



Federal Ministry
for Economic Cooperation
and Development



Partners in
Transformation
Import Promotion Desk



Vijfhuizen, 4–6 November 2025, Booth B4.20

IPD at International Floriculture Trade Fair 2025

Meet new, evaluated growers for your business success!

IPD connects you with reliable growers from
Colombia, Ecuador, Kenya, and South Africa!

Let's connect! Join the
IPD Networking event:
Wednesday | **November 5, 2025** | 5:00 pm
Meet us at **booth B4.20**

 **IFTF**[®]
International Floriculture Trade Fair



Contents

		Companies	
Import Promotion Desk (IPD)	4	Colombia	
IPD team	5	Ecoflor	10
IPD partners	6	Plantas Kumanday	11
Product finder	8	Saga Flowers	12
IFTF 2025 – Floorplan	26	Ecuador	
		Blum Expression	13
		Lucy Roses	14
		Rose Success	15
		Sacha Rose	16
		Kenya	
		Cenacle Kenya	17
		Florencia Blooms	18
		Ole Engai Growers	19
		Rimi Flora	20
		Wilmar Flowers	21
		South Africa	
		Bosjes	22
		Concordia Flowers	23
		Nikwaflora	24



Import Promotion Desk (IPD)

Discover premium cut flowers from around the world at IFTF 2025

IPD connects European buyers with carefully screened cut flower suppliers from our partner countries – offering outstanding quality, unique varieties, and sustainable cultivation. At this year's IFTF, we present exceptional growers from Colombia, Ecuador, Kenya, and South Africa.

Colombia's consistent climate allows for year-round production of fresh, vibrant blooms. **Ecuador's** altitude and equatorial location produce in large, robust flowers with intense colours. **Kenya's** favourable weather conditions yield strong stems and a wide range of vivid varieties.

South Africa brings the impressive diversity of the fynbos flora – including Proteas, Leucospermums, Leucadendrons, and Silver Brunia – cultivated and harvested with a strong commitment to biodiversity preservation.

All companies we present have been **carefully pre-screened by IPD**. We focus on small and medium-sized enterprises that can reliably serve the seasonal demand of the European market and meet strict requirements for product quality, export readiness, and compliance with international standards and certifications. In addition, we ensure that they operate with efficient logistics – guaranteeing **transparent and direct supply chains**.

Take advantage of our neutral, cost-free matchmaking service to open up new sourcing opportunities and expand your cut flower portfolio.

Come visit us at **booth B4.20** and check out the extraordinary cut flower offer of our partners for yourself.

Not attending in person? We'll gladly arrange one-on-one meetings with suppliers, either onsite or virtually.

Get in touch with us!

On the following pages you can find detailed information about our suppliers. With IPD, you will discover new sources of cut flowers and forge valuable partnerships.

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 is 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



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Matchmaking team at IFTF 2025



Connect with us and
make your 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.

