

BIOFACH2022

into organic

**ALBANIAN
PAVILION** | **MEDICINAL
& AROMATIC
PLANTS**



COME
VISIT US

HALL 4A

BOOTH 238

Enjoy
Bio Albania

AIDA
Albanian Investment Development Agency
Agencia Shqiptare e Zhvillimit te Investimeve

SIPPO 
Swiss Import Promotion Programme



**COME
VISIT US**

**HALL 4A
238**

BIOFACH 2022
Into Organic
-
26 - 29 July 2022
Nuremberg, Germany

**Albanian Pavilion:
Hall 4A, Booth 238**

#EnjoyBioAlbania

Supported by



CONTACT US:





AIDA PROFILE

The Albanian Investment Development Agency (AIDA) is the key Albanian public institution in attracting and supporting foreign and domestic investors. The Agency is led by a Management Board, chaired by the Prime Minister. AIDA focuses on increasing the competitiveness of the private sector, enhancing the country's export potential and promoting/supporting foreign direct investments in Albania, as well as promoting the touristic potential of the country.

AIDA maximizes domestic and foreign investments. Through the creation of subsidiary initiatives, it increases the competitiveness of enterprises in Albania, improves technological capacities and their renewal with combined goals to increase foreign direct investment, strengthen the capacity of Albanian business, and also build a high standard for Albania with a focus on attracting various investors.

The activity of the Agency is mainly focused on:

Facilitating and supporting direct investments in the Republic of Albania.

Increasing the competitiveness and innovation capacity of Small and Medium Enterprises.

Promoting and assisting exports of goods and services.

Attracting and promoting strategic investments: domestic and foreign.

Promoting Albania in the investor community and presenting investment opportunities to potential or existing investors.

AIDA offers to foreign and domestic investors, comprehensive support for their investment projects. Its qualified staff assists not only with market analysis, potential sectors for investment, but also with advice on finding suitable properties and locations, as well as helping to identify new and existing projects to collaborate.

AIDA also provides aftercare services aiming to meet successfully the demands of foreign investors after the successful completion of their projects.

AIDA's services are free of charge!

At AIDA, our specialized, multidisciplinary team will provide you with no-cost professional services tailored to your project's needs.

CONTACT US:

www.sippo.al

info@sippo.al





SIPPO PROFILE

The Swiss Import Promotion Programme (SIPPO) is a well-established initiative of the State Secretariat for Economic Affairs (SECO), with the overall vision of sustainable and inclusive economic growth and integration of SIPPO partner countries into world trade, through its mission of supporting Business Support Organizations (so-called BSOs - which includes public or private associations, chambers of commerce, export promotion agencies, among others) to increase their export promotion capacity and service provision to export-ready companies. As of 2017, SIPPO is implemented by Swisscontact, in partnership with BHP Bruggler and Partners and Helvetas Swiss Intercooperation.

MEDICINAL AND AROMATIC PLANTS IN ALBANIA

Albania has a strong tradition on the production and export of Medicinal and Aromatic Plants (MAPs). Actually, Albania is among the 25 leading exporters of MAPs in the world.

Albanian exports of medicinal herbs have been steadily increasing over recent years, and today they account for **32%** of total agro-food exports, with an estimated export value of **44 million Euro** in 2020.

