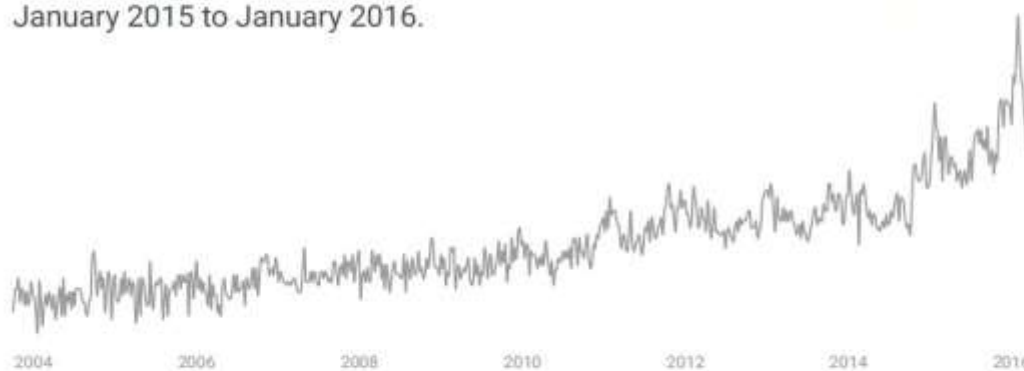
One dish of pasta out of four consumed in the world is made in Italy



“It’s time for marketers to refocus their attention on pasta. There’s growing interest for a variety of pasta recipes, and consumers are seeking new ideas for their weekend eating adventures”.

Top Trending Pasta Food

After four years of slow growth, search interest in rigatoni started to rise again in 2015. Since then, the pasta dish has continued to see sustained growth of +26% year over year from January 2015 to January 2016.



**ITALIAN ORGANIC GRAINS SUPPLY CHAIN
IS MORE THAN JUST A BUSINESS ISSUE**

2.
Th
in



SPAGHETTI

WESTERN



JAM



**WITH THIS PROJECT
WE WANT TO REACH
2 MAIN GOALS**

**STRENGTHEN FINAL CONSUMER CONFIDENCE
IN THE UNIQUENESS, HEALTHINESS AND HIGH QUALITY OF ITALIAN FOOD**

**CONTROL AND PROTECT
THE ITALIAN SUPPLY CHAIN OF CEREALS**



REALITY IS COMPLEX AND CHANGE QUIKCLY



PAPERLESS DATA SHARING



SPEED UP CONTROLS



We needed a T
1. quicker and
2. Real Time A
3. More focuse
4. Suppliers m
5. Traceability



n
ator changes



Voluntary system?

CBs members of FederBio decided to make this platform **mandatory for grains sectors**.
They established a new-co in order to manage and promote FIP
whose name will become OIP (Organic Integrity Platform)



Bioagricert S.r.l.



Bios S.r.l.



CCPB S.r.l.