Ecuador



CORPEI
<https://corpei.org>



**Federación ecuatoriana
de exportadores**
www.fedexpor.com



Pro Ecuador
www.proecuador.gob.ec

Colombia



PROCOLOMBIA
EXPORTACIONES TURISMO INVERSIÓN

Pro Colombia
www.procolombia.co

asocolflores

Association of Colombian Flower Exporters

Association of Colombian
Flower Exporters
www.asocolflores.org/en

Kenya



Kenya Flower Council
<https://kenyaflowercouncil.org>



South Africa



Cape Flora South Africa
www.capeflorasa.co.za



Product finder

Asters

Achillea
Rimi Flora (Kenya) 20

Rice flower
Nikwaflora (South Africa) 24

Solidago
Cenacle Kenya (Kenya) 17

Carnations

Ecoflor (Colombia) 10

Dianthus Barbatus
Ole Engai (Kenya) 19

Kiwi mellow
Ole Engai (Kenya) 19

Spray Carnations
Ecoflor (Colombia) 10

Delphinium

Lucy Roses (Ecuador) 14
Ole Engai (Kenya) 19

Foliage

Aralia
Nikwaflora (South Africa) 24

Eucalyptus
Cenacle Kenya (Kenya) 17

Grevillea Ivanhoe
Nikwaflora (South Africa) 24

Moluccella Stuk
Wilmar Flowers (Kenya) 21

Ruscus
Cenacle Kenya (Kenya) 17

Fynbos

Bouquets
Concordia Flowers
(South Africa) 23

Cape greens
Nikwaflora (South Africa) 24

Leucodendron
Nikwaflora (South Africa) 24

Leucospermum
Bosjes (South Africa) 22
Nikwaflora (South Africa) 24

Gypsophilas

Cenacle Kenya (Kenya) 17
Ole Engai (Kenya) 19

Hydrangeas

Hydrangea
Rimi Flora (Kenya) 20

Hypericum

Magical Green Power
Cenacle Kenya (Kenya) 17

Magical Series
Rimi Flora (Kenya) 20

Magical Triumph
Cenacle Kenya (Kenya) 17

Royal Princess
Cenacle Kenya (Kenya) 17

Lisianthus

Cenacle Kenya (Kenya) 17



Proteas

Bosjes (South Africa)	22
Concordia Flowers (South Africa)	23
Nikwaflora (South Africa)	24

Protea Cynaroides

Bosjes (South Africa)	22
Concordia Flowers (South Africa)	23
Nikwaflora (South Africa)	24

Roses

Blum Expression (Ecuador)	13
Lucy Roses (Ecuador)	14
Plantas Kumanday (Colombia)	11
Rimi Flora (Kenya)	20
Rose Success (Ecuador)	15
Sacha Rose (Ecuador)	16
Saga Flowers (Colombia)	12

Tinted Roses

Blum Expression (Ecuador)	13
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Summer Flowers

Ammi

Florencia Blooms (Kenya)	18
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Ammi (green)

Wilmar Flowers (Kenya)	21
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Ammi (white)

Wilmar Flowers (Kenya)	21
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Anigozanthos

Florencia Blooms (Kenya)	18
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Campanula

Cenacle Kenya (Kenya)	17
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Carthamus

Florencia Blooms (Kenya)	18
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Craspedia

Wilmar Flowers (Kenya)	21
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Daucus Carota

Wilmar Flowers (Kenya)	21
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Echinacea

Florencia Blooms (Kenya)	18
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Eryngium

Cenacle Kenya (Kenya)	17
Ole Engai (Kenya)	19

Kangaroo paw

Ole Engai (Kenya)	19
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Lepidium

Wilmar Flowers (Kenya)	21
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Limonium

Cenacle Kenya (Kenya)	17
Florencia Blooms (Kenya)	18

Mathiola

Cenacle Kenya (Kenya)	17
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Ornithogalum Saundersiae

Wilmar Flowers (Kenya)	21
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Ornithogalum Thyroides

Wilmar Flowers (Kenya)	21
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Polianthes

Wilmar Flowers (Kenya)	21
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Scabiosa Stellata

Wilmar Flowers (Kenya)	21
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Ecoflor

Booth B4.20



Ecoflor is a family-owned company founded in 2007, and located in Toca, Boyacá, Colombia. With around 8 hectares under greenhouses, Ecoflor grows premium carnations and spray carnations, available the whole year round with peaks of production for the main international flower seasons. After more than 10 years of experience exporting air and ocean freight shipments to the United States, Europe and Japan, the company bases its operation on internal sustainable practices, a product with high-quality standards, a reliable supply chain, and a personalized customer service.

With the four family members directly involved in the operation of the company and the support of around 120 workers of which 60% are mothers, the company promotes an atmosphere of confidence, community, and familiarity among its workers, suppliers and clients.

Products, varieties & quantities per week

- Carnations (33 varieties) /
5.5 ha / 300,000 stems
- Spray carnations (25 varieties) /
2.5 ha / 120,000 stems

Certifications

- SMETA (Sedex)

Growing region & altitude

- Toca, Boyaca, 2,800 m.a.s.l.



Colombia

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Plantas Kumanday

Booth B4.20



Kumanday Flowers offers premium roses distinguished by exceptional quality, freshness, and a wide range of varieties. With roots in Colombia's floriculture since 2014, they combine deep expertise with a personal, reliable approach that builds lasting trust with their clients.

Since 2023, they have been exporting directly to international markets, ensuring on-time delivery and tailored service. Their commitment is not only to deliver beautiful flowers, but also to create long-term partnerships based on consistency, transparency, and sustainability.

Products, varieties & quantities per week

- Roses (16 varieties) /
4 ha / 60,000 stems

Growing region & altitude

- Facatativa, 2,586 m.a.s.l.



