



Federal Ministry
for Economic Cooperation
and Development



Partners in
Transformation
Import Promotion Desk



Cologne, 1–4 February 2026, Hall 10.1, Booth F-069

IPD companies at ISM 2026

IPD connects you with reliable suppliers of natural ingredients for the confectionery industry from Benin, Burkina Faso, Colombia, Côte d'Ivoire, Democratic Republic of the Congo, Dominican Republic, Ecuador, Kenya, Madagascar, Nigeria, Sierra Leone, and Tanzania.

ISM



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Import Promotion Desk (IPD)

Reliable suppliers for your business success!

If you are an importer looking for reliable suppliers of natural ingredients for the food industry 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.

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 **ISM 2026**, we will be presenting around 15 evaluated companies from Benin, Burkina Faso, Colombia, Côte d'Ivoire, Democratic Republic of the Congo, Dominican Republic, Ecuador, Kenya, Madagascar, Nigeria, Sierra Leone, and Tanzania. Check out the high-quality offer of our partners for yourself and visit us in **hall 10.1, booth F-069**.

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

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





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**Avoid waiting times
at the trade fair.**

Arrange your appointment
with IPD companies that
interest you!

Just contact us!

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.

Ecuador



CORPEI
<https://corpei.org>



Federación ecuatoriana
de exportadores
www.fedexpor.com



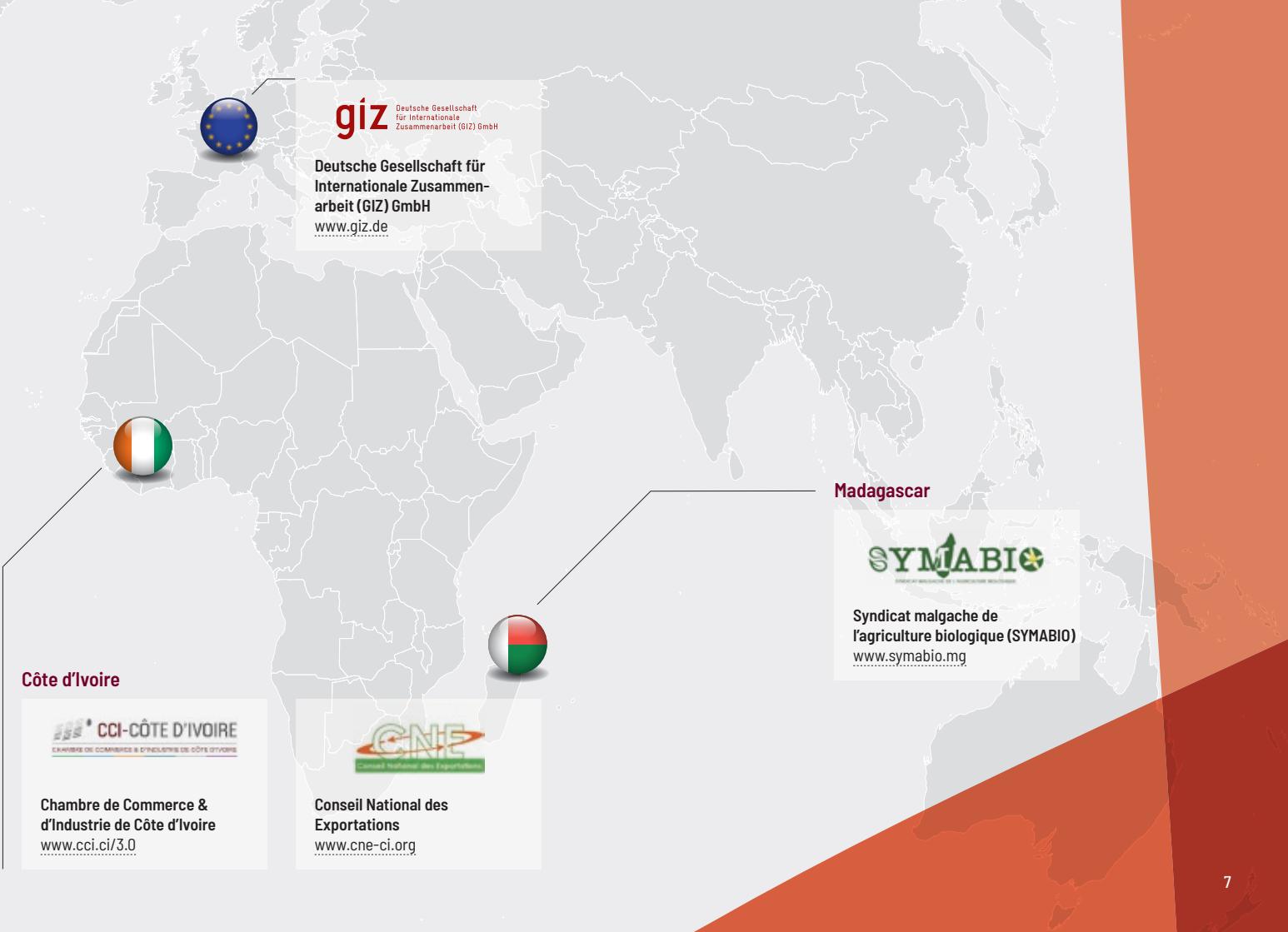
Pro Ecuador
www.proecuador.gob.ec

Colombia



Pro Colombia
www.procolombia.co





Product finder

leaf Companies marked with a leaf offer the product in organic quality.

Cacao & derivatives

Cacao bean	
Antilope Group (Côte d'Ivoire)	16
Coopmata	
(Dominican Republic)	19
Copak	
(Democratic Republic of Congo)	18
Kokoa Kamili	
(Tanzania)	28
Sambirano	
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Cacao bean (fermented)	
Lizard Earth	
(Sierra Leone)	26
