IPD at BIOFACH 2020

Nuremberg | 12 – 15 February 2020

Please note:
This year you meet us in
hall 3A | booth 220

Meet reliable suppliers from Colombia, Côte d’Ivoire, Ecuador, Egypt, Ethiopia, Ghana, India, Indonesia, Kyrgyzstan, Sri Lanka, Togo, Tunisia, and Ukraine.
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Import Promotion Desk (IPD) – Cost- and risk-optimised sourcing from new markets

Visit us in hall 3A | booth 3A-220

For the sixth time in a row, IPD and the “Gesellschaft für internationale Zusammenarbeit” (GIZ) are represented at BIOFACH 2020 with a joint stand under the heading “Organic sourcing for development”.

This year we present more than 30 innovative companies showcasing their diverse range of organic products to the European trade.

We connect German and European importers with carefully selected exporters from Colombia, Côte d’Ivoire, Ecuador, Egypt, Ethiopia, Ghana, India, Indonesia, Kyrgyzstan, Sri Lanka, Togo, Tunisia and Ukraine.

IPD is the German initiative for import promotion. Our goal is the sustainable and well-structured import promotion of special products from selected developing countries and emerging nations – under compliance with high quality, social and environmental standards.

We introduce exporters from our partner countries to the EU market and assist them in setting up trading relations. For European importers, IPD opens up new supply sources in the partner countries and supports them in the complex purchasing process.

Reduce your initiation, negotiation and control costs with IPD.

We have the contacts, information and communication channels to your new suppliers.

Our services for you are neutral and free of charge.

All IPD companies presented at BIOFACH were carefully selected and then readied by IPD to commence export to the European market.

On the following pages you will find detailed information about the IPD exporters and the companies supported by GIZ. We establish direct contact to these new suppliers and organise b2b meetings at the trade fair.

Get in touch with us!

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

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

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

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

<table>
<thead>
<tr>
<th>Product</th>
<th>Supplier</th>
<th>Price</th>
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<tbody>
<tr>
<td>Cocoa beans</td>
<td>AKP Organics</td>
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</tr>
<tr>
<td>Cocoa butter</td>
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<tr>
<td>Cocoa paste</td>
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<td>Cocoa powder</td>
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## COCONUT PRODUCTS

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<td>Coconut butter</td>
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<td>Manchiee</td>
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<td></td>
<td>Verger Naturals</td>
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<td>Waguruwela</td>
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<td>Coconut chips</td>
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<td>Coconut cream</td>
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<td>Coconut flour</td>
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<td>Coconut sauce</td>
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<td>Coconut snacks</td>
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<td>Coconut sugar</td>
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<td>Dates (diced)</td>
<td>Beni Ghreb</td>
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<td>Dates (whole and pitted)</td>
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<td>Dehydrated tropical fruits</td>
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<td>Buckbean leaves</td>
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<td>Cassiavera</td>
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<td>Centella</td>
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<td>Dried alder buckthorn bark</td>
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Goldchips

Visitor available at hall 3A | booth 3A-220

Goldchips is a Colombian company with 25 years of family-owned experience. They produce snacks based on plantain as raw material. The plantains are harvested by the family of the owners in the Quindío region, therefore guaranteeing the traceability of the product. The raw material meets all the criteria for organic certification and is in the process of biodynamic certification.

The mission of the company is to improve the environment, support the social conditions for the workers and the value of women. Goldchips is already present in the American and European market.

PRODUCTS & QUANTITIES PER YEAR
- Sea salt plantain chips
- Sweet plantain chips
- Sea salt croutons
- Tostones

CERTIFICATIONS
- ORGANIC (for farm, production in process)
- NonGMO
- KOSHER

SOURCE OF RAW MATERIAL
- Family owned plantations in the region of Quindio, Colombia.

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ADF-Agro’s “Centre de Séchage de Farako” was founded in 2017 and has one main objective: the transformation of raw material in order to create substantial added value to the farmers’ crops and provide employment opportunities for the rural population in Côte d’Ivoire. ADF-Agro produces dried mangoes and also exports fresh fruits.

The company’s project aims to support the women in the Ivory Coast and to enhance their general status in life. ADF-Agro assists in creating mango plantations, provides relevant knowledge as well as training for organic production and guarantees to market the farmers’ harvest. This is of high importance to ensure a steady income for the farmers, who represent a vital component in this production chain.

During the campaign, the Centre de Séchage de Farako employs 80 people. The company exports fresh and dried mangoes to Europe (France and Belgium) and Morocco.

