

Federal Ministry for Economic Cooperation and Development



Partners in Transformation Import Promotion Desk



# Berlin, 7–9 February 2024, Hall 25, Booth C03

# **IPD at Fruit Logistica 2024**

# Reliable suppliers for your business success!

IPD connects you with carefully selected producers from Brazil, Côte d'Ivoire, Colombia, Ecuador, Egypt, Ghana, Kenya, Morocco, Peru, and Ukraine.



# **IPD Networking Event**

Let's meet and talk! Thursday, 8 February 2024, 5:30 p.m. Hall 25, Booth C03

IPD team is looking forward to your visit!

Geolet ALLAN

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# Import Promotion Desk (IPD)

Your partner for sustainable business contacts

For more than 10 years, we have been supporting European importers in their search for fresh produce suppliers in selected partner countries and opening them up new procurement sources. Once again we have expanded our commitment and included Brazil in our matchmaking programme.

Now IPD can connect you with reliable producers of fresh produce in 10 partner countries – Egypt, Colombia, Ecuador, Côte d'Ivoire, Ghana, Morocco, Peru and Ukraine – now also in Brazil.

During intenisve fact-finding missions, we identified promising companies who show Brazil's great potential as supplier of fresh fruit & vegetabels. We are particularly happy to present the first IPD partner company from Brazil at Fruit Logistica 2024.

Like all companies in the IPD programme, the company has gone through a complex screening process. We carefully prepare all our companies 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.).

#### Our contact brokering is neutral and free of charge!

At FRUIT LOGISTICA 2024, we will introduce you to 33 evaluated suppliers from Brazil, Colombia, Côte d'Ivoire, Ghana, Ecuador, Egypt, Kenya, Morocco, Peru, and Ukraine.

Check out the high-quality fresh produce offer of our partners for yourself and visit us at **FRUIT LOGISTICA 2024** in **Hall 25 C03**.

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. IPD is funded by the Federal Ministry for Economic Cooperation and Development (BMZ) and part of the "Partners in Transformation – Business & Development Network", into which the BMZ programmes for economic actors are organised.

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



Partners in Transformation Import Promotion Desk

# IPD team



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# Matchmaking team at Fruit Logistica 2024



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Lydia Gerratt External IPD Consultant Mobile: + 44 795 876 99 39 gerratt@importpromotiondesk.de

Make an appointment 🔆

# **IPD partners**

IPD works with a network of international organisations in Europe and its 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.



#### Peru

Ecuador

CORPEI

https://corpei.org



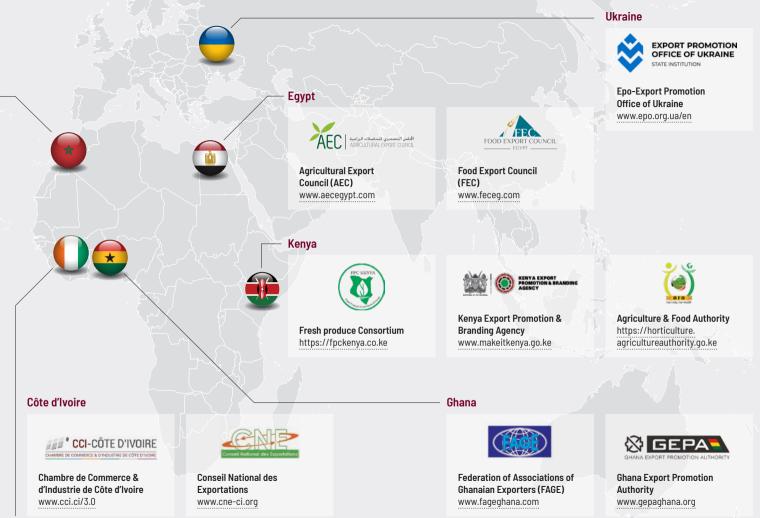
Asociación de gremios productores Agrarios del Perú agapperu.org/en



sierra y selva exportadora www.gob.pe/sse



Brazilian Association of Fruit and Fruit Products Exporters https://abrafrutas.org



# **Product finder**

# Fresh fruits

# Apples

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Sadyi Dnepra (Ukraine)	42
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### Avocados

Agrícola Nuestra Tierra 🖉	
(Peru)	37
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Barbatuska (Colombia)	. 13
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De Los Angeles Produce	
(Colombia)	. 15
Eco Fields Organics 🖉 (Kenya) .	32
Karakuta 🖉 (Kenya)	35
Qori Foods (Peru)	40
Terra Trading (Colombia)	. 16

Bananas Gezira United (Egypt)	
<b>Blueberries</b> Aaazuli Arandanos (Ecuador) 19 Qori Foods (Peru)	
<b>Coconuts</b> Etablissement-Bakayoko (Côte d'Ivoire)17	,

# Feijoas

Colombian Fruit Group 🖉	
(Colombia)	14

# Granadillas

Barbatuska (Colombia)
Colombian Fruit Group 🖉
(Colombia) 14

# Grapes

Farm Pick Fruit Export (Egypt)	24
Growell (Egypt)	26
Moorgate Trade (Egypt)	27
Sobek (Egypt)	28
Treetops (Egypt)	29

# Lemons

Farm Pick Fruit Export (Egypt) ..... 24

# Limes

Barbatuska (Colombia) 1	13
De Los Angeles Produce	
(Colombia) 1	15
Terra Trading 🖉 (Colombia)	16

#### Mandarins

Bcorp (Egypt)	23
Farm Pick Fruit Export (Egypt)	24
Growell (Egypt)	26

### Mangoes

Agrícola Nuestra Tierra 🖉	
(Peru)	37
Agronegocios Pina (Peru)	39
Colombian Fruit Group 🖉	
(Colombia)	.14
Duval Fruits (Brazil)	. 12
Farm Pick Fruit Export (Egypt)	24
Kwafre Farms (Ghana)	30

