IPD at Health Ingredients Europe 2016

MEET RELIABLE SUPPLIERS FROM KYRGYZSTAN, NEPAL, TUNISIA AND EGYPT
FRANKFURT | 29 NOVEMBER – 1 DECEMBER 2016
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Farmer’s Organic Garden 14
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Farmer’s Organic Garden 14
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*Aleppo pine seed*: Omega Tunisie 25
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*Carrot seed*: Harraz 27
*Fenugreek seed*: Omega Tunisie 25
*Flaxseed*: Harraz 27
*Grape seed*: Omega Tunisie 25, Harraz 27
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*Linseed*: Omega Tunisie 25
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- **Callypso beans**: Abada Trade 13
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- **Red speckled beans**: Sunshine Global Trade 16
- **Red lentils**: Sunshine Global Trade 16
- **White beans**: Sunshine Global Trade 16
- **White kidney beans**: Abada Trade 13

**OTHER**

- **Date energy bars**: Green Fruits 23
- **Date powder**: Green Fruits 23
- **Date spreads**: Green Fruits 23
For the first time, Kyrgyzstan and Tunisia take part with their own country pavilions at HiE. In cooperation with GIZ Kyrgyzstan, the business support organizations of Kyrgyzstan the “Chamber of Commerce and Industry” (CCI), and of Tunisia the “Agence de Promotion des Investissements Agricoles” (APIA), the IPD organized the participation of the two partner countries at the trade fair.

At booth C10, Kyrgyzstan and Tunisia exhibit their diverse range of products to the German and European market.

Additionally, at booth H30 the IPD presents emerging companies from the mountain regions of Nepal, who showcase their unique variety of spices, herbs, extracts and essential oils.

All exporters presented 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 required certificates.

On the following pages you will find detailed information about these companies and our partners. We establish direct contact to these new suppliers and organize b2b meetings at the trade fair.
THE IPD IS 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 organisation 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
The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH in Kyrgyzstan strongly cooperates in trade and export promotion to Germany and the European Union with the IPD.

**KYRGYZSTAN: PROGRAMME FOR SUSTAINABLE ECONOMIC DEVELOPMENT**

The GIZ programme in Kyrgyzstan aims to create job opportunities and increase income. It supports the Government of the Kyrgyz Republic in the elaboration of strategies for supporting private sector development. This includes the promotion of strategies for sustainable economic growth including aspects of “Green Economy”.

Jointly with the private sector and its associations, the programme supports the improvement of product quality and the implementation of international standards, for example in food industries, to enable access to international markets.

Targeted sectors in the regions of Naryn, Osh and Jalal-Abad are processing and marketing of fruits, vegetables and walnuts as well as safe beef production, and development of entrepreneurship. The activities in the Jalal-Abad region are co-financed by the Swiss Government.
Chamber of Commerce and Industry of the Kyrgyz Republic (CCI)

Hall 3 | C10

FACTS & FIGURES
The Chamber of Commerce and Industry of Kyrgyz Republic is a private, non-commercial organization founded to support the Kyrgyz private sector in order to contribute to the Kyrgyz economic development. Its objective is to integrate the Kyrgyz economy successfully into world markets and to foster the development of a promising trade infrastructure in order to enable fruitful business relations.

PRODUCTS & SERVICES
The Chamber represents the interests of small, medium, and large-scale entrepreneurs, covering various spheres of entrepreneurship industry with its activities, for example the production sector, domestic and foreign trade issues, agriculture, access to financing as well as training services.

MISSION & VISION
The mission of the Chamber is to create equal opportunities for each entrepreneur concerning the development of business. An important aspect in this regard is to open up the access of Kyrgyz companies to the European market by supporting trade fair visits and organizing – for the first time – a Kyrgyz National Pavilion in Germany at the HIE 2016!
STATE ENTERPRISE “SINGLE WINDOW”
Hall 3 | C10

FACTS & FIGURES
The State Enterprise “Single Window” – Centre for Foreign Trade was established in August 2009 under the Ministry of Economy for the Kyrgyz Republic with the specific mandate to develop an effective trade facilitation service to Kyrgyz companies. One important responsibility of the “Single Window” is to carry out pre-customs procedures for trade activities through an integrated electronic system for all participants of foreign trade. Furthermore, the Business Support Institution continues to develop its trade facilitation role, and recently received the full approval from the Ministry of Economy to further expand its mandate as a Trade Promotion Organisation (TPO).