ICEA



QCertificazioni S.r.l



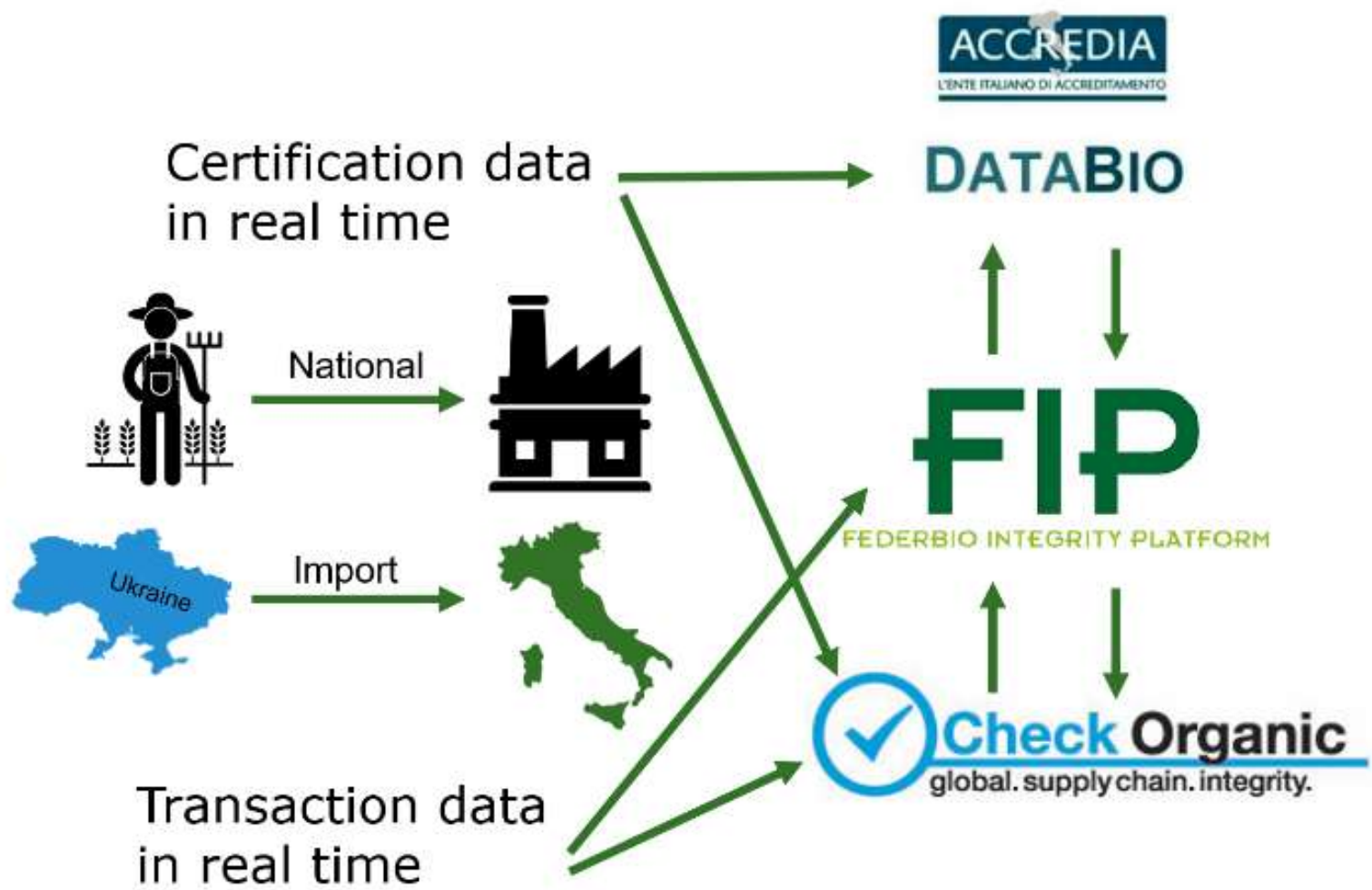
Sidel S.p.A.



Suolo e Salute S.r.l.

FIP

FEDERBIO INTEGRITY PLATFORM



Imports



Field area
size

100%
certified field
areas +
Import - How
much could
be produced/
is produced
based on the
certified
area?



Harvested
amount

Estimated
or real -
How much
is entering
the
market?



Traded
amount

Transaction
data from
companies'
business
management
systems -
How much is
moving
along the
supply
chain?



Mass
balance

Is what
comes in,
what goes
out?

FIP

FEDERBIO INTEGRITY PLATFORM

- For each supplier
 - Real Time Overall Certification and integrity Status (mass balance) based on product status
 - Real time Product Certification and Integrity status (mass balance) based on registered transactions

Master data Flowweb Import logs Options Logout

My Suppliers - Admin Admin - Filter: Processor T 01 Organic Grain Export SA - Testsystem Testsystem Testsystem Testsystem Testsystem Testsystem

Processor Farmer Numbers Contracts IP deliveries overview Deliveries from traders Receipts Processing Outgoing Goods On-coming Inventory Storage plans Quantity balance My Suppliers Export contacts

Season: 2015 Supplier: Productgroup: Product:

Certification status supplier: Integrity status supplier:

Certification status products: Integrity status product: Search

Certification status:

- All products have a valid certification.
- One or more products have pending certification.
- No product has a valid certification.
- No data submitted by CB.

