MEET RELIABLE SUPPLIERS FROM COLOMBIA, EGYPT, ETHIOPIA, KYRGYZSTAN, MOZAMBIQUE, NEPAL, PERU AND TUNISIA.
PARIS | 21 – 25 OCTOBER 2018
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Product Finder

**BEANS AND PULSES**
- Chickpeas | Carthage Food 39, Edao 24, Emamuz 27
- Desi chick peas | Menona 29
- Green beans | Carthage Food 39
- Green lentils | Abada Trade 31
- Green mung | Menona 29
- Kabuli chickpeas | Menona 29
- Kidney beans (various) | Abada Trade 31, Edao 24, Emamuz 27, Kyrgycentrproduct 32, Menona 29
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- White pea beans | Edao 24

**CEREALS**
- Buckwheat | Abada Trade 31

**COFFEE**
- Arabica coffee (Sidamo, Limu, Yirachfe, Lekampti) | Tamrin 30
- Coffee | Bench Maji Union 26, Lovegrass 25
- Date coffee | El Wadi El Gedid 20

**DRIED FRUITS AND VEGETABLES**
- (hot air-dried and freeze-dried)
- Acais | Sero Colombia 14
- Apples | Abada Trade 31
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- Bananas | Kumara Food 38, Sero Colombia 14, Zeotropic 17
- Blueberries | Zeotropic 17
- Dates | Biosud 40
- Dragon fruit | Sero Colombia 14, Zeotropic 17
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- Plums | Kyrgycentrproduct 32
- Prunes | Abada Trade 31
- Semi-dried dates | El Wadi El Gedid 20
- Strawberries | Sero Colombia 14, Zeotropic 17

**DRIED FRUITS**
- Acais | Sero Colombia 14
- Apples | Abada Trade 31
- Apricots | Abada Trade 31, Kyrgycentrproduct 32
- Bananas | Kumara Food 38, Sero Colombia 14, Zeotropic 17
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- Pitted dates | Biosud 40
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Black cardamom | Bench Maji Union 26, Satya International 36
Black pepper | Bench Maji Union 26
Calendula | El Wadi Import & Export 21
Cat's Claw | Kumara Food 38
Chamomile | El Wadi Import & Export 21
Cinnamonum | Satya International 36
Curry | Satya International 36
Ginger | Satya International 36
Majoram | El Wadi Import & Export 21
Morels | Satya International 36
Parsley | El Wadi Import & Export 21
Pasuchaca | Kumara Food 38
Piper longum | Satya International 36
Siltimur | Satya International 36
Stonebreaker | Kumara Food 38
Turmeric | Bench Maji Union 26, Menona 29, Satya International 36

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Acorus calamus | Satya International 36
Artemisia vulgaris | Satya International 36
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Citronella | Satya International 36
Curcuma zedoaria | Satya International 36
Cymbopogon jwarankusha | Satya International 36
Eucalyptus essential oil | Hayat 28, Satya International 36
Eucalyptus soap | Hayat 28
Gaultheria fragrantissima | Satya International 36
Hair oil & food | Hayat 28
Juniperus recurva | Satya International 36
Lemongrass | Satya International 36
Matricaria chamomille | Satya International 36
Ocimum basilicum | Satya International 36
Rhododendrom anthopogon | Satya International 36
Zanthoxylum alatum | Satya International 36

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Black cumin oil | Hayat 28
Chia | Kumara Food 38
Sacha Inchi | Kumara Food 38

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Apples | Abada Trade 31
Carrots | Kyrgycentrproduct 32
Dates | Green Fruits 41
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Papayas | Carthage Limitada 35
Pineapples | Colfrost 13

FRUIT PULPS AND JUICES

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Blackberry | San Gregorio 16
Coconut lemonade | San Gregorio 16
Fejoa (Guava/Guavasteen) | San Gregorio 16
Lemon | Frutihelen 15
Lulo (Naranjilla) | San Gregorio 16
Mango | Frutihelen 15, San Gregorio 16
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Acacia rugata | Satya International 36
Asparagus recemus | Satya International 36
Berberis aristate | Satya International 36
Emplica officinalis dry | Satya International 36
Lycopodium powder | Satya International 36
Picrorhiza sps | Satya International 36
Rheum astrale | Satya International 36
Sapindus mukorossi | Satya International 36
Shilajeet | Satya International 36
Swertia chirata | Satya International 36

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### POWDERS
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- **Blend formulations for shakes & pastas** | Kumara Food 38
- **Chia** | Kumara Food 38
- **Dates** | Biosud 40, El Wadi El Gedid 20
- **Dates with nuts/coated with chocolate** | El Wadi El Gedid 20
- **Guacamole** | San Gregorio 16
- **Harissa** | Carthage Food 39
- **Maca** | Kumara Food 38
- **Onion** | El Wadi Import & Export 21
- **Purple corn powder** | Kumara Food 38
- **Quinoa** | Kumara Food 38
- **Sacha Inchi** | Kumara Food 38

### PROCESSED FOOD
- **Dates** | Biosud 40, El Wadi El Gedid 20
- **Guacamole** | San Gregorio 16
- **Harissa** | Carthage Food 39
- **Salade mechouia** | Carthage Food 39
- **Tomato paste** | Carthage Food 39

### SNACKS
- **Cashews** | Sunshine Nut 34
- **Date bits** | El Wadi El Gedid 20
- **Date energy bar** | El Wadi El Gedid 20
- **Dates with nuts/coated with chocolate** | El Wadi El Gedid 20
- **Energy bar based on dates** | Green Fruits 41
- **Sachi Inchi** | Kumara Food 38

