

The Global Partnership for Safe and Sustainable Agriculture

## GLOBAL G.A.P. ANNUAL REPORT 2013-2014





# GLOBALG.A.P.

The Global Partnership for Safe & Sustainable Agriculture

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G.A.P. STANDS FOR GOOD AGRICULTURAL PRACTICES AND  
GLOBALG.A.P. IS THE WORLDWIDE STANDARD THAT ASSURES IT.

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We're a global organization with a crucial objective: safe, sustainable agriculture worldwide. We set voluntary standards for the certification of agricultural products around the globe—and more and more producers, suppliers and buyers are harmonizing their certification standards to match.

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## OUR PURPOSE

GLOBALG.A.P. members create private sector incentives for agricultural producers worldwide to adopt safe and sustainable practices to make this world a better place to live for our children.

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## OUR MISSION

Globally connecting farmers and brand owners in the production and marketing of safe food to provide reassurance for consumers. We lay the foundation for the protection of scarce resources by the implementation of Good Agricultural Practices with a promise for a sustainable future.

**Guy Callebaut**

Vice-Chairman of the Board VBT/BelOrta, Grower  
GLOBALG.A.P. Chairman of the Board

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The family farm continues to be a core focus of our strategies toward developing solutions to address food safety, food security, and social and environmental sustainability. By helping growers implement Good Agricultural Practices we can generate the required effects on the ground to enable small-scale farmers meet retail and manufacturer markets. And we gain the recognition of large customers aiming to meet their consumers' demands.

However, we need and must work on new approaches that will make it easier, more cost effective, and more attractive for farmers worldwide to adopt safe and sustainable production practices. GLOBALG.A.P. is playing its role in bringing together the relevant partners in 2014. Our industry solutions and collaboration efforts are more than ever driven by our conviction that Good Agricultural Practices can play a key role in increasing yields and reducing the environmental impact of farming at a global scale.

**Kristian Moeller**

GLOBALG.A.P. CEO and Secretary

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2014 is all about collaboration. The seeds we cultivated in 2013 have made us a strong partner on many fronts. GLOBALG.A.P. has clearly established itself as a global solution for farm assurance applicable to all farm sizes, with no ambition to compete with consumer-facing labels, downstream supply chain partners, or government audit systems.

GLOBALG.A.P. extends its partnership to other global and local systems and market players seeking efficient and effective mainstream solutions for a secure and sustainable future to feed the planet. We offer a clear focus on food safety paired with other significant elements of Good Agricultural Practices, a transparent and robust integrity system equipped with an increasing flexibility to respond to market requirements, and modular and customized solutions for certification, farm assessments, and capacity building.



