

Press release

Number 22001
Date 20. January 2022
Embargo
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BayWa Global Produce subsidiary TFC Holland to invest in new site and to continue verticalization strategy

Relocation with expansion of storing and ripening capacities / Cooperation on avocados in Mozambique

Munich, 20. January 2022

Through extensive investments in the expansion of its capacities and the move to a larger site, Dutch exotic specialist TFC Holland is creating the basis for further development of its business activities. At the same time, the long-standing company continues to secure its direct access to avocados at the point of origin, thus further expanding its year-round supply through a long-term cooperation with growers in southern Africa.

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"In its 30-year history, TFC Holland has become a major supplier of tropical fruit and vegetables for the European food retail," explains Falk Schlusnus, CEO of TFC. "By increasing our performance, we want to move forward

and further strengthen TFC's attractiveness as a reliable supplier of exotics."

Due to the steadily increasing demand for tropical produce, the company is reaching the capacity limits at the current site in Maasdijk. The new, logistically favourable location in Waddinxveen with more than 26,000 m² allows a significant expansion of storing, ripening, and packing capacities and therefore provides sufficient room for modern and efficient processes. From the second quarter 2022, ripening and packaging will take place at the new site.

Already in spring 2021, the company underlined its aspiration for innovation, product quality and the highest level of customer orientation by investing in artificial intelligence-based ripening technology for avocados and mangoes. At the new site, TFC will further expand these capacities.

"The implementation of innovative technologies along shortest possible value chain is just as relevant to our business as direct access to fresh produce and long-standing, reliable partnerships in the countries of origin," explains Schlusnus. "Therefore, it is a logical step for TFC to continuously invest in the vertical integration of our main products."

As part of a long-term cooperation in Mozambique, TFC is extending its collaboration with growers of Hass and Greenskin avocados. In doing so, the company is significantly expanding the traditionally rather scarce

supply from southern Africa at the beginning of the year, thus complementing its global portfolio of selected avocado origins.

"Through extensive investments in our processes and our value chain, we want to build on TFC's impressive success story and achieve sustainable added value for our growers and customers," says Benedikt Mangold, CEO of BayWa Global Produce. At the same time, an overarching strategy will strengthen the entire portfolio of the affiliated companies in order to leverage the potential of the growing global demand for fruit and vegetables through investments and partnerships. BayWa Global Produce comprises the New Zealand company T&G Global as well as BayWa Obst in Germany and Al Dahra BayWa in the United Arab Emirates.

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