PRODUCTS & SERVICES
“Single Window” designs and provides value added and clientled services on markets, trade information, and export promotion. It supports the participation of Kyrgyz companies in foreign trade fairs (before, during and after). “Single Window” has defined and developed results management processes, based on a general strategy and the related data dissemination plan.

MISSION & VISION
The mission of the “Single Window” is to support export growth through its trade network in Kyrgyzstan and in overseas priority markets. High quality Kyrgyz products should be getting a real chance to penetrate new markets and to convince new customers!

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a.ibraimova@trade.kg
Abada Trade LLC

Hall 3 | C10

FACTS & FIGURES
Abada Trade LLC is one of the largest suppliers and exporters of kidney beans in Kyrgyzstan, having started its operations in 2001. Since then, the company builds on its principles of reliability, honesty, and respect to their partners’ interests. Abada Trade LLC works closely with leading cannery factories and packaging companies from around the world.

PRODUCTS & SERVICES
In addition to a warehouse in Moscow, Russia, Abada has opened its own warehouse in Kretinga, Lithuania, in order to expand their businesses into the European market. Goods, which are sold from Lithuania, have passed custom clearance and have all necessary documents for the European market. 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 varieties of beans.

MISSION & VISION
Abada’s mission is to supply ecologically clean products to its buyers which satisfy demands of the European, CIS, and Asian markets. Its vision is to successfully tie the Kyrgyz economy to international trade.

PRODUCTS
White kidney beans, red kidney beans, light speckled kidney beans, purple speckled kidney beans, callypso beans, pinto beans, dried fruits, fresh fruits, walnuts, apples, prunes

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abada_impex@mail.ru
FACTS & FIGURES
Farmer’s Organic Garden is a company from the southern highlands of Kyrgyzstan established in 2014. They process and produce various agricultural products and health ingredients. Currently, Farmer’s Organic Garden exports its products mainly to Turkey and Iran, but they are looking forward to new partnerships.

PRODUCTS & SERVICES
The company produces over 60 types of high quality products. The main focus for export lies on nuts and dried fruits from the region as well as preserved vegetables and capers. In addition, Farmer’s Organic Garden develops final consumer products such as juices, jams or even nut milks which are marketed under the brand “Mira”. To process and produce their products, high quality equipment lines built in 2015 are utilized, which provide the necessary conditions for drying and storing of products according to international standards. The company is in the process of receiving ISO 22000 certification.

MISSION & VISION
Farmer’s Organic Garden’s business aims to help local farmers and forest users in the South of Kyrgyzstan in sustainably using the forests and the surrounding ecological environment. This allows them to market a diverse variety of local products, and it allows Farmer’s Organic Garden to bring many different health and food ingredients to the international market.
FACTS & FIGURES
Established in Bishkek in 1993, Osko is producing dried fruits, vegetables and natural drinks from the variety of products accessible in Kyrgyzstan. The company keeps step with the rapidly changing world by consistently adopting the most technologically advanced and efficient methods of food processing. Its vacuum-drying equipment is unique to the region and preserves all flavors to their dried berries, apples, apricots, cherries, mushrooms, etc.

PRODUCTS & SERVICES
All dried fruit goods are produced with a low-temperature vacuum drying method. Some drying processes, which require heating foods at temperatures over 80° C, destroy their most important features, like vitamin content and scent. The vacuum method allows drying at lower temperatures, since water begins to evaporate at 35°C in a vacuum. The lower temperature preserves hidden benefits like vitamins, ferments, microelements, and extractive substances, along with the qualities of color, shape, taste, and scent.

