



**Richness from grape and fruits  
by converting residues into high added value  
for the nutraceutical and food industries**

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# Grap'Sud, a naturally sustainable approach

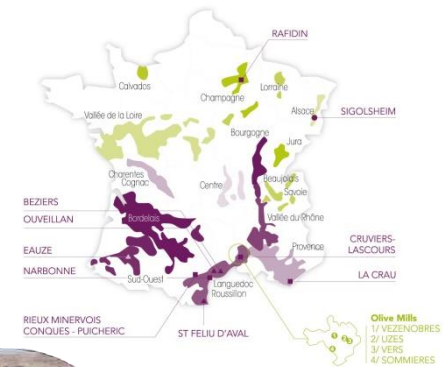


## GRAP'SUD GROUP

French agro-industrial co-operative group

### Our strategic vision

- To be a recognised and sustainable player in the sector of **valorization of agricultural co-products**;
- To develop **innovative** and/or economically attractive **solutions** in different solvent markets.



# From values to challenges



## Our values

**Essentially sustainable co-operation**

- The principles of **Co-operation**
- Sustainable development
- The **CSR** commitments
- Management through **Quality**
- **Agriculture**
- **Food Safety**

# From the distillery to agro-industry



## Our aims

*From the distillery (1923)*

**Our historic aim = de-pollution of regional viticulture**



**To valorize the co-products from viticulture**  
through  
**controlled development and diversification**



**To develop an economy that generates added value and is consistent with our values**

*to agro-industry (2017)*

# Collection of the co-products



Today, the Grap'Sud group collects many **co-products** from **viticulture**, but also from **oleoculture** and **arboriculture**

## The wine sector

- **125 000 tonnes** of marc
- **270 000 hl** of wine lees
- **2 500 tonnes** of lees fillers
- **60 000 to 500 000 hl** of wine
- **600 000 hl** of grape must



