

APL VANILLA & SPICE PRESENTATION



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APL VANILLA & SPICES

(AGRI-PRODUCTS LOCALLY-SOURCED)

- APL is a family-owned company that started in the production of vanilla and cloves.
- We are growers, producers, and exporters of spices and food ingredients of Malagasy origin.
- We have developed a range of high-quality products, certified both organic and conventional.
- We produce spices and ingredients in Tanzania and other parts of Africa
- The majority of our supply chains are traceable back to the Malagasy farmers with a block chain system affiliated with our projects, who represent a part of the production of our quality spices and ingredients.
- We export worldwide from Madagascar.
- Known for our quality standards, we supply both local and international companies.

OUR MISSION AND VISION

Our Story

We are a multi-generational family business, committed to supplying you our best spices, dried fruit and essential oils, sourced directly from our farms in Madagascar. Following traditional Organic practices and hand-selecting for their freshness, we aim for our food to meet the high standards and bring you delight with every bite.



Mission

To provide premium quality Natural Foods, with best value for money for money is redundant, while building fair partnerships and providing a livelihood for the farmers we work with.

Our beliefs

We believe in growth, but not at the expense of our future. We believe that agriculture and nature should cooperate, not compete. That is why we are at the forefront of an ongoing search to find the best possible and most sustainable solutions that benefit farmers, their communities, and our customers.



OUR VALUES

Our values are the cornerstone of our identity.



Honesty and transparency is the best ways to prosper. We deliver what we promise. We are committed to using only 100% natural and fresh ingredients and always raising the standards of traceability, transparency, and quality.



Adding value in every process. We continuously improve ourselves and look for the best possible solutions.



Giving back is a privilege.



Building partnerships - we build more and better together. We realize our objectives are the objectives we share, and our success is the success we achieve together.

OUR WAREHOUSES



HEAD OFFICE

Location

Antananarivo, the capital.



MAIN PRODUCTION CENTER

Location

Tamatave (East coast)

Advantages

- Proximity to Madagascar's primary seaport
- Easy access to raw material production areas

Activities

Processing and packaging.



COMPLEMENTARY COLLECTION ZONES

- Manakara
- Mananara
- Maroantsetra
- Sambava

Our Network

Optimal coverage of main producing regions

Integrated Supply Chain: from farm to table



OUR PARTNERS

We have loyal partners with whom we have worked for years.

We offer a wide range of products with 2 main objectives:

- ✓ Be direct with producers.
- ✓ Ensure quality and traceability from the fields.



Mumbai, **India**

Dar es salam, **Tanzania**

Netherlands

Murcia, **Spain**

Amman, **Jordan**



OUR PLANTATIONS



Antsapanana

- ✓ 70ha
- ✓ Certified organic
- ✓ Vanilla, cloves, cinnamon and peppers
- ✓ Soon Rainforest Alliance



Mananara

- ✓ 195ha
- ✓ Vanilla, cloves, cinnamon
- ✓ Certified organic
- ✓ Soon Rainforest Alliance
- ✓ Cooperative and planter associations
- ✓ + 1000 members



Vohipeno

- ✓ 80ha
- ✓ Conventional
- ✓ Cinnamon, Cloves, Turmeric and Peppers, Essential oils

OUR SPICES AND INGREDIENTS

FORECAST TONNAGES AND CAPACITIES (all qualities combined)

- **Vanilla** 60 tons
- **Pink Berries** 100 tons
- **Cloves** 1000 tons
- **Cinnamon** 750 tons
- **Black Pepper** 250 tons
- **Wild Pepper** 25 tons
- **Combava** 15 tons
- **Turmeric & Ginger** 250 tons
- **Peppers** 2000 tons
- **Robusta coffee** 250 tons





Vanilla

- ☑ Organic and Conventional
- ☑ Plantation in Mananara and Vatomandry RN11
- ☑ **Production capacity:** +60 tons exportable
- ☑ **Our added value:** Several ranges of quality. High vanillin, 100% traceable even in conventional, Quality standards high, flexibility on the quality criteria of every customer.
- ☑ **Harvest:** June to May