Colombia

Company

Plantas Kumanday
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Saga Flowers

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Since 2005, Saga Flowers, a family-owned business located in Zipaquirá, Colombia, just an hour from Bogotá, has passionately cultivated roses of the highest quality. Its 10 hectares are meticulously managed by 130 dedicated employees, ensuring that each rose reflects exceptional beauty, supported by nearly two decades of experience.

Saga Flowers' commitment goes beyond product excellence, extending to environmental responsibility and employee well-being. The company specializes in long-stemmed roses ranging from 50 cm to over a meter in length. Notably, 58% of its employees are women, the majority of whom are heads of household – highlighting Saga Flowers' strong support for women's empowerment.

The company offers a direct connection to expertly grown flowers, ensuring a consistent supply of premium-quality roses to Europe and North America through reliable air and sea shipments.

Products, varieties & quantities per year

- Standard Roses (30 varieties) / 10 ha / 6,500,000 stems

Certifications

- RAINFOREST ALLIANCE

Growing region & altitude

- Zipaquirá, Cundinamarca, 2,652 m.a.s.l.



Colombia

Company

Saga Flowers
Zipaquirá
Colombia

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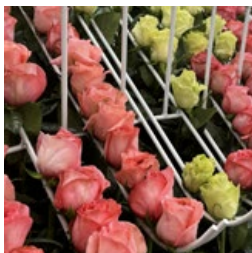
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Blum Expression

Booth B4.20



Blum Expression is the trade name of Xpression Flowers S.A.S., a company dedicated to the production and export of high-quality roses. The farm is located in Cotopaxi province, at the foot of the majestic Ilinizas volcano. This unique location allows the company to grow roses with strong stems and exceptional buds, setting it apart in the global market.

Blum Expression is committed not only to cultivating roses, but also to relationships with indigenous communities. It contributes to healthcare and medicine to improve quality of life and promote well-being. Blum Expression proudly highlights that 65% of its team are women, emphasizing its dedication to diversity and inclusion.

The company strives to create a work environment where everyone can grow and contribute. Blum Expression is more than just a brand; it is a commitment to quality, sustainability, and the well-being of its people.

Products, varieties & quantities per week

- Roses (25 varieties) / 4 ha / 70,000 stems
- Tinted Roses (+10 colours) / 2,000 stems

Growing region & altitude

- Cotopaxi, 3,150 m.a.s.l.



Ecuador

Company

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Lucy Roses

Booth B4.20



Lucy Roses was founded in 2010 and builds on a family heritage of four generations in floriculture, with two generations dedicated to exports. Led entirely by women, the company combines tradition and innovation to deliver flowers that reflect both excellence and authenticity. Sustainability and respect for the environment guide its practices, ensuring not only premium flowers but also a positive social and environmental impact. Beyond its dedication to quality, the company is committed to empowering women in the community and creating long-term, meaningful employment.

With around four hectares under cultivation, Lucy Roses is recognized for its strong values, personalized service, and long-term partnerships. Rooted in a legacy of passion for flowers, the company fosters a culture of trust, responsibility, and dedication among its team, suppliers, and clients worldwide.

Products, varieties & quantities per week

- Roses (14 varieties) / 2.3 ha / 29,000 stems
- Garden Roses (10 varieties) / 1.7 ha / 21,000 stems
- Delphinium (4 varieties) / 4 ha / 25,000 stems

Growing region & altitude

- Cevallos, Tungurahua, 2,800 m.a.s.l.



Ecuador

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Ambato
Ecuador

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Rose Success

Booth D2.06



Rose Success is a company focused on the production and export of the most beautiful Ecuadorian roses. The farm is located in the Cotopaxi region, where the quality of the soil, equatorial luminosity, and Andean climate provide ideal conditions for growing high-quality roses with large bud sizes, great lengths, and strong, vibrant colors.

With more than 25 years of experience in the flower industry, the Rose Success brand has successfully established itself in the European, Russian, and North American markets.

The company follows production procedures that guarantee the quality and consistency of its roses while also prioritizing the well-being of its personnel and the conservation of the environment.

Products, varieties & quantities per week

- Roses (65 varieties) / 11 ha / 173,000 stems

Certifications

- FLOR ECUADOR

Growing region & altitude

- Cotopaxi, 3,100 m.a.s.l.



Ecuador

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Sacha Rose

Booth D2.06



Sacha Rose is a premium rose farm located 3,200 meters above sea level, just 15 minutes from Quito's international airport on the Pifo-Papallacta road. The farm grows and exports exceptional roses known for their extra-large heads and long stems.

