

BIOFACH 2020

into organic

12 - 15 February 2020

Nuremberg, Germany

Albanian Booth: Hall 4A, Stand 505

Enjoy **BIO** Albania



Albanian Herb
& Tobacco Trading Company Sh.a.



BioBes
Trust the Nature

bioalba
group

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The participation of Albanian exhibitors in BIOFACH 2020 is supported by:



A project of the
Swiss Agency for Development
and Cooperation SDC



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. The agency 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.

As the moderator between foreign investors and the Government of Albania, the invest division ensures access to updated information, provides an efficient means of communication with Government bodies, and serves as a "One-Stop-Shop," supporting investors throughout the investment process.

AIDA's main objectives are: attract foreign investment, increase the competitiveness of the Albanian economy through the support for small and medium-sized enterprises (SMEs), as well as through innovation.

- The direct contribution of AIDA in the economic development is evidenced through facilitation and support of direct investments in Albania;
- Increase the competitiveness and innovation capacity of Small and Medium Enterprises (SMEs);
- Encouragement and support to exports of goods and services.

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 (greenfield and brownfield), 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!

Contact us:

www.aida.gov.al
info@aida.gov.al

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

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.

Contact:
www.sippo.al
info@sippo.al

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and Cooperation SDC



RISI Albania

Risi Albania is a project of the Swiss Agency for Development and Cooperation (SDC), implemented by Helvetas and Partners Albania. The project aims to provide more employment opportunities for young women and men in Albania, aged 15-29, in a socially inclusive and sustainable way, through interventions in agribusiness, tourism, and ICT, while also stimulating non-formal training providers to offer innovative courses which are in high demand from businesses that operate in these sectors. A special focus of Risi's work is dedicated to the improvement of the labour market services through strengthening career guidance and intermediation services.

In the agribusiness sector, the project aims to create employment opportunities for young women and men in Albania by supporting partners on the improvement of standards and practices, and exporting to high value markets. RisiAlbania interventions focus on assisting agribusinesses to perform better and to increase competitiveness in national and international markets which in turn generates employment opportunities for young people, especially in subsectors like medicinal and aromatic plants and fruits and vegetables.

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Medicinal and Aromatic Plant in Albania

Albania has a strong tradition in the production and export of Medicinal and Aromatic Plants (MAPs). The exports of Albanian medicinal herbs have been steadily increasing over the last few years, and today, they count for 24-28% of total agro-food exports, with an estimated export value of USD 45 million in 2018.

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

As about 90% of medicinal and aromatic plants in Albania is wildy collected and only 10% is cultivated, the Albanian MAPs are of top quality and high value, even compared to other regional countries. Meanwhile, from the MAPs traded locally about 70% are wild and only 30% is cultivated. Dry and wild 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, Shkoder, Malesi e Madhe, Korca, Elbasan, Berat, Permet, and Durres. Traditionally, Albanian wild medicinal plants are exported as raw materials. They are further processed and packaged in the exported markets to be then sold at higher prices. Currently, in Albania operate about 40-50 MAPs consolidators and exporters, but only a few of them process the plants entirely for making essential oil.

In Albania are found or produced about 350 types of medicinal, aromatic and spice plants, and more than 95% of what is collected is exported, mainly in the USA, and European countries such as Germany, Italy, France, Greece, Turkey, Macedonia, Bulgaria, Israel, Serbia etc.

The most exported plants are Sage and Lavender (about 90% of production is exported), Oregano, Thyme, Wild Apples, Folia Rubi Fructicosa, Folia Satureja Montana, Folia Urtica, etc. About 70% of the sage imported from the US has the origin from Albania. Albania is the leading supplier of sage to the US market and of the wild thyme to the German market. Over the last decade Albanian MAPs players have made gigantic steps to comply with the international standards and requirements and have made MAPs products "Made in Albania" more competitive and more qualitatively sustainable.

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. Some of the companies are: Albanian Trading Company (ATC), Herba Fructus, Green Farm Albania, Faberti Trading Group, Mucaj Herbs, BioBes, Ekoprod, etc.

Who we are

Albanian Herb & Tobacco Trading Company S.A., started operating in Durres in 2006 and was established by Kutas Group. This operation was made to control quality and prices. Advantages include being able to control more effectively the market. Our company has absolute control over the raw material so that guarantees can be given for a controlled of fresh crop material, traceability process, sustainability projects, contract farming especially Sage and Oregano.

Through our dedicated work with the suppliers and quality control, today we can provide better qualities and quantities. Today, the company has great market experience and its name is well-known in the market and it has reached a remarkable production export capacity.