# FINANCIAL REPORT 2013

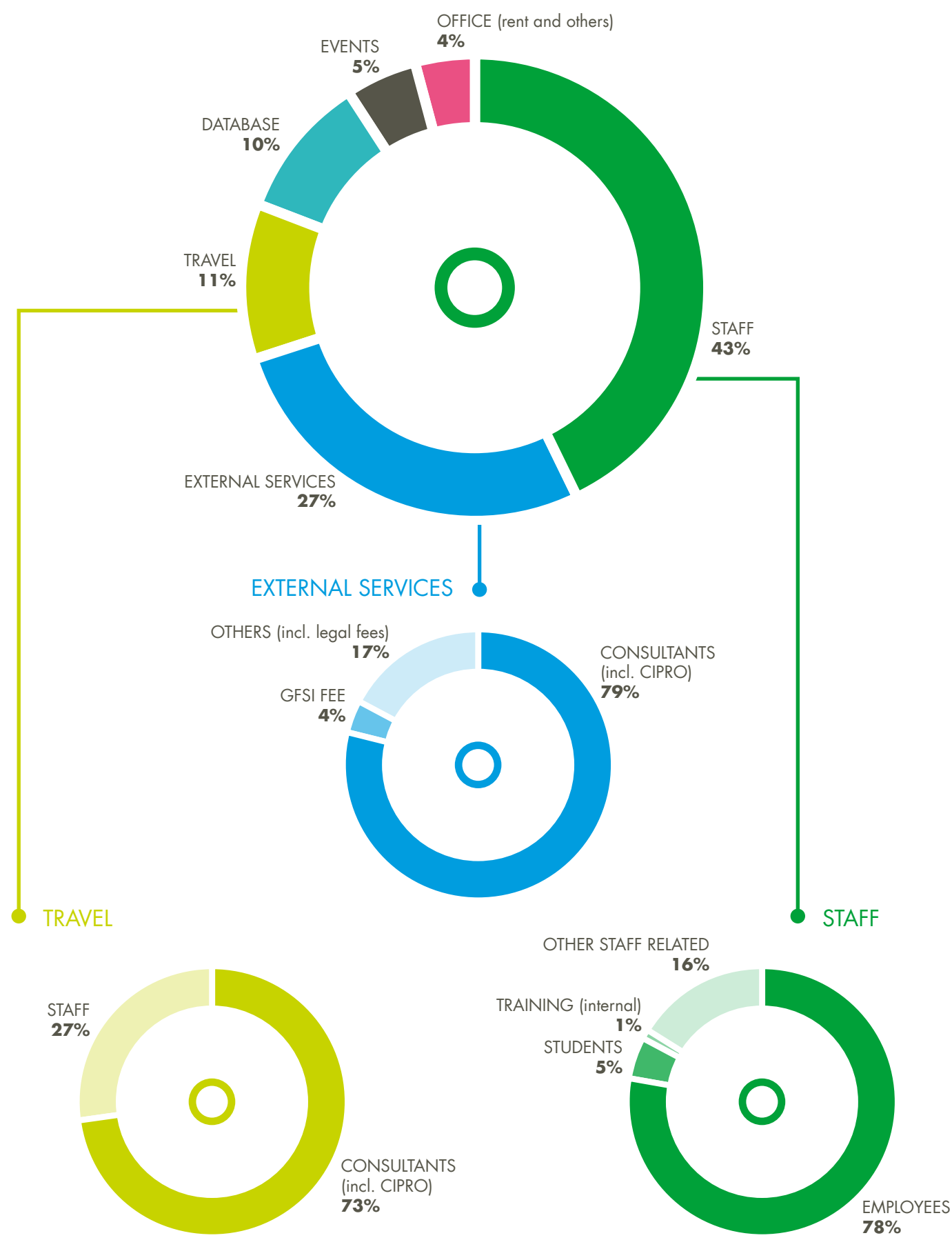
# INCOME STATEMENT 2013

PERIOD: JANUARY - DECEMBER 2013

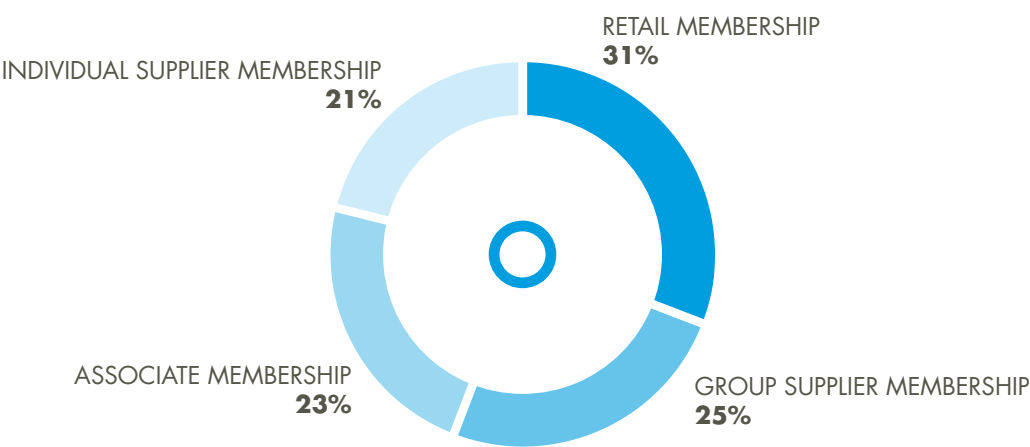
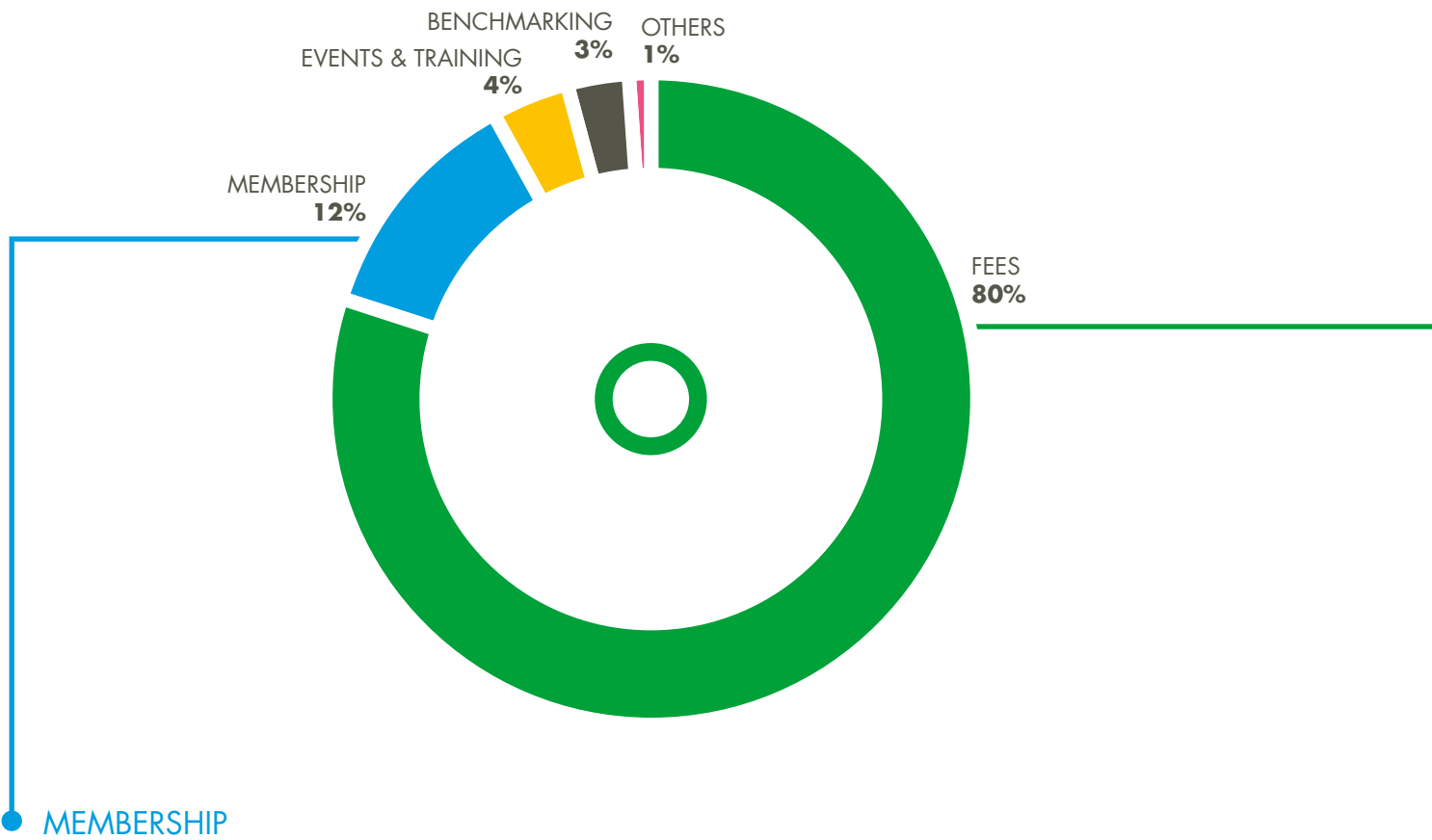
Figures in Euro