Cacao bean (roasted)	
Lizard Earth	
(Sierra Leone)	26
Cacao bean (unfermented)	
Lizard Earth	
(Sierra Leone)	26

Cacao juice	
Sambirano	
(Madagascar)	24
Cacao liquor	
Pepagri	
(Ecuador)	21

Cacao mass	
Antilope Group	
(Côte d'Ivoire)	16
Lizard Earth	
(Sierra Leone)	26
Sambirano	
(Madagascar)	24

Cacao paste	
Cacao Básico	
(Colombia)	14
Cacao powder	
Pepagri	
(Ecuador)	21
Chocolate couverture	
Cacao Básico	
(Colombia)	14
Chocolate dragee	
Cacao Básico	
(Colombia)	14

Cacao nib	
Cacao Básico	
(Colombia)	14
Lizard Earth	
(Sierra Leone)	26
Pepagri	
(Ecuador)	21



Dried fruits & vegetables

Banana
Lycheeland (Madagascar) 23

Coconut
Lycheeland (Madagascar) 23

Lychee
Lycheeland (Madagascar) 23

Mango
Lycheeland (Madagascar) 23

Papaya
Lycheeland (Madagascar) 23

Passion fruit (chunks)
Kymuba (by Ocati)
(Colombia) 15

**Passion fruit (crystals,
freeze-dried)**
Kymuba (by Ocati)
(Colombia) 15

Passion fruit (cubes)
Kymuba (by Ocati)
(Colombia) 15

Passion fruit (flakes)
Kymuba (by Ocati)
(Colombia) 15

Passion fruit (granulate)
Kymuba (by Ocati)
(Colombia) 15

Physalis
Lycheeland (Madagascar) 23

Pineapple
Lycheeland (Madagascar) 23

Rambutan
Lycheeland (Madagascar) 23



Product finder

Companies marked with a leaf offer the product in organic quality.

Dried herbs, spices & other plant material

Ginger	
Lycheeland  (Madagascar)	23
Turmeric	
Lycheeland  (Madagascar)	23
Vanilla bean	
Copak  (Democratic Republic of Congo)	18
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Natural powders & flours

Breadfruit flour	
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Cashew flour	
Akros Cashew (Tanzania)	27
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Ginger powder	
Lycheeland  (Madagascar)	23
Green jackfruit flour	
Lycheeland  (Madagascar)	23
Jackfruit seed flour	
Lycheeland  (Madagascar)	23

Nuts, seeds & grains

Cashew kernel	
Akros Cashew (Tanzania)	27
Anatrans  (Burkina Faso)	13
Cashew Coast  (Côte d'Ivoire)	17
Equatorial Nut Processors (Kenya)	22
Tolaro Global  (Benin)	12
Vertex Agro (Nigeria)	25
Chia seed	
Copak  (Democratic Republic of Congo)	18



