



Research Institute of Organic Agriculture FiBL
info.suisse@fibl.org | www.fibl.org



Is lupin a standout among pulses ?

Ludivine Nicod

Workshop BIOFACH, 14.02.2025

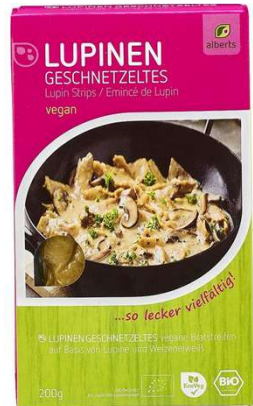
BIOFACH
into organic

Examples of lupin-based products available in Switzerland

Retail



Specialty shop



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Why are we talking about lupin today ?

- Growing demand for plant-based proteins
- Need for sustainable, resource-efficient crops
- Lupin is high protein, eco-friendly...yet underutilized (= opportunity ?)



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Insights from the Swiss market

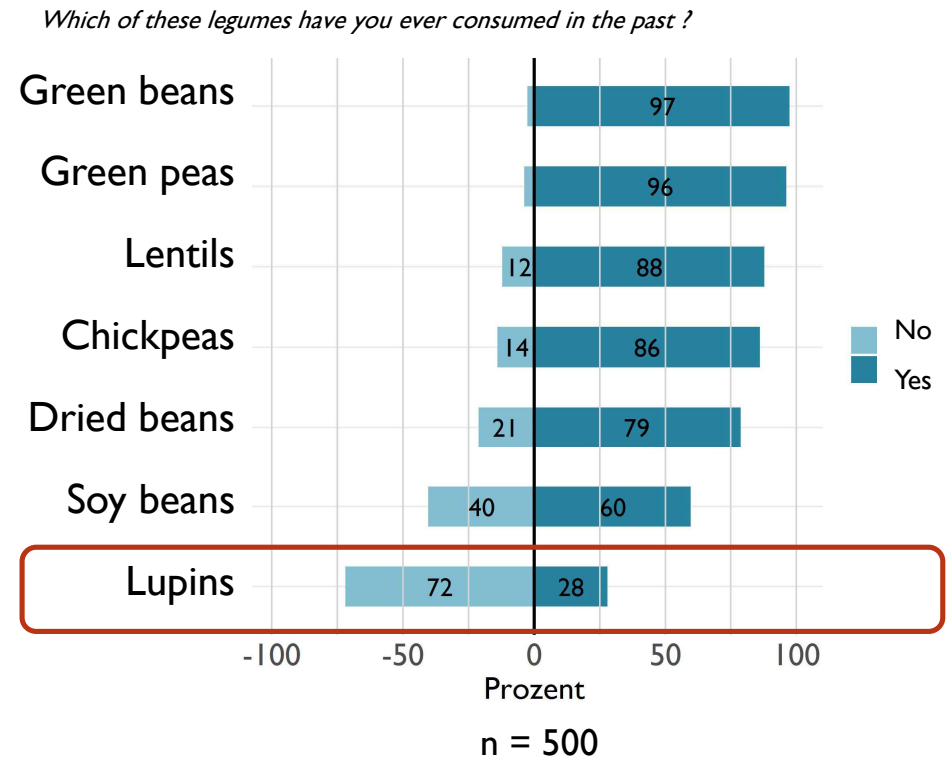
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Swiss market overview – where does lupin stand?

- Lupin remains unknown to many Swiss consumers
- 42% have never heard of it
- ~1/4 have ever consumed it (at least once)



Consumer perception & Key benefits

What Swiss consumers value most in lupin :

- 69% appreciate **high protein content**
- 65% like its **satiety** properties
- 63% see **iron richness** as an advantage

