

IPD at Fruit Logistica 2023

BERLIN | 8 - 10 FEBRUARY 2023

**FRUIT
LOGISTICA**

VISIT US
IN HALL
25 C03



Source your fresh produce from evaluated exporters!

IPD connects you with reliable exporters from Colombia, Côte d'Ivoire, Ecuador, Egypt, Ghana, Kenya, Morocco, Peru, Senegal, Ukraine, and Vietnam.



10 Years IMPORT PROMOTION DESK



Make an appointment!

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Import Promotion Desk

Discover the potential of fresh produce from developing countries!

If you are an importer looking for reliable suppliers of fresh produce and want to open up new supply sources, then Import Promotion Desk (IPD), the initiative for import promotion, will support you.

On your behalf, we undertake the international sourcing of new trade partners in selected partner countries.

All the companies we identify for you go through a complex screening process. We prepare them for the European market and guarantee that they meet all the requirements of the most important European standards for sustainable production and high food safety.

In addition, we give advice to producers in our partner countries on certifications such as GLOBALG.A.P., EU organic and other relevant standards (Fairtrade, Rainforest Alliance, etc.).

Whether in organic or conventional quality – with the support of IPD you will be quick and certain to find reliable exporters.

Contact brokering – neutral, quality-conscious and free of charge!

At FRUIT LOGISTICA 2023, we will be presenting 26 evaluated companies from Colombia, Côte d'Ivoire, Ecuador, Egypt, Ghana, Kenya, Morocco, Peru, Senegal, Ukraine, and Vietnam.

Check out the high-quality fresh produce offer of our partners for yourself and visit us at FRUIT LOGISTICA 2023.

On the following pages you can find detailed information about our exporters.

We establish direct contact to these new suppliers or organise b2b meetings online.

Get in touch with us!

IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organisation and partner of German business. We are funded by the Federal Ministry for Economic Cooperation and Development (BMZ).

In line with our development policy objective, we aim to increase exports from partner countries, promote innovation and higher value creation in order to contribute towards sustainable economic development in partner countries.

More information about IPD and our individual services at www.importpromotiondesk.de

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IPD Partners

IPD works with a network of international organisations in Europe and our partner countries. Thus we efficiently pool information and know-how.

This enables us to link existing import and export promotion measures and carry out their strategic further development. Our partnerships always make it possible for us to match all services of IPD to the needs of importers and exporters exactly and then carry out our services optimally at any place.

COLOMBIA



PROCOLOMBIA
EXPORTACIONES TURISMO INVERSIÓN

**PRO COLOMBIA,
COLOMBIA**

www.procolombia.co

GERMANY



Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

**DEUTSCHE GESELLSCHAFT
FÜR INTERNATIONALE
ZUSAMMENARBEIT, GIZ,
GERMANY**

www.giz.de/en/html/index.html

PERU



**ASOCIACIÓN DE GREMIOS
PRODUCTORES AGRARIOS
DEL PERÚ**

agapperu.org/en

ECUADOR



**CORPEI,
ECUADOR**

www.corpei.org

FEDEXPOR

**FEDERACIÓN ECUATORIANA
DE EXPORTADORES,
ECUADOR**

www.fedexpor.com



PRO ECUADOR
Business without borders

**PROECUADOR,
ECUADOR**

www.proecuador.gob.ec



**SIERRA Y SELVA
EXPORTADORA**

www.gob.pe/sse

UKRAINE



**EEPO-ENTREPRENEURSHIP
AND EXPORT
PROMOTION OFFICE, UKRAINE**
www.epo.org.ua

EGYPT



**AGRICULTURAL EXPORT
COUNCIL (AEC) EGYPT**
www.aeegypt.com



**FOOD EXPORT COUNCIL
(FEC), EGYPT**
www.feceg.com

GHANA



**FEDERATION OF ASSOCIATIONS
OF GHANAIAAN EXPORTERS
(FAGE), GHANA**
www.fageghana.com



**GHANA EXPORT
PROMOTION AUTHORITY,
GHANA**
www.gepaghana.org



**VEGETABLE PRODUCERS &
EXPORTERS ASSOCIATION OF
GHANA**
www.vepegghana.com

CÔTE D'IVOIRE



**CHAMBRE DE COMMERCE &
D'INDUSTRIE DE CÔTE D'IVOIRE,
CÔTE D'IVOIRE**
www.cci.ci



**CONSEIL NATIONAL
DES EXPORTATIONS DE
CÔTE D'IVOIRE (CNE)**
www.cne-ci.org/en

KENYA



**FRESH PRODUCE
CONSORTIUM, KENYA**
<https://fpckkenya.co.ke>



**KENYA EXPORT
PROMOTION & BRANDING
AGENCY**
<https://brand.ke>



**AGRICULTURE AND
FOOD AUTHORITY, KENYA**
[https://horticulture.
agricultureauthority.go.ke](https://horticulture.agricultureauthority.go.ke)

Product Finder

FRESH FRUITS

Apples |

Aronia (Ukraine)	33
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Avocados |

Agrícola Nuestra Tierra (Peru)	29
Colombian Fruit Group (Colombia)	13
Goshen Farm Exporters (Kenya)	26

Baby bananas |

Social Deal (Ecuador)	17
Vancard Perú (Peru)	31

Bananas |

Agroexportadora Don Eloy (Peru)	30
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Blueberries |

Berry Andes (Colombia)	12
Family Garden (Ukraine)	34

Coconuts |

Etabl. Bakayoko (Côte d'Ivoire)	14
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Goji-berries |

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Granadillas |

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Social Deal (Ecuador)	17

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Ethmar International (Egypt)	18
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Limes |

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Mangoes |

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Companies **marked green** offer the product in organic quality.