## The olive sector

- **1 000 tonnes** of olive water



## The fruit sector

- **15 000 tonnes** of fruit



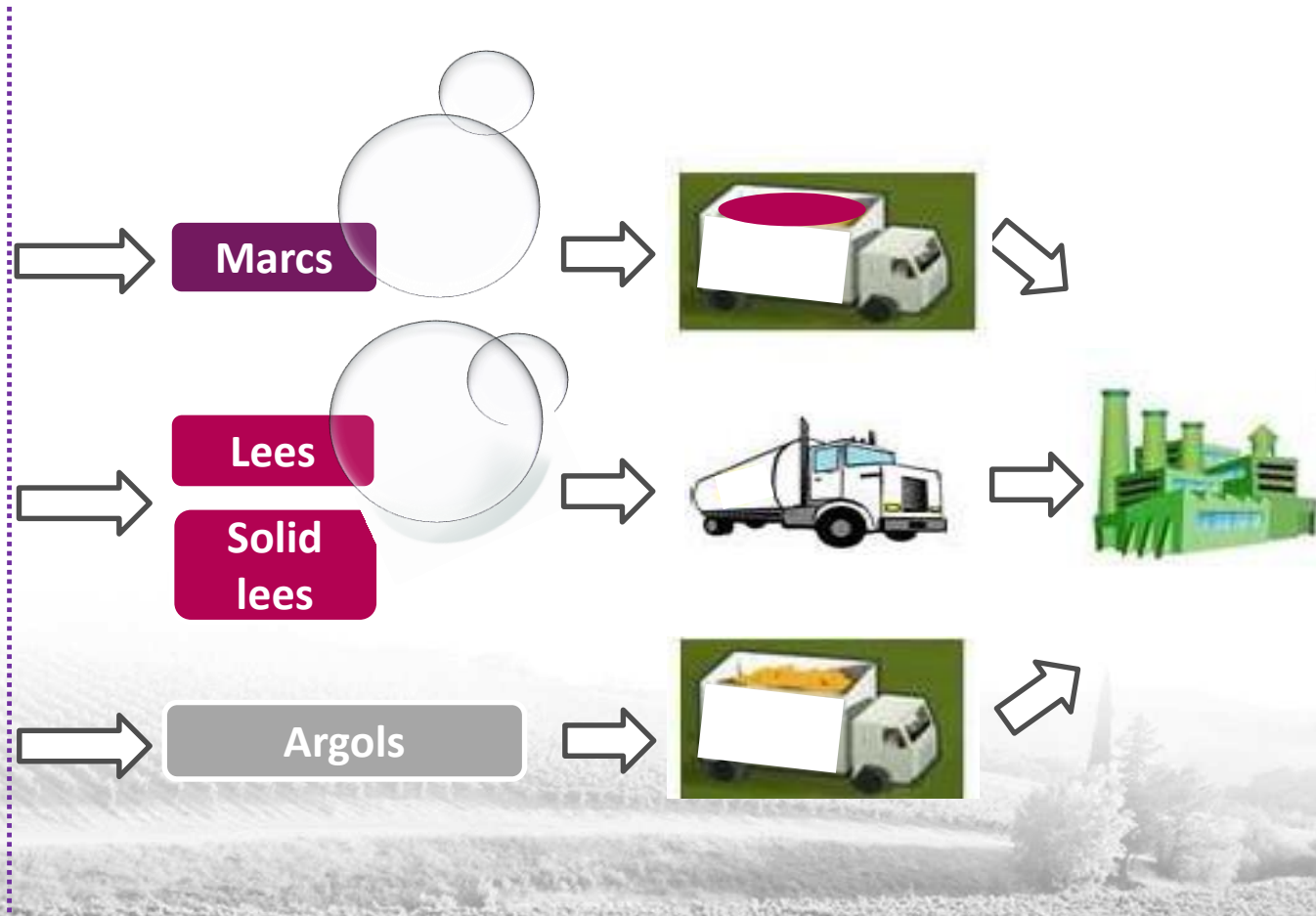
**GRAP'SUD  
GROUP**



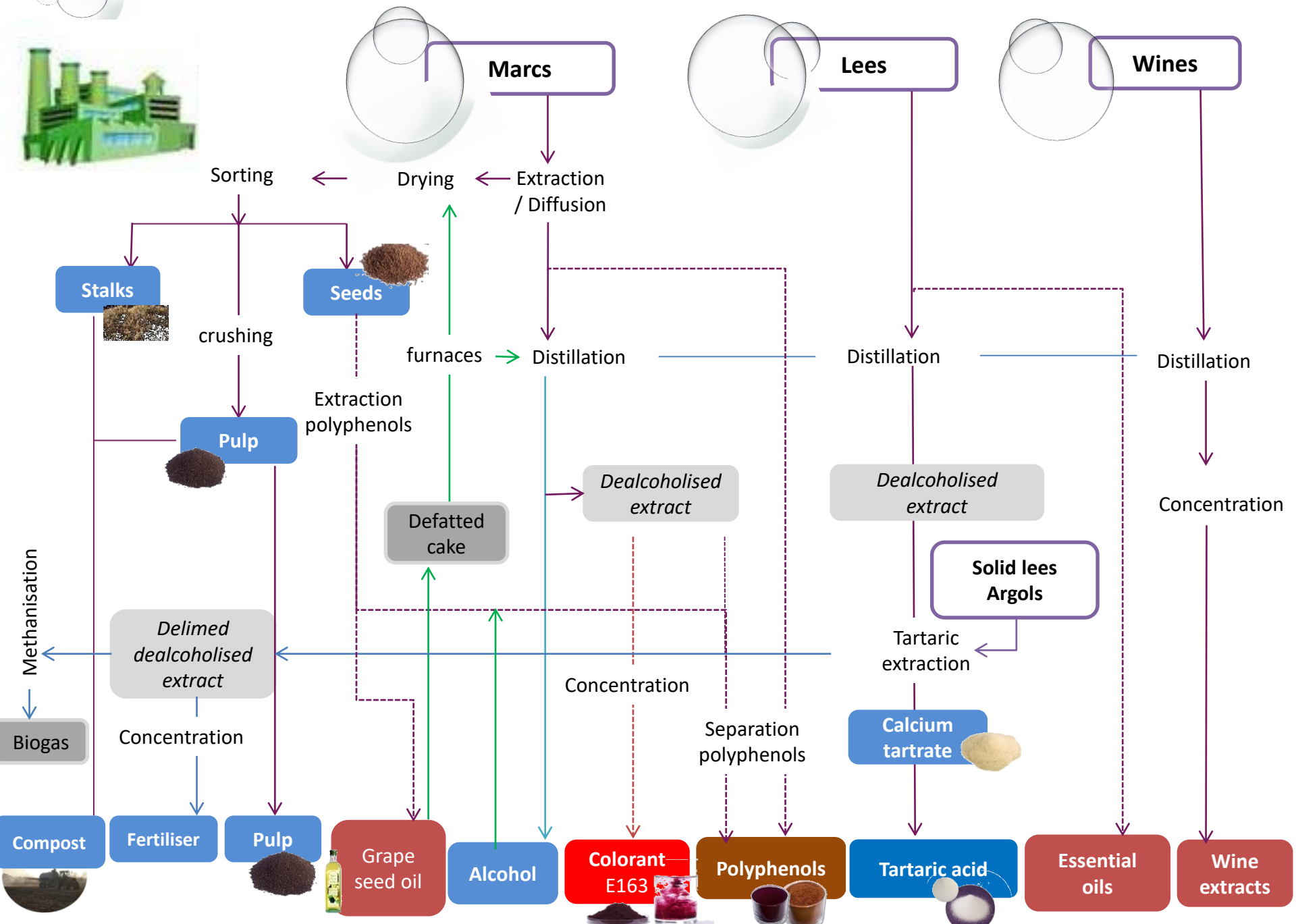
# Valorization of vinification co-products