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- **Jam** | Carthage Food 39
The Import Promotion Desk brings carefully selected exporters from Colombia, Egypt, Ethiopia, Kyrgyzstan, Mozambique, Nepal, Peru, and Tunisia to SIAL 2018. This is the first time that IPD organizes – together with its partner Centre for the Promotion of Imports from developing countries (CBI) – the booth “Worldwide Sourcing for Europe” at SIAL in Paris. There, IPD presents five innovative companies from Kyrgyzstan, Ethiopia and Mozambique. Further companies, accompanied by IPD, exhibit their wide range of natural ingredients at the booth of ProColombia (Hall 8 | H063) and PromPerú (Hall 8 | H 002 | H 016 | G 024 | E 024 Hall 5a | M 094) and at the Tunisian Pavilion (Hall 3 | E039).

Moreover, IPD introduces other exporters from Egypt, Nepal and Tunisia to the European market by connecting them with interested importers.

All companies were carefully selected and then readied by the IPD to commence export to the European market. They meet international quality standards and are equipped with the necessary certificates.

On the following pages you will find detailed information about these companies and our partners. The IPD establishes direct contact to these new suppliers and organizes B2B meetings at the trade fair. Just contact us!

GET IN TOUCH WITH US.

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IPD – YOUR PARTNER FOR IMPORT PROMOTION IN GERMANY.

We connect European importers with exporters from selected developing countries and emerging nations. The IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organization and partner of German business. The IPD is funded by the Federal Ministry for Economic Cooperation and Development (BMZ).

Our goal is the sustainable and well-structured import promotion of special products from selected partner countries – under compliance with high quality, social and environmental standards. We have the contacts, information and communication channels to reliable suppliers in our partner countries. Additionally, we work with a network of international organisations in Europe and our partner countries.

By connecting you to the right exporters, we help you to profit from time-, cost- and risk-optimized sourcing.

You can find detailed information about the IPD and our individual services at www.importpromotiondesk.de.
Centre for the Promotion of Imports from developing countries (CBI)

Hall 5a | M 217

CBI is an agency of the Ministry of Foreign Affairs of the Netherlands. CBI (Centre for the Promotion of Imports from developing countries) contributes to sustainable economic development in developing countries through the expansion of exports from these countries. CBI is the expert in export development and export promotion from developing countries.

For more information please visit the website www.cbi.eu

CBI approaches the value chain as a system in which all stakeholders are interconnected.

To optimally improve export promotion CBI works on:

+ Export Coaching
+ Institutional Development
+ Human Resource Development

Moreover, Europe offers lots of opportunities for exporters. CBI offers EU market information for exporters to take advantage of these opportunities.

On the following page CBI introduces you to four of their companies exhibiting at SIAL 2018. Visit CBI at Hall 5a | M 217.

If you wish to have more information about the running programs, have questions about exporting to the EU or how CBI operates, please contact CBI via www.cbi.eu.
FRUITALES
Fruitales is a Senegalese food company specialized in processing fruits and vegetables founded in 2005. Over the first twelve years of its existence, through a unique blend of business and social goals, fruitales has impacted the lives of its farmer suppliers, its workers and their families.

PROSEMA SA
PROSEMA (Promotion du Sésame du Mali) is a Malian private commercial company founded in 2006 specialized in agro-business whose main purpose is to collect, process (cleaned, hulled and sorted seeds) and export annually 3,000 mt of sesame seeds and products derived from their processing.

ZENA EXOTIC FRUITS
Zena Exotic Fruits is one of the jewels and leaders in Senegal’s food sector. It is distinguished by its dynamism in the processing of local fruits and vegetables. Each year, the company turns nearly 900 tons of fresh fruits and vegetables into all natural jams, jellies, marmalades, fruit butters, syrups, drinks and nectars, pepper sauces, etc.

SANLE SECHAGE EXPORT
Sanle Sechage Export is a family-owned company based in the center of mango production, in the village of Banfora/Burkina Faso. The enterprise is specialized on the export of high quality fresh and dried mangoes as well as other vegetables and dried fruits in organic and conventional quality.
ProColombia

Hall 8 | H 063

FACTS & FIGURES
ProColombia is the entity that promotes international tourism, foreign investment and non-traditional exports in Colombia. Through its national and international network of offices, it offers support and integral consultancy to clients through services or instruments aimed at facilitating design and execution of its globalization strategy, which seeks to generate, develop and close business opportunities.

PRODUCTS & SERVICES
ProColombia promotes international negotiations through the identification of market opportunities, design of market penetration strategies, company globalization, action plan design coaching, contact among entrepreneurs through commercial promotion, investment and international tourism activities.

MISSION & VISION
Additionally, it offers specialized services to foreign companies interested in acquiring Colombian goods and services or who wish to invest in Colombia, and builds alliances with national and international private and public entities that allow expanding the availability of resources to support different business initiatives and promote development and growth of the service portfolio.

For more information please visit the website www.procolombia.co.
Colfrost is a Colombian industrial frozen fruit processing (IQF) and retailer company. It was founded by three partners with great expertise in the agro-business and food processing sector. The company specializes in frozen avocado, pineapple and mango, which preserve fruit characteristics such as taste, smell and texture. Colfrost offers variations in form, size, cut, type and packaging to its customers.

