

# SESSION I: SETTING THE SCENE

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***Non-GMO as a major business sector:  
Building bridges between key  
business partners on a global scale.***

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# Non-GMO as a major business sector: Building bridges between key business partners on a global scale

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# Where it all began

- Idea for the summit was born in August 2022 in light of the Russian war against Ukraine and discussions about non-GMO feed availability
- Scaremongering by interested parties and uncertainty among food producers and retailers in Europe despite of soymeal availability and good prospects
- Producing markets in Ukraine and Brazil irritated and puzzled
- Information gap is both sided
- Will deforestation-free substitute non-GMO?
- ProTerra and Donau Soja show: deforestation-free and non-GMO go hand in hand

# Summit Aim

- Exchange of information on availability, demand and the requirements of especially both ends of the supply chain
- Networking
- Learn about perspective of others
- Understand each others needs and requirements
- Build reliable, stable and beneficial relationships
- Building bridges between actors and partners from South America and Europe

# Introducing VLOG and the German non-GMO market

- The Association Food without Genetic Engineering represents 750 non-GMO producing and labelling companies and gives licenses for the common non-GMO food label („Ohne GenTechnik“) and the VLOG verified label for non-GMO certified feed.

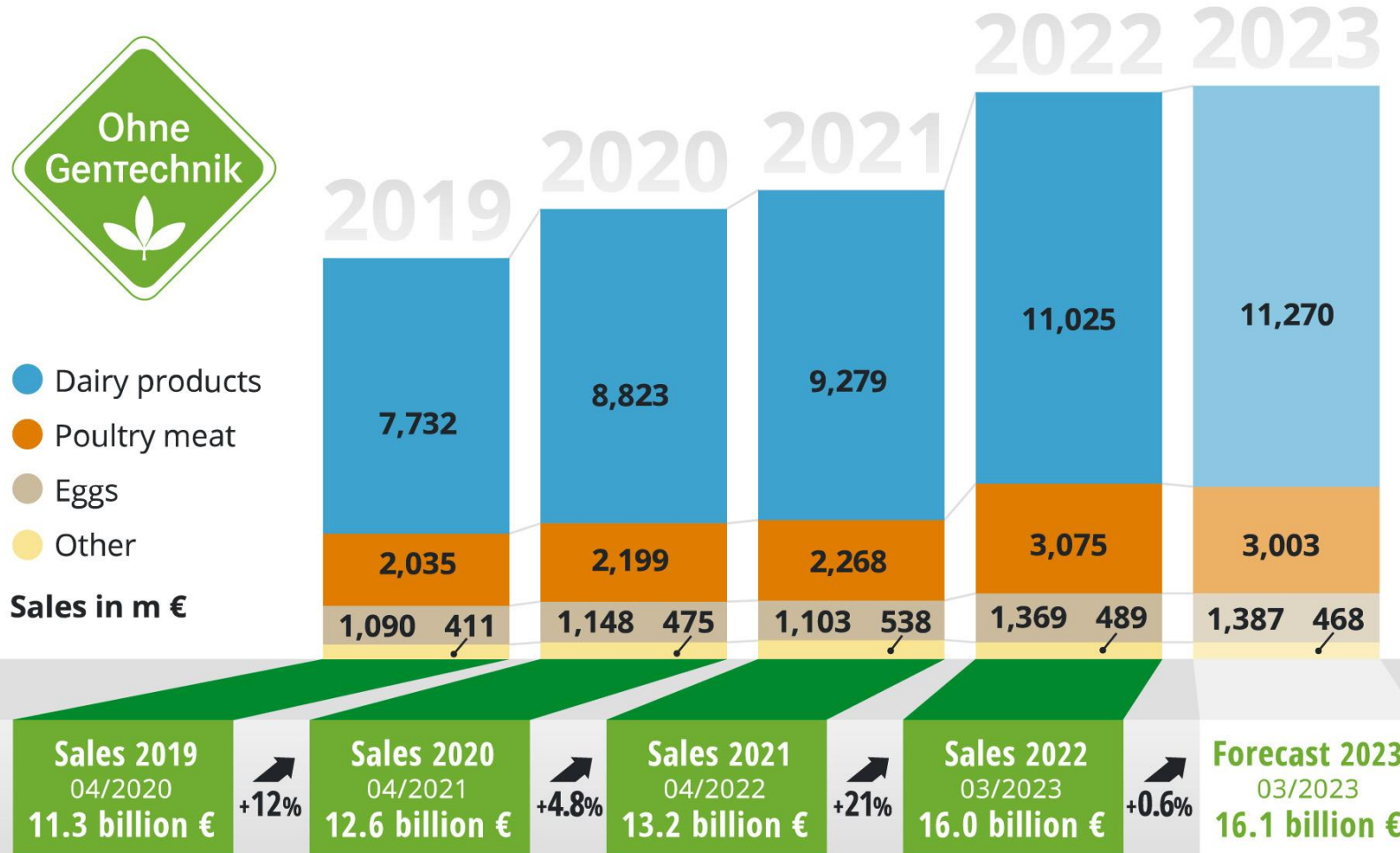


# Sales Development of "Ohne Gentechnik" [Non-GMO] Food by Product Categories



- Dairy products
- Poultry meat
- Eggs
- Other

Sales in m €



End consumer expenditure on food licensed for the "Ohne GenTechnik"[Non-GMO] seal - own enquiry at the manufacturing industry plus flat retail margin and sales tax

\* Forecast based on companies' reports from January/February 2023

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# "Ohne Gentechnik" milk ratios\* Development in Germany



As of: 1 Dec. 2022



● Conventional ● Conventional "Ohne Gentechnik" ● Organic milk

Source: AMI, AMI-informiert.de

\* Rounded up to full percent

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# Beyond Germany

- One other market even more developed– Austria
  - 4-4.5 billion € in sales of non-GMO produced products
  - 100% of egg, poultry meat and milk production is non-GMO. Growing share of about 15% of pork production.
- France, Italy, Poland, Slovenia, et al. have labelled non-GMO products. But in most cases no common logo and small market share
- Switzerland and Norway 100% non-GMO production but no labelling



Thank you for your attention!