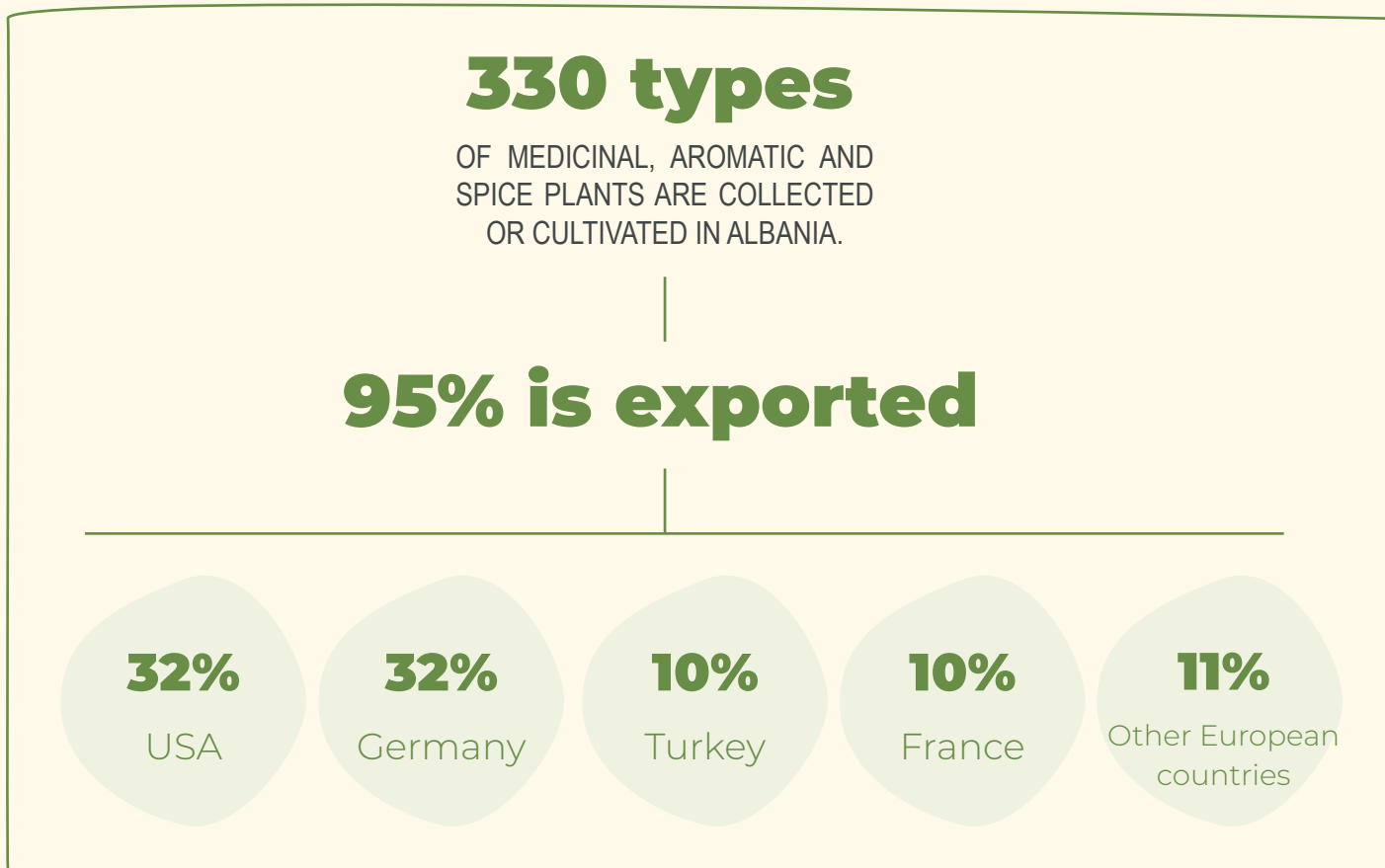
Albania is characterized by its large biological and natural diversity, and is home to rare species of medicinal and aromatic plants. Due to its pure flora, Albanian MAPs are highly demanded in the international market.

As about **80%** of medicinal and aromatic plants in Albania is wildy collected and only **20%** is cultivated, Albanian MAPs are top quality and high volume compared to other regional countries.

Medicinal and aromatic herbs are used in the food industry, e.g. in herbal teas, in various food preparations, in the form of cooking spices, as extracts of essential oils, in the beverage industry, and in the health and beauty industry, e.g. in cosmetics as well as perfumes.