### Mangosteens

Colombian Fruit Group 🖉	
(Colombia)	14

# Oranges

Bcorp (Egypt)	23
Farm Pick Fruit Export (Egypt)	24
Growell (Egypt)	26
Moorgate Trade (Egypt)	27
Terra Trading (Colombia)	. 16
Passion fruits (groon)	

# Passion fruits (green)

Colombian Fruit Group 🖉	
(Colombia)	14

# Passion fruits (purple)

Barbatuska (Colombia)	13
Colombian Fruit Group 🖉	
(Colombia)	14
Passion fruits (yellow)	

Barbatuska (Colombia)	13
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# Pineapples

Agricola Karlita (Ecuador)	20
Savianas (Côte d'Ivoire)	18

# Pitahayas (red)

Colombian Fruit Group 🖉	
(Colombia)	

# Pitahayas (yellow)

Barbatuska (Colombia)	13
Colombian Fruit Group 🖉	
(Colombia)	14

# Pomegranates

Farm Pick Fruit Export (Egypt)	24
Sobek (Egypt)	28

# Strawberries

Moorgate Trade (Egypt)	27
Treetops (Egypt)	29

# Tamarillos

Barbatuska (Colombia) 1	3	
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# Zapotes

14

Colombian Fruit Group 🖉	
(Colombia)	14

# **Product finder**

# Fresh herbs

Basil Gervin Green Growers (Kenya) Karakuta (Kenya) Sobek (Egypt)	35	O G P S
Dill Sobek (Egypt)	28	Re Ka
Lemongrass Gervin Green Growers (Kenya) Sobek (Egypt)		Si Si Gi
Lovage Gervin Green Growers (Kenya)	34	Ta Ge
<b>Majoram</b> Gervin Green Growers (Kenya)	34	Ka Tl
Mint Gervin Green Growers (Kenya)		G
Karakuta (Kenya)	35	

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Sobek (Egypt)

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<b>Rosemary</b> Karakuta (Kenya) Sobek (Egypt)	
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<b>Thyme</b> Gervin Green Growers (Kenya) Sobek (Egypt)	

# Fresh vegetables

<b>Beans (fine)</b> Fresh Approach (Kenya)	33
Beans (green) Moorgate Trade (Egypt) Sunfruct (Morocco)	
<b>Broccoli</b> Nova Alimentos ∅ (Ecuador)	22
Cauliflowers Nova Alimentos (Ecuador)	22
Celery Sobek (Egypt)	28
Chili peppers Sunfruct (Morocco)	36

<b>Garden peas</b> Qori Foods (Peru)	40
Garlic	
Gezira United (Egypt)	
Moorgate Trade 🖉 (Egypt)	27
Sobek (Egypt)	
Ginger	
Agrícola Nuestra Tierra 🖉	
(Peru)	37
Qori Foods (Peru)	40

# Hokkaido

# Onions (red)

Gezira United (Egypt)	25
Moorgate Trade 🖉 (Egypt)	27
Sobek (Egypt)	28

# Onions (yellow)

Gezira United (Egypt)	25
Moorgate Trade 🖉 (Egypt)	27
Sobek (Egypt)	28

#### Snow peas Fresh Approach (Kenya) 33 Moorgate Trade (Egypt) 27 Spring onions Moorgate Trade (Egypt) 27 Sobek (Egypt) 28 Sugar snaps Fresh Approach (Kenya) . 33 27 Moorgate Trade (Egypt) Sweet corn Sadyi Dnepra (Ukraine) 42 Sweet peppers Sunfruct (Morocco) 36 Sweet potatoes Gezira United (Egypt) 25 Moorgate Trade (Egypt) 27 Sobek (Egypt) 28

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# **Duvale Fruits**







Duvale Fruits, originating from a family farm in the São Francisco Valley, became a company in 2019 with a mission oriented towards quality. Specializing in cultivating and growing a variety of high-quality mangoes, the company carries out sustainable practices and implements food safety measures. Having successfully practiced indirect exports to Europe and the US since its foundation, the company now aims for direct business relationships with global customers, assuring stringent international standards.

This transformation symbolizes dedication to excellence in the entire supply chain, product- and service-delivery. Modest in size, Duvale Fruits differentiates itself in quality and reliability, cultivating more than mangoes: trust and satisfaction in every business interaction.

#### Products & quantities per year

- Mangoes (Keit) / 80 t
- Mangoes (Kent) / 220 t
- Mangoes (Palmer) / 200 t
- Mangoes (Tommy) / 90 t

# Certifications

- GLOBALG.A.P.
- SEDEX SMETA
- TESCO NURTURE

#### **Growing region**

São Francisco Valley



# Address

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Barbatuska Colombia, was founded with the commitment to excellence in the export of fruits. They have a dedicated team of qualified employees who serve global markets with a focus on quality, sustainability, and reliability, supported by the certifications Barbatuska holds.

Their state-of-the-art processing, packaging, and transportation methods ensure freshness and safety. The company's unique selling proposition lies in the dedication to environmentally and socially responsible practices and their passion for delivering the freshest fruits to discerning customers around the world.

#### Products & quantities per year

- Passion fruits / 300 t
- Limes / 500 t
- Maracuyas / 150 t
- Physalis / 150 t
- Pitahayas / 150 t
- Granadillas / 150 t
- Avocados / 500 t
- Tamarillos / 100 t

### Certifications

- GLOBALG.A.P.
- SEDEX SMETA

### **Growing region**

- Cundinamarca
- Boyaca
- Huila



# **Colombian Fruit Group**

### Ø Product available in organic quality



Address Colombian Fruit Group Av. Calle 100# 11A-07 Bogotá Colombia fruits@colombianfruit.org www.colombianfruit.org

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Colombian Fruit Group is an organic enterprise that has grown and exports organic 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 fruit growers to obtain international certifications. With their assistance and guidance, they assure a wide variety of excellent organic certified fruit. Their objectives are 1°, expand grower families' fruit produce capacity by encouraging them into a better life quality by providing technology & tools to aid them in doing what

them into a better life quality by providing technology & tools to aid them in doing what they enjoy and know in a sustainable way & 2°, let costumers enjoy all year long new and more exotic fruits by constantly increasing their variety and production with international certifications. They like to work with planet recovery-conscious companies.