Cloves

- ☑ Organic and Conventional
- ☑ Plantation in Mananara and Antsapanana RN11
- ☑ **Production capacity:** +1000 tons exportable
- ☑ **Our added value:** High eugenol rate High quality standards (little waste or derivative products), flexibility on quality criteria of each customer, 2nd global producer.
- ☑ **Harvest:** October to May



Cinnamon

- ✓ Organic and Conventional
- ✓ Plantation in Mananara and Antsapanana RN11
- ✓ **Production capacity:** 750 tons
- ✓ **Our added value:** Ceylon type quality.
Our cinnamon is cut, crushed or sprayed to retain its oil content essential, high quality standards, flexibility on the quality criteria of each client.
- ✓ **Harvest:** February to June; September to December



Turmeric

- ✓ Brickaville Planters Association
- ✓ Conventional
- ✓ **Production capacity:** 250 tons
- ✓ **Our added value:** Our turmeric is cut or sprayed to retain its oil content essential, high quality standards, flexibility on the quality criteria of each client.
- ✓ **Harvest:** September to December



Pink pepper

- ✓ Association of planters in Fort Dauphin
- ✓ Conventional
- ✓ **Production capacity:** 50 tons
- ✓ **Our added value:** Very meticulous sorting, High quality standards, flexibility on quality criteria of each customer.
- ✓ **Harvest:** May to July



Combava

- ✓ Planters Association
- ✓ Conventional
- ✓ **Production capacity:** 15 tons
- ✓ **Our added value:** Quality standards high, flexibility on quality criteria of every customer.
- ✓ **Harvest:** January to March



Black pepper

- ☑ Planters Association
- ☑ Conventional, soon organic
- ☑ **Production capacity:** 250 tons
- ☑ **Our added value:** different ranges of products, high piperine level, Standards high quality, flexibility on criteria quality of each customer.
- ☑ **Harvest:** June to August; October to December



Wild Pepper

- ☑ Planters Association
- ☑ Conventional
- ☑ **Production capacity:** 25 tons
- ☑ **Our added value:** Very meticulous sorting, High quality standards, flexibility on quality criteria of each customer.
- ☑ **Harvest:** January to March



Robusta Coffee

- ✓ Brickaville Planters Association
 - ✓ Conventional
- ✓ **Production capacity:** 250 tons
- ✓ **Our added value:** Strong coffee for Malagasy local consumption
- ✓ **Harvest:** July to October



Bird Eye Chilies

- ✓ Planters Association and Plantation in Antsapanana RN11, Tanzania
 - ✓ Organic and Conventional
- ✓ **Production capacity:** 2000 tons
- ✓ **Our added value:** Our pepper is crushed or pulverized to retain its oil content, High quality standards, flexibility on the quality criteria of each customer.
- ✓ **Harvest:** May to August

OUR QUALITY LABELS AND COMMITMENT ENVIRONMENTAL



Reforestation and nurseries: We replant 15,000 cinnamon and cloves trees each year.



Quality control and product safety measures are implemented throughout the production chain.



ISO 9001 – we have applied the ISO 9001 & ISO 22000 standards since 2021.



HACCP – we have been applying the standard for several years. Our certification is planned for the end of 2024.



Physico-chemical and microbiological analyzes are carried out throughout our production chain for all our batches.

OUR CERTIFICATIONS



Organic Agriculture | Certified organic since 2019



Certification is planned for the end of 2024



HACCP for 2024

OUR GROUPS



GEVM

Groupeement des exportateurs
de Vanille de Madagascar



SOCIAL RESPONSIBILITY AND ENVIRONMENTAL COMMITMENT



Annual support policy to our producer associations, by donating food or farm equipment.

