IPD at BIOFACH 2016

MEET RELIABLE SUPPLIERS FROM ETHIOPIA, INDONESIA, KYRGYZSTAN, NEPAL, PERU AND TUNISIA
NUREMBERG | 10 – 13 FEBRUARY 2016
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Partner: Agence de Promotion des Investissements Agricoles (APIA)

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Herbiotech Aroma
Nopal Tunisie

Floorplan

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Product Finder

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The Import Promotion Desk presents selected exporters from Ethiopia, Indonesia, Kyrgyzstan, Nepal, Peru and Tunisia at BIOFACH 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.
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.

GET IN TOUCH WITH US.
You can find detailed information about the IPD and its individual services at www.importpromotiondesk.de

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At BIOFACH 2016 GIZ – together with IPD – provides an overview of our engagement in the area of organic agriculture worldwide. We would like to share experiences from our projects and discuss possibilities for cooperation with the private sector.

ABOUT US
The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is a global service provider in the field of international cooperation for sustainable development. GIZ has over 50 years of experience in a wide variety of areas, including economic development and employment, energy and the environment, and rural development. As a public-benefit federal enterprise, GIZ supports the German Government – in particular the Federal Ministry for Economic Cooperation and Development (BMZ) – and public and private sector clients in around 130 countries in achieving their objectives in international cooperation.

With this aim, GIZ works together with its partners to develop effective solutions that offer people better prospects and sustainably improve their living conditions.

GET IN TOUCH WITH US
You can find detailed information about the GIZ and its worldwide activities at www.giz.de
THE ASPIRE PROGRAMME
The Apiculture Scaling-up Programme for Income and Rural Employment (ASPIRE) and its local partners, aim to connect Ethiopian beekeepers and honey processors with the European market. At the same time, ASPIRE wishes to enhance the livelihoods of the 2 million beekeepers who depend directly on the apiculture sector and contribute to poverty reduction in Ethiopian rural areas.

Bringing the Ethiopian honey to the European table will be a great opportunity to taste its unique flavours and admire its natural quality.

The Aspire program is initiated by:

PROFOUND – ADVISERS IN DEVELOPMENT
+ ProFound supports Ethiopian exporters with market analysis, capacity building and match-making.

ETHIOPIAN HONEY AND BEES-WAX PRODUCERS AND EXPORTERS ASSOCIATION (EHBPEA)
+ EHBPEA represents the interests of Ethiopian exporters.

STICHTING NEDERLANDSE VRIJWILLIGERS (SNV)
+ SNV manages the ASPIRE programme.

ENCLUDE
+ Enclude supports Ethiopian value chain actors with tailored finance mechanisms.

ETHIOPIAN APICULTURE BOARD (EAB)
+ EAB represents the interests of the entire Ethiopian beekeeping sector.

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FACTS & FIGURES
Apinec Agro Industry, established in 2005, is located in Bonga, in the heartland of Ethiopia’s main beekeeping region. The company focuses on the production, processing and marketing of apicultural products (mainly honey and beeswax).

PRODUCTS & SERVICES
Apinec has valuable experience in supplying export markets since it has been supplying its products to the European market for many years. Following strict international standards for its bee products, Apinec has thus become an attractive business partner in Ethiopia as well as in the international market.

MISSION & VISION
To further enhance its position, the company is working towards the modernisation of its production methods and laboratory capacity, providing training to its workers as well as developing its international marketing strategy.

Organic honey: think globally, act locally.
Babichi, named after an evergreen forest and coffee-growing area in the Welega zone, Oromia region in Ethiopia, is a bee products processing and marketing company. Welega zone, gifted with an abundance of flora and fauna, has a long tradition of apiculture. Its natural vegetation is varied and boasts of diverse natural resources such as abundant surface and ground water, forests and plenty of wildlife, making it an ideal location for the company to successfully pursue its business.

**FACTS & FIGURES**

**PRODUCTS & SERVICES**

Babichi primarily sources natural and pure honey, beeswax as well as propolis from 10 areas in Welega zone.