What we do

The company name has gained more reputation, which was and will be our main purpose and vision. The scope 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 with a significant reliability among our business partner. Ongoing investment in technology, state-of-art machinery, qualified staff and following closely the latest demands and trends, is our priority. Our wide range of products enable us to meet any required quality, quantity and packaging as well as being 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 company in Albania certified from Rainforest Alliance.



Products:

Sage, Oregano, Savory, Rosemary

Contact:

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E-mail: ilirazere@albanian-herb.com

Web: www.albanian-herb.com

Who we are

AlbFrut 2005 company is established in 1992 in Pogradec, in south-eastern Albania.

What we do

The company is involved in the collection, drying, and processing of cultivated and wild-collected herbs and dried fruits. Basic requirements and principles of organic farming are applied along with all the value chain processes like cultivation, handling, processing, storage and delivery.

All products are certified according to EEC regulation 834/2007. Our collectors and staff are subject of continual training to improving and keeping a high quality of our production and services.

Company's strong point is the long-lasting and satisfying business relations with our clients and suppliers.

Products:

Cornflower, Dandelion, Marigold, Marshmallow, Common marshmallow, Mountain tea, Sage, Sunflower, Lemon balm, Red clover.

Contact:

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Who we are

BIDAJ Shpk is a family-owned company operating on the market since 1994. Our main activity consists in collecting, controlling, testing, cleaning, drying and exporting medicinal and aromatics herbs. Our principal objective is to offer the best quality herbs to our partners.

What we do

BIDAJ Shpk has established a very large collection network throughout Albania during its 25 years of experience. We collect herbs at the source, with the best quality, and most competitive prices. We operate with great attention while collecting the plants to preserve nature. Collected herbs are naturally dried to conserve all-natural aspects. After the herbs are dried, we do hand-selection with our employees in order to remove impurities and bring the best quality herbs to our partners.

Products:

Lavender Flower, Silver Linden Flower, Laurel (bay), Sage Leaves, Sage Herb, Savory, Rosemary, Oregano, Common Thyme, St. Johns's-wort Flower, Juniper Berry, Butcher's Broom.



Contact:

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E-mail: contact@bidaj.al
Web: www.bidaj.al

Who we are

Passion for Organic!

Bioalba Group operates in Albania in cultivation and wild collection of different medicinal and aromatic plants. We represent a group of producers in Albania, who have the passion and dedication to produce medicinal and aromatic products in organic quality.

The company is committed to produce and guarantee organic quality and through this we also contribute to the protection of the environment. Our wild collection system guaranteed the organic quality while the environment is managed and protected.

What we do

The company is engaged in:

- 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.

Products:

Sunflower petals, Oregano Leaves, Marigold Flower, Mallow Flower, Cornflower, Nettle Leaves, Lemon Balm Leaves, Lime Flower, Raspberries Leaves, Elderflower Fruit & Flower, Juniper Fruit, Dandelion Leaves, Apple Fruit, Yarrow Flower, Lavandel, Savory Leaves, Hawthorn flower, St John's wort, Danewort Fruit, Sage, Mauntain tea, Mallow Rosa, Strawberry Leaves, Balckberry Leaves, Daisy Flower, Ivy Leaves, Creeping Thyme herba, Thyme Leaves, Silver Birch Leaves, Bearberry Leaves, Rosemary Leaves, Wild Rose, Heather Flower, Esenal oil of Sage, Rosmary.



Contact:

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Who we are

BIOBES is a company involved in the production, collection, processing and export of aromatic and medicinal plants. Having a vast experience in this subsector, BIOBES is also focused on supporting the small rural family farms, based on the principles of mutual interest and fair trade.

Organic production is one of the main activities of the company and organic herbs cover an important part in company's wide range of products. A major part of aromatic and medicinal plants are certified according to organic standard. Our company has special positive approach for the environment protection. BIOBES and its partners apply environmentally friendly agricultural practices, paying attention to the conservation and sustainable use of wild aromatic and medicinal plants.

What we do

BIOBES has a portfolio of more than 100 products; wild collected and cultivated MAPs in Albania.

In 2019, BIOBES:

- Cultivated 45 ha of medicinal and aromatic plants in our plots;
- Subcontracted 85 ha of land planted with MAPs by farmers that collaborate with our company;
- Managed three important areas of wild collection of MAPs in a total surface of 1,400 ha;
- Collaborated with 5 collecting points and 400 farmers for wild collection of MAPs that are spread in almost all the regions of Albania;
- Was one of the leading export companies of MAPs with a turnover of 1.2 million €.

