IPD at SIAL 2016

MEET RELIABLE SUPPLIERS FROM COLOMBIA, EGYPT, ETHIOPIA, INDONESIA, PERU AND TUNISIA
PARIS | 16 – 20 OCTOBER 2016
## COLOMBIA

<table>
<thead>
<tr>
<th><strong>Partner:</strong></th>
<th>ProColombia</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Exporters:</strong></td>
<td>Del Alba</td>
<td>11</td>
</tr>
<tr>
<td>Frutysabor S.A.S.</td>
<td>12</td>
<td></td>
</tr>
<tr>
<td>Rio Bajo Zf S.A.S.</td>
<td>13</td>
<td></td>
</tr>
<tr>
<td>SERO Colombia S.A.S.</td>
<td>14</td>
<td></td>
</tr>
</tbody>
</table>

## EGYPT

<table>
<thead>
<tr>
<th><strong>Partner:</strong></th>
<th>Agricultural Export Council (AEC)</th>
<th>15</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Exporters:</strong></td>
<td>Danube for Import and Export (Verde)</td>
<td>17</td>
</tr>
<tr>
<td>El Raee For Halva And Tahina</td>
<td>18</td>
<td></td>
</tr>
<tr>
<td>El Wadi Export &amp; Import</td>
<td>19</td>
<td></td>
</tr>
<tr>
<td>Green Hope for Agricultural Developement</td>
<td>20</td>
<td></td>
</tr>
<tr>
<td>Nuts Land for Agriculture &amp; Reclamation</td>
<td>21</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Visitors:</strong></th>
<th>Natura Agro Trade</th>
<th>22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tiba Starch &amp; Glucose Manufacturing</td>
<td>23</td>
<td></td>
</tr>
<tr>
<td>Country</td>
<td>Partner</td>
<td>Exporter</td>
</tr>
<tr>
<td>-----------</td>
<td>-------------------------------------------------------------------------</td>
<td>-------------------------------------------------------------------------</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>ETHIOPIA</strong></td>
<td>Addis Ababa Chamber Of Commerce &amp; Sectoral Association (AACC SA)</td>
<td>Edao International Trading</td>
</tr>
<tr>
<td><strong>INDONESIA</strong></td>
<td>Ministry of Trade of Republic of Indonesia, Ministry of Industry of Republic of Indonesia</td>
<td>PT Coco Sugar Indonesia, Sungai Budi Group/PT Sari Segar Husada</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>PERU</strong></td>
<td>PromPerú</td>
<td>Peruvian Heritage S.A.C.</td>
</tr>
</tbody>
</table>
**CANNED FRUITS AND VEGETABLES**

- **Artichoke**: Carthage Food 33, Green Hope 20, Natura Agro Trade 22
- **Chickpeas**: Carthage Food 33
- **Corn**: Carthage Food 33
- **Jalapeño**: Green Hope 20, Natura Agro Trade 22
- **Lambardy pepper**: Green Hope 20
- **Mixed vegetables**: Green Hope 20
- **Mushrooms**: Carthage Food 33
- **Okra**: Green Hope 20
- **Olives**: Fermes Ali Sfar 36, Green Hope 20, Natura Agro Trade 22
- **Peas**: Carthage Food 33
- **Pepper**: Green Hope 20, Natura Agro Trade 22
- **Pickles**: Natura Agro Trade 22
- **Strawberries**: Natura Agro Trade 22
- **Tuna**: Carthage Food 33
- **Vine leaves**: Green Hope 20, Natura Agro Trade 22
- **White beans**: Carthage Food 33

**COCONUT PRODUCTS**

- **Coconut cream**: Sari Segar Husada 29
- **Coconut gel**: Sari Segar Husada 29
- **Coconut milk**: Sari Segar Husada 29
- **Coconut sugar**: Coco Sugar 28
- **Coconut water**: Sari Segar Husada 29
- **Desiccated coconut**: Sari Segar Husada 29

**DRIED HERBS AND SPICES**

- **Basil**: El Wadi 19
- **Black cumin seeds**: Edao 25
- **Calendula**: El Wadi 19
- **Caraway seeds**: El Wadi 19
- **Chamomile**: El Wadi 19
- **Coriander seeds**: Edao 25
- **Fennel seed**: El Wadi 19
- **Majoram**: El Wadi 19
- **Onion**: El Wadi 19
- **Parsley**: El Wadi 19
SUGAR PRODUCTS

Date syrup: Green Fruits 34
Glucose syrup: Tiba 21
Halwa and Tahina: El Raee 18
Maltodextrin: Tiba 23

DRINKS

Andean superdrink
organic mix chocolate: Peruvian Heritage 31
Coconut lemonade
with spearmint: Frutysabor 12
Mango: Frutysabor 12
Nopal prickly pear drink:
Nopal Tunisie 35
Passion fruit: Frutysabor 12
Shaman energy drink: Peruvian Heritage 31
Strawberry: Frutysabor 12