Colfrost has built its new plant under BRC and HACCP standards, has a production capacity of 500 tons per month and its privileged central location facilitates the supply from different regions of the country all year round. The processing plant is located in a Free Trade Zone and a few hours from the main port (Buenaventura) which makes it ideal for exports.

**PRODUCTS & QUANTITIES PER YEAR**

- Frozen avocado (dices, slices, halves)/1,200 mt
- Frozen pineapple (chunks)/1,000 – 2,000 mt
- Frozen mango (dices)/400 mt/season

**CERTIFICATIONS**

- HACCP (pending approval)
- BRC (pending approval)

**SOURCE OF RAW MATERIAL**

- Small farmers associations from post conflict departments like Cauca, Tolima, Risaralda, Antioquia and Valle

**ADDRESS**

Colfrost
Zona Franca Int. de Pereira
Warehouse: B 42
660001
Pereira, Risaralda
Colombia
www.colfrost.com

**CONTACT**

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Sero Colombia S.A.S.

Hall 8 | H 063

SERO is an agro-business specializing in freeze-drying and air-drying of fruits. Their portfolio and capabilities include both ingredients for the food industry, as well as complete packaging services of finished product for retail customers around the world.

100 % Natural + Unaltered Flavor + Long Shelf life – all within the same product. SERO’s mission is to contribute to healthy eating habits by enabling access to natural, functional and convenient food while ensuring the highest quality and food safety standards. Their aim is to empower people, their natural talents and capability for innovation, and to share Colombia’s quality production with the world.

PRODUCTS & QUANTITIES PER YEAR
+ Freeze-dried tropical fruits/70 mt
+ Air-dried fruits/100 mt
+ Packing facilities for snacks and private labels

CERTIFICATIONS
+ ORGANIC (EU, US, Canada)
+ ISO 22000
+ KOSHER
+ FSSC 22000 in process

SOURCE OF RAW MATERIAL
+ Colombia

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Colombia
Phone: +57 2 4359570
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Frutihelen S.A.S.

Frutihelen S.A.S. is a Colombian company producing frozen fruit pulps and juices from a wide variety of fruits. They have their own crops which generate income for farmers and ensures high quality of the fruit from its origin.

Frutihelen is deeply committed to the social and environmental responsibility of Colombia which they consider as fundamental for the sustainability and improvement of their company. In this regard, Frutihelen works mostly with single mothers, not only improving the quality of life of their employees but also of their families, they compost their organic waste, use renewable energy and only invest in environment-friendly high-tech machinery and equipment for refrigeration and freezing.

PRODUCTS & QUANTITIES PER YEAR
FRUIT PULPS/250 mt:
+ Soursop
+ Passion fruit
+ Lemon
+ Mango
+ Pineapple

FRUIT JUICES:
+ Lemon
+ Orange

CERTIFICATIONS
+ ISO 9001
+ HACCP (90% implemented)

SOURCE OF RAW MATERIAL
+ Own fruit crops in Sevilla, Valle del Cauca

ADDRESS
Frutihelen S.A.S.
Carrera 39 Nr. 13-66 Acopi Yumbo
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+ HACCP (90% implemented)

SOURCE OF RAW MATERIAL
+ Own fruit crops in Sevilla, Valle del Cauca

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FRUIT JUICES:
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+ Orange

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+ ISO 9001
+ HACCP (90% implemented)

SOURCE OF RAW MATERIAL
+ Own fruit crops in Sevilla, Valle del Cauca
Since 2003, San Gregorio has offered innovative products, based on tropical fruits, that are tailor-made to meet the customers’ needs. Their products are easy to use, and they guarantee permanent stocks. Principal customers are restaurants and industry.

The staff are dedicated people who are willing to learn. Around 25% of the staff at their processing plant have some kind of disability.

San Gregorio adheres to clean agriculture principles in their work on the crops where their fruit comes from, thus lessening the environmental impact of their activities. They forge long-term relations with their suppliers, based on principles of trust, sustainability and fair purchase prices.

PRODUCTS & QUANTITIES PER MONTH

+ Avocado products (high pressure processing [HPP])/60 mt
+ Fruit pulps (e.g. blackberry, mango, fejoa, lulo, passion fruit, pineapple)/40 mt
+ Coconut lemonade/45 mt

CERTIFICATIONS

+ HACCP
+ GMP

SOURCE OF RAW MATERIAL

+ Small farmers, many of them members of cooperatives and applying good agricultural practices
Zeotropic makes use of a new drying technology that is called confined Zeodratation searching to preserve all the properties and molecular structures of water-based products like herbs, fruits and vegetables. The machines and software that are used by Zeotropic have been developed in Colombia and allows them to bring the country’s biodiversity to Europe.

Zeodratation is a new disruptive green technology that does not subject the product to extreme temperature conditions (freezing or contact with hot air), preserving 100% of the flavor, colour and aroma of the dried product. As it is a gentle drying process, the integrity of the active ingredients such vitamins and antioxidants is preserved.

PRODUCTS & QUANTITIES PER MONTH

+ Dried fruits (incl. dragon fruit, mango, pineapple, physalis, papaya, banana, blueberries, strawberry)/5 mt

CERTIFICATIONS

+ GLOBALG.A.P.
+ HACCP in process
+ IFS in process
+ BRC in process

SOURCE OF RAW MATERIAL

+ Producers who come from farmer families, marginal areas of Bogotá, and indigenous communities
Agricultural Export Council (AEC)

Established in 1997 by the Egyptian Minister of Trade and Industry, the Agricultural Export Council (AEC) is considered the authorized representative of the agricultural export sector. It is committed to attracting international buyers and increasing Egyptian exports worldwide.