**MISSION & VISION**

Babichi intends to be a pioneer in the processing and value addition of bee products in Welega and a leader in the marketing and branding of Ethiopian natural bee products.

Pure natural honey from the evergreen forests of Welega, Western Ethiopia.

**CONTACT**

Mrs. Yehwalashet Habtemariam
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**PRODUCTS**

- Organic honey

**CERTIFICATION**

- Organic EU

**PROMOTED BY THE ASPIRE PROGRAMME**
FACTS & FIGURES
The Southern Region Farmers’ Cooperative Federation (SRFCF) is located in Ethiopia. It consolidates numerous member cooperatives from different agricultural sectors, amongst others organic honey and coffee producers.

PRODUCTS & SERVICES
SRFCF’s members specialise in the production of organic honey and coffee but also cereals, fruit, pulses and spices. To promote their free market economy business activities, SRFCF undertakes multidimensional interventions such as improving productivity through more effective agricultural production methods.

MISSION & VISION
By effectively serving its members’ socioeconomic needs, SRFCF intends to become the leading regional apex cooperative in Ethiopia by such steps as capacity building, the provision of modern technology and value addition. It also aspires to be accredited internationally by the end of 2020. SRFCF is committed to such core values as transparency, accountability, teamwork and impartiality.
Yerkisho Honey and Beeswax Trading PLC

FACTS & FIGURES
Yerkisho is a privately-held honey and beeswax company located in the Jimma zone of Ethiopia’s Oromiya region. The company’s processing plant is located strategically in order to facilitate the sourcing of crude honey and beeswax from cooperatives in the surrounding areas of Geisha, Gomma and Gera Woredas.

PRODUCTS & SERVICES
In cooperation with local development projects, Yerkisho has started providing modern beekeeping equipment and technical trainings to its partner beekeepers on a credit basis. Furthermore, using a coffee plantation farm as a base, the company is setting up its own apiary in Geisha district within the Kaffa zone.

MISSION & VISION
Yerkisho mainly targets European markets and aims to become a leader in the supply of traceable and natural Ethiopian bee products.

Caring about honey, about beekeepers, about nature.

Yerkisho Honey and Beeswax Trading PLC
Hall 4 | 4-269

YERKISHO HONEY AND BEESWAX TRADING P.L.C.
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PRODUCTS
Organic honey

CERTIFICATION
Organic EU

PROMOTED BY THE ASPIRE PROGRAMME
Zembaba Cooperative Union

Hall 4 | 4-269

FACTS & FIGURES
Zembaba Bees’ Product Development and Marketing Cooperative Union was established in 2006 by nine primary cooperatives of Ethiopian smallholder beekeepers with the help of SOS Sahel Ethiopia, a national NGO engaged in improving food security of smallholder farmers. Its member cooperatives are active in Amhara National Regional State, one of the major beekeeping regions in Ethiopia.

PRODUCTS & SERVICES
Zembaba’s objective is to create economies of scale for its members through value addition. The union predominantly processes primary bee products (i.e. mainly honey and beeswax) destined both for domestic and export markets. At the same time, it provides technical support, training and beekeeping equipment to its members.

MISSION & VISION
Zembaba’s ultimate vision is to reduce poverty and offer economic opportunities especially for women beekeepers in the Amhara region of Ethiopia. Zembaba aims to become a leading producer and supplier of both honey and other apiculture goods that is co-owned and managed by women beekeepers.

Building a better tomorrow with honey.

CERTIFICATION
Organic EU, Fairtrade

PRODUCTS
Organic honey

CONTACT
Mr. Sintayehu Mengistie
sintishve@yahoo.com

PROMOTED BY THE ASPIRE PROGRAMME
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 a range of both natural and flavoured (vanilla, cinnamon) unbleached coconut sugars; it 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.

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CONTACT
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Phone: +62 811261777
info@cocosugar.com

PRODUCTS
Coconut sugar in stand-up pouch, coconut sugar in sachets packaging, coconut sugar in bulk packaging

CERTIFICATION
Organic EU, Organic US, Organic JAS, Halal, Kosher, NON-GMO, VEGAN, PALEO, FSSC 22000
CBI is an agency of the Ministry of Foreign Affairs of the Netherlands. CBI (Centre for the Promotion of Imports from developing countries) contributes to sustainable economic development in developing countries through the expansion of exports from these countries. CBI is the expert in export development and export promotion from developing countries.