**PRODUCTS & QUANTITIES PER YEAR**
+ Dried mangoes / 12 t to 15 t
+ Fresh mangoes / 70 t to 100 t

**CERTIFICATIONS**
+ ORGANIC EU

**SOURCE OF RAW MATERIAL**
+ Own mango farm of 45 ha
+ Partner farms

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Copropap
Hall 3A l booth 3A-220

Copropap is a cooperative of small producers of organic raw sugar cane from Ecuador, the middle of the world. Located in the humid subtropical forests of Ecuador, 1,300 meters above sea level and at 0° latitude, where sunlight strikes permanently all year long. All these environmental conditions allow a high quality of raw sugar cane, whose brix degrees can reach an average of 18° to 21°.

The cooperative was established in 1992 with a concern on sustainable, social and environmental development. All the producers avoid the use of GMO, therefore the crops and the production facilities are organic certified for the European Union and the United States. The production is also under local good manufacturing practices which assures food safety.

PRODUCTS & QUANTITIES PER YEAR
+ Raw sugar cane / 850 t

CERTIFICATIONS
+ ORGANIC (EU, US)
+ GMP

SOURCE OF RAW MATERIAL
+ Plantations of small organic producers from the humid subtropical forests
Jumandipro

Hall 3A l booth 3A-220

Jumandipro is a company looking to share the natural energy and the wellbeing derived from the guayusa plant of the Ecuadorian Amazon, under the name Waykana Guayusa.

Guayusa is an Amazonian energetic leaf native to Ecuador. Waykana Guayusa is a “unique” quite revolutionary natural energy product, which offers the end-users a long-term energy boost while not harming the body. Waykana Guayusa is filled with natural caffeine and valuable antioxidants. It is different from similar products because it has a green light color and a premium flavor.

Jumandipro is focused on making the indigenous communities they work with the protagonists of the business by invigorating the local economy and creating social projects. Waykana Guayusa from Jumandipro is currently sold in more than ten countries worldwide.

PRODUCTS & QUANTITIES PER YEAR
+ Guayusa leaf bulk / 100 t
+ Guayusa tea bag boxes / 360,000 units

CERTIFICATIONS
+ ORGANIC
+ KOSHER
+ HACCP

SOURCE OF RAW MATERIAL
+ Raw guayusa is sourced directly from small scale producers in the Ecuadorian Amazon.
Logistic Nuts for Agricultural Development was founded by Mr. Sameh Shanap, Dr. Mohamed El-Shabrawy and Mr. Ali Abdel Shafy at the beginning of 2013. The company manufactures and exports peanuts to the European Union, the Arab countries and Turkey.

Logistic Nuts grows, processes and packs the peanuts and thereby supervises and controls every stage of production.

Package sizes: Peanuts inshell 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 t

**CERTIFICATIONS**
- ISO 22000
- FSSC 22000
- GLOBALG.A.P.
- ORGANIC

**SOURCE OF RAW MATERIAL**
- Own production site

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Olira Agro Industry PLC was established in 2008, focusing on exporting both organic and conventional hulled sesame seeds to high value markets including USA, Europe and the Middle East. The company has expanded its activities during the previous years and is now engaged in exporting diverse agro products to global markets.

Olira engages more than 1,800 smallholder farmers who produce sesame seeds. The farmers are supported with pre-finance, equipment and training to empower them and guarantee a stable supply. At the ISO certified factory, the sesame is processed with high level of professionalism. Modern, European machines are used for all process steps and certifiers are constantly monitoring organic and food safety standards.

Olira’s values are based on quality, customer satisfaction, the fair treatment of its employees as well as other aspects of CSR.

PRODUCTS & QUANTITIES PER YEAR
+ Natural sesame seeds / 15,000 t
+ Hulled sesame seeds / 6,000 t
+ Roasted natural sesame / 2,000 t

CERTIFICATIONS
+ ORGANIC (EU, US)
+ ISO 22000

SOURCE OF RAW MATERIAL
+ Contract farming with smallholder sesame farmers
Bio-Tropical Products Company Limited is a company in Ghana, established in 1984 as an agricultural enterprise. It has established 120 acres of citrus and small outgrowers with a total acreage of 480 acres.

In addition, it has 100 acres of cocoa plantations as well as 90 acres of voacanga farm. Currently, Bio-Tropical Products process dried organic peels from Sweet orange and Lemon fruits for the export market. The company exports to Germany according to the buyer’s specification. Orange and Lemon peels are certified as organic by Ecocert SA.

**PRODUCTS & QUANTITIES PER YEAR**

+ Dried sweet orange peels / 300t
+ Dried lemon peels / 40t

**CERTIFICATIONS**

+ ORGANIC EU
+ HACCP (in process)

**SOURCE OF RAW MATERIAL**

+ Own farm
+ Outgrowers
Ideal Providence Farms (IPF) has been growing and producing its raw materials for almost 20 years. IPF products are true to type as their slogan depicts “traceable to nature”. The products are organically certified and IPF is a member of IFOAM – International Federation of Organic Agricultural Movements Bonn, Germany.

IPF maintains a processing facility in Kpone, Greater-Accra Region where raw materials from the farm are turned into consumable goods.