FRESH FRUITS

Mangosteen Colombian Fruit Group (Colombia)	13	Passion fruits Colombian Fruit Group (Colombia) Fresh Approach (Kenya)	13 25	Pineapples Grace Organic Farms (Ghana)	22	Strawberries Ethmar International (Egypt) Moorgate Trade (Egypt)	18 20
Oranges Moorgate Trade (Egypt)	20	Pears Sadyi Dnepra (Ukraine)	36	Pitahayas Colombian Fruit Group (Colombia) Hoang Phat Fruit (Vietnam) Social Deal (Ecuador)	13 37 17	Zapotes Colombian Fruit Group (Colombia)	13
		Physalis Colombian Fruit Group (Colombia)	13				



Product Finder

FRESH HERBS

Basil |

Chalar Farms (Kenya) 24

Lusoi Greens (Kenya) 27

Chives |

Chalar Farms (Kenya) 24

Dill |

Lusoi Greens (Kenya) 27

Lemongrass |

Coopérative Al Amal (Morocco) 28

Chalar Farms (Kenya) 24

Mint |

Coopérative Al Amal (Morocco) 28

Lusoi Greens (Kenya) 27

Oregano |

Chalar Farms (Kenya) 24

Rosemary |

Chalar Farms (Kenya) 24

Lusoi Greens (Kenya) 27

Sage |

Chalar Farms (Kenya) 24

Lusoi Greens (Kenya) 27

Tarragon |

Chalar Farms (Kenya) 24

Lusoi Greens (Kenya) 27

Thyme |

Chalar Farms (Kenya) 24



Companies **marked green** offer the product in organic quality.

FRESH VEGETABLES

Asparagus (green) ProAgro Torres (Ecuador)	16	Garlic Global Veg Egy For Export (Egypt)	19	Snow peas Fresh Approach (Kenya)	25	Sweet potatoes Global Veg Egy For Export (Egypt)	19
Beans Moorgate Trade (Egypt)	20	Moorgate Trade (Egypt)	20	Global Veg Egy For Export (Egypt)	19	Moorgate Trade (Egypt)	20
Beans (fine) Fresh Approach (Kenya)	25	Ginger Agricola Nuestra Tierra (Peru)	29	Lusoi Greens (Kenya)	27	Turmeric Vancard Perú (Peru)	31
Global Veg Egy For Export (Egypt)	19	Vancard Perú (Peru)	31	Moorgate Trade (Egypt)	20		
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Broccolini Lusoi Greens (Kenya)	27	Moorgate Trade (Egypt)	20	Sugar snaps Fresh Approach (Kenya)	25		
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Corn Sadyi Dnepra (Ukraine)	36						
Corn (sweet) Lusoi Greens (Kenya)	27						



Berry Andes



Berry Andes is a Colombian family-owned company, a producer of blueberries of the finest quality. All blueberry varieties meet strict market criteria for size, taste, firmness, color, natural bloom, longer shelf life, and juiciness.

The farms are located in Madrid, north of Bogota, Colombia. Being located on the equator allows the constant production of blueberries during all months of the year.

The main varieties are Emerald, Flicker*, Farthing*, and Primadonna*.

The current production is 250 t per year, a value that will increase to 350 t by mid-2023. By the same year, the company aims to increase its production of organic berries by 50 %.

*exclusive varieties of the University of Florida.



PRODUCTS & QUANTITIES PER YEAR

+ Blueberries / 250t

GROWING REGION

+ Cundinamarca

CERTIFICATIONS

+ GLOBALG.A.P.

+ GRASP

+ KOSHER



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COLOMBIA

Colombian Fruit Group



Colombian Fruit Group is an exclusively organic enterprise that grows and exports organic fruit since 2016. CFG has a deep belief in the importance of fair and ethical agricultural practices and protects the harmony of the ecosystems where the fruit is cultivated. Furthermore, the company empowers all the fruit growers to obtain international certifications. With their assistance and guidance they assure a wide variety of excellent organic certified fruit. Their objectives are first to upgrade all growers families to a quality life and provide technology to aid them do what they love and know in a stable way and second, let costumers enjoy all year long new and more exotic fruits by constantly increasing their production with international certifications. Quantities are frequently increasing and are flexible towards customer marketing/ packing preferences.

PRODUCTS & QUANTITIES PER YEAR

- + Avocados / 22t
- + Granadillas / 18t
- + Maracuyas / 96t
- + Mangoes / 48t
- + Pitahayas / 38t
- + Physalis / 12t
- + Mangosteen / 12t
- + Zapotes / 10t

CERTIFICATIONS

- + GLOBALG.A.P.
- + ORGANIC EU

GROWING REGION

- + Caquetá
- + Nariño
- + Huila
- + Antioquia
- + Cauca
- + Putumayo

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COLOMBIA

Etablissement-Bakayoko



Etablissement-Bakayoko is a young and dynamic company which focusses on the production, processing and sales of coconut products. Adherence to international quality standards as well as holistic organic production systems are key to Ets.-Bakayoko's success. In recent years, the company has been able to widen its client base in Europe and constantly improve its production. For that purpose, the company collaborates with the leading national agronomic research institute, CNRA, to further improve the conditions and properties of Ivorian coconuts on its own research plot.



If you partner with Ets.-Bakayoko, you partner with a reliable source for organic coconuts.

PRODUCTS & QUANTITIES PER YEAR

+ Coconut / 1,200t

GROWING REGION

+ Sassandra, Côte d'Ivoire

CERTIFICATIONS

+ GLOBALG.A.P.
+ GRASP
+ ORGANIC EU



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CÔTE D'IVOIRE



Latbio° is a leading biodynamic certified company in Ecuador, with the endorsement of the Demeter certification. Latbio° is a coalition of multi-generational organic and regenerative farmers that formed a company to export fresh fruits and natural ingredients keeping the well-being and prosperity of producers in mind. Latbio° is a completely integrated company, with three offices located in Ecuador, USA and Europe, that promotes healthy food and fair trade. They have been commercializing banana for the last fifteen years. With the desire to innovate and remain at the forefront of the market, Latbio° harvests Cavendish variety as well as other kind of musáceas. The farm fulfils all technical and environmental requirements to offer a product of the finest quality to the international market.