The AEC promotes Egyptian producers and exporters of high quality products such as fruits and vegetables, dried herbs and spices, nuts and seeds. Members receive support in overcoming internal and external obstacles to agricultural export and dealing with governmental issues. The AEC promotes international trade relations and organises matchmaking events, trade fairs and conferences with various actors of the target markets. It also encourages corporate development by promoting training programs and acquisition of food safety and other international certifications.

The AEC aims to support Egyptian agricultural exports by promoting Egyptian products globally and increasing technical innovation and food safety awareness among Egyptian producers. The Council also represents members’ interests in governmental negotiations in order to increase investments in agriculture.

For more information please visit the website www.aecegypt.com.
Food Export Council (FEC)

FEC’s 350 members are leading export companies in the area of processed food, covering around 27 of the food industry sub sectors.

FEC’s mandate is to:

+ Enhance the trade relations between Egypt and the world regarding exports.
+ Support the council exporters’ members in leveraging their capacity and enabling the companies to penetrate the international markets and meet the requested specifications for exports.
+ Policy advocacy between the government and the exporting companies to implement the rules and regulations internally and globally.
+ Promote Egyptian food products in the international markets, through international trade fairs and trade missions.
+ Support the SME’s by building awareness, realize trainings and finding financial support through international organizations.
+ Working closely with NFSA (National Food Safety Authority) to assure food safety of the Egyptian prosessed food exports.

One of the prerequisites of being an FEC member is committing to international standards and regulations in quality control, food safety, and hygiene, e.g. by acquiring HACCP and ISO certificates.

For more information please visit the website www.feceg.com.
El Wadi El Gedid for Manufacturing and Trading

Available at IPD booth hall 5a | M 217

El Wadi El Gedid for Manufacturing and Trading was founded in 1988 and runs the El Fayoum Dates factory in the Fayoum province in Upper Egypt.

El Wadi El Gedid offers distinctive premium dates and is specialized in date products. Offering its B2B & B2C customers custom packages, white label and private label as well as bulk packaging.

BIAHMO is the brand name of all products going into export to international markets. Taking responsibility for social and environmental impacts, El Wadi El Gedid runs social impact initiatives that focus on empowering local women and providing decent jobs for youth.

PRODUCTS & QUANTITIES PER YEAR
+ Dates, semi-dried/1,000+ mt
+ Dates with nuts/coated with chocolate
+ Date syrup
+ Date paste
+ Date spread
+ Date powder
+ Date energy bar
+ Date bites
+ Date coffee

CERTIFICATIONS
+ ISO 22000

SOURCE OF RAW MATERIAL
+ Own farms
+ Contract farms

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El Wadi Import & Export

Available at IPD booth hall 5a | M 217

El Wadi Import & Export is a family business established in 1974 which cultivates, processes and exports a large variety of herbs, spices and aromatic seeds. All processing, including sifting, blending, milling and packing, is done on an automated in-house production line and the final 100% natural products meet ASTA standards and are free from salmonella and aflatoxin. The company exports to various European countries as well as Argentina, Australia, Russia and Uruguay.

El Wadi Import & Export is not only committed to the production of high quality products, but also focuses on developing advanced manufacturing techniques that meet international quality standards. Long-term relationships with customers, quality and good service are core components of their philosophy.

PRODUCTS & QUANTITIES PER YEAR

+ Majoram/150 mt
+ Basil/100 mt
+ Chamomile/30 mt
+ Parsley/20 mt
+ Calendula/50 mt
+ Onion/25 mt
+ Fennel seeds/75 mt
+ Caraway seeds/75 mt

CERTIFICATIONS

+ ISO 22000

SOURCE OF RAW MATERIAL

+ Different suppliers

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Korra Agri was established in 2001, with the goal of exporting hygienically safe food products, which are fully compatible with global food standards. To reach those high standards, it was imperative to adopt the latest scientific techniques of agricultural production and to expose our teams through training courses both nationally and internationally.

Korra Agri is always looking for new developments and enhancements and is constantly testing and examining new varieties, which match the market’s taste as well as achieving high yield production and quality.

**PRODUCTS**
- IQF strawberries
- Fresh strawberries

**CERTIFICATIONS**
- HACCP
- BRC
- GLOBALG.A.P.
- BSCI

**SOURCE OF RAW MATERIAL**
- Own field

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Logistic Nuts for Agricultural Development was founded by Mr. Sameh Shanap, Dr. Mohamed El-Shabrawy and Mr. Abdel-Shafy Hemida at the beginning of 2013. The company manufactures and exports peanuts to the European Union, the Arab countries and Turkey.

Package sizes: Peanuts in shell are packed in jambo bags, weighing 650 kg, or small bags 30 kg and 25 kg. Kernel peanuts are exported in bags of 50 kg and 25 kg.

PRODUCTS & QUANTITIES PER YEAR
+ Peanuts/1,500 mt

CERTIFICATIONS
+ ISO 22000
+ FSSC 22000
+ GLOBALG.A.P.

SOURCE OF RAW MATERIAL
+ Own production site

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Edao International Trading

Hall 5a | M 217

Edao International Trading is a growing Ethiopian agro-commodity exporter located in Adama. The seed processing plant uses European technology and comprises its own seed analysis laboratory. The company supplies over 15 countries worldwide and was shortlisted as core supplier to the World Food Program (WFP) in Ethiopia.