Snacks & ready-to-eat products		Vegetable oils & butters	
Macadamia kernel		Cashew butter	
Equatorial Nut Processors (Kenya)	22	Akros Cashew (Tanzania)	27
Macambo (dried)		Tolaro Global (Benin)	12
EcoDecisión (Ecuador)	20	Vertex Agro (Nigeria)	25
Macambo (toasted)		Peanut butter	
EcoDecisión (Ecuador)	20	Vertex Agro (Nigeria)	25
Sesame			
Vertex Agro (Nigeria)	25		



Tolaro Global

supported by GIZ | Hall 10.1 | Booth F-069



Products & quantities per year

- White pasteurized cashew kernels  / 142 t
- Roasted cashew kernels (salted or unsalted)  / 60 t
- Cashew paste  / 172 t
- Cashew flour  / 374 t

Certifications

- BRCGS
- Fairtrade (FLO)
- HACCP
- KOSHER
- ORGANIC EU
- ORGANIC NOP

Source of raw material

- (Small-scale) farmers/producers

 Product available in organic quality



Benin

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Anatrans

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Anatrans is Burkina Faso's leading cashew processor, recognized for producing fully traceable and certified cashew nuts with a proven track record of positive impact. The company employs more than 1,200 people, 90% of whom are women.

Their mission is to open the doors of the international market to cashew farmers in Burkina Faso.

Backed by rigorous certifications, they deliver premium, fully traceable organic and fair-trade cashew nuts that meet the highest global food-safety standards. With a modern facility capable of processing 12,000 t of raw cashew nuts (RCN), they offer a wide selection of high-quality organic and organic fair-trade cashew kernels, tailored to meet diverse customer needs.

Products & quantities per year

- Cashew kernels  / 2,500 t

Certifications

- BRCGS
- Fairtrade (FLO)
- HACCP
- KOSHER
- ORGANIC EU
- ORGANIC NOP
- SMETA (Sedex)

Source of raw material

- (Small-scale) farmers/producers



Burkina Faso

Company

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Cacao Básico (Chuculat)

Hall 10.1 | Booth F-069



Chuculat is a Colombian company that produces and markets high-quality cacao and chocolate products, with cacao beans of exceptional quality and unique origin from different regions of Colombia. The main purpose is to contribute to the improvement of the living conditions of cacao producers in a sustainable manner, through the increase of their income, the conservation of the environment and adequate production methods.

Chuculat is part of Cocoa, Forests & Peace (CB&P) a public-private initiative, aiming to promote deforestation-free cacao production models.

Products & quantities per year

- Cacao paste / 30 t
- Cacao nibs / 50 t
- Dark chocolate couvertures / 20 t
- Dark chocolate bars / 20 t
- Dragees with chocolate / 30 t

Certifications

- ORGANIC EU (in process)

Source of raw material

- (Small-scale) farmers/producers



Colombia

Company

Cacao Básico

Bogotá

Colombia

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Kymuba (by Ocati)

Hall 10.1 | Booth F-069



Kymuba is a brand specialising in premium passion fruit ingredients and snacks, belonging to Ocati, one of the largest growers and exporters of this exotic fruit. Leveraging advanced processing techniques – like air-drying, freeze-drying, and spray-drying, Kymuba transforms Ocati's high-quality passion fruit into versatile ingredients and snacks tailored to the diverse needs of the food and gastronomy industries.

The product range includes crunchy pieces, chewy cubes, crispy flakes, freeze-dried crystals, air-dried powders, and more, all designed to deliver a truly unique and elevated passion fruit experience. Mostly 100%, products have no additives and are rich in fiber and antioxidants.

With year-round availability, full traceability from field to finished product, and stock held in the Netherlands, Kymuba supports flexible, small-scale distribution across Europe.

Products & quantities per year

- Purple passionfruit:
 - Air-dried chunks (crunchy) / 18 t
 - Air-dried cubes (chewy) / 18 t
 - Air-dried flakes (crunchy) / 18 t
 - Air-dried granulates (crunchy) / 18 t
 - Air-dried powders / 5 t
 - Freeze-dried powders / 5 t
 - Freeze-dried crystals / 5 t

Certifications

- BRCGS

Source of raw material

- (Small-scale) farmers/producers
- Own cultivation/fields



Colombia

Company

Kymuba (by Ocati)
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Antilope Group

Hall 10.1 | Booth F-069



The Antilope Group is a young, dynamic company that specialises in processing of cacao into chocolate and related products. The company originated from the Scoops-Sahs cooperative, which has over 2,500 members committed to processing agricultural products.