FRUIT PULPS (aseptic)

Apricot: Carthage Food 33
Apple: Carthage Food 33
Fig: Carthage Food 33
Quince: Carthage Food 33
Strawberry: Carthage Food 33

FRUIT PULPS (frozen)

Blackberry: Frutysabor 12
Guanabana: Frutysabor 12
Guava: Frutysabor 12,
Green Hope 20
Lulo: Frutysabor 12
Mandarin: Frutysabor 12
Mango: Frutysabor 12,
Green Hope 20
Orange: Frutysabor 12
Pineapple: Frutysabor 12
Strawberry: Green Hope 20
Product Finder

FROZEN FRUITS AND VEGETABLES
(deep frozen, IQF)

Artichoke: Green Hope 20, Danube 17, Natura Agro Trade 22
Avocado: Río Bajo 13
Broad beans: Green Hope 20, Natura Agro Trade 22
Broccoli: Danube 17
Mango: Danube 17, Green Hope 20, Río Bajo 13
Mixed vegetables:
Green Hope 20
Okra: Green Hope 20, Natura Agro Trade 22
Pepper: Green Hope 20
Pineapple: Río Bajo 13
Plataín: Río Bajo 13
Pomegranate: Green Hope 20, Natura Agro Trade 22
Potato: Río Bajo 13
Strawberries: Danube 17, Green Hope 20, Natura Agro Trade 22
Tomato: Río Bajo 13, Natura Agro Trade 22

DRIED FRUITS AND VEGETABLES
(hot air dried and freeze dried)

Acai: SERO Colombia 14
Banana: SERO Colombia 14
Dates: Green Fruits 34
Dragon Fruit: SERO Colombia 14
Mango: SERO Colombia 14
Pineapple: SERO Colombia 14
Strawberry: SERO Colombia 14

JAMS

Date jams: Green Fruits 34
Various kinds: Carthage Food 33

NATURAL SNACKS

Cacao nibs: Peruvian Heritage 31
Macadamia (caramelized):
Del Alba 11
Quinoa (caramelized & flavoured):
Del Alba 11
Soy (salted & caramelized):
Del Alba 11
Dates energy bar:
Green Fruits 34
NUTS, SEEDS AND GRAINS

Almonds: Del Alba 11, Fermes Ali Sfar 36
Black cumin seeds: Edao 25
Cashew: Del Alba 11
Chia seeds: Peruvian Heritage 31
Flaxseeds: Edao 25
Peanuts: Del Alba 11, Nuts Land 21
Pistachios: Del Alba 11
Pumpkin seeds: Edao 25
Sesame seeds: Edao 25
Rice: Tiba 23

POWDERs

Cacao raw powder: Peruvian Heritage 31
Camu camu: Peruvian Heritage 31
Cat’s claw: Peruvian Heritage 31
Date: Green Fruits 34
Physalis: Peruvian Heritage 31
Prickly pear: Nopal Tunisie 35
Quinoa: Peruvian Heritage 31
Sacha Inchi: Peruvian Heritage 31
Rice Protein GMO Free: Tiba 23

PURÉE & PASTE

Chilli paste: Carthage Food 33
Date paste: Green Fruits 34
Date spread: Green Fruits 34
“Harissa” chilli paste: Carthage Food 33
Tomato purée: Carthage Food 33

PULSES

Chickpeas: Carthage Food 33, Edao 25
Mung beans: Edao 25
Pigeon beans: Edao 25
Red kidney beans: Edao 25
Soy beans: Edao 25
White pea beans: Edao 25

OIL

Essential oils: Bio Orient 37
Extra virgin olive oil: Fermes Ali Sfar 36, Olivna 38, Sabra Olive Oil 39
Vegetable oils: Bio Orient 37
The Import Promotion Desk (IPD)

The Import Promotion Desk presents selected exporters from Colombia, Egypt, Ethiopia, Indonesia, Peru and Tunisia at SIAL 2016.

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. Additionally, we work with a network of international organisations in Europe and our partner countries.

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 organises b2b meetings at the trade fair.

GET IN TOUCH WITH US.

CONTACT

Ms. Judith Emmerling
IPD Expert Sourcing + Purchase
Natural Ingredients
(Egypt, Ethiopia, Indonesia)
emmerling@importpromotiondesk.de
Mobile +49 152 38 49 26 50

Mrs. Angie Martinez
IPD Expert Sourcing + Purchase
Natural Ingredients
(Colombia, Nepal, Peru)
martinez@importpromotiondesk.de
Mobile +49 176 985 13 564

Ms. Kathrin Seelige
IPD Expert Sourcing + Purchase
Natural Ingredients
(Kyrgyzstan, Tunisia)
seelige@importpromotiondesk.de
Mobile +49 152 38 49 26 39
ABOUT US
The IPD is the service provider for import promotion in Germany.
It connects 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. 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 its individual services at www.importpromotiondesk.de
**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 entrepreneurs 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.
Del Alba

Hall 8 I E 011

FACTS & FIGURES
Del Alba is a family owned business with more than 20 years of experience in the healthy snack segment. The company was responsible for bringing macadamia trees to Colombia, cultivating, processing and introducing this new nut to the Colombian market. Over the years the product portfolio was gradually expanded.

