

BIOFACH AMERICA

into organic

Philadelphia, PA, USA
Pennsylvania Convention Center

Education & Events: September 20 - 23, 2023

Trade Show: September 21 - 23, 2023

biofach-america.com

International patron:



Co-located with:



Co-organizer:



Reach the largest buying audience on the US East Coast

BIOFACH AMERICA and Natural Products Expo East have proven themselves to be the best place to reach organic, natural and healthy lifestyle buyers on the East Coast.

This is your chance to get one-on-one time with retailers, distributors, health practitioners and food service professionals. Be there to tell your story and network with the industry!



Exhibitors come to **BIOFACH AMERICA** & Natural Products Expo East to:

- Establish industry presence
- Expand domestic distribution
- See existing customers
- Generate new leads
- Increase brand awareness
- Introduce new products

TOP REASONS Attendees come to **BIOFACH AMERICA** & Expo East

- Learn about new products/services
- Stay up to date with industry trends
- Meet with specific company(s) and see specific products
- Network with peers

TOP BUYERS Who Come to Expo East

7 ELEVEN | Albertsons Companies | ALDI | Amazon | Bristol Farms | CENTRAL MARKET H-E-B | Costco | CVS Health | Dorothy Lane Market | Fresh Thyme Market | Giant Eagle | GNC | GreenAcres Market | Greens Natural Markets | Gristedes/D'agstino | Haggen | HEB | Hmart | HomeGoods | HSN | INFRA | JEWEL/Osco PHARMACY | Jimbo's | Kimberton | Whole Foods | Kroger | Kroger Digital/ Vitacost | Lowes Foods | LLC | Lucky Vitamin | Martindales Natural Market | Meijer | Misfits Market | MOM's Organic Market | MUSTARD SEED MARKET | Natural Grocers | Nutrition Smart | PCC Community Markets | Rainbow Acres | Rainbow Blossom | ShopRite | SnackMagic | SPARTAN | Sprouts Farmers Markets | STARBUCKS | Stew Leonard's | Target | The Fresh Market | The Giant Company | The Turnip Truck | The Vitamin Shoppe | Thrive Market | TJX Companies | Trader Joe's Company | Wakefern Food Corp | Walmart | Wawa | Wegmans Food Markets | Whole Foods Market | Yale University Hospitality

TOP ATTENDEE Categories

- Importer, Exporter, Retail Buyer, Broker, Distributor
- Independent/Coop/Natural Products Store
- Health Practitioner
- Etailer
- Chain Natural Products Store
- Gourmet Specialty Products Gift Products Store
- Natural Foods Restaurant, Food Service
- Drug Store/Pharmacy



Between 2020 and 2021, organic sales surpassed \$63 billion*

- Following an unprecedented year marked by pantry loading and supply shortages, the US consumer returned to more stable, buy-as-you-need shopping patterns in 2021.
- Between 2020 and 2021, organic sales surpassed \$63 billion, with \$1.4 billion (2 percent) total growth over the year.
- Food sales, which comprise over 90 percent of organic sales, rose to \$57.5 billion (roughly 2 percent growth), and non-food sales reached \$6 billion in sales (7 percent growth).
- Organic fruits and vegetables accounted for 15 percent of the total product market and brought in over \$21 billion in revenue in 2021.
- Organic beverages experienced strong growth (8 percent, the highest of all major categories) over 2021 thanks to the category's ability to remain nimble and adjust quickly to shifting consumer needs and habits. As Americans increasingly transitioned into hybrid and work-from-home models, at-home coffee sales received a significant boost. Organic coffee topped the beverage performance chart with more than 5 percent growth and over \$2 billion in annual sales.

*According to the Organic Trade Association's Organic Industry Survey 2022.

Everything under one roof: With the successful premiere in the Philadelphia Convention Center, the new home of BIOFACH AMERICA and Natural Products Expo East has established itself as the right platform to bring the shows and accompanying events under one roof for the convenience of the industry.