Medicinal and aromatic plants in Albania mainly grow in Shkodër, Malësi e Madhe, Korça, Elbasan, Berat, Gjirokastra and Kukës. Traditionally, Albanian wild medicinal plants are exported as raw materials. They are further processed and packaged in the export markets to be then sold at higher price.

Currently, 40-50 MAPs exporting companies operate in Albania, major part of them process the plants further for making products like essential oils.



The most exported plants are:



Sage

(*Salvia officinalis*)



Lavender

(*Lavandula vera*)



Oregano

(*Origanum vulgare*)



Thyme

(*Thymus vulgaris*)



Wild Apples

(*Malus sylvestris*)



Winter Savory

(*Satureja montana*)



Nettle

(*Urtica dioica*)

Albania is leading supplier of sage to the US market and of the wild thyme to the German Market.

Over the last decade, the Albanian MAP sector has taken huge steps to comply with the international standards and requirements and “*Made in Albania*” products have become more competitive in quality and sustainability.

Farmers in Albania currently cultivate, collect and export 186 species of medicinal and aromatic plants from **330 species** of medicinal and aromatic plants growing in total in Albania. The sector employs over **90.000** em-

ployees, **10%** of whom are also engaged in plant cultivation in an area of over 6000 Ha

The positive achievements of the MAP sector rely mainly on long working experience in collecting, cultivating and exporting, suitable climatic conditions, high quality of the wild plants, availability of labour force for harvesting and cultivation of medicinal and aromatic plants, as well as investments made in the storage and drying facilities of MAPs.

ALBANIAN STATE INCENTIVES FOR MEDICINAL AND AROMATIC PLANTS SUB-SECTOR

The government has approved some facilitative measures on the medicinal and aromatic plants sector, giving a strong stimulus to the sector (Law no. 105/2016 “On plant protection” Pursuant to Articles 78 and 83, paragraph 1 of the Constitution, on the proposal of the Council of Ministers). Medicinal and Aromatic Plants subsector can benefit from public support schemes.

AIDA’s support:

In the frame of its mission and work program to support the export business, including medicinal plants, AIDA has assisted and supported them through funds administered. Companies are assisted in promoting and certifying their products for export. AIDA in cooperation with SIPPO partner supports for the second time Albanian companies to participate at BIOFACH 2022 Fair.

Through participation in the fair, AIDA aims to promote Albanian business and the medicinal and aromatic sector, enable meetings with interested companies for partnerships, and support Albanian companies with logistics for scheduled meetings, increasing exports in this sector, attracting foreign investors and promoting Albania.



ALBANIAN COMPANIES EXHIBITING IN BIOFACH





SCAN HERE FOR MORE



ALBANIAN HERB & TOBACCO TRADING COMPANY SH.A

who we are

Albanian Herb & Tobacco Trading Company S.A. started operating in Durrës in 2006. The company has complete control over the raw material, thus safeguarding fresh crop materials, traceability processes, sustainability projects and contract farming especially for Sage (*Salva officinalis*) and Oregano (*Origanum vulgare*). Through our dedicated work with the suppliers and quality control system, today we can provide optimal qualities and quantities. The company has great market experience and its name is well-known in the market, reaching a remarkable production export capacity.

what we do

The goal of reaching best customer satisfaction by supplying the right quality with in-time shipment has added more and more value to our company, which has resulted in sig-

nificant reliability among our business partners. Ongoing investment in technology, state-of-art machinery, qualified staff and closely following the latest demands and trends are our priority. Our wide range of products enable us to meet any required quality, quantity and packaging requirements as well to be in accordance with the International Food Regulations, which we prove by several certificates issued by the accredited authorities. We are proud to be the first Rainforest Alliance-certified company in Albania.