### Products & quantities per year

- 🔹 Granadillas 🖉 / 18 t
- Maracuyas 🖉 / 96 t
- 🔹 Gulupas 🖉 / 40 t
- Sweet Emeralds ∅ / 30 t
- Pitahayas (yellow) Ø / 38 t
- Pitahayas (red) ∅ / 10 t
- Avocados 🖉 / 22 t
- Mangoes ∅ / 48 t
- Mangosteens 🖉 / 12 t
- Zapotes 🖉 / 10 t
- Feijoas 🖉 / 20 t

# Certifications

• ORGANIC (EU, US)

### **Growing region**

- Caquetá
- Nariño
- Huila
- Antioquia
- Cauca
- Putumayo
- Santander



# **De Los Angeles Produce**







De Los Angeles Produce was established in 2015 in the city of Bucaramanga with the goal to export high quality fresh produce from Colombia to the world. They are part of a grower's association for limes in the region of Santander with control over the whole process from production to packing and shipping.

Through GLOBALG.A.P. and GRASP certification, De Los Angeles Produce assures good agricultural, environmental and social practices and guarantees the highest quality and 100% traceability of the products. At the moment, the company has 200 hectares of lime in full production. In addition to its own production, De Los Angeles Produce has formed longstanding strategic trusted partnerships with GLOBALG.A.P. certified avocado producers and packers in the regions of Antioguia and Tolima.

#### Products & quantities per year

- Limes / 2,500 t
- Avocados / 1,250 t

# Certifications

- GLOBALG.A.P.
- GRASP

### **Growing region**

- Santander (Limes)
- Antioquia & Tolima (Avocados)



#### Address

De Los Angeles Produce Torre 2, Local 14 Ecoparque Empresarial Natura Floridablanca Colombia www.delosangelesproduce.com

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#### IPD contact

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# **Terra Trading**







Terra Trading has the support of Central del Campo, a company dedicated to agricultural production. Terra Trading's packing house Packing Parnaso, allows them to guarantee the traceability and the fruit supply, to provide a transparent and personalized business relationship, in order to deliver oranges, limes, and avocados, with the size, colour, flavor, and food safety required.

Colombia, with its privileged weather and fertile land, is an ideal location for cultivating Terra Trading's products. With over 10 years of experience in the international market of fresh produce, Terra Trading is dedicated to maintaining traceability for their products at every step of the supply chain.

#### Products & quantities per year

- Limes ∅ / 4,784 t
- Oranges / 2,000 t
- Yams / 1,000 t
- Advocados (Hass) / 500 t

# Certifications

- GLOBALG.A.P.
- ORGANIC EU

### **Growing region**

- Valle del Cauca
- Risaralda
- Quindio
- Caldas
- Antioqiuia
- Nariño
- Cauca



#### Address

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#### IPD contact

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# **Etablissement-Bakayoko**

Hall 26 | D-80



#### Address

Etablissement-Bakayoko 09 bp 421 Abidjan 09 Abidjan, Côte d'Ivoire

#### Contact

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Etablissement-Bakayoko is a young and dynamic company which focusses on the production, processing and sales of coconut products. Adherence to international quality standards 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 lvorian coconuts on its own research plot.

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

# Products & quantities per year

Coconuts / 1,200 t

# Certifications

- GLOBALG.A.P.
- GRASP

### **Growing region**

Sassandra, Côte d'Ivoire





# Savianas

Hall 26 | D-80





Savianas is a pineapple producer located in Côte d'Ivoire's pineapple hub Bonoua, dedicated to cultivating premium pineapples in the southeastern region of the country. Established with a commitment to excellence, Savianas is deeply rooted in the lush agricultural landscapes of Côte d'Ivoire, where the tropical climate and fertile soil contribute to the exceptional quality of their produce.

The pineapples are nurtured under the care of skilled agricultural experts, ensuring that each fruit meets the highest standards of quality and taste.

Savianas' pineapple farm in the southeastern region benefits from the region's unique climate, resulting in pineapples that boast a perfect balance of sweetness and juiciness. The company is dedicated to meeting the demands of local and international markets, providing a reliable source of top-tier pineapples.

#### Products & quantities per year

- Pineapples (Sugarloaf) / 850 t
- Pineapples (MD2) / 150 t

#### Certifications

• GLOBALG.A.P. (in process)

#### Growing region

• South-east of Côte d'Ivoire



Address Savianas BP 723 Bonoua Cote d'Ivoire

#### Contact

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#### IPD contact

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Cultivados en los

Andes Ecuatorianos

# Aaazuli Arandanos del Ecuador (llaru)



#### Address

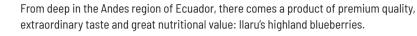
Aaazuli Arandanos del Ecuador S.A. Barrio Cananvalle S/N junto a finca Manuela Tabacundo, Ecuador www.ilaruec.com

Contact

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#### IPD contact

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The commitment with the consumer starts in the moment of planting. Ilaru's production process is highly technical which results in having less pests and diseases on the crops and allows a cleaner production free of residues.

The ethical process and high food safety measures have been certified with the GLOBALG.A.P. standard which ensures the quality of the product. Furthermore, Ilaru's promise to society has been validated by GRASP certification, fulfilling the objective of a responsible and sustainable production.

#### Products & quantities per year

• Blueberries (Emerald, Legacy, Biloxi) / 150 t

# Certifications

- GLOBALG.A.P.
- GRASP

# **Growing region**

• Tabacundo - 2,800 m.a.s.l.