Packaging is carried out in standard PP bags of flexible sizes depending on the customer's demand. Edao is dedicated to trading non-GMO agro-commodities that have been produced and processed in a tightly controlled environment that yields product purity levels of between 98% and 99.9%. The company works closely with farmers, unions and farmers cooperatives throughout the country.

PRODUCTS & QUANTITIES PER YEAR

+ Red kidney beans/17,000 mt
+ White pea beans/20,000 mt
+ Soya beans/12,000 mt
+ Lin seed (flax seed)/1,000 mt
+ Sesame seeds/2,000 mt
+ Niger seeds/500 mt
+ Chickpeas (Kabuili & Desi)/15,000 mt
+ Spices (black cumin seeds, coriander seeds)

CERTIFICATIONS

+ HACCP in progress

SOURCE OF RAW MATERIAL

+ Farmers, Cooperative Union

EXHIBITOR from Ethiopia

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Lovegrass Ethiopia is on a mission to share the benefits of Ethiopian Teff with the world. In doing so they will ensure a fair market for the Ethiopian farmers whose age-old farming techniques have remained unchanged for millennia.

Teff is an extremely versatile grain native to Ethiopia and Eritrea. Its flour can be used in a wide variety of recipes and food products including our most exciting innovation yet: 100% Teff Pasta! Teff is a nutritional powerhouse – it is naturally gluten free and contains prebiotics, essential amino acids, low GI carbs, and is a good source of protein, calcium & iron. In 2018, Lovegrass has proudly announced to now share their range of Teff based food products with the global market.

### PRODUCTS & QUANTITIES PER YEAR

- Ethiopian teff and teff based products (e.g. pasta, porridge, flour)/5,000 mt
- Oil seeds and pulses, sesame, niger seeds, lean seeds, etc./ up to 10,000 mt
- Ethiopian coffee/5,000 mt
- Soya and soya based products

### CERTIFICATIONS

- ORGANIC EU
- Fairtrade
- HACCP

### SOURCE OF RAW MATERIAL

- Own farm and small to medium scale farms
Bench Maji Coffee Farmers Ltd. Cooperative Union

Available at IPD booth hall 5a | M 217

Bench Maji Coffee Farmers Ltd. Cooperative Union (BMCU) is a union of 65 primary cooperatives and over 130,000 smallholder member farmers based in South West Ethiopia. It was established in July 2005 by 14 member primary cooperatives (PCs) to operate in Bench Maji Zone to engage in the marketing of coffee on behalf of its members and provide inputs and other household & production necessities.

The PCs are distributed over nine Woredas (districts) of Bench Maji Zone of Southern Nations, Nationalities and Peoples Region (SNNPR), which are endowed with high production and marketable potential of coffee. The cooperative supports the development of the region by delivering high-quality products to the world.

PRODUCTS & QUANTITIES PER YEAR
+ Coffee/9,600 mt
+ Turmeric/300 mt
+ Black pepper/50 mt
+ Black cardamom/300 mt
+ Honey/70 mt

CERTIFICATIONS
+ ORGANIC (EU, US)
+ Fairtrade
+ UTZ
+ Rain Forest Alliance
+ C.A.F.E Practices

SOURCE OF RAW MATERIAL
+ Smallholder farmers
Emamuz Trading PLC (ETP) was established in 2001 with the vision to supply the world with high quality oil seeds, pulses, and spices. By using the latest agro-processing technologies, such as Bühler cleaning machines, and investing in quality products that fulfill international standards, ETP became one of the preferred suppliers of the World Food Programme of the United Nations. ETP attracts not only with its quality but also with processing facilities in strategic cities that allow it to apply a hub and spoke model to access inputs from all parts of the country and process them efficiently.

By means of its business development, ETP’s goal is to give back economic and social benefits to farmers and women. Not only is 80% of ETP’s labor force run by women, but also the company is planning to organize and assist farmers to help them produce globally competitive and traceable products.

**PRODUCTS & QUANTITIES PER YEAR**

- Peabeans/1,000 mt
- Kidney beans/600 mt
- Mung beans/500 mt
- Chickpeas/500 mt
- Sesame/500 mt
- Niger seeds/500 mt
- Black cumin/100 mt

**CERTIFICATIONS**

- HACCP in progress

**SOURCE OF RAW MATERIAL**

- Farmer cooperatives, ECX
Hayat Cosmo Industry PLC

Available at IPD booth hall 5a | M 217

Hayat Cosmo Industry was established in 2005 as a small-scale company with the aim of developing the production of traditional medical herbs. Its production facilities are equipped with modern machinery, including a packaging system. Hayat Cosmo’s main production focuses on the pure natural black cumin oil and eucalyptus essential oil. Besides, it offers a wide range of other cosmetic products.

The mission of Hayat is to provide its customers worldwide high-quality black cumin oil (nigella sativa), maintaining the natural pureness of the product. Striving to become a leading supplier for natural black cumin oil, it is also committed to broaden its offer with new herbal products. To this purpose, the company values a beneficial relationship with its employees.