Albanian Herb & Tobacco Trading Company Sh.a has been certified by CERES for eight years for organic Oregano, (*Origanum vulgare*) Sage (*Salva officinalis*) and Savory (*Satureja montana*). Also, for both Sage (*Salva officinalis*) and Oregano (*Origanum vulgare*) have been certified by Rainforest Alliance Certification for more than four years.

main products



Sunflower
(*Helianthus annuus*)



Cornflower
(*Centaurea cyanus*)



Wild pansy
(*Viola tricolor*)



Oregano
(*Origanum vulgare*)



Marigold
(*Calendula officinalis*)



Lemon Balm
(*Melisa officinalis*)



Dandelion
(*Taraxacum officinalis*)



Nettle
(*Urtica dioica*)



Mallow
(*Malva sylvestris*)



Mallow Rosa
(*Malva rosea*)



Ironwort
(*Sideritis raeseris*)



Cowslip
(*Primula veris*)



Hollyhock
(*Alcea rosea*)



Lavender
(*Lavandula vera*)



SCAN HERE FOR MORE



BIOALBA GROUP

who we are

Bioalba Group is an Albanian company producing, processing and exporting medicinal and aromatic plants (MAPs). The company was founded upon comprehensive sustainability principles, having implemented mechanisms to tackle some of the main challenges faced by the MAP sector in Albania.

We produce and trade 100% organic-certified products, and represent groups of small and medium-sized farmers that share our values and are committed to producing and safeguarding quality.

Bioalba has also created internal control and traceability systems – additionally to its organic certification. Our ICS (internal control system) is managed by professional and qualified staff with a long track record on quality control.

Our company provides close technical assistance to its collectors and farmers, and promotes direct sourcing as well as group certification alternatives for small farmers in remote areas. The direct management of collection units, implementation of GCP (good collection practices) with a traceability system assures an environmentally-friendly ap-

proach in our wild collection project, and guarantees the organic status and quality of our products.

Bioalba Group's products have a story to tell. Our small farmers and wild collection operators are direct beneficiaries of our production system and trading activities. Purchasing our products means having a direct contribution to our social program linked with families and farms in remote areas.

what we do

Cultivation of Organic Medicinal and Aromatic Plants including Essential Oils;

Wild Collection activity of a wide range of Medicinal and Aromatic Plants;

Consultancy for quality standards application and Quality internal control to guaranty the Organic quality and product quality specification.

main products



Sunflower
(*Helianthus annuus*)



Cornflower
(*Centaurea cyanus*)



Wild pansy
(*Viola tricolor*)



Oregano
(*Origanum heracleoticum*)



Marigold
(*Calendula officinalis*)



Lemon Balm
(*Melissa officinalis*)



Lavender
(*Lavandula angustifolia*)



Dandelion
(*Taraxacum officinalis*)



Nettle
(*Urtica dioica*)



Mallow
(*Malva sylvestris*)



Mallow Rosa
(*Malva rosea*)



Ironwort
(*Sideritis syriaca*)



Cowslip
(*Primula veris*)



Hollyhock
(*Alcea rosea*)



SCAN HERE FOR MORE



BIOBES GROUP

who we are

BioBes is an Albanian company that operates in the field of production, collection, processing and export of aromatic and medicinal plants.

The business idea of BioBes is based on the principle of supporting small family farms in rural areas that have a long tradition in the field of production and wild flora collection of aromatic and medicinal plants.

Besides its contribution to job creation and conservation of the cultural tradition of medicinal plant harvest and trade, the company has a special positive approach for environmental protection.

BioBes and its partners apply cultivation and wild harvest practices that are friendly to the environment and that support the sustainability of aromatic and medicinal plants. Organic production is a primary focus of BioBes and organic herbs are an important component of the company's product portfolio. A major part of aromatic and medicinal plants offered by the company are certified according to organic standards.

We apply the system of self-assessment HACCP in all the production steps, in order to guarantee the safety and the quality of essential oils.

