



warfair Advisory Board

Agenda for the meeting in the warfair Advisory Board, May 11nd 2022 from 16:00-17:30.

Venue:

Svinemosevej 7, 3670 Veksø Sj.

Participants:

Peder Holk Nielsen (PHN): Member of the Advisory Board

Judith Kyst (JK): Member of the Advisory Board

Lisbeth Stausholm Zacho (LSZ): Member of the Advisory Board

Tahmina Salik (TS): Member of the Advisory Board

Jacob Bøtter (JB): Member of the Advisory Board

Christian Friis Bach (CFB): CEO of warfair, acting as Secretary to the Advisory Board

Karin Friis Bach (KFB): Director of warfair.

Guest: Signe Mørk Sørensen, ImpactCSR

1. Minutes from last meeting & follow-up.

- The [minutes](#) from the last meeting were approved in a written procedure and uploaded to the website.
- The work on the warfair [Database/Due-diligence Platform warfair world](#) has progressed further.
- The application for SMV:Grøn was approved and Signe Mørk from ImpactCSR has been contracted to do implement the project and participated in the meeting.
- The warfair trade & investment facility has been launched and DKK 700.000 has been contributed. This has solved the liquidity issue.
- A project regarding geographic expansion has been posted at the Graduate site for Danish Universities. The first applications have arrived.
- A new postcard has been launched as a first step towards a more people-centered visual identity as recommended by the Advisory Board.
- A test of the raw apricots showed levels of cyanide just above the threshold and thus had to be withdrawn from the market and destroyed. PHN commented that the variation of cyanide in the product was most likely large and something that should be discussed with Ziba Foods.
- New food safety thresholds for the natural pesticide Matrine has been decided and this has created problems for many licorice producers. Our licorice has been tested several times for licorice and Matrine has not been detected. As another good development parts of the licorice production in Afghanistan has been certified organic.
- A cooperation with Krydderispecialisten has been initiated. They have bought 550 kg of sesame from Somalia as a start.
- Social Vanilla has asked if we could host them. This will contribute with rent to Vejgaard and warfair will have some income from packaging.



- warfair will be at Folkemødet on Bornholm with a food booth.
- Cooperation is on the way regarding contributions to Christmas gifts with one of Denmark's largest companies.

2. News since last time

Products:

Chufa nuts and cowpeas has arrived and has been approved by the Ethics Committee and has been tested and launched. The transport has been very difficult and expensive and we need to find other options in the future.

Ginger from has arrived and has been approved by the Ethics Committee and has been thoroughly tested and launched. It is the first time we cooperate with an NGO, the Danish organisation ADDA, on imports of a food product.

Sales:

Sales in 2022 until April are up by 34% compared with 2021 but this is mainly due to the webshop opening only by the end of January 2021 and the issue with the payments systems regarding Yemen. Sales were almost the same as in 2021 in March and April. The impact of Ukraine has been felt, with the increase in sales levelling off, but sales seem to be increasingly again in May..

B-2-B partners:

A few more shops have started to sell warfair products and we hope for a partnership with one of Denmark's largest companies regarding catering etc.

Borg & Bigum – Denmark's largest supplier of Christmas gifts to companies contacted us and asked to have warfair as a partner.

Valsemøllen requested 60-70 tons of Sesame from Somalia, but Som Seed Agri can unfortunately not deliver due to the severe drought in Somalia.

Tahmina Salik briefed about her recent trip to Afghanistan and her visit to Ziba Foods which had been a very positive experience. She met with and talked to the female staff who were grateful that they could still work.

Discussion: The Advisory Board expressed satisfaction with the new developments.

3. Annual Report 2021.

The Financial result for 2021 was presented at the last meeting (the signed and official version was attached) and a brief Annual Report 2021 summarising also some of the key results from 2021 had also been finalised..

Discussion: The Advisory Board endorsed the Annual Report with some comments that have subsequently been incorporated.

4. Climate accounts and B-corp

With the approval of the application to SMV:Grøn we will now scale up our investment in due-diligence, climate accounts, climate impact for individual products and B-corp certification. Signe Mørk briefed about her participation and the goals of the project. The platform – called warfair world – was also introduced and substantial progress had been made already.

Discussion: The Advisory Boards commented on the project and were happy to see how warfair world included information on both the countries, the products, including analysis, ingredients and risk analysis, and on the companies, including due-diligence. Some approaches to climate impact were discussed.

5. Staffing



Following the slowdown in sales after the invasion in Ukraine the posting of new positions were postponed, but the two job openings will be posted (Sales and Logistics & SOME and CEO optimisation).

Discussion: The Advisory Board supported the staffing plan and also said that staff from the local geographical area could be an advantage.

6. Any other issues

- a. LSZ mentioned Rutasoka as a possible partner for warfair. They source food products from Afrika.
- b. LSZ has become chairperson of Access2Innovation and promoted the Sustainable Food Hub as a possible platform for networking and sharing information.
- c. Next Meetings.
- d. Discussions were ongoing with Ziba Foods to have them doing the packaging in our bags and with our labels.
- e. Planning of next meetings:
12/8 including dinner
12/10
10/1

End.