Integrity status:

- The delivered amount is compliant with CB data.
- At least one delivery exceeds CB data.
- The delivered amount exceeds CB data and the tolerance.
- No data submitted by CB.

Season	Name	Address	Number of deliveries in season	Certification status	Integrity status	Intrastat ID	Productgroup	Product ID	Product description	Delivered amount	Bio/Conv	Number of Deliveries	Certification status	Integrity status
2015	OS_Farmer Aaron	City street	4	[Green]	[Green]	10011900	10311900-Durum		Durum wheat	103 220 kg	Bio	1	[Green]	[Green]
						10051090	10351090-Maize		Maize (corn)	97 320 kg	Bio	1	[Green]	[Green]
						12019000	12319000-Soy be		Soybeans	184 484 kg	Bio	1	[Green]	[Green]
						12060010	12360010-Sunflow		Sunflower seed	169 320 kg	Bio	1	[Green]	[Green]
2015	OS_Farmer Adam	City street	4	[Green]	[Yellow]	10011900	10311900-Durum		Durum wheat	303 973 kg	Bio	1	[Green]	[Red]
						10051090	10351090-Maize		Maize (corn)	1 131 429 kg	Bio	1	[Green]	[Red]
						12019000	12319000-Soy be		Soybeans	334 500 kg	Bio	1	[Green]	[Red]
						12060010	12360010-Sunflow		Sunflower seed	147 587 kg	Bio	1	[Green]	[Red]
2015	OS_Farmer Eva	City street	4	[Yellow]	[Yellow]	10011900	10311900-Durum		Durum wheat	542 925 kg	Bio	1	[Red]	[Red]
						10051090	10351090-Maize		Maize (corn)	1 122 229 kg	Bio	1	[Red]	[Red]
						12019000	12319000-Soy be		Soybeans	334 500 kg	Bio	1	[Red]	[Red]
						12060010	12360010-Sunflow		Sunflower seed	147 587 kg	Bio	1	[Red]	[Red]
2015	OS_Farmer Ilya	City street	4	[Green]	[Green]	10011900	10311900-Durum		Durum wheat	103 220 kg	Bio	1	[Green]	[Green]
						10051090	10351090-Maize		Maize (corn)	97 320 kg	Bio	1	[Green]	[Green]
						12019000	12319000-Soy be		Soybeans	184 484 kg	Bio	1	[Green]	[Green]
						12060010	12360010-Sunflow		Sunflower seed	169 320 kg	Bio	1	[Green]	[Green]

Color of product status tells also about situation of supplier (based on registered transactions)

Mass balance control of Farmer based on certified production amount (PAP) and delivered amount

Master data: Flawweb Import logs Options Logout

Amount account form Testsystem Testsystem Testsystem Testsystem Testsystem Testsystem Testsystem Testsystem Testsystem Testsystem

Inspection body: account My Suppliers

Amount account

Save and Close

Inspection body: ORGANIC STANDARD

Season: 2016

Supplier: OS Farmer John

Comment:

Farm no.:

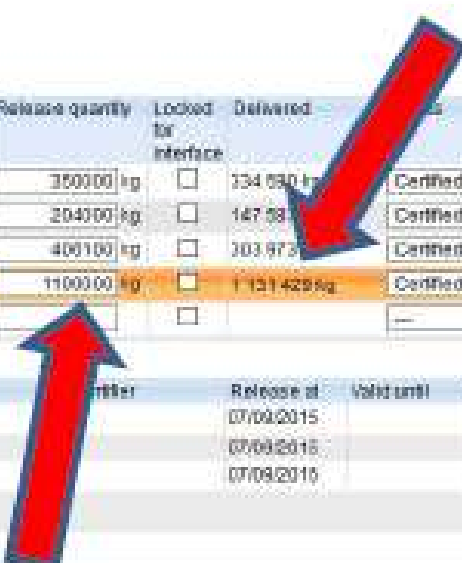
Association:

