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## Sancorganic focuses on the industrial transformation of pistachios in Spain

Pistachio consumption in Spain has steadily increased in recent years, driven both by the diversification of its uses in the food industry and by growing consumer interest. In this expansion process, Sancorganic is positioning itself as one of the projects driving a deeper evolution of the sector, aimed not only at cultivation but also at industrial development. Its approach responds to an increasingly evident need: to accompany productive growth with structures capable of generating greater added value.

The rise in demand has been accompanied by a significant increase in national production, which has grown from just 8,000 tonnes in the 2018/2019 campaign to over 42,000 tonnes in the current one. And forecasts for the 2025-2026 campaign suggest an increase of nearly 74%, according to provisional data from the Ministry of Agriculture, Fisheries and Food. This spectacular growth in cultivation presents the sector with the key challenge of enhancing competitiveness and the quality of the final product. Especially as it is expected that - in subsequent campaigns - new plantations will continue to come into production. The official estimate is that by 2040, cultivated areas could reach 245,000 hectares, which would triple the current number. In this context, projects like Sancorganic reflect a transition towards more comprehensive models capable of integrating agriculture and industry.

Sancorganic promotes an integrated agro-industrial model in pistachios.

Since its inception, the company has been configured under a model that integrates the cultivation phase and processing at the source, from planting to the final preparation of the product. Sancorganic operates between Cebreros, in the province of Toledo, and Valdetorres de Jarama, in the Community of Madrid, where its main industrial infrastructure is located.

The launch of the processing plant in Valdetorres de Jarama marks a significant step in its evolution. Its facilities carry out processes such as shelling, drying, and packaging of pistachios, activities that allow for quality control and optimization of product management.

The processing of the first 4,000 kilograms of organic pistachios marks a milestone in the project's development. This volume comes from the Cebreros plantation, where over 6,000 trees have reached the productive phase. The combination of agricultural production and industrial capacity allows Sancorganic to move towards a more efficient model aligned with market needs.

### **From agricultural expansion to the industrialization of the sector.**

The growth of pistachios in Spain has been largely linked to the increase in cultivated area. However, the development of the sector also requires an evolution in transformation capabilities. In this regard, Sancorganic has shown its willingness to put its capabilities at the service of a broader ecosystem of producers, facilitating the growth of the organic pistachio industry and helping it reach further.

For this reason, Sancorganic is committed to developing both production and industrial infrastructure in parallel. With over 100,000 trees planted – which will enter production in the near future – and a forecast to reach 200,000 in the coming years, the company is building a productive base that is supported by its own processing capabilities. Sancorganic's goal is to ensure that as its production increases, its industrial capacities evolve in parallel, reinforcing its positioning as an agro-industrial operator. This planning allows for future growth absorption and ensures efficient management of the produced volume.

The ecological approach adds a distinctive element within the sector. Certified production requires rigorous control at all stages, from cultivation to the final product. Industrial integration facilitates maintaining that traceability and ensuring high-quality standards, reinforcing its value proposition.

### **An agro-industrial model focused on added value**

The industrial transformation of pistachios represents an opportunity to increase product value and enhance sector competitiveness. Processes such as sorting, drying, or packaging allow for adapting the supply to market demands and developing more specialized proposals.

In this regard, Sancorganic's model is oriented towards the production of premium organic pistachios, relying on a combination of scale, technology, and long-term planning. The processing plant in Valdetorres de Jarama is conceived as a central hub for product management, with the capacity to evolve and expand its functions as production grows.

This approach also incorporates sustainability criteria, both in agricultural management and industrial operations. Efficient water use, the implementation of plant covers, and resource optimization are part of a model that seeks to balance profitability with respect for the environment. All of this is certified by regulatory bodies in both the plantations and facilities in Madrid, as well as in the Cebreros plantation.

The evolution of the pistachio sector in Spain will largely depend on its ability to move towards more integrated models. Initiatives like Sancorganic's demonstrate a path where industry and production combine to generate greater added value and consolidate a competitive position in the long term.

### **About Sancorganic**

Sancorganic is an agro-industrial producer of organic pistachios that combines scale, integration, and technical excellence. The company has a long-term business and industrial plan aiming to be the leader in the premium organic pistachio industry and to integrate the entire value chain of this product. Sancorganic developed its first plantation in Cebreros (Ávila) and has created one of the largest organic pistachio plantations in Europe in Valdetorres de Jarama (Madrid), covering an area of 500 hectares that will accommodate up to 200,000 pistachio trees. In this locality, its processing plant is also located, which will integrate all activities of the pistachio production process: from the tree to the final product. Sancorganic's goal is to produce organic pistachios of the highest quality, leading production in Spain and Europe. Sancorganic is a company belonging to the Sancor Capital group.