# **BRANCE Agricola Karlita**





At Agricola Karlita, pineapples thrive with the benefits of natural microorganisms that assist the fruit in attaining an extended lifespan with a delightful and refreshing flavor.

Agricola Karlita is dedicated to enhancing the well-being of consumers. The company has initiated trials by substituting fungicides with beneficial microorganisms, yielding highly positive outcomes. Availability of 2 containers per week of calibers 5, 6, 7, and 8. Calibers 5, 6, and 7 are available in larger quantities. FOB options for maritime or air shipments are provided. The company's current certifications validate their commitment to rigorous standards in agricultural, environmental, human resources, and safety processes.

#### Products & quantities per year

• Pineapples / 2,350 t

### Certifications

- GLOBALG.A.P
- GRASP

#### **Growing region**

• Santo Domingo – Ecuador



#### Address

Agricola Karlita S.C.C. Via Quinindé km 28, Santo Domingo Ecuador www.agricolakarlita.com

Contact Ms. Karla Oñate Sales Phone: + 593 994 737 592 administracion@agricolakarlita.com

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#### Ø Product available in organic quality











Falusán is an agro-industrial family company founded in 2018 by two women who embarked on an agricultural journey to exploit the potential of their country and generate impact and visibility for women in agriculture in the province of El Oro. The company is a pioneer in that province and the first in the country to specialize in turmeric production with a high level of curcumin as a bioactive component.

Falusán is dedicated to boosting its internationalization through a sustainable management model, adding value, and managing initiatives that promote environmental preservation, gender equity, innovation, and circular economy.

Falusán holds the distinction of being the first company specialized in turmeric production in the country to offset its emissions, thereby becoming a "Carbon Neutral" company. Additionally, it has obtained the highest number of certifications in recognition of its commitment to excellence.

#### Products & quantities per year

• Turmeric 🖉 / 130 t

### Certifications

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

### **Growing region**

• Las Lajas / El Oro



Address Falusán Cía. Ltda Sitio San Luis Las Lajas - El Oro Ecuador contacto.agronegocios@falusan.com www.falusan.com

#### Contact

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# **Nova Alimentos**

#### Ø Product available in organic quality





Nestled in Ecuador's Highlands, Nova leverages its geographical advantage, cultivating Broccoli throughout the year. It is the only origin capable of planting, growing, and harvesting every week of the year. Positioned at 2,700 to 3,100 meters, the fields benefit from direct sunlight, yielding Broccoli with distinctive advantages: intense color, a slightly sweeter taste, and a crispier texture.

The high altitude, combined with a meticulous agricultural protocol, constant monitoring, and a full-time trained staff, ensures consistent high-quality produce. Full traceability tracks the journey from the fields to shipment. For more than 15 years, Nova Alimentos has been exporting premium broccoli to many markets around the world.

#### Products & quantities per year

- Broccoli 🖉 / 40,000 t
- Cauliflowers / 10,000 t

# Certifications

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

# **Growing region**

• Cotopaxi



#### Address

Nova Alimentos S.A. Panamericana Norte KM20 Lasso – Provincia Cotopaxi Ecuador www.nova.com.ec

Contact

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# Bcorp







Bcorp Trading Company is a family-owned business that specialises in the sustainable production and export of citrus. The company was launched in 2022 by the Elbadawy siblings to continue and develop the farm started by their father in 1985. Bcorp upholds a commitment to high-quality produce, international standards, and safe working conditions for their employees. Prioritizing worker well-being, the company fosters a positive working environment.

With a vision to address the global food security crisis, Bcorp aims to position itself as a comprehensive solution by optimizing the production and delivery of sustainable agricultural commodities from Egyptian farms to global markets.

#### Products & quantities per year

- Oranges (Valencia) / 5,000 t
- Mandarins (Murcott) / 300 t
- Oranges (Salustiana) / 300 t

### Certifications

- GLOBALG.A.P.
- GRASP
- SEDEX SMETA

### **Growing region**

• Nubaria



#### Address

Bcorp Trading Company Unit#7, 2<sup>nd</sup> floor, Lazurde Mall 8<sup>th</sup> District, Sheikh Zayed Giza Egypt info@bcorptrading.com www.bcorptrading.com

#### Contact

Mr. Mostafa Elbadawy Managing Partner Phone: + 20 100 000 16 58 mostafa@bcorptrading.com

#### IPD contact



# Farm Pick Fruit Export



#### Address

Farm Pick Fruit Export 9<sup>th</sup> zone, Sheikh Zayed City Giza Egypt www.farmpick-eg.com

Contact

Mr. Sherif Harraz Commercial Director Phone: + 20 106 696 17 11 sherif.harraz@frampick-eg.com

#### IPD contact

For more information please contact: Mario Martinez External IPD Consultant Mobile: + 34 695 686 307 mmartinez@importpromotiondesk.de







Since 1995, Farm Pick has nurtured superior fresh produce with a mission to produce premium quality fruits for the export market. What began as a modest farm near Sadat city, focusing on exceptional table grapes, has blossomed into a vast enterprise spanning 400 hectares of fertile land.

Diversifying their products to include citrus, pomegranates, and mangoes, Farm Pick sustains its unwavering commitment to cultivating only the finest fruits across all varieties it grows.

With a dedication to delivering excellence, the company strategically manages the entire supply chain, ensuring a seamless journey from their farm to the international markets. Committed to upholding the highest standards of safety and hygiene, Farm Pick strives for maximum compliance across all its processes, assuring constant top-tier produce and unparalleled customer service.