IPF cooperates with women groups, around 800 women, in the Upper West Region and in the Northern Region in the wild collection of shea nuts and the traditional production of shea butter.

Ideal Providence Farms (IPF) exports its products to neighbouring countries, to Europe and to the United States of America.

**PRODUCTS & QUANTITIES PER YEAR**
+ Shea butter / 150 t
+ Citrus peels lemon, Lime, Bitter Lemon, Sweet Orange, Grapefruit / 40 t

**CERTIFICATIONS**
+ ORGANIC (EU, NOP)

**SOURCE OF RAW MATERIAL**
+ From own plantations
+ Mpakadan, Aworasa-Asamankese (Eastern Region), Ghana
+ Abortia (Volta Region), Ghana
As an organic agriculture producer, Aksara Kencana Putra (AKP) presents a wide range of high quality products, such as cocoa beans and nibs, spices (ginger, turmeric, galangal), mixed rice, coconut sugar, cassiavera bark and blended tea. Together with local farmers and cooperatives, AKP facilitates organic land banks at various locations. AKP Organic creates an integrated supply chain, named “petaniorganic.com” to ensure that every producer and buyer transaction will follow the contract agreement.

“petaniorganic.com” as an integrated trading platform aims to ease the communication between all stakeholders. Starting from searching products, dealing with producers, binding agreements until receiving the product and also the payment transaction will be secured.

The companies' values are based on transparency and accountable fair business. Together it aims to empower and educate farmers as well as reliable and sustainable communities.

**PRODUCTS & QUANTITIES PER YEAR**

+ Alpinia galangal (organic in process) / 48 t
+ Blended tea / 64 t
+ Cassiavera / 100 t
+ Cocoa beans / 100 t
+ Coconut sugar / 240 t
+ Ginger (organic in process) / 100 t
+ Rice / 300 t

**CERTIFICATIONS**

+ ORGANIC (EU, US, JAS)

**SOURCE OF RAW MATERIAL**

+ Collaboration with farmers’ cooperatives
+ Own blending
Koperasi Nira Satria

Hall 3A | booth 3A-220

Koperasi Nira Satria is an integrated organic coconut sugar cooperative located in Banyumas, Central Java, Indonesia. The cooperative has been producing and has been exporting organic coconut sugar to the world since 2010. The sugar originates from the lush Javanese landscape of the Indonesian archipelago.

Smallholder farmers and coconut sugar are the soul of Nira Satria. Its concern is not only providing the best and healthy product of coconut sugar, but also helping its coconut farmers who are the owners of this cooperative to make a good living.

Nira Satria specializes in high-quality products and bringing great value to their customers. They offer many variations of packaging, such as 150 gr of jar, 250 gr, 500 gr, and 1,000 gr of pouch for retail and many sizes for industrial customers around the world.

PRODUCTS & QUANTITIES PER YEAR

+ Coconut sugar granulated / 750 t
+ Coconut sugar block / 150 t

CERTIFICATIONS

+ ORGANIC (EU, US)
+ HACCP
+ FAIRTRADE

SOURCE OF RAW MATERIAL

+ Smallholder farmers as cooperative members
Mega Organik Indonesia, founded in 2017, is an exporter of high quality natural and organic products. Backed by solid R&D and production teams, they strive to continuously develop and offer innovative and in-demand products.

Farmers are the backbone in this journey and therefore they have forged strong relationships and provide relevant support to these farmers.

Their steady purchases of raw materials and support in various forms, e.g. providing seedlings, imparting up-to-date farming knowledge and practices, have improved the well-being of farmers partners and families.

**PRODUCTS & QUANTITIES PER YEAR**
- Purple and yellow sweet potato chips / 120 t
- Jackfruit crackers / 120 t (organic production in process)
- Pumpkin crackers / 100 t (organic production in process)
- Gluten free vegetable noodles / 60 t (organic production in process)

**CERTIFICATIONS**
- ORGANIC EU
- BTC

**SOURCE OF RAW MATERIAL**
- Various farmers

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The mission of Navil Natural is to always be aligned with the market’s expectations and deliver services of excellence to customers. They strive to become a leading company among its competitors in the industry by providing best quality products and food safety. The creation of a sustainable supply chain by preserving the productivity of the land over time and support the economic viability of family farms and rural communities is a further objective of the company.

Their vision is to be acknowledged as a leading supply and manufacturing company in the food ingredients industry that provides sustainable and continuous growth for all of its stakeholders, from the supply side (farmers), internal operation (employees) as well as the market’s side (customers).