PRODUCTS & QUANTITIES

- + Demeter bananas 40t / week
- + Organic bananas 300t / week
- + Organic + fairtrade bananas 300t / week
- + Puree low acid 100 % bananas Demeter 500t / year
- + Demeter bananas flakes and powder 50t / year

GROWING REGION

- + Vines, Los Rios

CERTIFICATIONS

- + GLOBAL G.A.P.
- + ORGANIC (EU, US)
- + DEMETER
- + FAIRTRADE

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ECUADOR

ProAgro Torres



ProAgroTorres was founded 2017 by two young women entrepreneurs with a family background in agriculture with the aim of becoming the first and biggest producer of green asparagus in the region and supplying customers in Ecuador as well as in the rest of the world. Their mission is to produce and market high quality agricultural products for their local and international clients, ensuring fair compensation for producers, employees, and shareholders, who contribute to the rapid and sustained growth of the company. In doing so, they contribute to the economic development of the rural area of Urcuquí in the Imbabura province providing jobs for the local population.



Their crops and brand new processing facilities are GLOBALG.A.P. and GRASP certified, which guarantees consistent quality of the final product and a socially sustainable business conduct.

PRODUCTS & QUANTITIES PER WEEK

- + Green asparagus / 600t

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP

GROWING REGION

- + Urcuquí – Imbabura



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ECUADOR

Social Deal



Named after its purpose, Social Deal is a producer and exporter of exotic fruits established in 1997 with the motive to promote sustainable agriculture while generating a positive impact in surrounding communities. An exceptional network of more than 200 growers mutually benefit from its business model, and a close relationship with them allows to secure a year-round supply and socialize market requirements.

They are present in every step of the chain, ensuring that the fruit gets as fresh as it can be and facilitating innovation in the different layers. Collaboration with research universities and crop experts also allow to improve its value chain and introduce new and premium varieties.

Social Deal is an enterprise of Nobis Holding de Inversiones, an important contributor of agricultural development. In the last year, over 200 new hectares have been invested in. Nobis recently achieved the 'holding of highest reputation in Ecuador in 2021' according to Merco.

PRODUCTS & QUANTITIES PER YEAR

- + Pitayas (yellow) / 950t
- + Pitayas (red) / 540t
- + Baby bananas / 1,000t
- + Granadilla / 45t

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP
- + ORGANIC EU

GROWING REGION

- + Guayas
- + Palora
- + Bucay

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ECUADOR



Ethmar International's team has been farming in Egypt for more than twenty-five years.

Its team's ability to fulfill the customers' expectations allowed the company to grow and supply fruits and vegetables to the European and the Asian markets. Ethmar International has always been committed to the highest food safety and quality standards. This allowed it to rapidly secure the different certifications requested by its partners while gaining their trust. Ethmar International ensures that its fruits and vegetables are produced sustainably by respecting the health and safety and welfare of its team while reducing the environmental footprint.

Ethmar International has always been committed to being socially responsible and respects the social dimension associated with its activities.

PRODUCTS & QUANTITIES PER YEAR

- + Mangoes (Keit) / 150t
- + Mangoes (Naomi) / 100t
- (other varieties) / 50t
- + Grapes (Prime) / 100t
- + Grapes (Starlight) / 50t
- + Grapes (Flame) / 200t
- + Grapes (Red globe) / 150t
- + Grapes (Sugraone) / 100t
- + Strawberries (S. Sensation) / 100t
- + Strawberries (Fortuna) / 100t
- + Strawberries (Festival) / 200t

CERTIFICATIONS

- + GLOBALG.A.P.
- + SMETA

GROWING REGION

- + Behaira
- + Ismailia

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EGYPT

Global Veg Egy For Export



Global Veg Egy For Export specializes in growing, packing, marketing and shipping fresh and delicious vegetables from Egypt.

Since its establishment in 2018, Global Veg Egy For Export, has been committed to offering a wide range of fresh & delicious produce that also meets the highest agricultural and social standards.

The Global Veg Egy For Export team, welcomes you to the world of Egyptian fresh produce and looks forward to establishing new business relations!



PRODUCTS & QUANTITIES PER YEAR

- + Snow peas, sugar snaps & green beans / 122t
- + Green & fresh dry garlic / 400t
- + Fresh dry onions / 300t
- + Sweet potatoes / 100t

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP
- + SMETA

GROWING REGION

- + Ismailia in North-Eastern Egypt
- + Minya Governorate in Upper Egypt
- + Gharbia Governorate in Northern Egypt



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EGYPT

Moorgate Trade



Moorgate Trade is one of Egypt's leading producers and exporters of both organic and conventional fruits and vegetables. Moorgate sees the organic practice as fundamental to preserve ecological diversity and the resources made available as well as for the safety and quality of food production. In order to ensure the flow of goods internationally, Moorgate also works closely with many well-known local producers in different areas of Egypt.

The products are processed and packaged in the company's own facility and exported to several local ports or to various European countries using distribution logistics.

Moorgate is constantly striving to improve operational processes, be it in terms of production, logistics, quality or service, with the sole aim of serving their customers with high quality products and with the utmost care.