PRODUCTS & SERVICES
Today Del Alba cultivates, processes and distributes a wide range of healthy snacks, including soya, quinoa, almonds, cashews, pistachios, nut mixes, dried fruits and seeds. The products are baked, non-GMO and free from chemicals and preservatives.

MISSION & VISION
As an innovative and leading company in Colombia, Del Alba is constantly seeking to expand its portfolio and diversify its products whilst maintaining the virtues of excellent quality, natural products and good service which have brought the company recognition in Colombia and abroad. Del Alba is also committed to supporting its employees, helping them to develop their skills and continue their education.

DEL ALBA
AV. 2 Oeste
#7-45 Edificio Santa Rita piso 4
Cali
Colombia
Phone +57 2 485 9880
delalba.com.co

CONTACT
Mr. Jaime Dorronsoro
Phone +57 3113 403 414
dorronsoro@delalba.com.co

Ms. Juliana Dorronsoro
Phone +57 3217 604 979
julianadorronsoro@delalba.com.co

PRODUCTS
Caramelized macadamia, salted and caramelized soy, caramelized quinoa, flavoured quinoa, quinoa with chocolate

CERTIFICATION
GMP, HACCP
FACTS & FIGURES
With 13 years’ experience of turning fruit into raw and finished products, Frutysabor is a renowned high quality supplier in the food market. Since 2003 the company has been working to develop different fruit-based products and bring the best Colombian produce to their customers’ tables. It currently serves 1,400 clients, including wholesale and retail buyers in Colombia, hotels, restaurants and cafes (HORECA) and exports to the US, Chile, Belgium and Spain.

PRODUCTS & SERVICES
The company’s broad range of products includes chopped frozen fruit (e.g. pineapple, papaya), fruit pulps, fruit juices and nectars in all standard varieties (e.g. mango, passion fruit, strawberry), as well as some more innovative products (e.g. coconut lemonade with spearmint).

MISSION & VISION
The company promotes healthy lifestyle offering popular products which retain the nutritional value of their fruit content. It is committed to inspiring confidence as a reliable supplier and to generating innovative and efficient processes.
FACTS & FIGURES
Río Bajo is a Colombian company founded in 2015 dedicated to the manufacture, distribution and sale of premium quality frozen fruits and vegetables to the retail, industrial, and food service markets, both in Colombia and around the world.

PRODUCTS & SERVICES
Río Bajo specialises in IQF (Individually Quick Frozen) fruit and vegetables which retain their original characteristics (taste, aroma and texture) and are processed ready for use with a superior shelf life, generating added value for the customer.

MISSION & VISION
Innovation, excellence, reliability and sustainability are the company’s watchwords in their mission to provide the best processed fruits and vegetables to both satisfy and anticipate the needs of local and international markets. Their vision is to lead the markets of processed fruits and vegetables at national and international level.

CONTACT
Mr. Simon Rios Delgado
Phone: +57 3207 250 828
simon@riobajo.com

PRODUCTS
Frozen fruits (e.g. mango, pineapple, plátan) and frozen vegetables (e.g. avocado, potatoe, tomato)

CERTIFICATION
BRC, HACCP, ISO 22000
SERO Colombia S.A.S.

Hall 8 | D 024

**FACTS & FIGURES**
SERO Colombia is an agri-business firm specialised in freeze-drying. With facilities near Cali, the company is ideally placed to take advantage of the agricultural diversity of the Andean region, whilst its proximity to Colombia’s biggest sea port ensures efficient export logistics.

**PRODUCTS & SERVICES**
SERO Colombia processes a wide range of fruits according to the specific needs of individual customers. Services include not only freeze-drying but also a specially designed packaging line allowing a range of different cuts (slices, cubes, wedges, etc.) and packaging options (e.g. shelf-ready or ingredients for further processing). Controlled atmospheric conditions guarantee proper preservation of the products during packaging.

SERO Colombia also operates a quality control and research & development laboratory and is a certified organic producer.

**MISSION & VISION**
SERO Colombia is committed to becoming an industry leader in the supply of innovative food on both local and international markets through strong quality ethics and excellent customer service.

The company sets great store by its high-end technology conforming to the highest international requirements and its excellent quality standards.
Agricultural Export Council (AEC)

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

PRODUCTS & SERVICES
The AEC promotes Egyptian producers and exporters of high quality products such as fruit 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.