Vinification



# Treatment of vinification co-products





# Valorization of co-products from olive oil mills

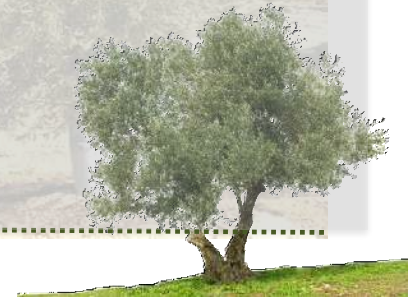


OIL  
MILL



Crushing, pressing

Centrifugation



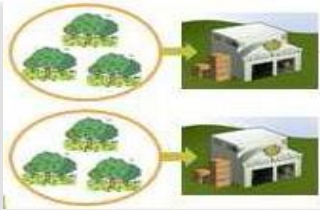
Olive water



Extracts titrated in  
**Polyphenols**



# Valorization of co-products from the fruit sector



PACKING  
HOUSES



REJECTS  
FROM SORTING



Fruits

Crushing, pressing

Filtration

Concentration



Pulp

Fruit juice  
concentrates

Extracts titrated  
in Polyphenols



Demineralisation

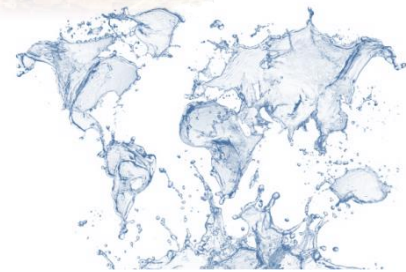
Fruit sugars



Extraction



Fruits



Chromatography  
Isomerisation

Fructose – Glucose  
syrops



# Our sustainable processes



We implement **Eco-processes** with the permanent objective of limiting our impact on the environment

- **Wine alcohol** is used as a solvent **to extract** the polyphenols
- The **water** produced by the concentration is **recycled**
- The **defatted cake** feeds our **biomass furnaces**
- The **final liquid waste** can be methanised to produce **biogas**



RECYCLING



BIO-  
ENERGIES

# Activities and target markets



Divided into **three activity centres**,  
our productions are aimed at different **international markets** worth  
several billion euros



# Activities and target markets



## Three strategic activity centres

*From the distillery (1923)*

*to agro-industry (2017)* →

### AGRICULTURAL Centre

- Collection and supply
- Alcohols and associated services
- Agro-resources (*fertilisers, co-products for animal feed*)
- Agro-Industrial Resources (*alcohol for bio-fuels, grape seed, calcium tartrate, bio-energy*)

### AGRO-FOOD Centre

- Agro-food solutions agroalimentaires (*colorants, juice concentrates, wine extracts, essential oils, tartaric acide, etc.*)
- Oenological solutions and associated services (*Concentrated must, Rectified Must concentrate, tartaric acid, tannins, etc*)
- Sweetening solutions and associated services (*Nutritis*)
- Food products (*spirits, grape seed oil*)

### NUTRITION AND HEALTH Centre

- Human nutraceuticals (*polyphenols from grapes and olive, etc.*)
- Animal nutraceuticals



# Innovation, the driver of development



## Every day, we're preparing tomorrow...

- Research into **new extracts** and **new products**
- Development of **economically viable Eco-processes**
- Research into **new applications** and **associated scientific studies**

### Innovation

- ~1% of the turnover
- A dedicated department
- Partnerships with academic and private research
- Participation in national and international collaborative projects







# Key figures



**55** M€ of  
turnover

in 45 countries



**2.5** M€ of  
investment per  
year

**210** persons

6 production units

5 subsidiaries



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**THANK YOU FOR  
LISTENING**

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