Thanks to the high-altitude location, their flowers stand out for their size, vibrant color, and long-lasting freshness – making Sacha Rose a unique name in the global flower market.

Products, varieties & quantities per week

- Roses (25 varieties) / 7.2 ha / 115,000 stems

Certifications

- FLOR ECUADOR

Growing region & altitude

- Pifo, 3,200 m.a.s.l.



Ecuador

Company

Sacha Rose
Pifo
Ecuador

www.sacharose.com

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Cenacle Kenya

Booth D5.20



Founded in 2014, Cenacle Kenya Limited is a Kenyan fresh cut flower company. Cenacle Kenya takes pride in being one of the leading growers of specialty cut summer flowers.

Thanks to a favorable climate and expert cultivation, the company produces over 25 varieties, making it a one-stop shop for clients and a comprehensive source for all their flower needs. Every detail of the production process is professionally managed to ensure high-quality flowers at competitive rates. The entire production chain promotes environmental management practices, ensuring sustainability.

Products, varieties & quantities per week

- Gypsophila / 200,000 stems
- Limonium (4 varieties) / 150,000 stems
- Magical Triumph / 150,000
- Magical Green Power / 100,000
- Royal Princess / 50,000 stems
- Solidago / 40,000 stems
- Eucalyptus / 10,000 stems
- Eryngiums / 20,000 stems
- Mathiola / 5,000 stems
- Lisianthus / 5,000 stems
- Ruscus / 5,000 stems
- Campanula / 3,000 stems

Certifications

- GLOBALG.A.P.
- GRASP
- KFC SILVER
- SMETA (Sedex)

Growing region & altitude

- Lake Naivasha,
1,950 m.a.s.l.



Kenya

Company

Cenacle Kenya
Naivasha
Kenya

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Florescia Blooms

Booth B4.20



Kenya

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Florescia Blooms is a summer flowers farm located at the Kenyan Rift Valley.

They ensure a consistent supply of fresh summer flowers all year round. Founded in 2018, the farm is equatorially located at an altitude of 1,950m above mean sea level, which gives them an edge with an all year-round productive weather favorable for summer flower production.

They have made investments in sustainable green energy, research and innovation with a fully operational farm research department that ensures a rigorous and strict process of flower evaluation and selection. This, alongside partnerships with the leading global breeders ensures introduction of new, vibrant and colorful summer flower varieties. The workforce is 70% female, ensuring gender equality, decent work and economic growth whilst promoting responsible consumption and production in the farm for eco-friendly and sustainable growth.

Products, varieties & quantities per week

- Anigozanthos (3 varieties) / 1.75 ha / 28,000 stems
- Limonium (4 varieties) / 0.2 ha / 13,000 stems
- Echinacea (3 colours) / 0.5 ha / 10,000 stems
- Carthamus (1 colour) / 0.5 ha / 9,000 stems
- Ammi (2 varieties) / 0.5 ha / 15,000 stems

Certifications

- GLOBALG.A.P.
- KFC SILVER

Growing region & altitude

- Highlands West of Rift Valley, Kenya, 2,300 m.a.s.l.





Ole Engai Growers

Booth B4.20



Established in 2022, Ole Engai Growers cultivates premium summer flowers for export. Nestled in the high-altitude region of Kaptagat, the location provides the perfect climate and conditions for producing exceptional quality flowers. The corporate mission is simple: to be the best in growing and delivering top-quality summer flowers that meet international standards.

Ole Engai believes in people as much as they believe in flowers. The dedicated team is made up of 70% women, reflecting the commitment to empowerment and creating equal opportunities in agriculture.

Through various CSR initiatives, Ole Engai Growers actively supports local development and strives to make a lasting positive impact. With quality, sustainability, and community at its heart, the company continues to bloom – bringing beauty from Kenya to the world.

Products, varieties & quantities per week

- Gypsophila (2 varieties) / 9 ha
- Delphinium (4 varieties) / 4.5 ha
- Eryngium / 2 ha
- Kiwi mellow / 1.5 ha
- Kangaroo paw (2 varieties) / 1.5 ha
- Dianthus Barbatus (3 varieties) / 1 ha

300 – 400k stems per week across all varieties

Certifications

- KFC SILVER

Growing region & altitude

- Kaptagat, Eldoret, 2,430 m.a.s.l.