MISSION & VISION
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.
Food Export Council (FEC)

Hall 4 I L 103

FACTS & FIGURES
The Food Export Council (FEC) is one of Egypt’s leading export councils established by the Ministry of Foreign Trade and Industry. It supports exporters from Egypt’s food processing industry through promotion on international markets. Its members are leading export companies in the field, covering a large proportion of the food industry sub-sectors.

SERVICES
The FEC supports its members in participation in international trade fairs, attracts international business partners, disseminates market information and cooperates on foreign projects to further develop and increase food exports from Egypt.

MISSION & VISION
The FEC acts as a think tank, catalyst and facilitator for all action and policy advocacy necessary to continuously and dynamically enhance the export objectives of the Egyptian food industry. Its goal is to improve Egypt’s competitive advantage in this sector and strengthen the positive global image of the industry.
Danube for Import and Export (Verde)

FACTS & FIGURES
Danube for Import and Export (Verde) is the result of the merger between Gannet Al Reda, a long-established agricultural cultivation company, and Ismailia Foods, a producer of processed frozen fruits and vegetables. The new enterprise has a professional team of 300 employees.

PRODUCTS & SERVICES
Danube (Verde) specializes in planting, harvesting, processing, freezing, packaging and exporting vegetables like artichokes, broccoli, cauliflower, green beans, peas, carrots, and spinach as well as fruits such as pomegranates, mangoes, strawberries, watermelon, guava, dates and apricots.

MISSION & VISION
Danube’s (Verde’s) vision is to provide affordable high-quality food products that are free of preservatives, additives, artificial colours or flavours and thus naturally healthy. The company continually tries to raise its production standards.

DANUBE FOR IMPORT AND EXPORT (VERDE)
17 Rafik Salah El Din,
off El Hegaz Street, Helipolis
Cairo
Egypt
Phone +20 226 375 757
info@verde-food.com
www.verde-food.com

CONTACT
Mr. Mohamed El Rakhawy
Mobile +20 100 9603 050
mohamed@verde-food.com
Mr. Sherif Abdelghany
Mobile +20 122 3143 580
Sherifabdelghani@gmail.com

PRODUCTS
Frozen vegetables (e.g. broccoli, cauliflower, green beans, peas, carrots, spinach), frozen fruits (e.g. pomegranates, mangoes, strawberries, watermelons, dates, apricots)

CERTIFICATION
BRC, ISO 22000, Global G.A.P.
FACTS & FIGURES
The company was founded in 1994 in Upper Egypt and is today proud to be a leading company in the sweet industry of Northern and Central Eastern Africa producing one of the most popular Egyptian brands of Halva and Tahina.

PRODUCTS & SERVICES
EL Raee produces its Halva and Tahina from different varieties of pure sesame seeds and its products comply with international standards.

MISSION & VISION
The company considers it their mission to guarantee their customers the highest possible quality and outstanding taste. EL Raee is committed to maintaining quality standards to guarantee their customers exceptional products. Their vision is to continue to grow and develop to become a flagship for the region.
El Wadi Export & Import

Hall 5a | R 218

FACTS & FIGURES
El Wadi Export & Import 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.

PRODUCTS & SERVICES
El Wadi Export & Import produces herbs and spices such as marjoram, basil, chamomile, hibiscus, dill, parsley and thyme, seeds including fennel, cumin, aniseed, coriander and fenugreek and also dried vegetables.

The company exports to various European countries as well as Argentina, Australia, Russia and Uruguay.

MISSION & VISION
El Wadi Export & Import 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.

EL WADI EXPORT & IMPORT

3 Mohamed Abd El Salam St.
Giza
Egypt
Phone: +20 237 421 092
+20 237 421 853
+20 237 425 615
info@khbspices.com
www.khbspices.com

CONTACT
Mr. George Metry
Phone: +20 1223 707 648
gorge.metry@khbspices.com

PRODUCTS
Dried herbs and spices (e.g. marjoram, basil, chamomile, parsley, calendula), seeds (e.g. fennel, cumin, aniseed, coriander, caraway)

CERTIFICATION
ISO 22000
Green Hope for Agricultural Development

FACTS & FIGURES
Green Hope for Agricultural Development is an Egyptian manufacturer of frozen and canned vegetables and fruit. Both the company headquarters and its processing plant are located in the country's capital, Cairo.

PRODUCTS & SERVICES
Green Hope's portfolio is divided into three sectors: canned food, in-brine bulk and frozen food. The product range includes various fruits (e.g. strawberries, mangoes) and vegetables such as artichokes, olives and peppers. Customers include industrial users, retailers, food services and private-label producers. All raw materials are carefully selected and processed just a few hours after harvesting to best preserve quality and freshness. The company is the first producer in Egypt to use a new Italian automatic line for processing quarter artichokes.

