

Good morning ladies and gentlemen, it is a true pleasure for me to be here with you today. I am Katia Cassol, Sales Director of Tropical Food Machinery – and I'm here to introduce you the Company I work for, our activity and our range of manufacture.

As we all know the world will have to accommodate almost 10 billion people by 2050, the population growth in some countries is very rapid, for instance Africa passed from a bit more than 100 million people to more over 1 billion, the Philippines from 26 million people in 1960 to 100 million people, Vietnam is set to have over 110 million people and other countries as well have seen their population rise rapidly.

Of course a demographic transformation of such a scale brought some changes concerning the food consumption and the food quality.

It came that, owing to a better life-style and a more attention to the well-being, the consumers' tastes changed accordingly and in fact as consequence of learning about the health benefits of eating fruits and vegetables, now most people include some fruit in their daily diets.

Overall, fruit consumption has been continuously increasing since the 1960s and this trend is set to continue and all these countries have nothing to do but turn this opportunity into more innovation, employment and prosperity.

In light of this, the question is: how will this affect the country's future development prospects?

Unquestionably, a demographic transformation of that scale will inevitably bring challenges, such as that of balancing economic growth and sustainability. But it will also bring major opportunities, such as those of strengthening employment, improving social welfare and open up with the global market.

All that means:

- more export of semi-finished products bringing some benefits among which: access to other countries, export of local brands, diversification of the market opportunities, increase of production and more skilled workforce and technicians
- a stronger domestic market of the industry with a regular chain supply from the field to the consumers through the production facilities. Among the benefits arose from that we can count: increase of many commerce activities involving a huge number of workers and employees, increase of the local economy of the country, diversification of healthy products offered on the market, increase of domestic demand

- increase of industrial private initiatives around the country and new opportunities to do business.
- new developing opportunities of decentralized areas of the country with a consequent distribution of the work and well-fare

but above all the importance to deliver the message of ....DO NOT WASTE THE RESOURCES OF YOUR COUNTRY, DO NOT LEAVE THE FRUITS ON THE GROUND, GOING BAD.... BUT PROCESS

That's why we need to make the maximum use of one of our most valuable sectors - the agricultural one - to be able to achieve and sustain economic development for all.

Tropical fruit farming plays a crucial role in all this. Thanks to a combination of favorable climatic conditions and cultural traditions, all these countries are truly a heaven when it comes to tropical fruits.

Mangoes, papayas, pineapples, passions fruits, oranges and many others grow abundantly here. But the vast majority of them are still consumed locally and fresh.

However, consumers' taste is rapidly changing in around the world.

Due to revelations by modern science about the health benefits of eating fruits and vegetables, millions of people now include some form of tropical fruit in their daily diets.

That's the reason for which Tropical Food Machinery's know-how can contribute significantly to capitalize on the region's specific resources.

Our company is based in Italy and designs, manufactures and supplies turn-key, multi-size and multi-purpose processing solutions of tropical fruits for the production of any kind of semi-finished products like aseptic/frozen concentrates and natural pulp/juice, jam, fruit salads, purée and so on.

Even though we are Italian, we are based in the middle of the Italian Po Valley and it's true there is no tropical fruit in Europe except for the supermarket shelves ...we have a great deal of experience in handling tropical fruits .... Why ? ....because we also have a manufacturing base in Brazil, which is known as a big tropical fruit producing country, and liaison offices in India, Costa Rica, Asia Pacific and recently in Western Africa.

In fact, our company can rely on decades of the ground experience coming from the personal background of our founder Mr. Romano Orsi. Almost four decades ago, he moved to Brazil,

where he opened his own company to manufacture and sell tropical fruit processing machinery.

After successfully developing his business in Brazil – where we still have a large local manufacturing base in Minas Gerais region and two production facility located in the North which are equipped with our own processing machinery for the production of tropical fruit concentrated and natural juice and can also be used as a research big laboratory to assist customers- he and his family then founded the Italian branch of Tropical Food Machinery, thus beginning our story, which is inextricably linked to all the knowledge he acquired on the ground.