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

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

To optimally improve export promotion CBI works on:

+ Export Coaching
+ Institutional Development
+ Human Resource Development

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

If you wish to have more information about the running programs, have questions about exporting to the EU or how CBI operates, please contact CBI via www.cbi.eu and fill out the contact form.
Aliet Green is a social enterprise dealing with the processing, marketing and export of natural, organic and fair trade certified products from Indonesia. Aliet Green stands for natural, organic and specialty foods that are characterised by high quality, reliable services as well as a business operation that specifically respects gender equality.

As a pioneer in the processing and supply of the first organic and fair trade certified coconut sugar in Indonesia, Aliet Green is also presenting other coconut product varieties, a new range of fresh commodities (e.g. ginger, turmeric, mango ginger, specialty banana), natural and organic dried fruits and chips, salacca coffee and a range of infused coconut sugar.

Aliet Green concentrates on local resources as well as traditional knowledge and skills to offer new, unusual and rare products to the world. Furthermore, the organisation promotes healthy farming with ethical values and strives to empower women to participate in the agricultural society in Indonesia.
Profil Mitra Abadi

Hall 4 | 4-471

FACTS & FIGURES
Profil Mitra Abadi (PMA) was founded in 2005 and became one of the pioneers in producing organic products in Indonesia. Its cooperation with more than 800 cashew farmers, 300 peanut farmers and 2,400 coconut sugar farmers allows PMA to ship more than 200 tonnes of pure organic coconut sugar a month. Managing around 100 employees today, the company has grown exponentially over the years.

PRODUCTS & SERVICES
PMA is a producer and distributor of organic cashew nuts, coconut sugar, stripped jungle peanuts and other premium organic snacks. The Lewi’s Organics range is produced by PMA for the Indonesian markets. In partnership with several international brands and distributors, PMA also exports to Europe, the US and other foreign markets. Beyond providing its customers with premium organic snacks, PMA also offers services to organic food importers as well as distributors around the globe.

MISSION & VISION
True to the company’s name (in English ‘mitra abadi’ means ‘everlasting partner’), PMA’s activities are founded on a strong partnership with the local farmers. Together they implement organic farming methods to ensure the sustainability of the environment. This commitment to the environment and the well-being of local growers has earned PMA the Organic and Social Fair Trade Certification from the Institute of Marketecology (IMO) and certification from USDA Organic, Organic Indonesia and HACCP Standard.
FACTS & FIGURES
The Agricultural Commodity and Service Cooperative (ACSC) Bio Farmer was founded in the Kyrgyzstan province of Jalal-Abad in 2007 with the support of Helvetas Swiss Intercooperation.

Bio Farmer was the first cooperative in the country to receive an IMO certificate for organic production and one of the first cooperatives in Asia to be awarded the Fair Trade certificate by FLO-CERT Germany.

By the beginning of 2015, Bio Farmer had 1,420 members and covered a total area of 2,850 hectares. The cooperative works almost exclusively with smallholders (98%) who own less than 2 hectares.

PRODUCTS & SERVICES
Bio Farmer offers the following services to its members: Trainings in organic and fair trade farming, organic and fair trade certification, provision of quality seeds for organic cotton and rotational crops through a seed fund, financial credit support, logistics support in pre- and postharvest, processing, packaging & storage, marketing, organic production development through pilot studies.

MISSION & VISION
Organic farming enriches your life!
FACTS & FIGURES

Everest Aroma is a Nepal-based manufacturer of distilled essential oils made from organically grown spices and herbs. The company combines traditional manufacturing methods with modern on-site distillation technology. Through this system Everest Aroma can maintain the natural purity of the essential oils it offers and guarantee that its products are of the highest quality.

PRODUCTS & SERVICES

Everest Aroma cultivates and collects the naturally growing herbs and spices from the Himalayan regions to manufacture essential oils according to organic EU and USDA standards. The company supplies these organic certified essential oils to different parts of the world both in bulk as well as in smaller quantities depending on the requirements of the customer.