	2013	2012
<b>TURNOVER</b>		
Licenses	4,195,191	3,912,732
Memberships	624,350	629,945
Seminars	189,657	356,516
Benchmarking	139,691	187,752
Database	23,000	5,300
Development projects	49,646	3,000
	<b>5,221,535</b>	<b>5,095,246</b>
<b>OPERATING COSTS</b>		
Personnel costs	(1,728,462)	(1,396,271)
Consulting costs	(1,103,315)	(1,240,795)
Seminars and trade fair costs	(208,978)	(577,602)
Travel costs	(470,990)	(545,893)
Database costs	(393,102)	(358,910)
Rental and space costs	(147,356)	(156,036)
	<b>(4,052,202)</b>	<b>(4,275,506)</b>
<b>GROSS PROFIT</b>	<b>1,169,333</b>	<b>819,739</b>
<b>OTHER OPERATING INCOME</b>		
Other income	97,737	187,322
Write-off of provision for doubtful debtors	50,352	72,524
Write-off of excess accruals	2,911	6,307
Other interest income	11,589	10,820
<b>Total other operating income</b>	<b>162,589</b>	<b>276,973</b>
<b>OTHER OPERATING EXPENSES</b>		
Advertising costs	(105,485)	(226,672)
Depreciation & amortization	(366,172)	(206,617)
Administrative costs	(156,400)	(151,062)
Bad debtors	(69,662)	(128,281)
Insurance and contributions	(35,993)	(42,737)
Other costs	(256,148)	(249,878)
<b>Total other operating expenses</b>	<b>(989,860)</b>	<b>(1,005,246)</b>
<b>FINANCE COSTS</b> - Interest expense	<b>(8,069)</b>	<b>(4,286)</b>
<b>PROFIT BEFORE TAX</b>	<b>333,993</b>	<b>87,180</b>
Income tax expense	(109,843)	(35,160)
<b>PROFIT FOR THE YEAR</b>	<b>224,150</b>	<b>52,020</b>