Thanks to this, our company knows thoroughly whatever it takes to process tropical fruit and is also well aware that the client's needs are very depending on a wide range of factors.

Hence, we base our market strategy on selling high quality, multi-fruit, multi-capability manufacturing plants that are tailored to respond quickly to customer needs – wherever they may be - and are built and designed by us without intermediaries.

Every line is designed in-house then constructed and tested before every and each delivery: this guarantees a complete control over quality and productive speed and creates a strong sense of responsibility within the company's workforce.

During our years of activity, we have always chosen to put our technology at the service of our customers, to manufacture exactly to meet their needs and always seek to identify the most appropriate solution in each particular case as each customer has different requirements and environmental/business conditions

Our range of manufacture enables us to cover at 360° any country's requirements .... going from serving family/artisan production to large full-scale factories.

We are so proud to contribute, for what we can, with the same care and diligence, to sustaining the local environment of the country we are approaching by supplying specific solutions to increase the local employment providing farmers/entrepreneurs/organizations with new opportunities and skills and also to continually working with established customers and companies to improve our technology and to offer them even higher yields and more efficient production.

Last but not least, our technology can also be applied as teaching method for high-school and university students.

As you can see from our videos our production range can be introduced as follows:

- The **“Mini-Industry”**, this line arose from discussions with international organizations and was planned with the aim to create local employment, above all in villages and decentralized areas, and deliver the same time the message not to waste the fruit that can not be sold on the fresh market .... instead of leaving the fruit going bad on the ground, process and make your own tasty and healthy fruit juice or jam. By this line you can process any fruit and produce “ready-to-drink” fruit juice, jam, fruit salad and tomato paste packed in glass, pet or tins and sell this production on the retail market. The “Mini industry” is approximately 12 meter long, has a very low consumption as 20 kW/h of electric energy and to run it you need an electric boiler of 54 kW and a production of steam of 75 kg/h
- The **“Multi-line 1000”**, which is the smallest one of our fully automatic lines. It has a working capacity up to 1 tons/h of any fruit and can produce aseptic natural juice/purée and concentrate as well. The aseptic pulp or juice is a semi-finished product which is filled in 220 L bag in drum, has a long-lasting time stored at room temperature and is supplied to the main blending – juicing – baby food companies and even to the HORECA chain. This line is particularly recommended for those entrepreneurs who are not regularly supplied with big quantity of fruit.

The characteristics of this line are essentially the following:

- a) The machinery composing the line is assembled on three stainless steel skids respectively 6 meter long and 2.3 meter large
  - b) The technology applied to this line is the one used for our biggest industrial lines, the components are of European brand and it is fully automatic
  - c) This is a multi-purpose line, you can process any fruit according to your season crop
  - d) It has low maintenance cost and low general consumptions
  - e) It is very compact and for this easy to run and control production
  - f) To run it you only need 10 workers: three feeding the line – four following the production – one general supervisor – two in charge of storing the drums
  - g) It is easy to ship: the three skids of the line are loaded into 2 containers and once arrived at destination it is enough you take them out, place them where you want, connect them to the auxiliary service and start operating
- The large-scale **“Industrial lines”**, they have a working capacity of 3 – 5 – 10 – 15 – 20 tons per hour of any fruit and produce semi-finished products like aseptic/frozen natural and concentrates filled in 220 L or 1000 L bag-in-drum or bins. Owing to the

large throughput of fruit, these lines are usually commanded by big companies like bottling/juicing companies – which prepare on their own the natural juice to feed their bottling/canning lines or companies selling the concentrate to the international market. All these lines are fully automatic and customized. Starting from our specific peeling system, which our main point of strength, you will increase the production yields with the complete respect of the natural organoleptic characteristics of the fruit.

I thank you very much for your kind attention and I hope you have been enjoying this day as much as I have.