PRODUCTS & QUANTITIES PER YEAR

- + Onion (red and yellow) / 1,500t
- + Garlic (red) / 500t
- + Sweet potatoes (Beauregard) / 250t
- + Spring onion / 150t
- + Beans, mangetout, peas / 150t
- + Oranges (Valencia) / 300t
- + Grapes (Early Sweet, Superior, Flame) / 250t
- + Strawberries / 50t

CERTIFICATIONS

- + GLOBALG.A.P
- + GRASP
- + ORGANIC EU
- + ISO 9001

GROWING REGION

- + Minya
- + Bani Sweef
- + Fayoum
- + Bahira

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EGYPT



Treetops is a grower & exporter of table grapes with family history in the agribusiness that goes back to 1960. The company grows white, red and black seedless grapes with several varieties planted and new ones in the pipeline, utilizing Egypt's comparative advantage in table grapes cultivation.

Treetops currently exports its grapes to a few of the most prominent supermarkets/retailers/importers in the United Kingdom, Germany and the Netherlands.

Treetops is committed to always deliver high-quality fresh produce with a focus on food safety international standards and social responsibility.

PRODUCTS & QUANTITIES PER YEAR

- + Grapes white seedless (Early Sweet/ Sugraone)
- + Grapes red seedless (Flame, Starlight, Crimson)
- + Grapes black seedless (Maylen/ Inia one)

Total export volume: 1,000t

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP
- + SMETA
- + BRC

GROWING REGION

- + Cairo Alexandria Desert Road Area
- + South Tahrir
- + Nile Delta

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EGYPT

Grace Organic Farms



Grace Organic Farms is a three-year-old 2000 acres certified organic farm located in Gomoa Amanful in the Gomoa West District of the central region of Ghana. The farm is owned by Rainbow Consolidated Limited and trading as Grace Organic Farms. They produce three varieties of organic pineapple (sugar loaf, smooth cayenne and MD2) and coconut.

It is their mission to strive to be the number one organic producers in Ghana to empower people, reduce inequality and promote economic development. Their partnership across the region reflects their passion for and commitment to the sustainable production of organic produce. At Grace Organic Farms they have a vision to create mutually beneficial relationship and endeavor to be sustainable.

PRODUCTS & QUANTITIES PER YEAR

- + Pineapples / 600t
- + Coconuts (organic in process) / 200t

GROWING REGION

- + Central Region

CERTIFICATIONS

- + GLOBALG.A.P. (in process)
- + ORGANIC EU
- + FAIRTRADE

ADDRESS

Grace Organic Farms
No. 24 Duchessville,
2nd circular road
Accra
Ghana
www.gracefarmsggh.com

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GHANA

Kwafre Farms



Kwafre Farms is a privately owned farm in Ghana, West Africa with focus on the production of high-quality, tasty, sun-ripe mango fruits. They have highly qualified agronomists and other skilled staff focused on producing fruits safely and responsibly. Their 400 acres mango farm is GLOBALG.A.P.-certified and they produce 700 tons annually with Keit and Kent as main varieties. Harvesting period is from May-August each year with fruit sizes between "count 6 to count 10" in a pack with average weight being 400-700g.



The company currently sells some fruits to 2 European-owned processors (Blue Skies and HPW) based in Ghana who sell the processed fruits to Europe. However, Kwafre plans exporting fresh fruits directly to EU. Kwafre Farms performs measures to support the environment and biodiversity, e.g. by adding and managing teak and acacia tree plantations on the farm site.

PRODUCTS & QUANTITIES PER YEAR

- + Mangoes
(Keit, Kent) / 700t

CERTIFICATIONS

- + GLOBALG.A.P.

GROWING REGION

- + Nkoranza,
Bono East Region



ADDRESS

Kwafre Farms
90 IPS Road,
East Legon,
Accra
Ghana

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GHANA

Chalar Farms



Chalar Farms Limited is a GLOBALG.A.P. certified and dynamic company focusing on the growing of herbs.

The company's production is located at the Chala lake at the border to Tanzania and with a low density of commercial export farming close to Chalar's premises. Chalar's production, handling, packing facilities and cold rooms meet international standards of health and safety and ensure its products constantly high quality.

Chalar Farms is your partner for high-quality herbs from Kenya.



PRODUCTS & QUANTITIES PER YEAR

- + Basil
- + Thyme
- + Tarragon
- + Chives
- + Rosemary
- + Sage
- + Lemongrass
- + Oregano

Total volume: 250t

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP

GROWING REGION

- + Taita-Taveta County



ADDRESS

Chalar Farms Limited
Madulu A Village,
Chala Ward, Taveta Subcounty,
Taita Taveta County,
Kenya

info@chalarfarms.com
www.chalarfarms.com

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KENYA

Fresh Approach



Fresh Approach has more than 20 years of experience growing and exporting quality fresh fruit and vegetables across Europe.

The company grows its produce in three main farms and it also works with small scale farmers, majority of them are women and young people to help them increase their livelihood options and earnings. The growers are aware of their environmental responsibility and production safety aspects which ultimately offers them higher yields. Its main crops are green beans: extra fine and fine, peas in pod as well as passion fruit. Fresh Approach also grows other crops according to the customer's demand. They have full control of the value chain from seed to the final product, ensuring high quality to its partners.

By working with Fresh Approach you are not only guaranteed quality produce, but you can also be confident that you are receiving a safe product, working with a reliable partner and supporting the livelihoods of over 2,000 rural households.

PRODUCTS & QUANTITIES PER YEAR

- + Extra fine / fine beans / 200 – 300t
- + Passion fruits (purple variety) / 60 – 80t
- + Snow peas / 50 – 60t
- + Sugar snaps / 40 – 50t

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP

GROWING REGION

- + Machakos
- + Kajiado
- + Kibwezi

ADDRESS

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KENYA

Goshen Farm Exporters



Goshen Farm Exporters is a Kenyan contractual grower, food processor and exporter. Established in 2010, the company has grown into a leading exporter, both organic and conventional fruits.