And then come the environmental benefits

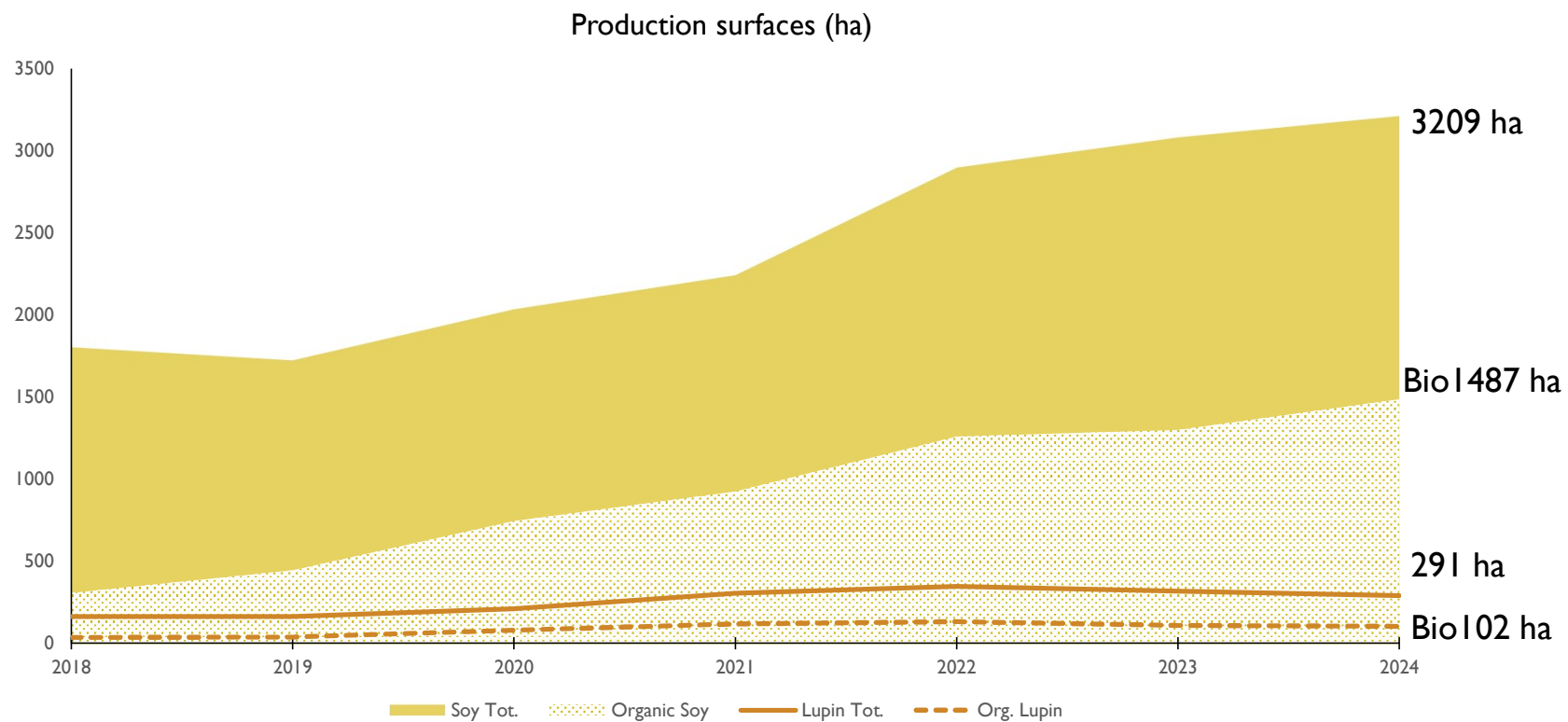
- Bee friendly cultivation *(60%)*
- No need of fertilizers *(56%)*
- Ressource-efficient cultivation *(55%)*

**Overall
attractiveness**



51%

Niche crop, not yet fully valorised in the food channel

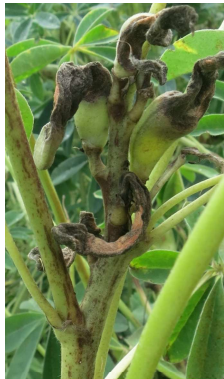


Source : Swiss Granum

Challenges in the Swiss lupin value chain

PRODUCTION

- Selecting varieties with tolerance to anthracnose (fungal disease)



- Maintaining low alkaloids' level (recommendation for food : <200mg/kg)
- Competition with forage and chickpeas, lentils, soybean

MARKET

- Low legumes' consumption in Switzerland
 - 1800 : 30 kg/person
 - 2024 : 2 kg/person
- Lack of awareness and demand
- Focus on soy, chickpeas and peas in food products
- Allergenicity concerns for food manufacturers


Research & Innovation – Unlocking lupin’s potential

Breeding

Development of anthracnose-resistant lupin varieties with low alkaloids content for Swiss conditions



LUPINNO SUISSE

 Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Processing trials

Support to food companies in product development

- Fermentation (Tamari sauce)
- Dairy alternatives
- Spreads



Living Labs

- Raise awareness among consumers and actors of the value chain through events, knowledge platform
- Promote the use of lupin in food products with tasting
- Foster collaboration across the value chain