MISSION & VISION

The company’s mission is to globally deliver natural essences made from Himalayan herbs and spices that retain their natural flavours.

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PRODUCTS
Essential oils (e.g. wintergreen, anthapogon, chamomille, lemongrass, ecalyptus, cittronella, pamarosa, valerian)

CERTIFICATION
Organic EU, Organic US
Satya International

Hall 4 | 4-669

FACTS & FIGURES
Satya International is an exporter of herbs, essential oils, and spices. The company was established in 1995 with the objective to deliver best quality herbs from the Himalayas to customers worldwide. Based in Nepal, the company sources its raw materials directly from local farmers. The herbs are either sustainably collected or cultivated in rural areas.

PRODUCTS & SERVICES
Satya International’s portfolio comprises over 80 varieties of herbs grown in Nepal. The company’s herbs and forest products are used primarily in herbal medicine and cosmetics; the dry flowers in decorative products; and the essential oils in perfumes, aromatherapy products and medicines.

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

PRODUCTS
(e.g. Soapnut, Sichuan pepper, Swertia chirata, as well as Picrorhiza kurra, Emblica officinalis, Centella asiatica, Lycopodium clavatum, Rubia cordifolia, Acorus calamus, Orchis masculam, Berberis aristata), essential oils (e.g. jatamansi, valerian, cinnamon, Sichuan pepper), spices (e.g. Sichuan pepper, cinnamon powder, cinnamon leaves, turmeric, ginger), dried mushrooms (morel)

CERTIFICATION
Organic EU
Shangrila Agro World

FACTS & FIGURES
Established in 2002, Shangrila Agro World Pvt. Ltd. (SAGRO) is a packaging, distribution & exporting company based in Nepal. SAGRO exports and distributes all organic agricultural products produced by the Kanchanjangha Tea Estate & Research Centre (KTERC), which is known as a pioneer in organic tea farming. SAGRO is an enterprise which is predominantly run by women and contributes 5% of its net profit to the social programs of KTERC.

PRODUCTS & SERVICES
SAGRO’s product portfolio includes organic green and black tea as well as spices (e.g. ginger, cardamom, chili, garlic, turmeric, coriander, mustard) and herbs (e.g. orange peel, lemongrass, globe amaranth, mint).

MISSION & VISION
SAGRO strives to bring natural plants from remote Nepalese villages to the rest of the world. A business intent on making a difference, SAGRO ties its business success to the economic uplift of the poor. Shangrila is committed to helping rural farmers compete in the global market without depriving them of their self respect and dignity.

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PRODUCTS
Organic teas, spices (ginger, cardamom, chili, garlic, turmeric, coriander, mustard), herbs (orange peel, lemongrass, globe amaranth, mint), arabica coffee

CERTIFICATION
Organic EU, Organic US, Organic JAS, Fairtrade
CGS General Distribution Sac

FACTS & FIGURES
For over 10 years CGS General Distribution has had an uncom- promising commitment to offer only the purest herbal-based products, fruits, grains and roots available. The company believes that true health, as well as true beauty, can only be achieved through proper nourishment. This is the reason why the company choses to select their products from Peru.

PRODUCTS & SERVICES
The production of CGS General Distribution follows internationally recognized standards such as HACCP and Organic EU and USDA. In cooperation with farmer associations CGS produces different plant powders (e.g. maca, chia, lucuma, stevia, cacao) and dried golden berries.

MISSION & VISION
CGS General Distribution is committed to sustainable farming that complies with HACCP regulations and organic production standards. With its high-quality products the company wants to enter the European market in the near future.