Their brand, Chocolat de Daloa, was created in 2021 with the aim of promoting local agricultural products and sustainable, responsible farming practices.

They have received several awards, including Best Chocolate at the 2022 Paris International Agricultural Show, the 2nd prize for their "Pure Origin Chocolate bar" in 2023. More recently, the company received the "Coup de Coeur" award from Agricultures of the World at the 60th edition of the Paris International Agricultural Show. The company believes in the importance of processing raw materials to create added value and support our farming communities.

Products & quantities per year

- Cocoa beans / 5,000 t
- Cocoa mass / 1,000 t

Certifications

- Fairtrade (FLO)
- Rainforest Alliance

Source of raw material

- Cooperative(s)



Côte d'Ivoire

Company

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Cashew Coast

supported by GIZ | Hall 10.1 | Booth F-069

 Product available in organic quality



Côte d'Ivoire



Based in Côte d'Ivoire, Cashew Coast is dedicated to provide high-quality, traceable cashews to Europe at scale. They source their raw cashew nuts directly from farm gates, ensuring responsible sourcing. They work with over 12,000 farmers across 200+ villages. Cashew Coasts best-in-class processing facilities has a capacity of 20,000 t and employs over 700 people.

Cashew Coast is committed to sustainability and community development, improving farmer productivity and income, and empowering women through various initiatives. They offer a range of cashew kernels and have a reliable supply chain that ensures traceability and quality.



Products & quantities per year

- Cashew kernels
(wholes & broken grades)  / 3,200 t



Certifications

- BRCGS
- Naturland
- ORGANIC EU
- ORGANIC NOP

Source of raw material

- (Small-scale) farmers/producers

Company

Cashew Coast
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Côte d'Ivoire
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Copak

supported by GIZ | Hall 10.1 | Booth F-069



Copak, part of Envirium Life Sciences since 2021, produces and exports premium cacao, vanilla, chia, and medicinal plants from Beni, Nord-Kivu. Working with over 10,000 smallholder farmers near Virunga National Park, it supports cooperatives through financing, training, and stable market access.

Copak ensures full traceability, reduces social and environmental impact, supports biodiversity, and follows the independently audited Cacao-Trace standard for sustainable cacao.

Products & quantities per year

- Cacao beans  / 4,000 t
- Cacao beans (RFA) / 4,000 t
- Cacao beans (Cocoa Trace) / 1,500 t
- Chia seeds  / 150 t
- Vanilla beans  / 2 t

Certifications

- ORGANIC EU
- ORGANIC NOP
- Rainforest Alliance

Source of raw material

- (Small-scale) farmers/producers
- Own cultivation/fields

 Product available in organic quality



Democratic Republic
of the Congo

Company

Copak
Beni, Kinshasa
Congo, Democratic Republic
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Coopmata

supported by GIZ | Hall 10.1 | Booth F-069



Product available in organic quality



Dominican Republic

Company

Coopmata
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Dominican Republic

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Products & quantities per year

- Cacao beans / 400 t

Certifications

- Fairtrade (FLO)
- ORGANIC EU
- ORGANIC NOP

Source of raw material

- (Small-scale) farmers/producers

EcoDecisión

Hall 10.1 | Booth F-069



EcoDecisión is a private enterprise, based out of Quito, Ecuador, dedicated to developing new ways to fund biodiversity conservation and sustainable rural livelihoods. Under its Canopy Bridge® brand, the company works to connect producers of sustainable Amazonian food products with new markets and buyers.

Since 2017, they have been building a value chain around macambo (*Theobroma bicolor*), or white cacao, a traditional native agroforestry crop. Closely related to cacao, macambo is a delicious, nutrient-rich seed that can be consumed as a snack or as a nut alternative for chocolate making and other food formulations.

In 2024, they are working with over 500 indigenous and rural women farmers to process macambo and other amazing food ingredients.

Products & quantities per year

- Macambo (toasted) / 3 t
- Macambo (dried) / 3 t

Source of raw material

- (Small-scale) farmers/producers



Ecuador

Company

EcoDecisión

Quito

Ecuador

<https://canopybridge.com>

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PEPAGRI

Pepagri

Hall 10.1 | Booth F-069



Pepagri, founded in 2020 in Ecuador, is a sustainability-driven company managing the entire cacao supply chain to craft high-quality derivatives and products with operational excellence and market adaptability.