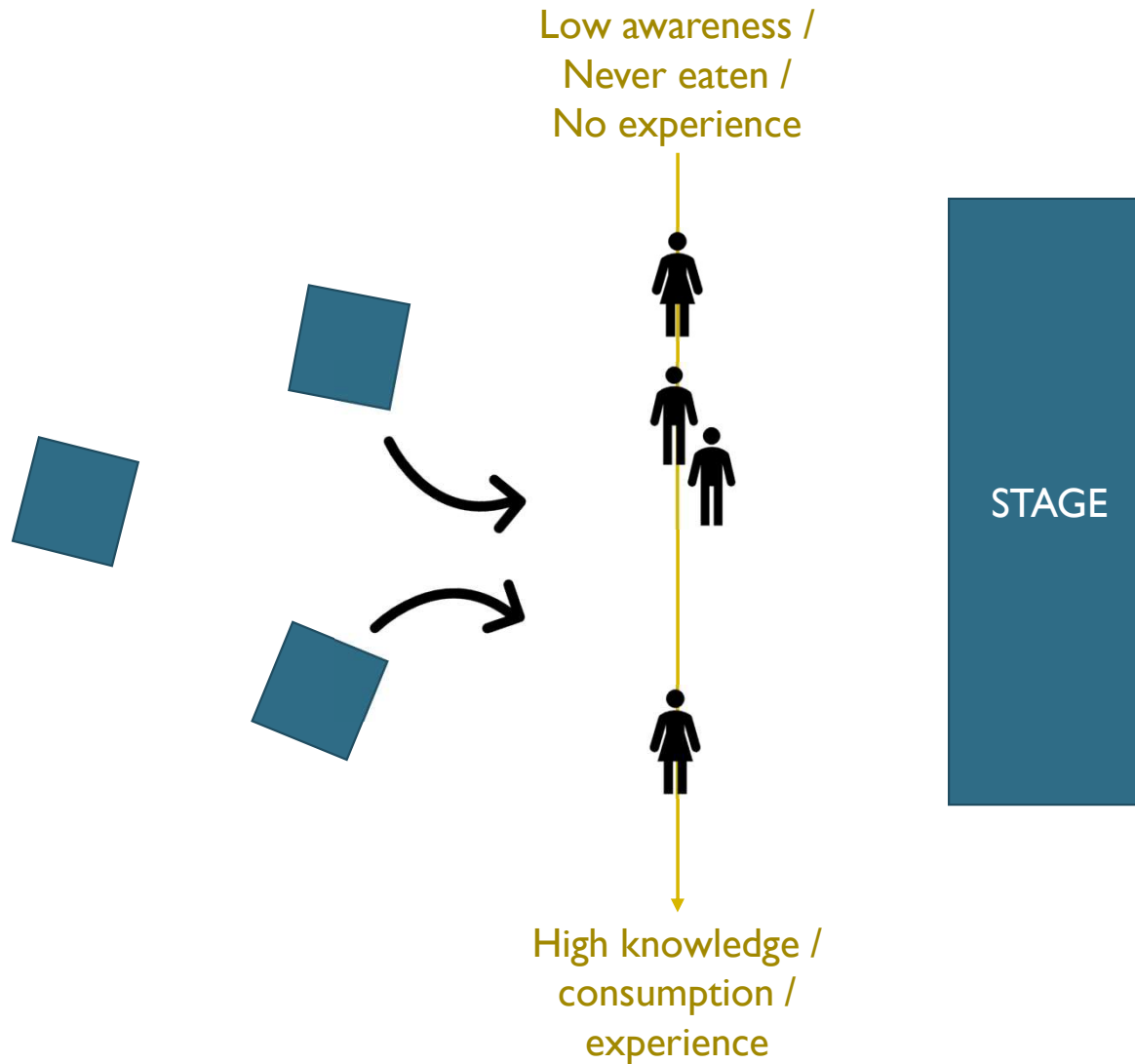


Let's interact !

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How experienced are you with lupin ?



- Introduce yourself with :
- Name
 - Company
 - Type of experience :
consumer / producer /
trader...

We would like to hear from you...

- How interested are you into lupin as an ingredient for organic food production ?
Or in lupin-based products for your market ?
- If any, what are the main barriers to adopting lupin in your sector and market ?
- Write one idea to boost lupin adoption ? What could be done to increase the use and consumption of lupin ?

We would like to hear from you...



CODE : 4297 3373

Contact

Research Institute for Organic Agriculture FiBL
Ackerstrasse 113, Boîte 219
5070 Frick
Switzerland

Phone +41 62 865 72 72
Fax +41 62 865 72 73

info.suisse@fibl.org
www.fibl.org

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