**PRODUCTS & QUANTITIES PER YEAR**

+ Coconut sugar / 2,160 t
+ Coconut syrup / 288 t
+ Coconut aminos / 288 t
+ Dried and sliced turmeric / 234 t
+ Turmeric powder / 180 t
+ Dried and sliced ginger / 60 t
+ Ginger powder / 60 t
+ Cocoa powder / 36 t
+ Cocoa butter / 30 t
+ Cocoa paste / 36 t

**CERTIFICATIONS**

+ ORGANIC (EU, US)
+ HACCP
+ FAIRTRADE
+ KOSHER
Sun Planet Organic

Hall 3A | booth 3A-220

Sun Planet Organic is the first company in Central Asia that exported organic prunes to the European Union and one of the few who exports wild & organic walnuts. The raw material comes from a farmers’ cooperative with a high level of social responsibility. Together with their European client they managed to develop a trade project that makes European clients aware of the unique origin of the product – Kyrgyzstan.

In 2018, they reached over 1,000 family members for the prune cooperative organized in more than 50 farmers’ cooperative groups collecting walnuts from the unique wild walnut forest Arslanbob. Sun Planet works closely with Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, introducing international experience in order to build effective cooperative models and supply chains.

**PRODUCTS & QUANTITIES PER YEAR**

+ Wild walnut / 400 t
+ Prune pitted / 200 t
+ Extra virgin walnut oil / 200 t
+ Walnut milk / 500 t
+ Prune puree / 500 t

**CERTIFICATIONS**

+ ORGANIC EU
+ FSSC ISO 22000
+ NATURLAND
+ FAIRTRADE

**SOURCE OF RAW MATERIAL**

+ Farmers’ cooperative
Asian Agro Products

Visitor available at hall 3A | booth 3A-220

Asian Agro Products was established in 1922 with the motive of exporting high quality desiccated coconut products to the global market. Asian Agro Products introduces “NUTRIKOKOS” to the consumer with the intention of bringing a wide range of high quality coconut products.

The company promotes organic farming to reduce the use of toxic chemicals and enhance human health and consumer satisfaction. They use the best technology available to get the best products and also strive hard to protect the environment and the well being of their employees. Therefore their focus lies as well on the social responsibility to build a better society for everyone.

PRODUCTS & QUANTITIES PER YEAR
- Desiccated coconut (all grades) / 1,200 t
- Desiccated coconut (value added) / 100 t
- Virgin coconut oil / 90 t
- Coconut milk / 120 t
- Coconut flour / 100 t

CERTIFICATIONS
- ISO (22000:2005)
- ORGANIC (EU, USDA, NOP, JAP)

SOURCE OF RAW MATERIAL
- From coconut farming land in Sri Lanka under observation
Established in 2007 Dumbara Natural Foods manufactures a high quality, unique organic natural sweetener “Kithul” and jackfruit based products.

Kithul is a palm endemic to Sri Lanka’s rain forests. Botanically it is known as “Caryota Urens”. Kithul tree has been providing several uses and thus a multipurpose tree. The sap obtained by tapping the inflorescence is used to make various edible products including sweet kithul treacle, and kithul jaggery.

Dumbara aims at supporting the rural farmers in Sri Lanka, uplift the farming community’s living standards and offering their children a better education. The company assists in maintaining organic plantations, providing relevant knowledge and guarantees to take in their Kithul sap and natural ingredients. The objective is to create better awareness on this hidden valuable ingredient - Kithul is consider as “Liquid Gold” because of its unique taste and low glycemic index value.

**PRODUCTS & QUANTITIES PER YEAR**
+ Kithul syrup / 20 t
+ Kithul jaggery / 10 t
+ Kithul flour / 2 t
+ Jackfruit curry / 1 t
+ Young jackfruit curry / 1 t

**CERTIFICATIONS**
+ ORGANIC EU
+ FSSC 22000:2018
+ HACCP
+ GMP

**SOURCE OF RAW MATERIAL**
+ Plantations and backyards in rural areas of Sri Lanka
Lihini Nature Products focuses on the quality of their products by using 100% fresh organic coconuts from small farmers in Sri Lanka.

The company tailors the products to the customers' needs. Lihini Nature Oil is one of the established names in the oil industry, with a labor force of 100 employees. The secret of the success is simple: everyone works hard to meet the client's expectations and to deliver what the company commits since the year of foundation in 2017.

The company counts with two main process units for virgin coconut oil and coconut flour, in compliance with the requirement of the ISO 22000:2005 standard in order to ensure food safety in all products.

**PRODUCTS & QUANTITIES PER YEAR**
+ Virgin coconut oil / 800 t
+ Whole kernel oil / 400 t
+ Coconut butter / 100 t
+ Coconut flour / 80 t
+ Coconut oil infusions / 100 t

**CERTIFICATIONS**
+ ISO 22000:2018
+ ORGANIC (EU, JAS, USDA, NOP)
+ FDA
+ HALAL
+ KOSHER

**SOURCE OF RAW MATERIAL**
+ Small and medium farmers associations
+ Micro business traders and manufacturers
Manchiee de Coco

Visitor available at hall 3A | booth 3A-220

The main activity of Manchiee De Coco Products is the manufacturing of coconut products. These coconut products are mainly exported to European countries, Australia, New Zealand, Canada, Hong Kong and the Middle East. For the production, the company uses modern technology and the manufacturing process is thoroughly monitored and assessed at each step.