MISSION & VISION
Osko endeavors to manufacture nutritious and natural food products for local and foreign customers at optimal prices. The company is strongly working to receive ISO and organic certifications in order to satisfy the demands of the European market.
**FACTS & FIGURES**
For many years, Sunshine Global Trade is engaged in global market activities in the field of agricultural production. Together with global partners, the company trades mainly in beans and other pulses, cultivated in the fertile region of Talas. Since 2005, the company has proved itself as a reliable supplier, the main principle of which is honesty and respect for the interests of its partners. Sunshine Global Trade works closely with leading canning networks and supermarkets as well as packing companies from many countries of the world.

**PRODUCTS & SERVICES**
Sunshine Global Trade is specialized in producing, processing, and exporting beans and lentils. Being the producer, processor and exporter at the same time is a great advantage for quality control and management issues. Door-to-door transportation is organized to all neighboring countries, the Middle East and European markets.

**MISSION & VISION**
Sunshine Global Trade always maintains and improves the quality standards of their products and services. The main task is to satisfy customers and partners as well. Environmental regulations, international health standards and corporate social responsibility are of great importance to the company.
THE GERMAN SUPPORT TO THE VALUE CHAIN OF MEDICINAL AND AROMATIC PLANTS IN NEPAL

“Sustainable Economic Development and Trade” is one of the focus areas of German Development Cooperation in Nepal. The Medicinal and Aromatic Plants (MAPs) sector, identified as a priority product by the Nepal Trade Integration Strategy (NTIS), plays an important role in the economy of Nepal.

Under the guidance of the Government of Nepal (GoN), the “Inclusive Development of the Economy Programme” (INCLUDE) and the “Trade Promotion Programme” (TPP) support the promotion of the MAPs sector and aim at systemic improvement of performance capabilities of value chain actors. While INCLUDE supports increased production and processing, TPP aims at developing export capacities and market access of MAPs products. The programmes are both supported by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, commissioned by the German Federal Ministry for Economic Cooperation and Development (BMZ).

Integrated in INCLUDE and TPP are activities of the “Implementing the NTIS in the Sector of MAPs” (IN-MAPS) project, which is financed by the Enhanced Integrated Framework with additional support from BMZ and GoN. Working closely together with private and public stakeholders, the activities for the MAPs sector are mainly conducted in selected districts of the Mid- and Far-Western regions of Nepal.
Bahubali Herbal Essence and Extracts
Hall 3 | H30

FACTS & FIGURES
Bahubali Herbal Essence and Extracts has been processing and trading essential oils, herbs, and spices since 1986. The company was established in Nepalgunj City, Nepal, where raw produce from high altitudes is easily available. This central location enables Bahubali to maintain its supply chain and fulfill customer needs efficiently.

PRODUCTS & SERVICES
Bahubali manufactures essential oils via a steam-distillation process and packages them in 10-, 25- and 50-kilogram aluminum cans for the national and international markets. The company's products are 100% natural and organic.

MISSION & VISION
Bahubali Herbal Essence and Extracts Pvt. has always been committed to sustainable management of resources and quality products. Their focus is on assuring best quality products from Nepal as well as strengthening social income and women empowerment. Furthermore, the company is consistently working to increase the value addition and trade of Medicinal and Aromatic Plants in Nepal.
Gajurmukhi Herbal

Hall 3 | H30

FACTS & FIGURES
Since its establishment in 2003, Gajurmukhi Herbal Pvt. Ltd has been involved in the cultivation, sustainable wild harvesting, processing, and marketing of medicinal and aromatic plants (MAPs) both within the country and abroad. The company values local availability of natural resources and thereby supports local farmers and collectors. Gajurmukhi Herbal is extending large-scale cultivation and production of herbs by following good cultivation practice in order to improve the status of the community people. They have consistently maintained the goals of quality, commitment to customers, and integrity in their operations.

PRODUCTS & SERVICES
Today Gajurmukhi produces, distributes and markets an impressive range of essential oils, herbs and extracts for the international retail and industrial markets. These products include essential oils in containers of 100 milliliters to 5 liters and green tea extract in packages of 100 grams to 10 kilograms.

MISSION & VISION
Gajurmukhi not only complies with all applicable legal requirements but also continually improves the effectiveness of their quality management system. They are dedicated to meeting customer expectations and to provide premium herbal essential oils and extracts.
FACTS & FIGURES
Established in 2013, Organic Mountain Flavor Private Limited (OMF) intends to fill the market gap and optimize the production value chain in Nepal for ginger and other spices. The purchased spices are manufactured, packed, and labelled in the company’s own factory. They are ready for the domestic and international markets.