Its production pentagon model unites five essential pillars for an indissoluble alliance between commercial success and sustainability. Social development drives fair conditions, farmer formalisation, and women's inclusion, empowering people as agents of progress. Economic growth ensures added value and fair profit sharing through a short, transparent chain. Environmental stewardship is embodied in a zero-waste model that turns by-products into new materials or bio-fertilizers. Innovation and quality sustain excellence and competitiveness, while community engagement, through active alliances, strengthens public-private partnerships to expand opportunities for farmers.

Products & quantities per year

- Cacao nibs / 20 t
- Cacao liquor / 12 t
- Cacao powder / 6 t

Certifications

- GMP (in process)

Source of raw material

- (Small-scale) farmers/producers
- Cooperative(s)



Ecuador

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Equatorial Nut Processors

supported by GIZ | Hall 10.1 | Booth F-069



Since 1992, Equatorial Nut Processors has been using collective ingenuity to develop a world-class approach to farm management and processing, becoming the largest marketer of edible nuts in East Africa. The factory processes macadamia, cashew and peanut. The factory's state-of-the-art technology ensures high standards of hygiene and efficiency in the processing facility.

The macadamia and cashew raw nuts used for processing are sourced from Kenya, generating income for 20,000+ smallholder farmers. The company's subsidiary, Farm Nut Multi-Purpose Cooperative, offers agronomic and GAP advisory services to farmers and propagates improved seedlings to increase farmers' productivity.

Products & quantities per year

- Macadamia kernels / 540t
- Cashew kernels / 125t

Certifications

- FSSC 22000
- HALAL
- SMETA (Sedex)

Source of raw material

- (Small-scale) farmers/producers



Kenya

Company

Equatorial Nut Processors
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Lycheeland

Hall 10.1 | Booth F-069



Products & quantities per year

- Exotic dried fruits (pineapple, banana, lychee, physalis, rambutan, mango, coconut, papaya, jackfruit)  / 30 t
- Gluten-free flour (breadfruit, plantain, jackfruit seeds flour, green jackfruit flour)  / 12 t
- Turmeric (sliced or powder)  / 5 t
- Ginger (sliced or powder)  / 5 t

Certifications

- HACCP
- ORGANIC EU

Source of raw material

- (Small-scale) farmers/producers
- Cooperative(s)

 Product available in organic quality



Madagascar

Company

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Sambirano

Hall 10.1 | Booth F-069

Product available in organic quality



Madagascar

Company

Sambirano
Ambaria
Madagascar
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Products & quantities per year

- Cacao beans / 2,000 t
- Cacao mass / 100 t
- Cacao juice / 100 t
- Bourbon vanilla beans / 3-5 t

Certifications

- BIOSUISSE ORGANIC
- Fairtrade (FLO)
- ORGANIC EU
- ORGANIC NOP

Source of raw material

- (Small-scale) farmers/producers
- Cooperative(s)



Vertex Agro

supported by GIZ | Hall 10.1 | Booth F-069



Vertex Agro is a Nigerian exporter of premium cashew kernels (since 2019) and high-quality, naturally cleaned sesame seeds (since 2015). They operate a modern cashew processing facility and export to the USA, Canada, Europe, Turkey and Guatemala. Vertex Agro collaborates directly with trained farmer cooperatives in the states of Kogi, Nasarawa, Niger and Kano, providing annual training in Good Agricultural Practices and fair-price contracts.

The company also produces peanut butter, cashew butter, innovative organic pesticides and bio-organic liquid fertilizer derived from cashew by-products (organic certification in progress). All products are fully traceable.

Products & quantities per year

- Cashew kernels / 100 t
- Sesame seeds (cleaned) / 2,000 t
- Peanut butter / 500 t
- Cashew butter / 100 t

Certifications

- HACCP
- HALAL

Source of raw material

- (Small-scale) farmers/producers



Nigeria

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Lizard Earth

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Lizard Earth is a Sierra Leonean producer and aggregator of specialty cacao, supporting forest conservation and farmers' transition to organic, climate-smart agroforestry. It cultivates 400 ha of its own cacao gardens and works with 2,500+ certified smallholders. Central fermentaries ensure full quality and flavor control, while the cacao studio in Kenema produces nibs, mass, and chocolate in small batches.

The company promotes regenerative agriculture and strengthens local livelihoods.