### Products & quantities per year

- Table grapes (Prime, Flame, Sugroane, Maylan, Crimson) / 1,200 t
- Oranges (Balady, Valencia) / 2,000 t
- Mandarins (Murrcot) / 600 t
- Lemons (Eureka) / 1,000 t
- Pomegranates (116, Wonderful) / 900 t
- Mangoes (Keit) / 600 t

# Certifications

- GLOBALG.A.P.
- GRASP

#### **Growing region**

- Cairo Alex desert road
- Sadat City
- Wadi Natroun



# **Gezira United**







As the 4<sup>th</sup> generation farming on the same land, the Badawy family takes a great pride in their agricultural heritage. In 2016, they launched Gezira United Company to expand their legacy and export their products worldwide.

Gezira United is a major producer of premium quality fresh fruits and vegetables in Egypt, with 120 acres cultivated using advanced farming techniques, overseen by a dedicated team of experts. Their farm and packing station are conveniently located minutes away from the Damietta port.

In terms of sustainability, they apply drip irrigation, use fully recyclable packaging material, with a storing & packing facility which is entirely solar powered and includes an automated sizing line.

Gezira United stands out by owning and controlling the whole process from seeding to shipping.

#### Products & quantities per year

- Bananas (Cavendish) / 600 t
- Garlic (purple) / 2,000 t
- Onions (yellow, red) / 2,000 t
- Sweet Potatoes (Beauregard) / 1,500 t

#### Certifications

- GLOBALG.A.P.
- GRASP

#### **Growing region**

• Damietta Governorate



#### Address

Gezira United for Agricultural Investment 8B St. 199, Maadi Cairo Egypt info@elgeziraunited.com https://geziraunited.com

#### Contact

Mr. Sherif Badawy Managing Partner Phone: +20 122 341 24 86 sherif@elgeziraunited.com

#### IPD contact



# Growell







Growell started production in 1989 and is proud to have been growing healthy crops for generations. They produce and export citrus and table grapes.

They grow their crops on healthy land with healthy farming and act as stewards of their land, caring for its health to support the consumer's health.

Growell applies the best agricultural standards ensuring the high quality of their products in compliance with the international food health and safety standards. Their products are produced in a responsible way as they are committed to providing a safe working environment to their team.

### Products & quantities per year

- Grapes / 480 t
- Oranges / 2,000 t
- Mandarins / 2,000 t

# Certifications

- GLOBALG.A.P.
- SEDEX SMETA

### **Growing region**

• Cairo Alex Dessert Road



Address Growell Tanboul Road Behera Egypt ali@elghandourfarms.com www.elghandourfarms.com

#### Contact

Mr. Aly El Ghandour Export Manager Phone: + 20 111 999 9301 ali@elghandourfarms.com

#### IPD contact



# **Moorgate Trade**







Moorgate Trade has firmly established itself as a leading figure in Egypt's agricultural sector, excelling in the production and export of organic and conventional fruits and vegetables.

With a steadfast commitment to ecological preservation and sustainable practices, they provide customers worldwide with a diverse range of safe, nutritious, and flavorful produce. Their products are grown on their farms and the farms of their partners, thus ensuring a robust supply chain while driving the growth of local communities.

At their state-of-the-art facility, their skilled team meticulously processes and packages their exceptional products, upholding the highest quality and social standards.

With streamlined logistics, Moorgate trade exports their goods to European ports, catering to the discerning palates of consumers across the continent.

#### Products & quantities per year

- Onions (red and yellow) ∅ / 1,500 t
- Garlic (red) 🖉 / 500 t
- Sweet potatoes / 250 t
- Spring onions / 150 t
- Beans, mangetout, peas / 150 t
- Oranges (Valencia) / 300 t
- Grapes (Early Sweet, Superior, Flame) / 150 t
- Strawberries / 50 t

### Certifications

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

# **Growing region**

- Minya
- Bani Sweef
- Fayoum
- Bahira



Address Moorgate Trade 8 Mohamed Ghazali Giza Egypt info@moorgatetrade.com www.moorgatetrade.com

Contact Mr. Taba N

Mr. Taha N. Sabeihi General Manager Phone: + 201 028 054 957 taha@moorgatetrade.com

#### IPD contact



# Sobek

#### Ø Product available in organic quality



Address Sobek for Agricultural Export 1 Al Faskya Street Cairo Egypt Phone: + 20 227 900 224 info@sobek-export.com www.sobek-export.com

#### Contact

Ms. Doaa Elseaudi Senior Export Manager Phone: + 20 102 890 8073 doaa.elseaudi@sobek-export.com

#### IPD contact

For more information please contact: Mario Martinez External IPD Consultant Mobile: + 34 695 686 307 mmartinez@importpromotiondesk.de







Sobek was established as a subsidiary to the renowned Badrawy Farms which is a family-owned business that has operated successfully within the agricultural industry since the 1920s.

Today, the Badrawy family aims at further expanding their exports to Europe with their premium products. Sobek values its role in the community and provides its workers with fair and decent working conditions. The farm has solar panels that provide up to 50% of its energy needs.

Sobek's purpose is to shorten the supply chain thus resulting in a more efficient business cycle, providing its customers with premium products with great value. With end-to-end control over the supply chain, Sobek ensures the highest quality for its customers worldwide.

### Products & quantities per year

- Table Grapes (Prime, Flame, Sugraone, Crimson) / 650 t
- Peaches (Florida) / 100 t
- Pomegranates (Wonderful, 116) / 80 t
- Onions (yellow, red) / 1,000 t
- Spring onions / 180 t
- Garlic / 200 t
- Sweet potatoes / 500 t
- Fresh herbs (e.g. parsley, dill, celery, thyme, basil, mint, rosemary, lemongrass) / 4t (monthly)

# Certifications

- GLOBALG.A.P.
- GRASP
- SEDEX SMETA

# **Growing region**

• Al Sharqiya











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. The Company also expanded its product portfolio to include strawberries.