The company work force consists out of 150 employees mainly from neighboring towns and villages who have been working for the company for many years. Their coconut supplier uses no chemical fertilizers, pesticides and herbicides. They also use good cultural practices, proper growing conditions and follow wood controlling and pest controlling by the natural means.

PRODUCTS & QUANTITIES PER YEAR
(different packaging available):
- Coconut milk powder / 240 t
- Virgin coconut oil
- Extra virgin coconut oil
- Creamed coconut
- Coconut butter
- Coconut flour
- Desiccated coconut
- Coconut water
- Coconut vinegar
- Coconut aminos
- Coconut sauce
- Coconut snacks
- Coconut nectar

CERTIFICATIONS
- ORGANIC (EU, USDA, JAS)
- ISO 22000
- HACCP
- GMP
- KOSHER

SOURCE OF RAW MATERIAL
- Organic coconut farming

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SRI LANKA
Pasanka is a business for processing fruits, spices, herbs, and virgin coconut oil. The company manufactures and export high quality organic products from the Southern part of Sri Lanka where the natural garden of spices, coconut, fruits and under-utilized agriculture crops and also uncommon herbal heritage are rich.

The company’s objective is to obtain optimal usage of natural raw materials while providing the finest healthy and the best quality organic products to the market and support to improve the opportunities for healthy human life.

Pasanka has a network of long-term raw material suppliers and organic farmers by maintaining the criteria of reasonable and fair prices.

**PRODUCTS & QUANTITIES PER YEAR**
- + Spices and herbs for natural flavoring ingredient industry / 200 t
- + Dehydrated tropical fruits / 100 t
- + Virgin coconut oil for cosmetic industry / 100 t

**CERTIFICATIONS**
- + ISO 22000
- + HACCP
- + GMP
- + ORGANIC (EU, USDA, JAS)

**SOURCE OF RAW MATERIAL**
- + Southern small farmers from Sri Lanka
Verger Naturals

Hall 8 | booth 8-221

Verger Naturals was founded with the objective to deliver a brand promise of supplying naturally sourced and processed products which are high in quality, purity, sustainably grown, and traceable at source.

The processing facility is located in suburban Colombo and the team consists only out of highly skilled professionals, who meticulously overlook the process. The products are offered in pure form and have no artificial elements added.

The companies value proposition is unique in its ability to capture the true essence of Sri Lankan spices and by offering products that are high in their natural wellness attributes.

PRODUCTS & QUANTITIES PER YEAR

+ Essential oils (e.g. Cinnamon bark oil, cinnamon leaf oil, citronella oil, clove bud oil, black pepper oil, mache oil, nutmeg oil)
+ Spices (e.g. Ceylon cinnamon quillings, black, green and white pepper, cloves, mace, nutmeg, ginger, trumeric, dehydrated green pepper, mace)
+ Herbs (dried moringa, dried centella)
+ Coconut produce (Virgin coconut oil, desiccated coconut, coconut chips, coconut flour, coconut butter)

CERTIFICATIONS

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

SOURCE OF RAW MATERIAL

+ 100% naturally grown via Verger’s partner-farmer network
Waguruwela Oil Mills

Waguruwela Oil Mills is the leading manufacturer in Sri Lanka for all types of coconut products. Since 2013 the company has been able to conquer the coconut export industry together with their 450 highly skilled employees.

It is the only factory in Sri Lanka which produces extra virgin organic coconut oil with 100% sediment and 100% mold free. Furthermore it is the only exporter of coconut milk in Sri Lanka who supplies coconut milk produced under strict quality standards and social requirements.

The company adopts modern and environmental friendly manufacturing processes and is supported by latest laboratory facilities and dedicated staff, to ensure product safety and quality conformance.

PRODUCTS & QUANTITIES PER YEAR

+ Virgin coconut oil / 3,750 t
+ Coconut cream / 9,750 t
+ Coconut milk / 9,750 t
+ Coconut butter / 1,250 t
+ Coconut flour / 1,875 t
+ Desicatted coconut / 1,250 t

SOURCE OF RAW MATERIAL

+ Coconuts from the coconut triangle of Sri Lanka

CERTIFICATIONS

+ ORGANIC (EU, NOP, USDA)
+ HALAL
+ KOSHER
+ FAIRTRADE
+ NATURLAND
+ JAS
+ ISO 22000
+ BRC A for issue 8, Sedex Smeta 4 pillar
The founder of “Worga Naturals” was born in a rural farm family of Sri Lanka surrounded by the Indian Ocean. He studied agriculture up to a university master’s degree while helping his parents at the family farm. He gathered experiences on organic farming and processing while working in different farming communities in different countries for 17 years.