Recently, BIOBES has invested in drying and processing lines that preserve content and quality of essential oils in aromatic plants and separate the product in different fractions. Through these processes, BIOBES adds value to its products and at the same time complies with high quality requirements from its clients.

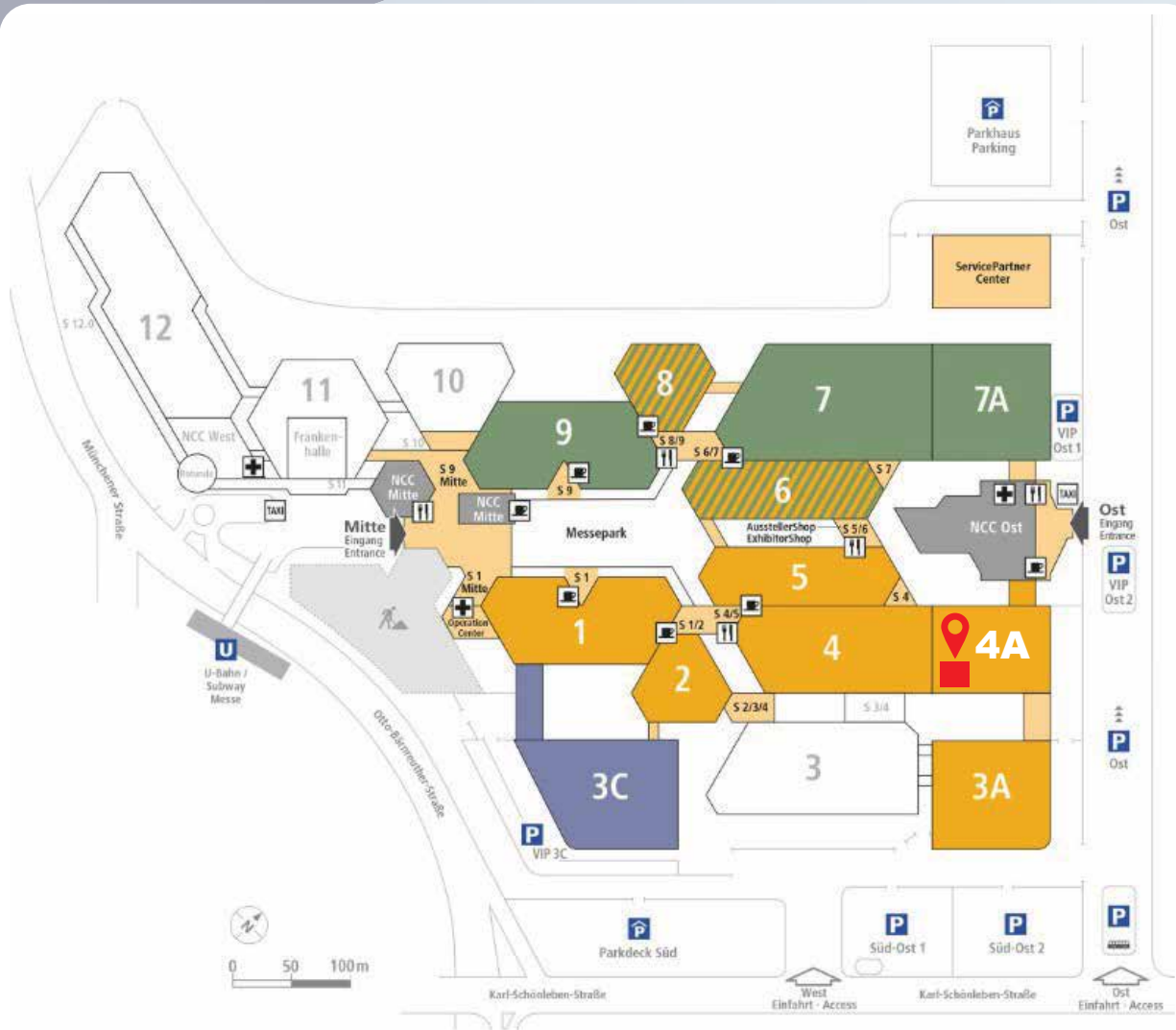
Products:


Rosemary, Hawthorn, Silver linden, Marygold, Cornflower, Black juniper, Laurel leaves, English Ivy, Sage, Nettle.



Contact:

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 **Albanian Booth: Hall 4A, Stand 505**

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