Goshen Farm Exporters focuses on an all inclusive sustainable business model where it contracts smallholder farmers to produce fruits in various geographical regions in Kenya. They are committed to build quality that lasts and this is achieved through rigorous extension services and support that is offered to its producers.

The company has also been able to get certifications that are a proof of their processes.

They strive to build long-lasting relationships because these are important for the company's future and the future of its producers.

PRODUCTS & QUANTITIES PER YEAR

- + Avocados (Fuerte) / 300t
- + Avocados (Hass) / 800t

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP
- + ORGANIC EU

GROWING REGION

- + Central Kenya
- + Lower Eastern Kenya
- + North Rift

ADDRESS

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www.goshen.co.ke

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KENYA

Lusoi Greens



Lusoi Greens is a family owned grower and exporter of herbs and vegetables from the central highlands of Kenya. This location provides rich and fertile soil in high altitude conditions that allows the company to consistently deliver high-quality herbs and vegetables. They focus on production of basil, tarragon, chives, dill, mint, sage, rosemary as well as grow and source beans, snowpeas, sugarsnaps, chillies and sweetcorn.

Lusoi Greens can supply consistent quantities and quality to European airports four times a week.

PRODUCTS & QUANTITIES PER YEAR

Herbs

- + Basil (Aroma 2) / 80t
- + Tarragon (French) / 20t
- + Chives / 20t
- + Spearmint / 40t
- + Rosemary / 40t
- + Dill / 16mt
- + Sage / 3.2mt

Vegetables

- + Fine beans / 280t
- + Snow peas / 200t
- + Broccolini / 200t
- + Chili / 48mt
- + Sweet corn / 24t

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP

GROWING REGION

- + Central Highlands Kenya

ADDRESS

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Kieni-East
Nyeri
Kenya
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www.lusoifarm.com

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KENYA

Coopérative Al Amal



Al Amal is a Moroccan cooperative specialized in the production of fresh and dried aromatic and medicinal plants. The cooperative was created in 1998 originally for the production of argan oil.

In 2015, the cooperative has launched a production project of organic Mint and Goji-berries on a total area of 27 hectares. The production site is based in the north of Morocco, only 14 km away from the European continent. This optimal geographic location allows the cooperative to deliver fresh products throughout the whole harvest season in highest quality to Europe.



PRODUCTS & QUANTITIES PER YEAR

- + Mint / 200t
- + Goji-berries / 80t
- + Fresh lemongrass / 6t

CERTIFICATIONS

- + ORGANIC (EU, US)

GROWING REGION

- + Larache, Morocco



ADDRESS

Al Amal
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Morocco

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MOROCCO

Agrícola Nuestra Tierra

Cultivemos
Nuestra Tierra

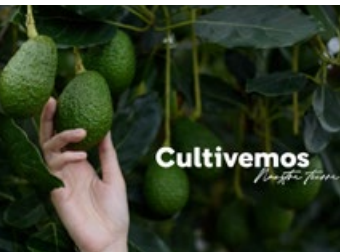


Agrícola Nuestra Tierra (Cultivemos) is a team of experts in the agroexport business with more than 14 years of technical hands-on experience.

They started their journey in 2008 working with groups of small organic growers in the north of Peru. In 2019, they decided to establish their own agroexport company to get more control over quality, reliability and sustainability.

From the beginning, the company mission was the development of their growers, team and clients, with a special focus in establishing strong and trustworthy business relationships all the way into the supply chain (bottom to top).

Quality assurance, flexibility & customer service are key in the company.



PRODUCTS & QUANTITIES PER YEAR

- + Avocados / 2,600t
- + Avocados / 600t
- + Mangoes / 3,000t
- + Mangoes / 300t
- + Ginger / 1,600t

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP
- + ORGANIC (EU, US)
- + SMETA

GROWING REGION

- + Piura
- + Lambayeque
- + La Libertad
- + Ancash
- + Junín



ADDRESS

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Urb El Recreo
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PERU

Agroexportadora Don Eloy – Agroexdel



Agroexportadora Don Eloy is a Peruvian family owned company, established in 2019 as a result of vertically integrating the foreign trade operations of the Don Eloy Group. The company has 40 years of experience in agricultural production and packaging in its estate. Agroexdel fulfills Don Eloy's family dream of bringing the best fruits from the dry tropics of Peru to every home in the world.

Don Eloy ensures food safety, control and supervision of the different stages of the production process and provides the client with a premium quality of products at a fair price. The company strives to achieve the best results and service through the responsible management of human resources and nature. Don Eloy is committed to the satisfaction of their customers and the safety of their goods – this is reinforced by having a logistics operator as a strategic partner. Currently, Don Eloy supplies its products to the United States, The Netherlands, Germany, Sweden and Panama.

PRODUCTS & QUANTITIES PER YEAR

- + Bananas / 1,350t
- + Limes (Key) / 3,850t
- + Limes (Tahiti) / 660t
- + Mangoes (Kent) / 120t

GROWING REGION

- + Chalcacala Alta, Sullana, Piura

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP
- + ORGANIC (EU, US)
- + SMETA (in process)
- + RAINFOREST ALLIANCE (in process)

ADDRESS

Agroexportadora Don Eloy SAC –
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PERU

Vancard Perú



Vancard Perú was founded in 2019 to improve the economic conditions of farmers in the Central Forest of Peru. They are committed to generate added value and to promote the industrialization of agricultural products for export. Vancard continually strives to establish high standards in the areas of traceability, food safety, organic supervision and well-being for its workers.

The company grows, processes, sells and exports high quality organic products from their own fields and agricultural communities who they work with and who are their strategic partners. The company consists of producers with experience in the production of ginger and turmeric; and a staff of professionals specialized in agro-export and quality systems to generate its sustainability. Vancard Perú is proud to operate in an ethical way that supports local farmers and improves the quality of life for surrounding communities while remaining committed to environmental responsibility.