CGS GENERAL DISTRIBUTION SAC
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www.nsnuestrasaludperu.com

CONTACT
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gapaza@nsnuestrasalud.com

PRODUCTS
Powder (lucuma, maca, quinoa, cacao, yacon, chia, sachai inchij)
dried golden berries

CERTIFICATION
HACCP, Organic EU, Organic US
FACTS & FIGURES
Established in 1982, “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 would very much welcome the opportunity to introduce importers to profitable new trade opportunities with Tunisian suppliers at the Tunisian Country Pavilion at BioFach 2016.
Tunisia Agroline

Vivaness 7A-545 (CCPB - Consorzio Il Biologico)

FACTS & FIGURES
The foundation of Tunisia Agroline was based on the idea of processing traditional plants and fruits which have long already demonstrated their therapeutic and cosmetic benefits.

PRODUCTS & SERVICES
The company offers a prickly pear cosmetics line which is 100% natural, i.e. contains no chemical or synthetic additives. This product line includes prickly pear seed oil (cactus oil), prickly pear vinegar and prickly pear seed powder. Furthermore, the company offers massage oil made of olive oil and aromatic herbs. Tunisia Agroline’s high-quality products are exported to cosmetic and pharmaceutical laboratories as well as to individuals.

MISSION & VISION
Tunisia Agroline’s mission is to offer products that satisfy its customers’ needs. This includes the use of constantly monitored product control mechanisms through a professional team of engineers and agronomists. The well-being and beauty of its customers’ is the company’s number-one priority.

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PRODUCTS
- Prickly pear seeds oil
- Prickly pear vinegar
- Prickly pear seeds powder
- Massage oils

CERTIFICATION
- Organic EU
- Organic US
FACTS & FIGURES
Founded in 1970, Fermes Ali Sfar (F.A.S.) 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
F.A.S. 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.
F.A.S.’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.
FACTS & FIGURES
Since 2010, Herbiotech Aroma is specialized in growing, air-drying and refining organic herbs and flowers in Tunisia. Further activities include the production of organic vegetable oils and essential oils. Grown on an area of 133 hectares, all Herbiotech Aroma products are 100% pure and natural. Exclusively of Tunisian origin, they are obtained from cultivated as well as collected plants. Their production takes into account both environmental factors and fair trade requirements.

PRODUCTS & SERVICES
Herbiotech Aroma is a grower and manufacturer of dried herbs, vegetable oils and essentail oils. Certified organic since 2012, the company exclusively offers organic high-quality natural ingredients and cold-pressed oils. Currently the company is in the process of biodynamic conversion (Demeter) with direct control of all procedures from production to export. In contrast to the main farming operations, which are mechanically operated by specialized machinery, special crops are manually operated thanks to a group of workers.

MISSION & VISION
By means of modern farming and industrial processing technology, Herbiotech Aroma is continuously striving to provide the highest quality of herbs and oils to its customers. Convinced of the principle of organic farming, Herbiotech Aroma’s team takes pleasure in providing its partners only with the healthiest ingredients.

PRODUCTS
Dried herbs, dried dill leaves, dried olive leaves, dried thyme leaves, peppermint dried leaves, black cumin seed oil, high polyphenol extra-virgin “chetoui” olive oil

CERTIFICATION
Organic EU, Organic US, Organic JAS, Kosher, ISO 22000 (in process)
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.
OPENING HOURS FOR VISITORS

Wednesday | February, 10 | 2016 9.00 – 18.00
Thursday | February, 11 | 2016 9.00 – 18.00
Friday | February, 12 | 2016 9.00 – 18.00
Saturday | February, 13 | 2016 9.00 – 17.00
Reduce sourcing costs. Increase contacts in Tunisia.

BUYING MISSION “ESSENTIAL AND FATTY OILS FROM TUNISIA”
The Import Promotion Desk organizes a Buying Mission to Tunisia from 26 – 30 September 2016. Join us on this mission and explore the natural ingredients sector in Tunisia.

YOUR BENEFITS:

+ Visit new suppliers of essential and fatty oils (organic certified and conventional)
+ All companies are evaluated according to strict criteria and selected individually
+ Find out directly about product quality and production conditions
+ Establish valuable business contacts
+ Get to know engaged associations and local partners in Tunisia
+ Tailor-made company visits and all logistics in Tunisia will be organized by IPD
+ Profit from full transparency for sustained business relations

INTERESTED?

Get in touch with us!
We will organize this mission for you and connect you to the right exporters.

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