**PRODUCTS & QUANTITIES PER YEAR**

+ Natural black cumin oil/18,927 liters
+ Black cumin soap
  - 100 grams/44,458 pcs
+ Eucalyptus essential oil/277 liters
+ Eucalyptus soap
  - 100 grams/26,542 pcs
+ Hair oils 200 ml/44,847 pcs

**CERTIFICATONS**

+ Ethiopian intellectual property certificate
+ HACCP in progress

**SOURCE OF RAW MATERIAL**

+ Regions of Gondar, Dalti, Sululta and Burayu
+ Farmer associations and own family land

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Menona Import and Export Enterprise

Available at IPD booth hall 5a | M 217

Menona has been established in 2009 and currently employs 16 permanent and 4 part time workers. The company exports oil seeds, pulses and spices to different parts of the world.
The core principle of the company is “service is of Dokimos” which means Menona offers services that are genuine and trust worthy.
The company believes in long term relationships and is a reliable partner that strives to satisfy the customer’s needs by supplying quality products with good prices. Menona wants to be relevant in exporting the best quality products by adding value to the products respectively.

PRODUCTS & QUANTITIES PER YEAR
- Red kidney beans/1,000 mt
- Green mung/500 mt
- Kabuli chickpeas/500 mt
- Desi chickpeas/500 mt
- Pigeon peas/500–1,000 mt
- Sesame seeds/2,000 mt
- Soya beans/1,000 mt
- Turmeric/500 mt
- Black cumin/500 mt

SOURCE OF RAW MATERIAL
- Local farmers, ECX

SOURCE OF RAW MATERIAL
- Local farmers, ECX

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Tamrin International Trading PLC (TIT) is a privately owned company established in 2009 G.C and based in Addis Ababa, Ethiopia. TIT is engaged in the export, import & manufacturing business.

TIT owns three processing factories with modern cleaning machineries. Besides, it owns 600 hectare of farm land located in Humera.

TIT is working on an organic certificate for their own land as well as on HACCP for the warehouses. Main export countries are China, Israel, Greece, Turkey, India, Saudi Arabia, UAE & Egypt.

**PRODUCTS & QUANTITIES PER YEAR**

- Sesame seeds (Humera & Wollega)/10,000 mt
- White pea beans/600 mt
- Arabica coffee (Sidamo, Limu, Yirachefe, Lekempti)/1,000 mt

**CERTIFICATIONS**

- HACCP in progress
- ORGANIC in progress

**SOURCE OF RAW MATERIAL**

- Own farm
- Farmer cooperatives
- ECX (Ethiopian Commodity Exchange Market)
Abada Trade is one of the largest suppliers of kidney beans and other agricultural products in Kyrgyzstan. Since 2001, the company provides all services related to the production and marketing of beans, including sowing and harvesting, cleaning and calibrating, polishing as well as storing and transporting of all products. The company works closely with leading cannery factories and packaging companies from around the world. In addition to warehouses in Moscow, Russia, and Iran, Abada has opened its own warehouse in Lithuania in order to expand their business into the European market. Abada Trade’s mission is to supply ecologically clean products, which satisfy demands of European, CIS and Asian buyers.

**PRODUCTS & QUANTITIES PER YEAR**

+ Kidney beans e.g. white, red, light speckled, calypso, purple speckled beans/10,000mt
+ Pulses, legumes and cereals/15,000mt
+ Green lentils/2,500mt
+ Peas/500mt
+ Buckwheat/500mt
+ Fresh fruits (apples, prunes)/200mt
+ Dried fruits (apricots, prunes, apples)/100mt
+ Honey/200mt
+ Walnuts/100mt

**CERTIFICATONS**

+ HACCP in process

**SOURCE OF RAW MATERIAL**

+ Kidney beans are produced by contract farming with farmers from the Talas region.
+ Fruits are produced on ABADA Trade’s own plantation, as well as in cooperation with larger farmers in the Issyk-Kul region.
Kyrgyzcentrproduct – trademark “KYRGYZPRODUCT” – is successfully engaged in the export of agricultural products grown in Kyrgyzstan since 2010. Kyrgyzcentrproduct is a reliable supplier to more than 15 customers, i. a. in Russia and Eastern Europe. The company’s main principle of work is to provide customers with high-quality products, at fair and reliable prices. The company has its own warehouse and production facilities, which allows to minimize costs and offer customers competitive prices. Kyrgyzcentrproduct works with transport companies as well as own vehicles, so the company can guarantee fast and continuously shipment of products. Quality production is a key importance to Kyrgyzcentrproduct, as well as reliability and prompt delivery.

PRODUCTS & QUANTITIES PER YEAR
+ White beans/10,000 mt
+ Red beans/5,000 mt
+ Speckled beans/1,000 mt
+ Walnuts/1,000 mt
+ Dried apricot/500 mt
+ Dried plums/500 mt
+ Fresh carrot/3,000 mt
+ Fresh potatoes/5,000 mt
+ Fresh onion/3,000 mt

CERTIFICATONS
+ Phytosanitary certificate

SOURCE OF RAW MATERIAL
+ Farmers of various regions of Kyrgyzstan
The promotion of sustainable economic development and trade is one of the focus areas in the partner countries of German development cooperation.

The global project “Supporting sustainability aspects in the implementation of EU Economic Partnership Agreements (EPAs)” supports regional organisations, their member states, the private sector and civil society in implementing the EPAs between the European Union and the Group of African, Caribbean and Pacific States in a way that fosters sustainable development. The project operates cross-regionally, with a focus on Southern Africa (SADC EPA) and the Caribbean (CARIFORUM EPA). It is implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH and commissioned by the German Federal Ministry for Economic Cooperation and Development (BMZ).

One main component of the programme strives to strengthen private sector awareness, participation and understanding of the opportunities available under the framework of the EPAs. For this activity, the project collaborates closely with the German Import Promotion Desk, national Business Support Organisations as well as with bilateral GIZ programmes operating in the partner regions.