PRODUCTS & QUANTITIES PER YEAR

- + **Ginger** / 1,600-1,800t
- + **Turmeric** / 800-1,000t
- + **Baby bananas** / 120-140t

GROWING REGION

- + Pichanaqui, Junín
- + Satipo
- + Rio Negro

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP
- + ORGANIC (EU, US)
- + SMETA
- + BRC

ADDRESS

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PERU

La Casà Fruits

supported by GIZ



La Casà Fruits was created in 2020 by young Senegalese, with the aim of transforming the local agricultural products and protecting the country's environment. The priority of the company is therefore the quality of their products for the benefit of the people and the environment.

The company specialises in the export of fresh mangoes, by sea and by air. It has two sites, one in the Niayes area and one in Casamance, nicknamed the "granary of Senegal" and known for its extraordinary potential, its magnificent vegetation and its population, who has preserved their authentic traditional values. The Senegalese mango is famous for its purple-red colour and orange-yellow flesh that is very tasty, juicy and without fibres. The mango season in Senegal runs from June to August.



La Casà Fruits is committed to quality, sustainable and organic agriculture, fair trade and CSR, which is reflected in several certifications. La Casà Fruits also exports dried mangoes and cashew nuts.



PRODUCTS & QUANTITIES PER YEAR

- + Mangoes (Kent) / 450t
- + Mangoes (Kent) / 250t

GROWING REGION

- + Niayes
- + Casamance

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP
- + ORGANIC EU
- + SMETA (in process)

ADDRESS

La Casà Fruits
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SENEGAL

Aronia (TM Orchards of Prykarpattia)



The dream of one family to create a quality product for many Ukrainian families from the West to the East came true 10 years ago. Now its orchards are so big that they are ready to share its tasty, fresh and juicy products with the whole world.

Aronias' orchards are located in an ecological clean area in the heart of Prykarpattia. Every year, the company is developing more by learning the know-how from European experts. The overall goal of the company remains to benefit from the gifts of Mother Earth in order to benefit all families while preserving nature.



Aronia has 120 hectares of orchards that are located very close to four European borders which makes it easy to deliver an exceptionally fresh and tasty apple, an apple grown with love, an apple - a small piece of Ukraine!

PRODUCTS & QUANTITIES PER YEAR

- + Golden Delicious / 700t
- + Gala Schniga / 600t
- + Gala Must / 100t
- + Fuji / 300t
- + Jeromine / 100t
- + Granny Smith / 100t
- + Jonagold / 700t
- + Champion / 500t

CERTIFICATIONS

- + GLOBALG.A.P. (in process)
- + ISO 22000

GROWING REGION

- + Snyatyn, Ivano-Frankivsk region



ADDRESS

PC Aronia,
Orchards of Prykarpattia™
44 Gogolya St.,
Snyatyn,
Ivano-Frankivsk region,
78301
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UKRAINE

Family Garden



Family Garden is the biggest organic blueberries farm in Ukraine. In 2017, the company started with planting its first 17 ha of organic blueberries. They are now growing organic blueberries on over 155 hectares. Their focus is to provide their clients with top quality produce in a sustainable manner.

Family Garden is built with social responsibility and innovation in mind. They constantly improve every stage of the production with a careful outlook on the environment.

PRODUCTS & QUANTITIES PER YEAR

- + **Blueberries** / 750t (plastic or carton container 125 g / 250 g / 500 g / 2,5 kg)

GROWING REGION

- + 4 km of organic blueberry fields along the Zdvizh river delta in Kyiv region

CERTIFICATIONS

- + GLOBAL.G.A.P.
- + GRASP
- + ORGANIC EU
- + SMETA
- + BRC

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UKRAINE

Molodizna Agrarna Spilka (TM Oh my Garden)



Molodizna Agrarna Spilka (Oh My Garden!) is a modern Ukrainian company that grows delicious apples. Its orchard has been founded in 2015 and nowadays it has more than 48 hectares with ambitious expansion plans.

In Ukraine, they are located in an ecologically clean area of Bukovina. Between the cities of Vynnytsa and Chernivtsy, near the mighty river Dnister.

They grow Gala, Golden and Red Jonaprince. It is Oh My Garden's decision to excel at something small. Being certified and carefully selecting bio approved nutrients ensures healthy and delicious apples for your customers.

PRODUCTS & QUANTITIES PER YEAR

- + Gala / 700t
- + Golden / 800t
- + Jonaprince / 1,200t

CERTIFICATIONS

- + GLOBAL.G.A.P.

GROWING REGION

- + Chernivtsy obl

ADDRESS

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UKRAINE

Sadyi Dnepra (TM UApple)

Hall 7.2a B20



UApple was founded in 2016 and is the largest grower and exporter of apples and pears in south of Ukraine. UApple is striving for the highest European standards of good agricultural practices while respecting social standards.

They are one of the first apple growers in Ukraine to be certified with GLOBAL.G.A.P., GRASP and FSA which are renewed yearly. The products grown in the UApple orchards are sold not only in local supermarket chains but are also exported to the EU countries, Asia and the Middle East.



PRODUCTS & QUANTITIES PER YEAR

- + Apples / 5,000t
- + Pears / 400t
- + Corn, sunflower seeds, rape seeds / 600t

CERTIFICATIONS

- + GLOBAL.G.A.P.
- + GRASP
- + FSA

GROWING REGION

- + Dnipro



ADDRESS

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UKRAINE

Hoang Phat Fruit

supported by GIZ



HOANG PHAT FRUIT



Established in 2012, Hoang Phat Fruit is experienced in importing and exporting agricultural products, especially fresh fruits of all kinds. Being one of the leading fruit exporters, Hoang Phat is proud to be the largest fresh dragon fruit exporter in Vietnam, exporting to various markets such as China, Australia, Korea, Singapore, and a number of European countries.