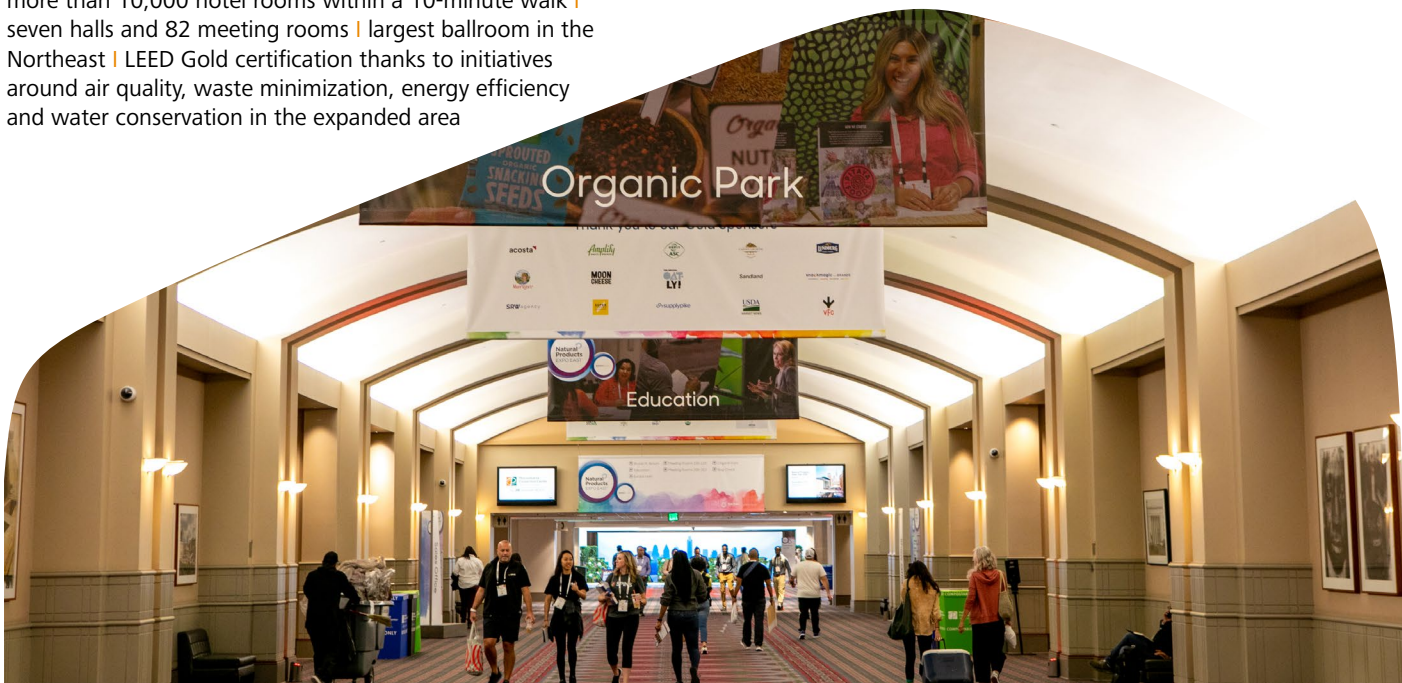


Philadelphia

2nd largest city on the East Coast | 45 million people living within 200 miles | easy to travel to | everything you need within walking distance

Pennsylvania Convention Center

Located in the center of Philadelphia's historic downtown | more than 10,000 hotel rooms within a 10-minute walk | seven halls and 82 meeting rooms | largest ballroom in the Northeast | LEED Gold certification thanks to initiatives around air quality, waste minimization, energy efficiency and water conservation in the expanded area



Let Buyers Discover Your Certified Organic Products

BIOFACH AMERICA features thousands of new and unique certified organic products, timely and informative education sessions and exceptional networking events.

Organic Standards Statement

Under the patronage of IFOAM - Organics International, BIOFACH AMERICA guarantees the constant high quality of exhibits through strict admission criteria. All exhibits are certified to the accreditation directives of the IFOAM Family of Standards, which contains all standards officially endorsed as organic by the organic movement. Additionally, the New Hope Standards Department will review displayed materials and packaging. US companies can only display products which are certified organic by a recognized certification body and contain at least 70 % organic ingredients. International companies which have already exhibited at BIOFACH in Nuremberg can take advantage of a streamlined admission process as long as they meet BIOFACH criteria. All admission information are available at biofach-america.com

Book your space today!

International Companies

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All events are subject to change.

Visit biofach-america.com for up-to-date information.



BIOFACH

into organic

Join the world's leading trade show network for organic products!



BIOFACH 2023

World's Leading Trade Fair for Organic Food
Nürnberg, Germany
February 14 – 17, 2023
biofach.com

BIOFACH AMERICA LATINA

– BIO BRAZIL FAIR
São Paulo, Brazil
June 14 – 17, 2023
biofach-americalatina.com

BIOFACH INDIA

Delhi-NCR, India
September 7 – 9, 2023
biofach-india.com

BIOFACH CHINA

Shanghai, China
September 19 – 21, 2023
biofach-china.com

BIOFACH AMERICA

Philadelphia, PA, USA
September 21 – 23, 2023
biofach-america.com

BIOFACH SAUDI ARABIA

Riyadh, Saudi Arabia
November 19 – 21, 2023
biofach-saudiarabia.com

BIOFACH SOUTH EAST ASIA

Bangkok, Thailand
biofach-southeastasia.com

BIOFACH JAPAN

Tokyo, Japan
biofach-japan.com