MISSION & VISION
Green Hope’s mission is to process vegetables and fruits that exactly meet its customers’ needs. This is achieved by short production cycles and strict, constantly monitored quality control mechanisms as well as exacting customer satisfaction standards.
NUTS LAND FOR AGRICULTURE & RECLAMATION
Samaken Al Sharq
Al Sharkia
Egypt
Phone + 2055 322 4499
+ 2055 322 4477
info@nutsland.co
www.nutsland.co

CONTACT
Mr. Ahmed Ragab
Mobile: +20 1022 625 523
ahmed.ragab@nutsland.co

MISSION & VISION
Nuts Land Egypt strives to provide fresh, premium-taste and texture peanuts. The company is committed to increasing its agricultural investment and the ratio of its participation in the local market as well as the exported quantities of peanuts to other Arab countries and the European Union.

FACTS & FIGURES
Founded in the late 1980’s, Nuts Land Egypt is a company based in Al Sharkia, Egypt, that processes peanuts. Continually expanding its production facilities and market reach, the enterprise went public in 2008 as ‘Nuts Land Egypt’ with 100% Egyptian capital. Today the Nuts Land plant has a seasonal production capacity of over 10,000 tons.

PRODUCTS & SERVICES
Nuts Land Egypt produces premium quality peanuts in-shell, redskin as well as blanched. Processing services are carried out with the latest global technology for cleaning, sorting, scaling and filling peanuts.

CERTIFICATION
BRC, BSCI, ISO9001, Global GAP

PRODUCTS
Peanuts
Natura Agro Trade

FACTS & FIGURES
Natura Agro Trade is a leading Egyptian export company established in 1999. It grows, processes, packages and exports fruit and vegetables in various forms to worldwide markets including the Middle East, Europe, America and Asia.

PRODUCTS & SERVICES
Natura Agro Trade specialises in the processing, packaging and export of fresh, frozen, canned and dried fruit including artichokes, olives and peppers. The products are packed according to each client’s requirements and specifications since the company also packs under private label for its customers.

MISSION & VISION
Natura Agro Trade is dedicated to providing the best possible service to its customers worldwide with outstanding quality and services, and on time delivery at competitive prices. Furthermore, the company is committed to continuously developing its services to satisfy its customers’ current and future requirements and fulfil all their expectations.

Their vision is to become the world leader in the export of fruit and vegetables and the first choice of every customer for all their fruit & vegetable purchases of every shape and size.

NATURA AGRO TRADE
Villa 67 Khalil ElMasry Street
Kafr Abdo
Alexandria
Egypt
Phone: +20 1066 648 229
www.natura-eg.com

CONTACT
Mr. Amr El-Menawy
Phone: +20 1227 381 702
gm@natura-eg.com

PRODUCTS
Canned and frozen fruits (e.g. strawberries), canned vegetables (e.g. artichokes, jalapeño, olives, pepper, pickles, vine leaves)

CERTIFICATION
BRC, FDA, ISO 9001, ISO 18000, ISO 22000, KOSHER
Tiba Starch & Glucose Manufacturing

FACTS & FIGURES
Tiba Starch & Glucose Manufacturing has been a specialist rice producer since 1997. In 2010 the company revolutionised the rice industry by becoming the first in Egypt and the Middle East to begin production of GMO-free glucose syrup based on rice.

PRODUCTS & SERVICES
With a production capacity of up to 15,000 tons of liquid glucose syrup annually, Tiba Starch & Glucose Manufacturing supplies many different branches of the food industry, specifically the confectionery industry. The company’s portfolio also includes rice protein, all types of medium rice, broken rice and maltodextrin powder.

MISSION & VISION
The mission of the Tiba Starch & Glucose Manufacturing is to offer a unique range of rice products, to provide a matchless service to its customers and do justice to its products.
The Addis Ababa Chamber of Commerce & Sectoral Associations (AACCSA) aims to create an environment which promotes the faster development and growth of business in Ethiopia in general and Addis Ababa in particular. In this process, the Chamber encourages the business community to direct resources towards the promotion of trade and investment. In 2015 the Chamber had over 15,000 active members.

**FACTS & FIGURES**

**SERVICES**
The services provided by the AACCSA encompass: business development; business information & advice; business matchmaking; market access; networking opportunities; business promotion; training; arbitration services; accreditation & policy advocacy.

Trade and investment is promoted by providing demand driven services to members and advocating a favorable business environment based on international best practices.

**MISSION & VISION**
The AACCSA strives to provide outstanding support to enable its members to be internationally competitive.

Core values of teamwork, fairness, credibility, business orientation, accountability and transparency form the basis of the Chamber’s work.
Edao International Trading

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.