In 2017, the company started their own processing facility with value addition to organic raw materials, helping mainly the female villagers of the country side by creating job opportunities to work and earn to up lift their economy.

Worga Naturals produces only organic quality retail and bulk products from the best harvest while helping villager’s economy.

**PRODUCTS & QUANTITIES PER YEAR**
- Dehydrated fruits / 100 t
- Young green jackfruit in brine (bottle/can) / 1,500,000 units
- Fruit jars (bottle/can) / 1,500,000 units
- King coconut water (bottle/can) / 1,000,000 units
- Fruit powders / 90 t

**CERTIFICATIONS**
- ISO 22000
- ORGANIC (EU, USDA, JAS)
- NATURLAND ORGANIC
- FairTSA

**SOURCE OF RAW MATERIAL**
- Own farms
- Controlled organic farms
Beni Ghreb was founded in 2002 in Hazoua, Tunisia. Working closely with a partner farmers’ cooperative, the company produces high quality organic and biodynamic Deglet Nour dates.

Beni Ghreb works with a holistic approach focussing on sustainable agriculture, environmental conservation and local economic development. The company provides support services to farmers throughout the cultivation process to guarantee the high quality of the end product and purchase their entire production to guarantee a steady income. Together, they have pioneered innovative practices, such as composting for water retention, nets for insect protection, bubbler irrigation to save water. Processing and export are carried out at Beni Ghreb’s plant near the farmers’ oasis creating employment opportunities for the local community.

**PRODUCTS & QUANTITIES**
+ Dates on branches, whole and pitted / 1,600 t
+ Diced dates
+ Date syrup
+ Date paste

**CERTIFICATIONS**
+ ORGANIC (EU, US)
+ BIO SUISSE
+ DEMETER
+ FAIRTRADE
+ ISO 9001
+ ISO 22000
+ IFS/BRC (in process)

**SOURCE OF RAW MATERIAL**
+ Partner farmers’ cooperative in the Hazoua oasis
Bioland, a young company founded in 2017, operates a 30ha Aloe Vera plantation according to organic standards. The company produces high-quality organic Aloe Vera extracts and juices, 100% pure and natural.

Bioland is particularly focused on natural cultivation and maintaining a constant quality of Aloe Vera throughout the year. The Aloe Vera fillet is separated manually with great care from the leaf, which ensures professional handling and constant quality control in processing.

Bioland has also set up a laboratory that develops and produces natural food supplements, dietary products based on vegetable proteins, products for diabetics, as well as skincare products.

The company’s products meet the strict criteria of pharmaceutical regulations and the standards intended to maintain and restore the natural balance of the organism.

**PRODUCTS & QUANTITIES PER YEAR**

+ Aloe Vera / 800 t
+ Spirulina / 15 t
+ Food supplements / 20 t

**CERTIFICATIONS**

+ ORGANIC EU

**SOURCE OF RAW MATERIAL**

+ Own Aloe Vera plantation near Sousse, Tunisia
+ Certified partner for Spirulina from Tunisia
Eden Life

Visitor available at hall 3A | booth 3A-220

Eden Life is a Tunisian company specialized in microalgal production. The main product is Spirulina, which is commonly used as a natural dietary supplement due to its high content of easily digestible protein, several types of vitamins, minerals, and antioxidants. Eden Life’s production plant with a capacity of 3,000 kg/year is located in the Oasis of Kettana. Thanks to the exceptional sunlight conditions and the proximity of a geothermal source, the production process is eco-friendly and low energy consuming.

Eden Life produces mainly Spirulina, but also some other types of microalgae. After a proper soft drying, the algae are conditioned and packaged without any additive. The company has started several research projects in collaboration with academic institutes for the extraction and valorization of bioactive compounds. One of these projects led to the production of natural cosmetic products, mainly used for thalassotherapy and skin care purposes.

Eden Life’s mission is to make people discover microalgae and their great potential. The company is the laureate of the 2016 National Contest for innovation in Tunisia.

PRODUCTS & QUANTITIES
+ Dietary supplement “Spirulina” micro-algae
+ Spirulina powder, tablets, capsules, flakes
+ Cosmetic products on the basis of Spirulina
+ Massage oil containing β-carotene
+ Seaweed masks and body-wraps

CERTIFICATIONS
+ HACCP
The company Fawanisse Agricole (FAG) was founded in 2015. Their production meets all the requirements of organic certification. In addition, their work is based on the principle of optimum exploitation of the products.

The company’s products, such as olives, fruits, vegetables and aromatic herbs, serve as ingredients and spices for nutritious and dietary products that are highly demanded by consumers. “People’s health is in their food that comes from the soil of nature,” – this is Fawanisse’s guiding principle. This led the company to starting an organic agricultural project in an orchard located in the Cap Bon area of Tunisia. In the mountainous geographical site, Fawanisse grows and processes food according to the organic standard. As part of the development of agricultural products, the company has installed a processing unit used for drying, grinding, bottling and packaging of the products according to the requirements of ISO 22000.