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)
- In the pipeline: Sweet Celebration, Sweet Globe and Ivory
- Total export volume: 1,000 t
- Strawberries (Sweet Sensation, Fortouna, Briliance, Festival) / 100 t

# Certifications

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

#### **Growing region**

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



#### Address

Treetops 19 Abou El Feda St., Zamalek, 11211 Cairo Egypt info@treetops-trading.com www.treetops-trading.com

#### Contact

Mr. Amr El Beltagy Managing Director Phone: + 201 001 933 066 amr@treetops-trading.com

#### IPD contact



# **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) / 700 t

# Certifications

• GLOBALG.A.P.

#### **Growing region**

 Nkoranza, Bono East Region



#### Address

Kwafre Farms 90 IPS Road East Legon Accra Ghana

**Contact** Mr. James Boateng Phone: + 233 244 327 031 jameboats@yahoo.com

#### IPD contact



# Angaza Foods



#### Address

Angaza Foods Limited PO-Box 113-00521 South Airport Road Nairobi Kenya exports@angazafoods.com www.angazafood.com

#### Contact

Mr. Tonny Munga Director Phone: + 254 700 346 239 tonny@angazafoods.com

#### IPD contact

For more information please contact: Lydia Gerratt External IPD Consultant Mobile: + 44 795 876 99 39 gerratt@importpromotiondesk.de







Angaza Foods specializes in offering rain-fed organic avocados cultivated in the slopes of Mt. Kenya. Angaza Foods manages 42 hectares of organic avocado production, adhering to the GAP standards.

Harvesting is done when fruits are mature and with dry matter of 24.

Professional sorting and packing takes place at a facility in Thika, guaranteeing quality and uniformity in sizing. Avocado fruits that do not meet the quality standards are further processed into avocado oil, ensuring zero waste.

Angaza Foods provides avocados in sizes ranging from 14 to 22, packaged in 4 kg and 10 kg boxes. The company offers fruit production starting from March, a feature that distinguishes them from other companies.

#### Products & quantities per year

- Avocados (Hass) Ø / 960 t
- Avocados (Fuerte) Ø / 100 t

#### Certifications

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

### **Growing region**

• Embu, Central Kenya



# **Eco Fields Organics**

#### Ø Product available in organic quality



Eco Fields Organics founded in 2019, produces and exports EU Organic, GLOBALG.A.P., and GRASP-certified products grown in Kenyan central highlands. The company strives to minimize its carbon footprint and contribute to a greener future through sustainable organic production. They offer the highest quality products, environmental stewardship, social responsibility, and customer satisfaction. They are committed to offering flexible shipping options, and reliable delivery schedules. Their products are traceable, ensuring transparency and accountability from the farm to the table.





• Avocados (Hass) Ø / 300 t

### Certifications

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

# **Growing region**

• Kiambu County



Address Eco Fields Organics Kenya Ltd P.O.Box 4429-0100 City Square Nairobi Kenya https://ecofields.co.ke

#### Contact

Mr. George Muigai Managing Director Phone: + 254 725 443 332 george@ecofields.co.ke

#### IPD contact

For more information please contact: Jack Wilder External IPD Consultant Phone: + 44 78 3431 0594 wilder@importpromotiondesk.de





# **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.

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 / 200-300 t
- Snow peas / 50-60 t
- Sugar snaps / 40–50 t

# Certifications

- GLOBALG.A.P.
- GRASP

### **Growing region**

- Machakos
- Kajiado
- Kibwezi



#### Address

Fresh Approach Ltd. P.O.BOX 44357 - 00100 Kabansora Rd Nairobi Kenya info@freshapproachltd.com www.freshapproachltd.com

#### Contact

Mr. David W Muya Managing Director Phone: + 254 721 363 500 david@freshapproachItd.com

Ms. Catherine Muya Business Development Director Phone: + 254 722 331 082 catherine@freshapproachltd.com

#### IPD contact



# **Gervin Green Growers Farms**







Gervin Green Growers has been in the business of growing, packaging and exporting fresh herbs, fruits and vegetables for over 17 years in Kiserian and Bisil in Kaiiado County.

Gervin farm is home of the production of vegetables and herbs such as basil, mint, thyme, chilies, french beans and broccoli. They produce for both domestic and export markets in North Africa, mainland Europe and the U.K.

They have established an efficient and effective supply chain with their customers that will ensure timely delivery of quality products..

# Products & quantities per year

Basil / 375 t

- Mint / 50 t
- Thyme / 25 t

Rest combined is 50 t:

- Lemon grass
- Oregano
- Sage
- Lovage
- Tarragon
- Marjoram

### Certifications

- GLOBALG.A.P.
- GRASP
- SEDEX SMETA
- TESCO NURTURE

# **Growing region**

 Kiserian and Bisil in Kajiado County



∆ddress Gervin Farm P.O. Box 6438-00300 Kaiiado Kenya info@gervinfarm.com www.gervinfarm.com

#### Contact

Mr. Gerald Mokaya Mageto Director Phone: + 254 722 780 779 gerald@gervinfarm.com

#### IPD contact



# Karakuta Fresh Produce

#### Ø Product available in organic quality





Karakuta Fresh Produce is a horticultural company that specializes in production and export of avocados and fresh herbs. The farm began operations in 2018, planting its first avocado seedlings and today, the 180-acre farm has over 18,000 Avocado trees. The company owns and operates its own farms, giving it complete control over the entire process from seedling propagation, planting, harvesting, grading and packaging.

Karakuta practices sustainable farming techniques with a low carbon footprint, minimizes waste and practices energy-efficient farming. They also support women farmers in their communities to access better prices for their fruits through their flagship training, buy-back and profit transfer programs.