Products & quantities per year

- Cacao beans (fermented, unfermented, raw, roasted) / 100 t
- Cacao nibs / 25 t
- Cacao mass / 25 t
- Chocolate / 5 t

Certifications

- ORGANIC EU
- ORGANIC NOP

Source of raw material

- (Small-scale) farmers/producers
- Own cultivation/fields

Product available in organic quality



Sierra Leone

Company

Lizard Earth

Kenema

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Akros Cashew

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Akros is a Tanzania-based agro-processing company established in 2016 and operational since early 2017. From the outset, the company has focused on adding value within the cashew sector and has demonstrated steady growth and strong operational capacity. Akros specialises in sourcing raw cashew nuts, processing them into premium-grade kernels, and exporting products that meet internationally recognised food-safety standards to markets across Europe, America, Asia and the Middle East.

With a strong commitment to integrity, sustainability, quality and fair-trade principles – including active support for farmers as well as women's and youth processing groups – Akros has earned a reputation as a trusted and reliable partner in the global cashew industry.

Products & quantities per year

- Cashew nut kernels / 3,900 t
- Cashew butter / 200 t
- Cashew flour / 200 t

Certifications

- ISO 22000
- ISO 9001

Source of raw material

- (Small-scale) farmers/producers



Tanzania

Company

Akros Cashew
Dar Es Salaam
Tanzania
www.akros.co.tz

Contact

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Matchmaking contact

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Kokoa Kamili

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 Product available in organic quality



Tanzania



Kokoa Kamili, founded in 2013, is Tanzania's first company focused on producing and exporting premium cacao. It supplies over 100 customers worldwide and is known for fully traceable systems that ensure farmers are paid directly and fairly - the highest cacao prices in the country.

Kokoa Kamili also runs Tanzania's only agronomy training programme and has earned multiple Cacao of Excellence awards, maintaining organic certification since 2015.

Products & quantities per year

- Cacao beans  / 400 t



Certifications

- ORGANIC EU
- ORGANIC JAS
- ORGANIC NOP

Source of raw material

- (Small-scale) farmers/producers



Company

Kokoa Kamili
Dar es Salaam
Tanzania
www.kokoakamili.com

Contact

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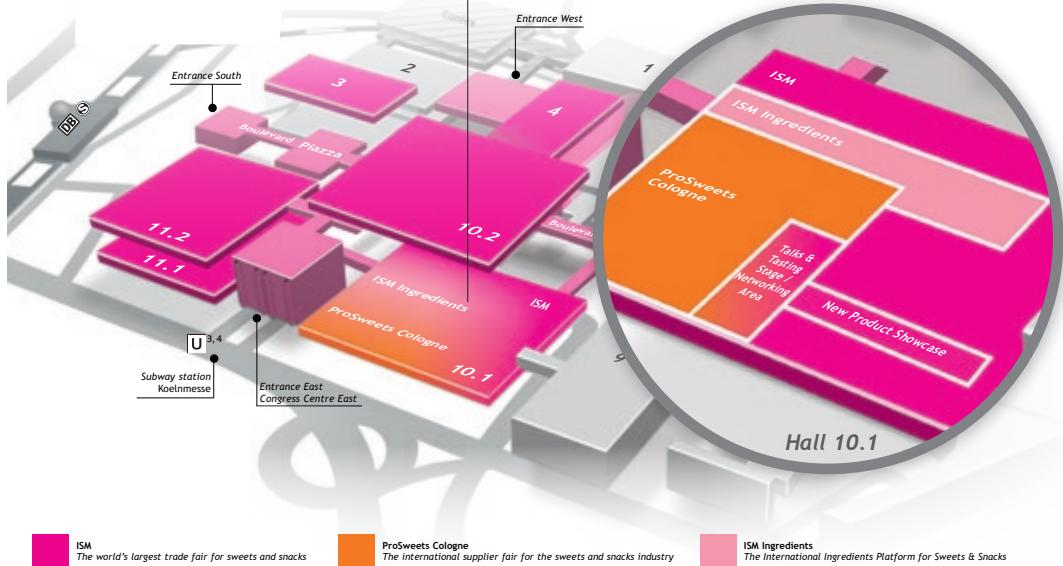
Notes

Floorplan



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Transformation
Import Promotion Desk

Hall 10.1, Booth F-069



ISM
ProSweets 2026
Koelnmesse
Messeplatz 1
50679 Cologne
Germany
www.ism-cologne.de

Opening hours

1-3 February 2026
9:00 A.M. - 6:00 P.M.

4 February 2026
9:00 A.M. - 4:00 P.M.



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Transformation
Import Promotion Desk

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