**PRODUCTS & QUANTITIES PER YEAR**
- Olives / 100 t
- Olive oil extra virgin / 10 t
- Figs (fresh and dried) / 10 t
- Tomatoes (fresh and dried) / 10 t
- Chilli (fresh and dried) / 10 t
- Aromatic and floral plants / planted according to demand

**CERTIFICATIONS**
- ORGANIC (EU, US)
- ISO 22000 (in process)

**SOURCE OF RAW MATERIAL**
- The raw materials are cultivated on FAG’s own plantation

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Mediterroir

Hall 4 l booth 4-161

Mediterroir is a family company which was founded in 2013 in Tunisia. The harvest and production of Tunisian organic extra virgin olive oil is done in a traditional way, as well as its new Demeter certified olive oil range of the chemlali variety.

The company’s high quality organic olive oil is certified according to the ECOCERT standard. In addition, Mediterroir aims to help improving the status of life of the farmers of Menzel Kamel. The company supports the farmers by providing relevant knowledge in biodynamic agriculture and ensuring a good harvest. This is of high importance to ensure a steady income for the farmers – they are an essential part of this production chain.

Mediterroir’s vision is to develop biodynamic agriculture in Tunisia and to make Tunisia’s high quality olive oil known to Europe and the world.

PRODUCTS & QUANTITIES PER YEAR
+ Olive oil / 200t

CERTIFICATIONS
+ ORGANIC (EU, NOP)
+ DEMETER
+ BIO SUISSE

SOURCE OF RAW MATERIAL
+ Olive groves in
  Menzel Kamel and Sfax

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Zaafrania was founded in 2017 by two women. The idea for the company was inspired by the unique production of the Tunisian “red gold saffron”, which is the world’s most expensive spice with innumerable virtues. Zaafrania is the first saffron company in Tunisia that proposes to revive a product which has almost disappeared combining traditional know-how with the technologies of the present. Saffron is a flavor enhancer, it harmonizes flavors, gives your dishes a festive color; it sublimes both sweet and savory dishes.

Zaafrania offers the saffron according to the organic and ISO 3632-1 standard requirements and with respect for the environment. In addition, the company particularly supports women in Tunisia. The Zaafrania saffron is harvested, sorted, processed and packaged only by rural women, who can sustain their living by gaining an income from Zaafrania. The company’s goal is to improve the standard of living in Tunisia, not only through the well-being of women in rural communities, but also by the promotion of economic productivity.

PRODUCTS & QUANTITIES PER YEAR
- Saffron / 2 kg

CERTIFICATIONS
- ORGANIC EU
- ISO 3632-1

SOURCE OF RAW MATERIAL
- Own cultivation

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Danube Agrarian is located in a geographically advantageous place in the very south of Ukraine. Its unique location on the 45th parallel makes its fruits the sweetest and its vegetables the tastiest.

Danube Agrarian was certified as organic producer in 2010 and owns about 2,000 hectares of organic land, part of which is irrigated. The company has 50 employees during the year and about 100 during the high season.

All the products are being produced according to standards for organic products. The process of harvesting, processing and storing meets all organic certification requirements.

PRODUCTS & QUANTITIES PER YEAR
+ Watermelons, nectarines, peaches, plums, cantaloupe / 5,000 t
+ Sweet potatoes, potatoes, onions, beets, carrots, peppers, tomatoes, peas, chickpeas / 5,000 t
+ Wheat, durum wheat, mustard seeds, corn, millet, lentils, canola, barley, sunflower seeds / 5,000 t

CERTIFICATIONS
+ BIO
+ SWISS
+ COR
+ NOP

SOURCE OF RAW MATERIAL
+ Own production
Phytopharm-trade

Visitor available at hall 3A | booth 3A-220

The Phytopharm-trade is a bright representative of a new generation of Ukrainian enterprises, of which the main principles are high ethical and moral principles of business conduct. The company was founded in 2013 and is located in Ivano-Frankivsk, 60 km from the Ukrainian Carpathians. Main importing countries are Germany, the Czech Republic, Poland and Belarus.

Phytopharm-trade’s activities comprise harvesting, drying, processing and storage of wild and cultivated medicinal plants, fruits and seeds. Among the engagement in the development of a sustainable wild collection, Phytopharm-trade has 20 permanent employees.

Today’s direction of development of the company is organic production, which involves not only naturalness in everything, but also the concern for nature, people and the surrounding world, which is confirmed by the certificate UA-BIO-108 Organic Standard/Ukraine.