# GLOBALG.A.P. COSTS 2013

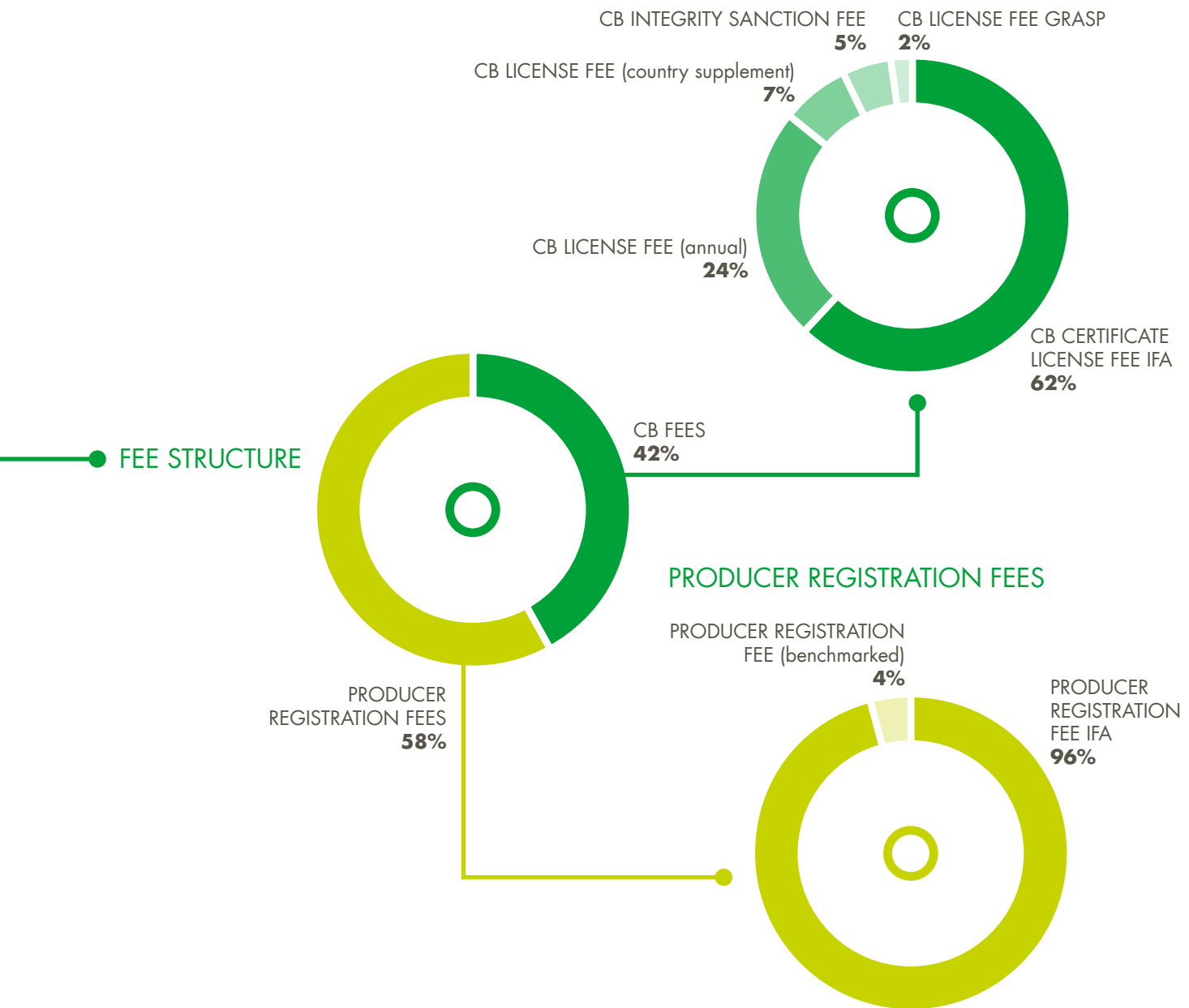


# GLOBALG.A.P. REVENUES 2013





## CERTIFICATION BODIES (CB) FEES



## NET INCOME IN RELATION TO TURNOVER





# GLOBALG.A.P. AT A GLANCE

THE MOST WIDELY ACCEPTED GOOD AGRICULTURAL PRACTICES  
CERTIFICATION WORLDWIDE



More than  
**139,000 certified producers**  
in over **110 countries**



A secure **online certification database** to check producers and validate certificates



A pioneering **integrity system** with independent assessments to **monitor** the **performance** of our certification bodies



**3 main products** with **24 standards** and **programs**



An extensive **worldwide network of consultants** to help producers with their certification process



A harmonization program to **benchmark schemes** and **checklists** around the world



More than  
**400 products** available  
for certification



More than **1,600 inspectors** and **auditors** working for **141 accredited certification bodies**



**Capacity building** for thousands of people on **5 continents** and in **10 languages**

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## MEDIA PARTNERS



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## IMPRINT

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