**FACTS & FIGURES**

Edao International Trading specializes in exporting agricultural products of Ethiopian origin such as beans (pulses), spices and oil seeds. Packaging is carried out in standard PP bags (100 gm strength) of flexible size (i.e. 25 kg, 50 kg or bulk) depending on customer demand.

**PRODUCTS & SERVICES**

Edao International Trading 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.

**MISSION & VISION**

Edao International Trading

Hall 5a I R 232

EDAHO INTERNATIONAL TRADING

P.O. Box 1757
Awash International Bank S.C.
Adama tower 8th floor, Room #6
Adama
Ethiopia
Phone +251 221 123 132
info@edaotrading.com
www.edaotrading.com

CONTACT

Mr. Edao Abdi
Mobile +251 911 490 696
edaobd@yahoo.com

PRODUCTS

Beans (cream beans, mung beans, pigeon beans, red kidney beans, speckled beans, white pea beans), seeds (flax seeds, pumpkin seeds, sesame seeds, spices (black cumin seeds, coriander seeds))
FACTS & FIGURES
The Ministry of Trade is a ministry of the Government of Indonesia that directs the formulation of policies related to the development of trade and industry in Indonesia. Currently, the Minister of Trade is Enggartiadto Lukita.

MISSION & VISION
The purpose of the Ministry of Trade is to facilitate, encourage, enhance and promote commercial life and activity in Indonesia by acting as a service and support structure for the domestic and international commercial and trading sector.

It will do so by the vigorous pursuit of policies that will develop and maintain a correct framework for a vibrant and productive enterprise sector within the broad guidelines of a market-oriented competitive economy that is open to the world.
FACTS & FIGURES
The Ministry of Industry has the duty to organize all industrial affairs in Indonesia. It has the vision to strengthen the competitiveness of sustainable manufacturing based industry and built a pillar of future prospective industry.

Currently, the Minister of Industry is Airlangga Hartarto.

MISSION & VISION
To achieve the vision, Ministry of Industry has seven objectives which include:

1. Promote an increase of industrial added value
2. Expanding domestic and international market expansion
3. Encourage the quality of industry support services
4. Facilitate mastery of industrial technology
5. Facilitate the strengthening of industrial structure
6. Encouraging the spread of industrial development outside of java island
7. Pushing the role of SMEs to GDP.
PT Coco Sugar Indonesia

FACTS & FIGURES
PT Coco Sugar Indonesia is located in the Banyumas region of the Indonesian island of Java, the centre of the country’s coconut sugar production. The company’s continually upgraded production facilities comply with Good Manufacturing Practice standards.

PRODUCTS & SERVICES
PT Coco Sugar offers natural unbleached coconut sugar and is currently working on including coconut flower nectar in its portfolio as well. Rich in minerals, coconut sugar is known for possessing a low score on the glycemic index. All products are certified as 100% organically produced and non-GMO, i.e. free from preservatives or chemicals.

MISSION & VISION
PT Coco Sugar’s corporate philosophy includes a social responsibility policy that favours fairtrade conditions for the Indonesian coconut farmers supplying the raw material. The company is also committed to protecting the local environment to guarantee a high-quality produce.
FACTS & FIGURES
Established in 1991, PT Sari Segar Husada is a manufacturer of coconut derivatives located in the southern region of the Indonesia island of Sumatra. The company can today boast of a staff of 1,100 employees.

PRODUCTS & SERVICES
The company’s portfolio includes a wide range of coconut-based products such as aseptic coconut cream, aseptic coconut milk, aseptic coconut water and desiccated coconut low and high fat.

MISSION & VISION
PT Sari Segar Husada is committed to stringent hygiene control standards. To that end the company has, for instance, invested in its own water treatment plants to ensure the use of pure, filtered water in all production processes and other equipment that guarantee an antibacterial manufacturing and packaging environment. PT Sari Segar Husada also follows an eco-friendly policy.
FACTS & FIGURES
PromPerú, Peru's Export and Tourism Promotion Organization, is a Government Agency within the Ministry of Foreign Trade and Tourism, that articulates public and private initiatives to promote a competitive and diversified offer of products and services with the highest quality standards for the international markets and to position Peru as one of the leading world-wide tourist destinations.

SERVICES
PromPerú carries out a wide range of activities related to trade and tourism promotion, focused on those linked with the expansion of businesses in foreign markets, the generation of job opportunities and spreading the image of Peru as an exporting country and an attractive tourist destination.

In the exports 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.
FACTS & FIGURES
Peruvian Heritage was founded in 1999 with the aim of offering Peru’s best natural and organic functional ingredients to the world’s markets with a focus on ecological and social development, as well as an holistic approach to human health. The company serves the nutraceutical and food industries, exporting to Europe, Asia, America, Australia, Canada and the USA.