#### Products & quantities per year

- Avocados (Hass) Ø / 400 t
- Basil / 116 t
- Mint / 3 t
- Rosemary / 7.6 t
- Tarragon / 3 t

# Certifications

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

### **Growing region**

• Juja, Kiambu County



#### Address

Karakuta Fresh Produce Limited P.O. Box 53104 – 00200 Ridgeways Drive Nairobi Kenya info@karakutafarm.co.ke www.karakutafarm.co.ke

#### Contact

Ms. Grace Ngungi CEO Phone: + 254 722 516 878 gngungi@karakutafarm.co.ke

#### IPD contact



# SVNFRVCT Sunfruct





Sunfruct 5 Imm Adrar1 Bd 11 Kanvier Agadir Morocco info@sunfruct.com www.sunfruct.com

Contact

Mr. Mbark Kaffa Director Phone: + 21 266 123 68 00 kaffa@sunfruct.com

Mr. Hicham Boulaalam Sales Manager Phone: + 21 266 040 56 90 hicham@ygran.com

#### IPD contact

For more information please contact: Ferry Böhnke External IPD Consultant Mobile: + 49 177 245 1670 boehnke@importpromotiondesk.de







Sunfruct specializes in supplying the market with high quality fresh fruits and vegetables. The company has its own farm and supplies from selected small farmers that are aggregated into a cooperative. They value the importance of integrating the community in their work and contributing to their social and economic development. Suncfruct's quality team works closely with their farmers and workers to ensure that the international standards and to guarantee the quality of the products. The company is also conscious of the importance of preserving the environment and the limited water resources and consciously choose the healthiest and best producing plants adapted to their regional ecosystem.

Their top priority is to supply the market with the freshest products of the highest quality. Sunfruct controls the complete cycle of their products from the farms to the packaging until the final delivery to the customers. The company values the importance of providing an excellent service to their customers that enable sustainable relationships. Sunfruct's moto is always to deliver quality on time, every time.

# Products & quantities per year

- Sweet peppers / 1,200 t
- Chili peppers / 16 t
- Green beans / 50 t
- Hokkaido / 200 t

### Certifications

- GLOBALG.A.P.
- GRASP
- BRC

# **Growing region**

Souss Massa

# Cultivemos

# Agrícola Nuestra Tierra

# Ø Product available in organic quality







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

# Certifications

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

# **Growing region**

- Piura
- Lambayeque
- La Libertad
- Ancash
- Junín



### Address

Agrícola Nuestra Tierra S.A. Cal. Colombia 113 Int. 301 Urb El Recreo Trujillo Perú www.cultivemos.pe

# Contact

Mr. Luis Cristobal Commercial Manager Phone: + 51 987 831 230 luis.cristobal@cultivemos.pe

Mr. Jim Ruiz Garcia CEO Phone: + 51 943 777 113 jim.ruiz@cultivemos.pe

### IPD contact

# Ø Product available in organic quality

# AgroAndino 🐓









AgroAndino is the pioneer in growing organically certified physalis (Golden berries) and the largest exporter of this fruit in Peru. Their goldenberry, whose seeds come from a wild plant, is their own selected "San Pablo" variety with a very attractive sweet and sour taste. AgroAndino was founded in 2006 to achieve fair rural economic development in the northern Andes of Peru, strengthen small farmer organizations and provide formal work for employees. Building capacity for their small farmers is their goal for sustainable organic and regenerative agriculture.

Long-term cooperation with their growers enables trusting cooperation and planning of production. Their physalis are available all year round. They offer the fruits peeled and unpeeled (unpeeled in boxes of 3.2 kg or baskets of 100 g, in boxes of 0.80 or 1.2 kg; peeled in clamshells, filled with 150 g, in boxes of 3 kg).

Their GLOBALG.A.P. and BRC certifications support the traceability and quality of their products.

# Products & quantities per year

• Physalis (Golden berries) ∅ / 650 t

# Certifications

- GLOBALG.A.P.
- GRASP
- ORGANIC EU
- SEDEX SMETA
- BRC
- BIOSUISSE

# **Growing region**

• Cajamarca



Address AgroAndino SRL Av. Emilio Cavenecia 389 San Isidro, Lima Peru www.agroandino-peru.com

### Contact

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### IPD contact

For more information please contact: Dana Chahin External IPD Consultant Mobile: + 57 316 471 0523 chahin@importpromotiondesk.de



# **Agronegocios Pina**









Agronegocios Pina is a family farm with more than 70 years experience in the fruit business, cultivating their own mango and avocado plantations close to the town of Moro, Peru. Agronegocios Pina has now decided to expand the business seeking strategic allies to supply their high-quality fruit directly from farm to customers in international markets.

To meet the nutritional and water requirements of avocado plants and at the same time preserve local natural resources, they have technified the irrigation systems and build their own organic lab of fertilizers made with in-house raw materials. The climate of the valley, allowed them to develop, over time, a unique pruning process

for mango, postponing the harvest until April, being the last to harvest in the Peruvian mango campaign. Furthermore, Agronegocios Pina maintains a close relationship with the surrounding community and provides income opportunities for local families.

# Products & quantities per year

- Avocados (Hass) 🖉 / 200 t
- Mangoes / 150 t

# Certifications

- GLOBALG.A.P.
- ORGANIC (EU, US)

# **Growing region**

• Ancash

#### Address

Agronegocios Pina A.A.H.H. Callalaboca Vinchamarca Lt. 17, Moro, Santa Ancash Perú www.agronegociospina.com

# Contact

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### IPD contact

# **OORT FOODS Oort Foods**







Qori Foods is an agroindustrial family-owned company situated in the highlands of Caraz, Peru. They specializes in the cultivation and export of fresh fruits and vegetables. The product range includes blueberries, avocados, garden peas, and ginger.

With a commitment to sustainable and ethical farming practices, Qori Foods employs production techniques to ensure both the quality of their produce and the preservation of the surrounding environment.

The company boasts a highly skilled and dedicated team committed to delivering top-quality products and services.