In Mozambique, the project recently conducted an export promotion activity with the ultimate aim of promoting regional value chains and increasing exports to the European Union. Among others, the export promotion activity identified a number of Mozambican firms in the food and natural ingredients sector with potential to export to Europe in the short, medium and long term. Ten firms were visited to assess their export readiness, out of which seven have been invited to participate in different European trade fairs in the coming months either as exhibitors or as participants.
Sunshine Nut Limitada

Hall 5a | M 217

Sunshine Nut is the first company of “The Sunshine Approach” – a business model that seeks to build food factories in developing nations to create lasting economic change. The company seeks to go beyond fair trade by manufacturing in-country and giving 90% of distributed profits to support the poor and orphaned. They roast, season, and package locally grown cashews for export to over 3,000 of the finest retail stores in the United States – and now seek expansion into Europe.

For its final processing of nuts, the company employs and trains adult orphans. The company seeks to do business by replacing dependence with independence, hand-outs with hand-ups, adversity with opportunity, despair with hope, stagnation with transformation, worthlessness with dignity, and failure with excellence.

PRODUCTS
The company produces according to demand in 200 gr bags:
+ Flavored roasted cashews
  salted cashews
+ Plain unsalted cashews
+ Herbed cashews
+ Spiced cashews
+ Sugar & spice cashews

CERTIFICATIONS
+ ISO 22000
+ HACCP
+ FSSC 22000
+ B-Corp

SOURCE OF RAW MATERIAL
+ Cashew nuts grown by Mozambican farmers and pre-processed in Mozambican facilities
Carthage Limitada

Available at IPD booth hall 5a | M 217

Carthage Limitada is based in Moamba in the southern part of Mozambique. Since its inception in 2016, 150 ha of papaya and 60 ha of lychee have been established. The company has exclusivity to papaya cultivars bred by Neofresh in South Africa and exports fresh papaya to South Africa, Europe and the U.K.

Carthage is now looking towards expanding its exports of frozen papaya products. They established the processing lines necessary to make use of the full papaya harvest, even those fruits not being able to be sold in the fresh fruits markets.

The company is humbled to have been able to make a huge developmental impact in a very poor area like Moamba. The workforce consists of 400 local Mozambicans. The company’s motto is: “We honour the land, we honour the people.” Carthage wants to establish a diversified agro-business, focusing on both primary production as well as downstream participation in the value chain.

PRODUCTS & QUANTITIES PER YEAR
- Frozen papaya/2,000 mt
- Fresh papaya and lychee/10,000 mt

CERTIFICATONS
- GLOBALG.A.P.

SOURCE OF RAW MATERIAL
- Own production

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Satya International

Available at IPD booth hall 5a | M 217

Satya International is an exporter of herbs, essential oils, and spices. The company was established in 1995 with the objective to deliver best quality herbs from the Himalayas to customers worldwide. Satya international is directly working with the rural people and community groups from mid-western & far western region of Nepal.

Satya International strives to provide high-quality, reasonably-priced products that are packaged and delivered according to the needs of the customers. The company is strongly committed to sustainable growth and social uplift through empowering women workers, creating employment opportunities and thus providing a livelihood to the people of rural Nepal.

PRODUCTS

- Spices (dried ginger, turmeric, black cardamom, cinnamomum tamala leaves and bark, curry leaves, sittimur, piper longum, morels)
- Medicinal herbs & extracts (swertia chirata, sapindus mukorossi, picrorhiza sps, emblica officinalis dry, shilajit, acacia rugata, asparagus racemus, rheum astrale, berberis aristate)
- Essential oils (Juniperus recurva, Cymbopogon jwarankusha, Gaultheria fragrantissima, Zanthoxylum armatum, Rhododendron anthropogon, Ocimum basilicum, Matricaria chamomile, Acorus calamus, Lemongrass, Eucalyptus globulus, Curcuma Zedoaria, Citronella, Artemisia vulgaris)

CERTIFICATIONS

- ORGANIC (EU, US)

SOURCE OF RAW MATERIAL

- Farmers
- Wild collection

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PromPerú

Hall 8 | H 002 | H 016 | G 024 | E 024
Hall 5a | M 094

PromPerú, Peru’s Export and Tourism Promotion Commission, with headquarters in Lima, Peru, is a government agency connecting both public and private initiatives to create a competitive and diversified offer of products and services with the highest quality standards suitable for the international markets.

PromPerú carries out a wide range of activities related to trade and tourism promotion, focusing on those linked with the expansion of businesses in foreign markets, thus contributing to generate job opportunities, and to spread the image of Peru as an exporting country attractive tourism destination.

In the export sector, PromPerú acts as a key partner and adviser to potential and current exporters, organizing trade promotion and market intelligence activities, such as tradeshows, trade missions and market research studies.

For more information please visit the website www.promperu.gob.pe.
Kumara Food is a Peruvian company with a global vision to provide the best quality food to the world. Working according the best standards of production processes, quality and sustainability, the company has developed qualified staff and certified facilities. Therefore, they can offer the best portfolio of products and services to their customers, which includes constant research and development by their enthusiastic team. The company’s mission is to contribute to the development of people’s nourishment around the world, offering alternatives to conventional products of the current market, through research and development based on Peruvian native ingredients. Kumara Food is dedicated to the development of high quality natural products, promoting sustainability and healthy lifestyle.