PRODUCTS
+ Dried herbs
+ Dried fruits and flowers
+ Bark, roots and moss
+ Mushrooms
+ Herbal teas

CERTIFICATIONS
+ ORGANIC EU

SOURCE OF RAW MATERIAL
+ Wild collection and cultivation

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Staryi Porytsk

Visitor available at hall 3A I booth 3A-220

Staryi Porytsk is an unique Ukrainian enterprise, founded in 2010, which is producing organic products – dairy and crop. The crop production work is carried out in three parts: the grain production, the fodder production, the production of pulse crops and fodder grasses.

Currently, the enterprise has 750 cattle, including 300 heads of dairy herds.

The strategy of the enterprise is to provide a full cycle of production and sales of the products “from field to store shelf”. The use of traditional recipes and the control at every stage of production ensures the highest quality and excellent taste of all products.

**PRODUCTS & QUANTITIES PER YEAR**
- Spelt / 300 t
- Buckwheat / 200 t
- Flax / 100 t
- Vetch / 100 t
- Mustard seeds / 100 t
- Rye / 100 t
- Austrian winter pea / 100 t

**CERTIFICATIONS**
- ISO 22000
- HACCP
- Organic EU
- UA-BIO-108

**SOURCE OF RAW MATERIAL**
- Own cultivated land
- Own livestock
Stodola

Visitor available at hall 3A | booth 3A-220

Stodola is an Ukrainian organic farming & food production company. The company has its own land where vegetables, fruits and berries are grown. The land is certified according to EU organic standards, and the same accounts to the partners of Stodola.

The production is in line with the latest technology, organic quality, and in compliance with international norms and standards. Cooperating in Ukraine with retailers of organic food, high-level restaurants and hotels, Stodola is ready to develop new channels of distribution and looking for long-term cooperation with reliable partners throughout the world.

**PRODUCTS**
- Tomato paste and sauce / 300 t
- Pickled vegetables / 300 t
- Relishes and ragouts / 300 t

**CERTIFICATIONS**
- ORGANIC EU
- HACCP
- ISO

**SOURCE OF RAW MATERIAL**
- Own vegetable fields;
  vegetables/fruits and berries from partners

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At BIOFACH 2020 GIZ provides an overview of its engagement in organic agriculture. We share project experiences and discuss possibilities for future cooperation with the private sector. GIZ is a global service provider in the field of international cooperation for sustainable development. It supports the German government and other clients around the world in achieving their development objectives.

**GREEN INNOVATION CENTRES FOR THE AGRICULTURE AND FOOD SECTOR (GIC)**

Germany supports the implementation of 16 green innovation centres (GIC) for the agriculture and food sector – 14 in Africa and two in Asia. They are part of the “One World – No Hunger” initiative. The GIC aims at increasing the productivity and revenues of 1.6 million small-holder farmers together with various partners from the public and private sector. They support organic agriculture initiatives in eight countries.

**DEVELOPPP.DE**

develoPPP.de was set up to foster the involvement of the private sector at the point where business opportunities and development policy initiatives intersect. As part of the programme, DEG or GIZ provide companies investing in developing countries with professional and financial support to drive innovative projects that generate long-term benefits for local people. The company is responsible for covering at least half of the overall costs.
AGROKOM SARL – FROM TOGO

AGROKOM SARL is a production, transformation and sales company specializing in tropical agricultural products like soy, shea, sesame, baobab powder, nere and sorghum.

We have an organic certification since 2017 thanks to our network of 3000 small business owners. Moreover, we are Fair For Life advocates aiming to empower local businesses and promote equality through our commercial partnerships.

JCAT – AGRICULTURAL GROWTH JUNCTION – FROM TOGO

The JCAT Group is a limited liability company (SARL) created in 2011.

JCAT specializes in the organization of producers, the processing and marketing of their harvest according to the requirements of certifiers of organic products, training and capacity building for farmer organizations, all public works, construction, transit, consulting and entrepreneurship.

SAHAJA ORGANICS – FROM INDIA

Sahaja Organics has been established since 2005. Environmental protection and production of wholesome organic food is our motto and destination. We have taken upon ourselves to establish a link between the farming community and the consumers to establish the required sensitivity among producers. Presently we are working with 500 certified farmers across the country following the Good Manufacturing Practice.
M.G. FARMS & TRADING LTD – FROM GHANA

M.G. Farms and Trading Ltd. is a papaya producer from Ghana founded in 1999. In 2015, M.G. Farms began to use 26.5 hectares for organic farming in order to produce more sustainable and environmentally friendly. Their mission is to become the largest supplier of organic solo papaya on the European market.

LANKA GOOD MARKET LTD. – FROM SRI LANKA

Good Market is a curated platform that makes it easier to find and connect with social enterprises, responsible businesses, and change makers who are creating a better world. The core of the platform is a curation process and crowdsourced monitoring system that works across economic sectors, income levels, language barriers, and regional divides.
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