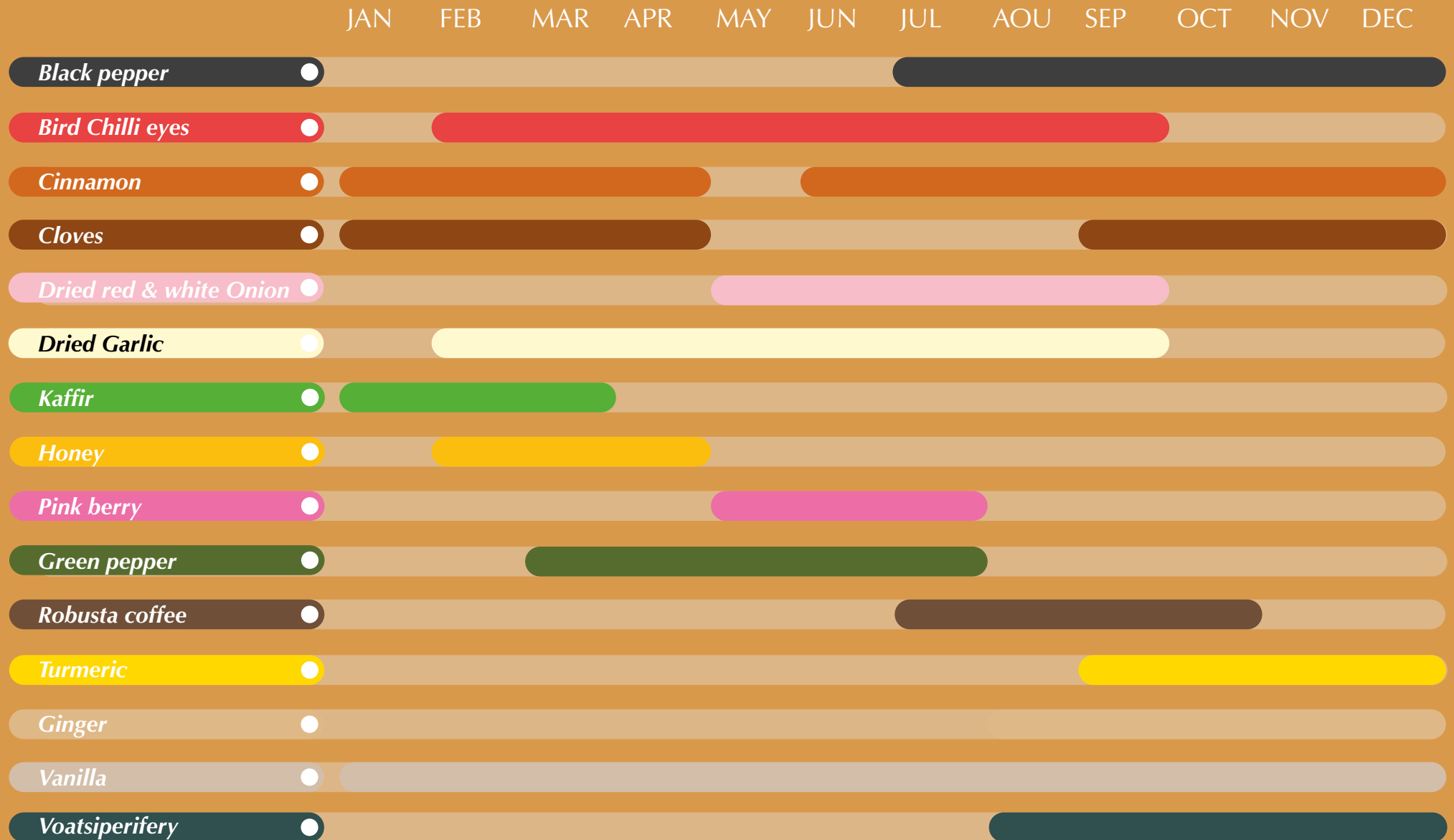


More than 80% of our teams are women, without a diploma and sometimes without formal education.



Educational assistance programs for the children of our employees.

CALENDAR OF SEASONS





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