Kenya

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Rimi Flora

Booth B4.20



Founded in 2007, Rimi Flora is nestled in the highlands of Nakuru County, Kenya. Every flower they send out is harvested with respect for nature, cooled to below 3°C, and transported in their own refrigerated trucks to maintain freshness.

More than just a farm, Rimi Flora is part of a wider community. They invest in people through access to clean water, education support, and creating meaningful local jobs. Sustainability is part of their everyday work, from responsible chemical use to capturing rainwater, using compost from their own fields and investment in solar energy.

They proudly serve customers in Germany, the UK, the Netherlands, and the Middle East.

Hypericum, Spray Roses, and Achillea are known for their deep colors and long vase life, and are supplied daily either directly or through the auction, all year round. Here, consistency is not a promise - it's a practice.

Products, varieties & quantities per week

- Spray Roses (13 varieties) / 50,000 stems
- Hypericum (9 varieties) / 300,000 stems
- Achillea (1 variety) / 9,500 stems
- Hydrangeas

Certifications

- GLOBALG.A.P.
- KFC SILVER

Growing region & altitude

- Nakuru, 2,300 m.a.s.l.



Kenya

Company

Rimi Flora
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Wilmar Flowers

Booth B4.20



Wilmar Flowers, founded in 1995 in the highland region northeast of Nairobi, focuses on growing summer flowers while creating a strong social impact. Since its inception, the company has benefited over 5,000 farmers, their families, and communities. Wilmar's operations are driven not only by profit but also by a commitment to positively impact society. The business model contracts smallholder farmers, currently cultivating around 16 hectares, providing subsidized planting materials, agronomical support, and access to international markets. With over 12 flower varieties and 30 years of experience, Wilmar continues to meet customer needs while promoting prosperity and rural livelihoods.

Products, varieties & quantities per week

- Ornithogalum Saundersiae / 10,000 - 20,000 stems
- Ammi Visnaga (white) / 5,000 - 20,000 stems
- Ammi Visnaga (green) / 5,000 - 20,000 stems
- Craspedia Globosa / 5,000 - 25,000 stems
- Polianthes Tuberosa / 3,000 - 10,000 stems
- Scabiosa Stellata / 3,000 - 10,000 stems
- Ornithogalum Thyroides / 5,000 - 20,000 stems
- Moluccella Stuk / 5,000 - 10,000 stems
- Lepidium Atraxxa / 2,000 - 7,000 stems
- Daucus Carota / 4,000 - 20,000 stems

Certifications

- KFC SILVER

Growing region & altitude

- Central Region, 1,800 - 2,200 m.a.s.l.



Kenya

Company

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Bosjes

Booth B4.20



Sandwiched between two mountain ranges, Bosjes lies within the beautiful Cape Floral kingdom in the Western Cape, South Africa.

This family farm, framed with mountains and lush fynbos, dates to 1790 and produces wine grapes, olives, peaches, and proteas.

Renowned for its striking architecture and iconic chapel, Bosjes opened to the public in 2017, showcasing the harmonious blend of tourism, farming, and nature.

Products, varieties & quantities per week

- Medium Proteas (4 varieties) /
10 ha / 300,000 stems
- Protea Cynariodes (3 varieties) /
10 ha / 120,000 stems
- Leucospermum (1 variety) /
1.4 ha / 150,000 stems

Certifications

- FARMING FOR THE FUTURE
- GLOBALG.A.P.

Growing region & altitude

- Western Cape, 350 m.a.s.l.



South Africa

Company

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Concordia Flowers

Booth B4.20



South Africa

Company

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Concordia Flowers is a 1,100-hectare eco-friendly farm (95% solar powered) located in the Fynbos heartland of the Western Cape, South Africa. The farm comprises 17 hectares of cultivated Proteas and Leucospermum and 900 hectares of natural Fynbos.

The team of 20 (80% of whom are women) harvest, sort, grade, bouquet, and pack all on-site. Fynbos thrives in a unique coastal and mountainous environment, renowned for its biodiversity and part of the Cape Floral Kingdom. The flowers and foliage come in a variety of colours and shapes, adapt to seasonal changes throughout the year.

Concordia Flower Exporters aims to expand globally by supplying high quality fresh Fynbos, Proteas, and Bouquets to international markets.

Products, varieties & quantities per week

- Cultivated Proteas (5 varieties) / 80,000 stems
- Fynbos / Greens (15 varieties) / 150 boxes
- Bouquets Protea / 13 options
- Bouquets Fynbos / 18 options

Certifications

- SIZA

Growing region & altitude

- Baardskeerdersbos, 10 – 180 m.a.s.l.