PRODUCTS & SERVICES
Procuring ginger and turmeric roots from smallholder farmers from December until the end of April, OMF adds value to the organically cultivated crops from the region. Their factory has the capacity to process 600 tons of fresh ginger rhizomes per year. During the refining process the fresh ginger and turmeric roots are cleaned, cut, dried, and thus transformed into top-quality manufactured products such as dried sliced ginger.

MISSION & VISION
Believing in a socially beneficial business model, OMF always keeps the interest of its suppliers at heart. The company strives to improve the lives of rural people in Nepal through appropriate market creation in order to assure profitability of organic agro-forestry products. Furthermore OMF promotes community-based farming and people-friendly practices by helping reduce land degradation and deforestation. The main priority of this company is to secure the highest quality products and retain this quality during the production process.
FACTS & FIGURES
Established in 1982, the Agence de Promotion des Investissements Agricoles (APIA) is a Tunisian public institution run by the Ministry of Agriculture that was created to promote private investment in the fields of agriculture, fisheries, and related services. Based on its dedicated expertise, APIA supports its members in successfully implementing their respective projects. In this context, APIA offers diverse services such as obtaining financial and tax benefits, assisting promoters in the compilation of investment and managerial records, matching Tunisian operators with potential foreign counterparts, and the participation in trade fairs and exhibitions in Tunisia and abroad.

MISSION & VISION
APIA’s vision is to improve the competitive advantages of the sector and to strengthen the industry’s positive image in the world market. APIA very much welcomes the opportunity to introduce German and European importers to profitable new trade opportunities with Tunisian suppliers at the Tunisian Country Pavilion at Health Ingredients Europe 2016.

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Director of economic exhibition department
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belanes.rchid@apia.com.tn
Eden Life

Hall 3 | C10

FACTS & FIGURES
Eden Life is a Tunisian company specialized in microalgae 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 3000 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.

PRODUCTS & SERVICES
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 thalas-sotherapy and skin care purposes.

MISSION & VISION
Eden Life believes in the great potential of microalgae. These fascinating microorganisms are the origins of life, being present for more than 3.5 billions of years. 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.
Green Fruits

Hall 3 | C10

FACTS & FIGURES
Green Fruits is a company located in the region of Kebili in southern Tunisia, one of the last outposts before the Saharan desert begins. In the hot and dry climate of the Kebili oasis, world-class Deglet Nour dates are cultivated by many small-scale farmers. And it is local farmers, who are at the heart of Green Fruits’ activities; benefiting from training sessions on production methods and fruit selection.

PRODUCTS & SERVICES
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. Date syrup, powder, paste, jams and spreads are some of the company’s innovations, produced in the processing plant situated in the shadow of the date palms of Kebili.

MISSION & VISION
The company collaborates intensely with small-scale farmers in order to deliver the high quality products demanded by its clients and to meet its own high standards of hygiene and environmental protection.
FACTS & FIGURES
Founded in 2005, Nopal Tunisie is a Tunisian company specialized in the production, processing, and export of organic prickly pear to cosmetic, healthcare, and food industry markets. The sister company Punica Ingredients, founded recently in 2016, specializes in the valorization of all products derived from the pomegranate. Nopal's farm, which is located in the heart of Tunisia near Kasserine, covers around 198 hectares of cultivated land.

PRODUCTS & SERVICES
Nopal Tunisie and Punica Ingredients offer a variety of products. For example the company provides the cosmetic industry with organic prickly pear seeds oil. This precious oil is obtained by a first cold pressure of prickly pear seeds and has an exceptional composition of more than 80% of unsaturated fatty acid, and a high rate of tocopherols. In addition, the product portfolio includes prickly pear pulp, dried pomegranate arils and other extracts of prickly pears and pomegranates.