# Products & quantities per year

- Blueberries / 500 t
- Garden peas / 400 t
- Avocados (Hass) / 400 t
- Ginger / 400 t

# Certifications

- GLOBALG.A.P.
- BRC

# **Growing region**

• Caraz - Ancash



#### Address

Qori Foods SAC Calle Conde de la Monclova nro 315 office 301 San Isidro - Lima Lima Perú https://qorifoods.com

#### Contact

Ms. Pierina Sotomayor Commercial Manager Phone: + 51 966 123 659 comercial@qorifoods.com

Ms. Aracely Pardo Sales Manager Phone: +51980 469 256 comercial1@qorifoods.com

#### IPD contact

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# OH MY GARDEN!

# Molodizna Agrarna Spilka (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 Vynnitsa 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 / 700 t
- Golden / 800 t
- Jonaprince / 1,200 t

# Certifications

• GLOBALG.A.P.

# **Growing region**

· Chernivtsy obl



#### Address

Molodizna Agrarna Spilka (Oh my Garden!) TOV Bohdana Hmelnitskogo str. 1 Novoalekseevka village Chernivtsy obl. Ukraine info@ohmygarden.com.ua www.ohmygarden.com.ua

### Contact

Mr. Alexander Bychkov International Sales Phone: + 380 503 120 343 a.bychkov@mas.net.ua

### IPD contact





# Sadyi Dnepra (TM UApple)





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

They are one of the first apple growers in Ukraine to be certified with GlobalG.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 Fast.





# Products & quantities per year

- Apples / 5,000 t
- Pears / 400 t
- Corn, sunflower seeds, rape seeds / 600 t
- Certifications
- GLOBALG.A.P.
- GRASP
- FSA

# Growing region

• Dnipro



### ∆ddress

Sadyi Dnepra LLC (TM UApple) Highway Znamenka -Lugansk - Izvarino 227 km + 580 m Pidaorodne Ukraine www.uapple.ua

# Contact

Mr. Oleksandr Pakhno General Manager Phone: + 38 067 628 28 58 pakno@uapple.ua

Ms. Alona Shchebetakha Export Manager Phone: + 38 098 906 55 sales@uapple.ua

### IPD contact

For more information please contact: Lydia Gerratt External IPD Consultant Phone: + 44 795 876 9 39 gerratt@importpromotiondesk.de

# **UDF Pro**



udfpro.com

developing your business





UDF Pro is a group of companies based in Kiew, Ukraine that has been exporting to Europe and UAE for more than eight years. Customers choose UDF Pro because they take care of the entire supply chain, including warehousing services.

Their main services includes:

- · Growing: 15 varieties of apples, pears, plums, currants, cherries, frozen berries
- Sorting: largest sorting line in Ukraine of the Maf Roda brand (France)
- Storage: in modern refrigerating chambers with a choice of 160 and 240 tons
- Packaging: in containers, paper and plastic containers according to international standards
- Transportation: providing all necessary logistic services for fast and best results.

# Products & quantities per year

 Apples (Golden, Gala, Jonagold, Florina, Champion, Simyrenko, Pinova, Ligol, Red Delicious, Topaz, Fuji, Eliza, Modi) / 15,000 t

# Certifications

• GLOBALG.A.P.

# **Growing region**

Khmelnytskyi



#### Address

UDF Pro 08130, Kyiv region, Buchanskyi district, Petropavlivska Borshchahivka village, Soborna str., 2-B, office 13 Ukraine www.udfpro.com

#### Contact

Mr. Yehor Hrynenko CEO Phone: + 380 976 130 633 info@udfpro.com bo@udfpro.com

### IPD contact

For more information please contact: Ferry Böhnke External IPD Consultant Mobile: + 49 177 245 1670 boehnke@importpromotiondesk.de



# Volberry (Volynska Yahidka LLC)







Volynska Yahidka LLC, under the brand name Volberry, was founded in 2016 in the Western part of Ukraine – only 8 km from the Polish border. The company is now one of the largest growers of cultivated blueberries (highbush) in Ukraine. The planting site of 231 hectares is located on the acidic peat soils of the ecologcally clean area of Shatsky district of the Volyn region in Ukraine. Volberry produces the following varieties of berries: Duke, Bluegold, Elliot, Nelson, Toro and Rieca.

The company has their own in-house cooling, sorting and packaging and can offer packaging of 125 g, 250 g, 500 g and 3 kg. Currently, Volberry is supplying a couple of supermarket chains in Ukraine – like ATB and Silpo and is now looking to establish sustainable partnerships with buyers in Europe.

# Products & quantities per year

- Blueberries (Duke) / 140 t
- Blueberries (Bluegold) / 200 t
- Blueberries (Nelson) / 60 t
- Blueberries (Eliot) / 200 t
- Blueberries (Toro) / 200 t
- Blueberries (Rieca) / 100 t

# Certifications

- GLOBALG.A.P.
- GRASP

# **Growing region**

 Shatski district, Volyn region



#### Address

Volberry (Volynska Yahidka LLC) Grabove 1, 44021 Volyn Region, Kovel District Shatsk Territorial Community Ukraine www.vollberry.in.ua

## Contact

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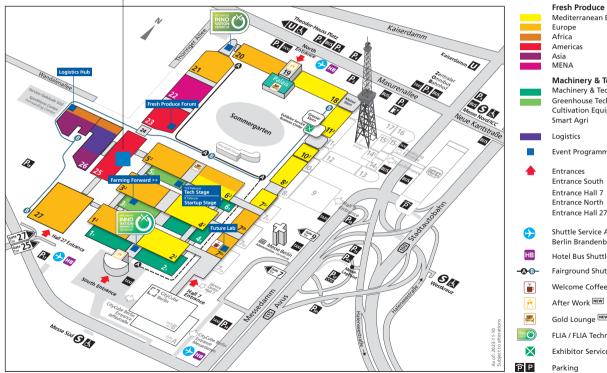
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# **Notes**





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