Hoang Phat gives support to local farmers in order to bring out the highest quality in their products. The motto "Customer satisfaction is the measure of success" motivates the team to improve everyday in all aspects of Hoang Phat Fruit's products and services towards the primary goal of becoming the first band chosen and trusted by customers. Following the strict requirements of the market, Hoang Phat Fruit always actively innovates its technology to reach highest standards of quality, credibility, safety and efficiency.



PRODUCTS & QUANTITIES PER YEAR

- + Yellow elephant mangoes / 400t
- + Green elephant mangoes / 500t
- + White flesh dragon fruits / 2,000t
- + Red flesh dragon fruits / 3,000t
- + Cat Chu mangoes /200-300t



CERTIFICATIONS

- + GLOBALG.A.P.
- + HACCP
- + SMETA
- + ISO 9001

GROWING REGION

- + Long An province
- + Mekong delta area such as
Tien Giang, Dong Thap, Ben Tre,
An Giang, Kieng Giang provinces

ADDRESS

Hoang Phat Fruit Co., LTD
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VIETNAM



Seasonal Calendar: Fruits

FRUITS	VARIETY/TYPE	PARTNER COUNTRY	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Apples	Fuji / Gala / Golden delicious	UA	■	■	■	■	■	■	■	■	■	■	■	■
	Red Chief / Red Jonaprince	UA	■	■	■	■	■	■	■	■	■	■	■	■
Avocado	Fuerte / Hass	KE	■	■	■	■	■	■	■	■	■		■	■
	Hass	CO	■	■	■	■	■	■	■	■	■	■	■	■
	Hass	PE					■	■	■					
Baby bananas		EC	■	■	■	■	■	■	■	■	■	■	■	■
Banana	Cavendish	CO, EC, PE	■	■	■	■	■	■	■	■	■	■	■	■
Blueberries		EC	■	■	■	■	■	■	■	■	■	■	■	■
		UA						■	■	■	■			
Goji berries		MO					■	■	■	■				
Grapes	Arra 15 / Arra 32	CO	■	■									■	■
	Black / Red globe	EG					■	■	■	■	■			
	Crimson / Red globe	CO	■	■										■
	Green, red & white seedless	EG					■	■	■	■	■			
Guanabana		EC	■	■	■				■	■	■	■	■	■
Guava		EG	■	■	■	■	■	■	■	■	■	■	■	■
Lemon		EG	■	■	■	■							■	■
Lime	Key	PE	■	■	■	■	■	■	■	■	■	■	■	■
	Sutil	PE	■	■	■	■	■	■	■	■	■	■	■	■
	Tahiti	CO, PE	■	■	■	■	■	■	■	■	■	■	■	■
Mandarin		EG	■	■	■	■	■	■	■	■	■	■	■	■
	Murcott	PE						■	■	■	■			
	Satsuma	PE			■	■	■	■						

CI Côte d'Ivoire
CO Colombia
EC Ecuador

EG Egypt
GH Ghana
KE Kenya

MO Morocco
PE Peru
UA Ukraine

■ High season
■ Low season
■ Products in organic quality

Seasonal Calendar: Fruits

FRUITS	VARIETY/TYPE	PARTNER COUNTRY	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Mango	Ataulfo	EC									■	■	■	
	Edward	PE										■	■	■
	Keitt	CI					■	■	■					
		CO	■	■	■	■	■	■	■	■	■	■	■	■
		EC											■	■
		EG						■	■	■	■	■	■	
		GH				■	■	■						
	Kent	CI				■	■	■						
		CO				■	■							
		EC									■	■	■	■
		EG						■	■	■	■	■	■	
		GH	■	■		■	■	■					■	■
		PE	■	■										■
	Naomi	EG							■	■	■	■	■	
Mangosteen	Tommy Atkins	CO	■	■	■	■	■	■	■	■	■	■	■	■
		CO	■	■	■	■	■	■	■	■	■			■
Melon	Charentais / Watermelon	EG					■	■	■	■				
Muskmelon	Cantaloupe-Melone	UA							■	■	■			
	Galia	UA							■	■	■	■		
Nectarine		UA						■	■	■	■			
Oranges	Naval / Valencia	EG	■	■	■	■	■	■	■	■	■	■	■	■
Papaya	Famosa / Maradol	CO	■	■	■	■	■	■	■	■	■	■	■	■
	Hawaii / Solo	EC	■	■	■	■	■	■	■	■	■	■	■	■
	Solo	GH	■	■	■	■	■			■	■	■	■	■
	Taiung	CO	■	■	■	■	■	■	■	■	■	■	■	■
Passion fruit	Granadilla	EC	■	■	■	■	■	■	■	■	■	■	■	■
		PE						■	■	■	■	■	■	■
	Gulupa	CO	■	■	■	■	■	■	■	■	■	■	■	■
	Maracuya	EC	■	■	■	■	■	■	■	■	■	■	■	■
	Tumbo	PE						■	■	■	■	■	■	■

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■ High season
■ Low season
■ Products in organic quality

Seasonal Calendar: Fruits

FRUITS	VARIETY/TYPE	PARTNER COUNTRY	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Peach		EG												
		UA												
Physalis	Diff. varieties	CO												
		EC												
Pineapple	Golden	PE												
	MD2	CI, EC, GH												
		CO												
		PE												
	Smooth Cayenne	CI, GH												
	Sugar Loaf	CI, GH												
Pitahaya	Yellow variety	CO, EC												
		EC												
	Red variety	EC												
Plums		EC												
		UA												
Pomegranate	F116	EG												
	Wonderful	EG												
		PE												
Strawberries		CO												
		EG												
		UA												
Watermelon		UA												