PRODUCTS
+ Maca powder and gelatinized
+ Quinoa powder, precooked and gelatinized
+ Purple corn powder, oil and snacks
+ Sacha Inchi snacks and powder
+ Chia protein powder, oil and grounded
+ Cacao powder and nibs
+ Dried banana and powder
+ Blend formulations for shakes and pastas
+ Dried herbs (e.g. pasuchaca, stonebreaker, cat’s claw)

CERTIFICATIONS
+ ORGANIC (EU, US, JAS)
+ HACCP
+ KOSHER
+ FDA

SOURCE OF RAW MATERIAL
+ Peruvian andes and Peruvian rainforest
Carthage Food

Hall 3 | E 039

Carthage Food is situated in Kairouan in the center of Tunisia. It has developed a comprehensive knowledge and understanding of quality food production since its establishment in 2004. The processing of different regional agricultural products by season has enabled the establishment of longterm contacts to producers and thus maximum control over the quality of raw material.

Carthage Food is the market leader in Tunisia for tomato paste and harissa chilli paste. The harissa brand – FNARE DE CAP BON – was one of the first products to be certified with the “Food Quality Label Tunisia”. In the last few years production has diversified to include canned fruit and vegetable and the processing of regional fruits such as quince, figs, and apricot, into aseptic fruits pulps and jams.

PRODUCTS & QUANTITIES PER YEAR

+ Harissa/4,000 mt
+ Tomato paste/4,500 mt
+ Jam/1,500 mt
+ Salade mechouia/500 mt
+ Traditional hrouss/20 mt
+ Peas/150 mt
+ Beans/30 mt
+ Chickpeas/20 mt

CERTIFICATONS

+ ISO 9001
+ ISO 22000
+ HACCP
+ HALAL

SOURCE OF RAW MATERIAL

+ Farmers from Tunisia

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Biosud

Available at IPD booth hall 5a | M 217

Biosud is a young company from the south of Tunisia. It has been created in 2016 for the handling, processing and export of organic dates. In the beautiful oases of Jerid and Nefzewa, local farmer cooperatives produce the dates which are mainly of the Deglet Nour variety.

Biosud obtained many certificates. Besides organic production, the company attaches high importance to food safety, as proven by the ISO 22000 certification. In close cooperation with the producing farmers, the quality of the produce is constantly high and monitored well.

Biosud’s vision is to support the local production of dates in Southern Tunisia and to develop products favorable for export!

PRODUCTS & QUANTITIES PER YEAR
+ Pitted dates/200 mt
+ Natural dates/300 mt
+ Ravier/200 mt
+ Date syrup/60 mt
+ Date paste/100 mt
+ Date powder/350 mt

CERTIFICATONS
+ ISO 22000
+ ORGANIC (EU, US)
+ HALAL
+ KOSHER

SOURCE OF RAW MATERIAL
+ Date plantations of local farmer cooperatives

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Green Fruits S.A.

Available at IPD booth hall 5a | M 217

Green Fruits is a company located in the region of Kebili in Southern Tunisia. In the hot and dry climate of the Kebili oasis, world-class Deglet Nour dates are cultivated by many small-scale farmers.

It is these local farmers who are at the heart of Green Fruits’ activities; benefiting from training sessions on production methods and fruit selection. Green Fruits markets organic-certified dates, processed traditionally as dried or semi-dried fruits, on branch and pitted, but also adds value to the product by developing its many by-products, produced under high standards of hygiene and environmental protection in the processing plant situated in the shadow of the date palms of Kebili.

PRODUCTS & QUANTITIES PER YEAR

+ Dates (on branch and pitted)/1,000 mt
+ Date syrup and jam/20 mt
+ Date powder/17 mt
+ Date spread mixtures
+ Energy bars based on dates

CERTIFICATIONS

+ ORGANIC (EU, US, JAS)
+ HACCP
+ KOSHER
+ HALAL
+ ISO 9001, 22000

SOURCE OF RAW MATERIAL

+ Partnerships with small-scale date farmers in the regions of Kebili and Douz
+ Ingredients for product mixtures are purchased externally

ADDRESS
Green Fruits S.A.
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Route de Tozeur Kebili
Kebili
Tunisia
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www.green-fruits.com

CONTACT
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IPD CONTACT
For more information or an appointment at SIAL fair, please contact:
Kathrin Seelige
IPD Expert Sourcing + Purchase
Phone + 49 152 3849 2639
seelige@importpromotiondesk.de
Opening times

21–25 October 2018
Sunday to Wednesday: 9.30–18.00,
Thursday: 9.30–17.00.

How to get there

BY CAR
The Parc des Expositions de Paris-Nord Villepinte is at the crossroads of the A1, A3, A86 and A104 motorways.
15,000 parking spaces are available.

BY TRAIN
The Parc des Expositions de Paris-Nord Villepinte is 5 minutes from the Roissy-Charles de Gaulle TGV station and 20 minutes from the Gare du Nord.

BY FREE SHUTTLE
Departures approx. every 15 min from 21 – 25 October 2018

+ Porte Maillot (from the Pershing car park) to SIAL Paris: 7:30 am – 11:30 am
+ SIAL Paris to Porte Maillot : 3:00 pm – 8:30 pm
  (7:00 pm on the last day, 25 October)
+ Montparnasse (from Rue du Commandant Mouchotte) to SIAL Paris: 7:30 am – 11:30 am

+ SIAL Paris to Montparnasse: 3:00 pm – 8:30 pm
  (7:00 pm on the last day, 25 October)

Shuttles departure points

+ Terminal 1 Gate 8 – Departure level
+ Terminal 2D Gate 7 Arrival level
+ Terminal 2F – Passage between T2F and T2E