The essential oils produced by BIOBES are 100% natural. Our company produces essential oils covering the following categories: conventional, organically certified according to EU standard EC 834/07 and organically certified according to USA standard NOP.

what we do

BIOBES has a portfolio of more than 100 products; wild collected and cultivated MAPs in Albania. The company has invested in processing lines that preserve the content and quality of aromatic compounds in aromatic plants and separate the product in different fractions. Through these processes, the company adds value to its products, at the same time complying with the high quality standards demanded by its clients.

Also, BIOBES has invested in new modern dryers that help in conservation of essential oils content and quality of products. Renewable biomass energy is used for products drying.

BIOBES has established a sustainable network of wild flora collectors and has access to raw materials around Albania and in all types of medicinal and aromatic plants. It implements a responsible management system of wild flora collection.

main products



Rosemary

(*Rosmarinus officinalis*)



Hawthorn

(*Crataegus*)



Silver linden

(*Tilia argentea*)



Marigold

(*Calendula officinalis*)



Cornflower

(*Centaurea cyanus*)



Black juniper

(*Juniperus communis*)



Laurel leaves

(*Laurus nobilis*)



English Ivy

(*Hedera helix*)



Sage

(*Salvia officinalis*)



Nettle

(*Urtica dioica*)





SCAN HERE FOR MORE



CIBUKU LTD

who we are

The company Cibuku LTD is located in Korçe, Albania. It is a well-known company in the region that operates in the collection, processing and export of the aromatic-medicinal plants, as well as their derivatives.

We have been running this company successfully for the past 25 years and have very good experience in organic production, having certified many of our products.

Our staff is well trained and capable of producing and delivering high-quality products. We possess about 6,000 m² of storage facilities with all necessary features and machines for processing, and constantly improve them according to emerging market requirements.

Our company is located in a very rich region in regard to plant species and people. Our wide knowledge of cultivation and collection is one of our biggest strengths.

what we do

Our company's objective is to supply high-quality raw materials by supporting our activities on solid foundations of sustainable production, environment protection and social responsibility.

We are aiming to expand our business in the near future by improving storage, processing and marketing.

main products



Juniper

(*Juniperus Communis*)



Lavender

(*Flores Lavandula*)



Sage

(*Salvia Officinalis*)



Cornflower

(*Centaurea cyanus*)



Bramble Blackberry

(*Rubus fruticosus*)





VASILIS & CO ORGANIC

SCAN HERE FOR MORE



who we are

Vasilis Organic was established in 2016, having specialized in the organic Medicinal and Aromatics Plants sector, focusing on wild collection, cultivation, processing and export. We have our own cultivation and processing facility and currently export Organic and Aromatic Medicinal Plants of different types to European markets such as Germany, Austria and Poland, as well as regional markets.

Our catalog includes more than 70 species of dried medicinal plants of high quality, and we offer competitive price for the European Manufacturers in Food and Cosmetics.

what we do

The company places special emphasis on environmental care. Vasilis Organics and its affiliates apply practices that are environmentally friendly and care for the sustainable use of wild collected flora. Organic production is the focus of this company. Most of the company's products are certified according to the European Organic Standard Equivalent to EEC regulation 834/2007.

We are looking to partner and collaborate with the best companies in the EU, Scandinavia and UK for export, but also to expand our production of organic raw materials in the beautiful Gramsh region in Albania.

main products



Yarrow

(*Achillea millefolium*)



Daisy

(*Bellis perennis*)



Marigold

(*Calendula officinalis*)



Cornflower

(*Centaurea cyanus*)



Sunflower

(*Helianthus annuus*)



Curryplant

(*Helichrysum italicum*)



Lavender

(*Lavandula*)



Mallow

(*Malva sylvestris*)



Chamomile

(*Matricaria recutita*)



Red poppy

(*Papaver rhoeas*)



Enjoy Bio Albania



COME
VISIT US

HALL 4A

BOOTH 238

BIOFACH2022

into organic

**ALBANIAN
PAVILION**

**MEDICINAL
& AROMATIC
PLANTS**