PRODUCTS & SERVICES
Peruvian Heritage offers a wide variety of high quality ingredients (e.g. superfoods) and finished products (e.g. energy drinks) under the brand name Nunatura. The Nunatura superfoods include powders, snacks, grains and seeds. The company holds organic certification and is in the process of obtaining Kosher certification.

MISSION & VISION
Peruvian Heritage is committed to helping improve the quality of life of the people involved with the company, nurturing their bodies and souls through a positive, synergetic and holistic approach to health and life.

Ingredients and products are obtained from the best natural sources using the ideal technology to preserve the bioactive and nutritional properties.

PERU
FACTS & FIGURES

With over forty years of experience in promoting Tunisian exports, the Export Promotion Center (CEPEX) has developed a real expertise in supporting and guiding exporting companies to international markets. The Center provides a rich array of services and can count on a large international network. CEPEX aims at positioning the brand “Tunisia Export” among worldwide leaders.

MISSION & VISION

The missions of CEPEX are based on four axes:

1. Inform, advise and guide Tunisian exporters about business opportunities.

2. Assist the Tunisian exporters in the export process through financial and technical support.

3. Support and guide exporting companies to international markets through the organization of promotional events, partnership meetings and market prospecting.

4. Promote the Tunisian products and services to the international market.

CEPEX has an international network of Commercial representations in Africa, Libya, Algeria, Morocco, Ivory Coast, Italy, Netherlands, Russia, United Arab Emirates and Jordan.
FACTS & FIGURES
Situated in Kairouan in the centre of Tunisia, Carthage Food 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 long-term contacts to producers and thus maximum control over the quality of raw materials.

PRODUCTS & SERVICES
Carthage Food is a market leader in Tunisia for tomato paste and “Harissa” chilli paste, an important specialty in local cuisine. The Harissa brand “FNARE du Cap Bon” was one of the first products to be certified with the “Food Quality Label Tunisia” by the Tunisian Ministry of Industry. In the last few years, production has diversified to include canned fruits and vegetables, tuna and the processing of regional fruits such as quinces, figs and apricots, into aseptic fruits pulps and jams.

MISSION & VISION
The company’s declared mission is to convince world markets of the quality of these Tunisian products which it describes as “Le meilleur de la nature!” – The best of nature!

PRODUCTS
Aseptic tomato purée, Harissa, aseptic fruit pulps (e.g. quince, fig, apricot, strawberry, apple), canned vegetables (e.g. chickpeas, peas, white beans, corn, artichokes, mushrooms), canned “Salade Mechouia”, canned tuna, jams

CERTIFICATION
HACCP, HALAL, ISO 9001, ISO 22000
Green Fruits

Hall 3 | E 041

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.

CONTACT
Mr. Sghaier Mustapha
Phone: +216 96 200 343
contact@green-fruits.com

PRODUCTS
Dates, date syrup, date jam, date paste, date powder, date energy bar, datepread

CERTIFICATION
ISO 9001, ISO 22000, HACCP, ORGANIC EU, ORGANIC US, ORGANIC JAS, HALAL, KOSHER

GREEN FRUITS S.A.
B.P 70 zone industrielle route de Tozeur Kebili Kebili Tunisia Phone: +216 75 491 884 www.green-fruits.com
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 farm, which is located in the heart of Tunisia near Kasserine, covers around 198 hectares of cultivated land. This region is called Zelfan and is well known for its top quality prickly pear cactuses.

PRODUCTS & SERVICES
Nopal Tunisie offers 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 pear and pomegranate.

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.
Fermes Ali Sfar

FACTS & FIGURES
Founded in 1970, Fermes Ali Sfar is a Tunisian family business specialized in the production of organic olive oil and the marketing of its own harvested products. The company triturates an average of 800 tons of olives per year, which corresponds to the production of 170,000 liters of olive oil. In order to enhance its product portfolio, the company has created a new brand “Tesoro del Rio”, pooling various activities of the chain from production to distribution.

PRODUCTS & SERVICES
Fermes Ali Sfar produces organic extra virgin olive oil certified by Ecocert. The cold-pressed olives come from the company’s own plantations which are situated in the hills bordering the city of Zaghouan (northeastern Tunisia). The organic extra virgin olive oil is available in two product lines. Fermes Ali Sfar’s olive oil was awarded the gourmet degree in the category of fruity green intense olive oil in the AVPA competition 2013 in France.

MISSION & VISION
Fermes Ali Sfar is dedicated to providing the best quality and value to its customers. This requires a high-level customer satisfaction policy. Furthermore, the company strives to increase its share in the foreign market. The target niche of the company includes organic product stores and specialty stores of high-end gourmet products.

PRODUCTS
Extra virgin olive oil, table olives in brine, figs, pomegranates, almonds, horse beans, prickly pears

CERTIFICATION
Organic EU, Organic US
FACTS & FIGURES
Founded in 2010, Bio Orient is a Tunisian company specialised in the extraction of natural vegetable and essential oils. Its products are organic, 100% pure and natural and exclusively of Tunisian origin. They are obtained from cultivated and wild plants.