Crop	Q-Programme	QP-Status	More	Edit	Release area	Release quantity	Locked for interface	Delivered	Status	Certifier	Release at	Valid until	Comment
12019100-Soy beans	EU Organic	Bio				350000 kg	<input type="checkbox"/>	134 030 kg	Certified		07/09/2015		
12050110-Sunflower seeds, wh	EU Organic	Bio				204000 kg	<input type="checkbox"/>	147 93	Certified		07/09/2015		
10011300-Durum wheat	EU Organic	Bio				400100 kg	<input type="checkbox"/>	303 973	Certified		07/09/2015		
10051000-Maize (corn)	EU Organic	Bio				1100000 kg	<input type="checkbox"/>	1 131 429 kg	Certified		07/09/2015		
*							<input type="checkbox"/>						

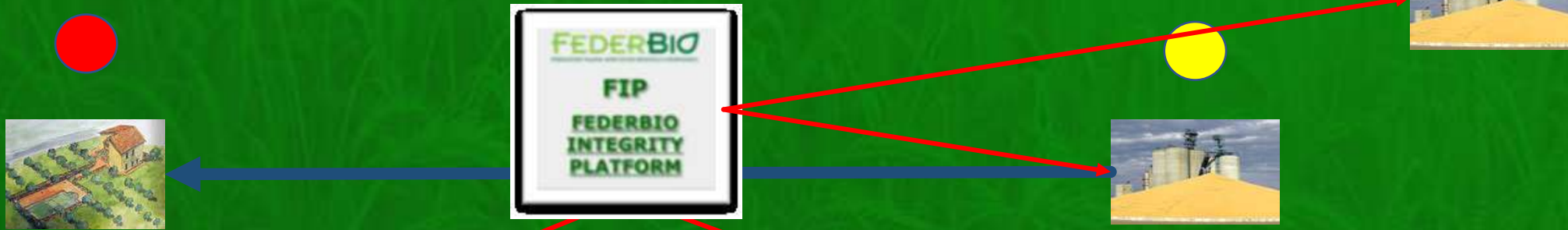
History

Crop	Q-Programme	QP-Status	More	Release area	Release quantity	Status	Certifier	Release at	Valid until	Comment	TimeStamp
10051000-Maize (corn)	EU Organic Standard	Bio			1 100 000 kg	Certified		07/09/2015			28/09/2016
10051000-Maize (corn)	EU Organic Standard	Bio			1 316 000 kg	Certified		07/09/2015			28/09/2016
10051000-Maize (corn)	EU Organic Standard	Bio			1 118 000 kg	Certified		07/09/2015			28/09/2016

[Page 1 of 1] Hits: 3



ALERT NOTIFICATION SYSTEM



2. If with this new delivered amount
Farmer mass balance beame negative
Integrity status changes to red



3. FIP sends an alert email to trader, Cb of the farmer,
Cb of the trader, other farmer clients, Cbs of other
farmer clients

1. Trader register a new purchasing transaction
2. Trader integrity status change to yellow and
Other farmer clients integrity status change to yellow



SOME FIGURES

1 of January 2017


- 180 Traders
- 125 traders
- 1586 Farmers
- Over 308.000 tonnes of grain



1. Web based
2. Easy to use
3. Data Privacy Protection
4. International platform
5. Fully integrated and complete



1. Long and deep experience in organic sector
2. High skills in traceability and certification of supply chains
3. International partner
4. Strong IT partners



It's not a matter of building something new, but of demolishing existing walls

1. New dedicated company: O. I . P.
2. Extend FIP GRAINS to pasta makers and processing industry
3. Enlarge FIP GRAINS to foreign countries (Ukraine)
4. New platforms: Olive Oil supply chain, Tomato supply chain



Maccarone ... you teased me ... and i destroy you now maccarone ...i eat you