Nikwaflora

Booth B4.20



South Africa

Company

Nikwaflora
Grootbrakrivier
South Africa
<https://nikwaflora.co.za>

Contact

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Matchmaking contact

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For over 30 years, Nikwaflora has supplied some of the most unique cut foliage and flowers to both local and international markets. From humble beginnings on the Denneseerus farm near George Airport, the flagship farm Terranikwa, located north of Groot Brak, has grown into one of South Africa's largest exporters of flowers and foliage.

Nikwaflora specializes in fresh cut flowers and foliage for markets worldwide. Their combined production units cover approximately 85 hectares of foliage, Proteaceae, and fillers.

The company's management team is composed of qualified professionals in the agricultural and botanical industries.

Nikwaflora strives to be South Africa's most unique producer, offering the widest range of greens, fillers, and flowers. Their motto remains: "Every single stem considered."

Products, varieties & quantities per year

- Aralia / 1,800,000 stems
- Grevillea Ivanhoe / 3,500,000 stems
- Rice flower / 1,000,000 stems
- Leucodendron / 600,000 stems
- Protea / 700,000 stems
- Leucospermum / 180,000 stems
- Cape greens / 800,000 stems

Certifications

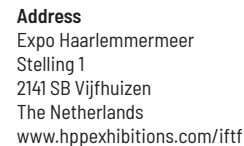
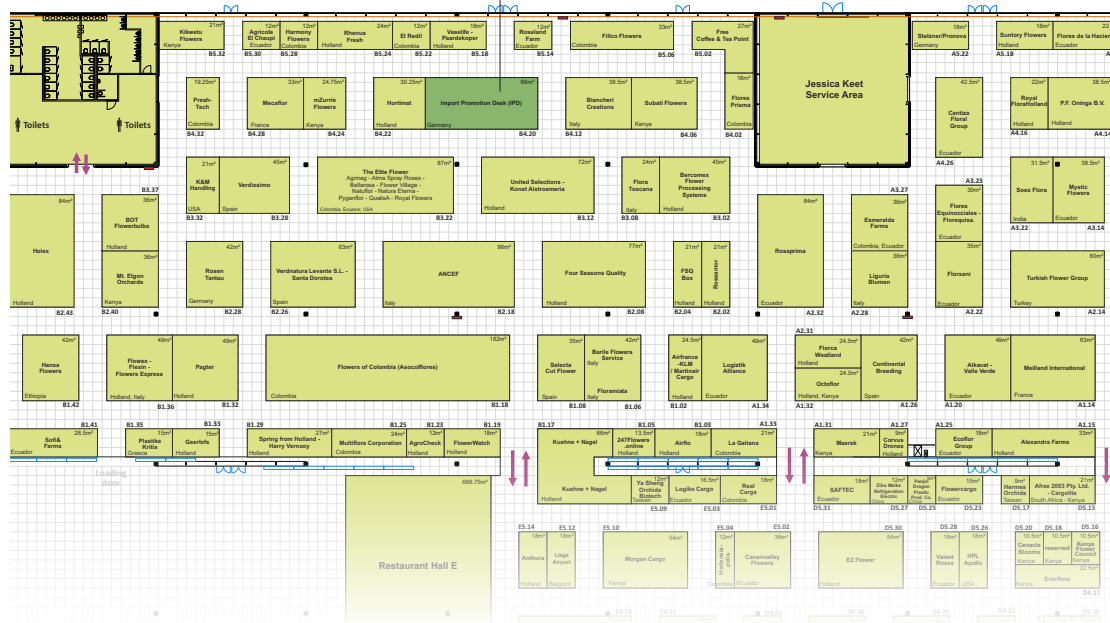
- FARMING FOR THE FUTURE
- GLOBALG.A.P.

Growing region & altitude

- George, 350 m.a.s.l.







Opening hours
 Tuesday | November 4 | 2025
 10.00 A.M. – 6.00 P.M.
 Wednesday | November 5 | 2025
 10.00 A.M. – 6.00 P.M.
 Thursday | November 6 | 2025
 10.00 A.M. – 5.00 P.M.

Notes



**Partners in
Transformation**
Import Promotion Desk



**Do you want to benefit
from our matchmaking
service?**

We will inform you regularly about our
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