PRODUCTS & SERVICES
The product portfolio includes vegetable oils (e.g. prickly pear seed, jojoba, Aleppo pine, mastic), extra virgin olive oil and essential oils such as rosemary, eucalyptus, mint, thyme, myrtle, cypress and juniper.

MISSION & VISION
Bio Orient’s vision is to focus on local natural resources to create economic and employment opportunities for the region. With new high-quality products, the company is striving to enhance its position and working towards modernising its production techniques and refining its international marketing strategy.
FACTS & FIGURES
The Olivna oil plant lies in the north western part of Tunisia, in the beautiful city of El Kef. Since ancient times, El Kef and the surrounding Haut Tell region are known for being one of the main olive cultivation centres in the country. The favourable climate enables the cultivation of one of the oldest olive varieties in the world, the “Chetoui”. Experts regard Olivna oil as one of the best olive oils in Tunisia, given its sensory and organoleptic qualities. It is characterized by its low acidity, its distinctive aroma, its strong character and its delicate fruity taste.

PRODUCTS & SERVICES
“Olivna” is the main brand of the Tunisian American Olive Oil Company (T.A.O.O.C.), founded originally to focus on the American market, but now also offering its services to European customers. T.A.O.O.C. specializes in the production and packaging of extra virgin olive oil under the “Olivna” brand, but also produces other brands. T.A.O.O.C. offers high technologies for storage, preservation and packaging of the olive oil.

MISSION & VISION
The most important philosophy of Olivna T.A.O.O.C. is the cleanliness of the products to ensure the consumers’ safety. For this reason, all olives are harvested by the method of hand-picking and the pressing of the oil is also done under high quality standards.

Olive oil devotees as well as customers new to the olive oil world are welcome to taste and enjoy their products!
Sabra Olive Oil

FACTS & FIGURES
Sabra Olive Oil is a long-established family business whose products are made with traditional expertise passed down through generations and using olives from the firm’s own groves located in Tunisia’s Kairouan basin in the heart of the country, an area renowned for its exceptionally rich soil.

PRODUCTS & SERVICES
Abada Olive Oil is named after master blacksmith Amor Abada who was driven by passion and mystery. It is a high quality cold pressed oil produced by dedicated traditionalists from fruit carefully quality selected before being extracted flawlessly, using modern techniques.

The product is available in a conventional and organic version.

MISSION & VISION
Committed to excellence, the firm strives to follow in the footsteps of Amor Abada and produce their “liquid gold” with traditional artistry.

The company has made it a mission to ensure that every single bottle of Abada olive oil is perfectly balanced with minimal acidity to enhance a fruity taste and rich flavour.

CONTACT
Fayçal Bouguerra
Phone: +21 625 981 981
fabouguerra@gmail.com

PRODUCTS
Bottled extra virgin olive oil

CERTIFICATION
ISO 22000, HACCP,
Organic EU, Organic US
Opening times

<table>
<thead>
<tr>
<th>Day</th>
<th>Date</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sunday</td>
<td>October 16, 2016</td>
<td>09.30 – 18.00</td>
</tr>
<tr>
<td>Monday</td>
<td>October 17, 2016</td>
<td>09.30 – 18.00</td>
</tr>
<tr>
<td>Tuesday</td>
<td>October 18, 2016</td>
<td>09.30 – 18.00</td>
</tr>
<tr>
<td>Wednesday</td>
<td>October 19, 2016</td>
<td>09.30 – 18.00</td>
</tr>
<tr>
<td>Thursday</td>
<td>October 20, 2016</td>
<td>09.30 – 17.00</td>
</tr>
</tbody>
</table>

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 PUBLIC TRANSPORT**
Get to the Parc des Expositions de Paris Nord Villepinte by RER B – alight at the “Parc des Expositions” station.

**From Paris**
Join line B of the RER – direction “Aéroport Roissy-Charles de Gaulle” and get off at the “Parc des Expositions” station. It takes about 20 minutes from the centre of Paris. A train leaves every 7 minutes all day 7.00–20.00.

**From Roissy-Charles de Gaulle**
If you are arriving at the CDG1 terminal: take the airport shuttle to the RER station in CDG2. If you are arriving by plane at the CDG2 terminal: go to the TGV/RER station situated in the building (between terminals CD and EF), then take the RER – direction Paris, and get off at the “Parc des Expositions” station. If you are arriving by TGV (fast train): change for the RER, which leaves from the same station.

**From Orly Airport**
Take the Orlyval (automatic, light metro), change at Antony and take the RER line B – direction Roissy-Charles de Gaulle airport. Get off at the “Parc des Expositions” station. It takes about 50 minutes from Orly. Tickets can be purchased in all metro and RER stations.
Notes