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Seasonal Calendar: Vegetables

VEGETABLES	VARIETY/TYPE	PARTNER COUNTRY	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Asparagus		EC	■	■	■	■	■	■	■	■	■	■	■	■
		EG		■	■	■	■	■	■	■				
Baby Eggplant		EG	■	■	■	■	■	■	■	■	■	■	■	■
Beetroot		UA									■	■	■	■
Bell pepper	Red, yellow, green, orange	EG	■	■	■									■
		UA						■	■	■	■			
Broccoli	Multicoloured	EG	■	■	■	■	■	■	■	■	■	■	■	■
		EG	■	■	■	■	■	■	■		■	■	■	■
Cabbage		EG	■	■	■	■	■	■	■	■	■	■	■	■
Carrots		UA			■	■	■	■	■					■
Cauliflower		EG	■	■	■									■
Chili		PE	■	■						■	■	■	■	■
	Chilli pepper	GH	■	■	■	■	■	■	■	■	■	■	■	■
	Chilli pepper (red, green, yellow)	EG		■	■	■	■	■	■	■	■	■		
	Hot pepper	EG	■	■	■							■	■	■
Courgette		EG	■	■	■	■	■	■						
Cucumber		EG	■	■	■	■	■	■	■	■	■	■	■	
Eggplant		EG	■	■	■	■	■	■	■	■	■	■	■	■
Fine beans		EG	■	■	■	■	■	■				■	■	■
		KE	■	■	■	■	■	■	■	■	■	■	■	■
Garlic		EG		■	■	■	■							
		PE	■	■	■						■	■	■	■
Ginger		CO, PE	■	■	■	■	■	■	■	■	■	■	■	■
		EG	■	■	■	■								

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Seasonal Calendar: Vegetables

VEGETABLES	VARIETY/TYPE	PARTNER COUNTRY	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Green Onion		EG	■	■	■							■	■	■
Iceberg lettuce		EG	■	■	■	■	■						■	■
Okra		EG	■	■	■	■	■	■	■	■	■	■	■	■
		GH	■	■	■	■	■	■	■	■	■	■	■	■
Onions	Red, white, yellow variety	EG			■	■	■							
	White	PE	■	■	■	■	■	■				■	■	■
		UA							■	■				
Paprika		PE	■	■							■	■	■	■
Peas	Sugar snap / Mangetout	EG	■	■	■									■
Potatoes		EG	■	■	■	■	■	■	■					■
		UA								■	■	■		
Pumpkin		EG	■	■	■	■	■	■	■	■	■	■	■	■
	Hokkaido	UA									■	■	■	■
Spinach		EG	■	■	■	■	■	■	■	■	■	■	■	■
Spring Onion		EG	■	■	■							■	■	■
Sugar Snap Pea	Mangetout	EG	■	■	■								■	■
		KE	■	■	■	■	■	■	■	■	■	■	■	■
Sweet potato	Batatas	UA									■	■	■	
	Orange-fleshed varieties	GH	■	■	■	■	■	■	■	■	■	■	■	■
		EG	■	■	■	■	■	■	■	■	■	■	■	■
		PE	■	■	■	■	■	■	■	■	■	■	■	■
Tomato	Cherry	EG	■	■	■	■	■	■	■	■	■	■	■	■
		EG	■	■	■	■	■	■	■	■	■	■	■	■
		UA							■	■	■	■		
Turmeric		PE	■	■	■	■	■	■	■	■	■	■	■	■
Yam		CO, EC	■	■	■	■	■	■	■	■	■	■	■	■
	Puna	GH	■	■				■	■	■	■	■	■	■
	White	GH	■	■	■	■	■	■					■	■
Mushrooms	Shitake / Enoki / Eryngii	UA	■	■	■	■	■	■	■	■	■	■	■	■

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Seasonal Calendar: Herbs

HERBS	VARIETY/TYPE	PARTNER COUNTRY	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Basil		CO, EC, KE, MO	■	■	■	■	■	■	■	■	■	■	■	■
		EG	■	■										■
Chives		EC, KE, MO	■	■	■	■	■	■	■	■	■	■	■	■
		EG	■	■	■								■	■
Coriander		EG, KE, MO	■	■	■	■	■	■	■	■	■	■	■	■
Dill		EG	■	■	■	■	■	■	■	■	■	■	■	■
		KE, MO	■	■	■	■	■	■	■	■	■	■	■	■
Estragon		CO, KE, MO	■	■	■	■	■	■	■	■	■	■	■	■
Mint		CO, KE, MO	■	■	■	■	■	■	■	■	■	■	■	■
	Peppermint / Spearmint	EG	■	■	■	■	■	■	■	■	■	■	■	■
Parsley		EG	■	■	■	■	■	■	■	■	■	■	■	■
		MO	■	■	■	■	■	■	■	■	■	■	■	■
Rosemary		CO, EG, KE, MO	■	■	■	■	■	■	■	■	■	■	■	■
Sage		CO, EG, KE, MO	■	■	■	■	■	■	■	■	■	■	■	■
Thyme		CO, EG, KE, MO	■	■	■	■	■	■	■	■	■	■	■	■

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Exhibition centre

MESSE BERLIN GMBH

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Opening times

Wednesday	February 8 2023	9.00 A.M. – 6.00 P.M.
Thursday	February 9 2023	9.00 A.M. – 6.00 P.M.
Friday	February 10 2023	9.00 A.M. – 4.00 P.M.



Notes

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Invitation

IPD **NETWORKING** EVENT

Thursday | 9 February 2023 | 5:30 p.m.

IPD Booth | Hall 25 | C-03

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