MISSION & VISION
Nopal's mission is to offer products in conformity with its customers’ preferences. This entails farming according to the organic farming mode and constantly monitored quality control mechanisms. Nopal Tunisie is dedicated to provide the best quality to its clients worldwide.
Omega Tunisie

Hall 3 | C10

FACTS & FIGURES
Established in 2010 and located in Sidi Bouzid, Tunisia, Omega Tunisie is specialized in the extraction of high quality vegetable oils for cosmetic and pharmaceutical applications. The company offers final consumer products as well as ingredients.

PRODUCTS & SERVICES
Omega Tunisie produces high quality natural and organic vegetable extracts from different oleaginous seeds, such as organic prickly pear seed, organic sweet almond, jojoba, black seed, sesame seed, linseed, fenugreek and Aleppo pine seed oil.

MISSION & VISION
In providing organic best quality products that comply with international standards at the best possible price, Omega Tunisie intends to become a leading ambassador of organic production and strives to continue its commitment to sustainable organic farming.

PRODUCTS
High quality vegetable oils (organic prickly pear seed, organic sweet almond, jojoba, black cumin seed, sesame, linseed, fenugreek seed, Aleppo pine seed)

CERTIFICATION
ORGANIC

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omegatunisie@yahoo.fr
Yaakoubi Jamel

Hall 3 | C10

FACTS & FIGURES
Yaakoubi Jamel is a Tunisian company, which is located west of the cultural city of Kairouan in Oueslatia. Founded in 2013, this newly established company produces different kinds of essential oils and products collected from the surrounding mountains.

PRODUCTS & SERVICES
The company portfolio includes a variety of products, all collected in the forest areas on the foothill of the Atlas Mountains. From wild rosemary and myrtle, pure essential oils are distilled by the family business of Yaakoubi Jamel and prepared for export as well as the local markets. The range of products is completed by dried rosemary leaves, carob husks and carob seeds.

MISSION & VISION
Yaakoubi Jamel is dedicated to provide the best quality and value to its customers. This requires a high-level customer satisfaction policy. Furthermore, the company is striving to increase the ratio of its participation in the local market as well as in the foreign market.
FACTS & FIGURES
Harraz is a family owned company, established in 1939. The founder Mr. Abdel Rahman M. Harraz was a herbalist and started with herb trading and herbal medicine. He was well known in his field and fostered the knowledge of herbal medicine in Egypt.

PRODUCTS & SERVICES
The company produces herbs and spices (e.g. black cumin seed, hibiscus and sage), tea (e.g. anis, moringa and chamomile), cold pressed oils (e.g. black cumin, jojoba, pomegranate seed) as well as selected instant natural drinks.

MISSION & VISION
With the development of science and the modern trend to return to nature and herbal medicine, Harraz develops continuously further in order to meet modern standards and develop high quality products.
Special Event “Forum Kyrgyzstan”

Natural ingredients from Central Asia

Find out more about Kyrgyzstan and its wide range of natural ingredients. Obtain first-hand information from leading Kyrgyz suppliers. Establish new business contacts.

Tuesday | November, 29 | 2016 | 11.30 – 14.00
Hall 3, MIA West, room "Facette", Exhibition center, Frankfurt

In cooperation with the German Committee on Eastern European Economic Relations and the Kyrgyz Chamber of Commerce & Industry, the IPD organises a forum on Kyrgyzstan during the Health Ingredients Europe 2016.

After the opening remarks of S.E. Eldar Abakirov, the Kyrgyz vice-minister of economy, a panel discussion on "Expectations, opportunities and potentials – Kyrgyz products on German markets" will take place. Representatives of the German private sector discuss this subject matter with leading Kyrgyz companies, providing first-hand information on Kyrgyzstan’s range of top-grade natural ingredients for the food and cosmetics industry, which are in particular demand on the European market.

The following open discussion gives participants the opportunity to discuss open questions and to receive further information on Kyrgyzstan’s product variety and the optimum cultivation conditions that exist in the Central Asian country.
Opening times

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<td>Thursday</td>
<td>December, 1, 2016</td>
<td>10.00 – 16.30</td>
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</tbody>
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Exhibition centre

MESSE FRANKFURT
Ludwig-Erhard-Anlage 1
60327 Frankfurt am Main

Google Maps
https://goo.gl/maps/KhzrpEwqToH2