



Organic market worldwide

20 reliable companies offering high quality products from
10 different countries around the world: Bolivia, Botswana,
Brazil, Cambodia, Ghana, Madagascar, Mauritius, Rwanda,
Senegal, Uganda

For more information about the companies, please scan the respective QR code and visit the virtual exhibition. To enter the virtual fair, a registration on the showcase platform is required. You will also find here detailed lists of product and packaging sizes on the virtual booths of the companies La planation, Coronilla, Pepper Bay, Vkanhye, Donkey Milk and Lycheeland.

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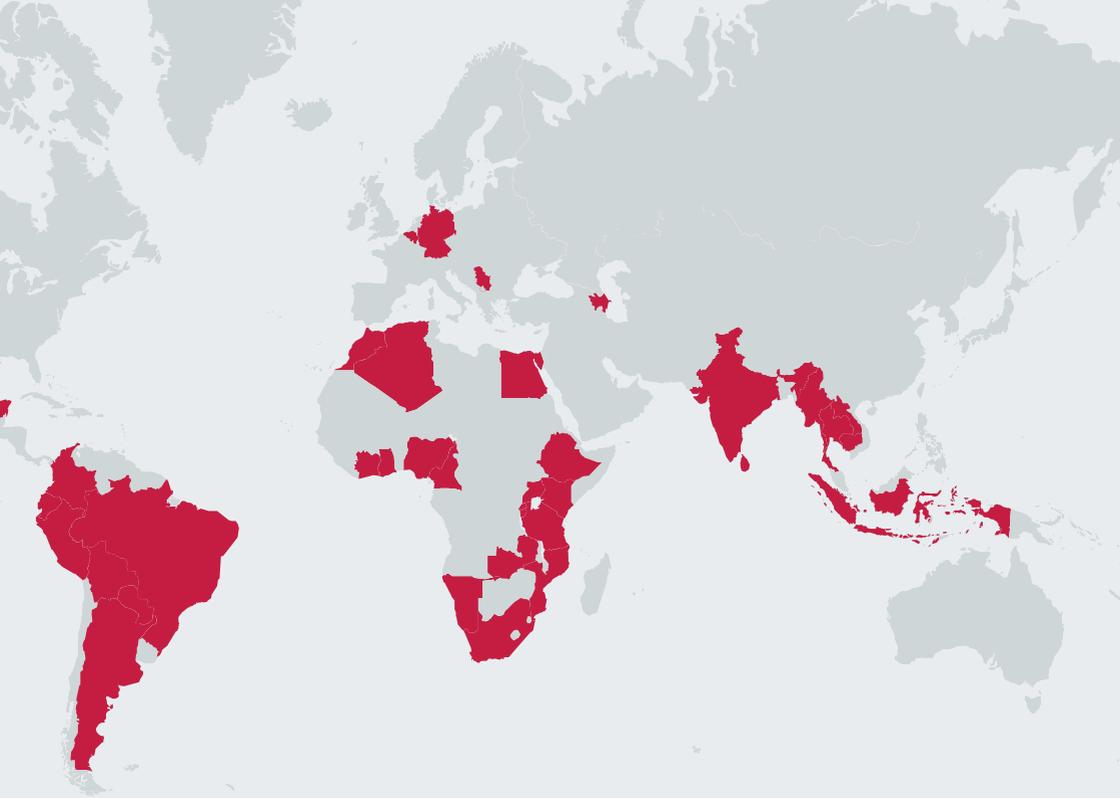
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Introduction to the Business Scouts for Development (BSfD) programme and trade fair promotion

Individual advice on sustainable engagement: Business Scouts for Development work as development policy experts in more than 30 countries across the globe. On behalf of the German Federal Ministry for Economic Development and Cooperation (BMZ), they advise companies on development policy issues and promote responsible business engagement through cooperation projects.

They initiate and accompany cooperation projects that are economically viable and promote sustainable business development locally. At Biofach/Vivaness 2022, the BSfD programme will be in Nuremberg with two delegations - 20 companies from Bolivia, Botswana, Brazil, Cambodia, Ghana, Madagascar, Mauritius, Rwanda, Senegal and Uganda. All 21 companies offer reliable and certified high product quality.





Overview of the Business Scouts programme at Biofach and Vivanes

As leading trade fair platforms, Biofach and Vivanes are an ideal opportunity for participating companies to gain experience at the world's leading trade fairs and establish business contacts.

On 26th and 27th July 2022, the companies can be visited for meetings and testing of hand samples in the meeting room "Mailand" (NCC Mitte, level 1) of the exhibition centre.



The delegation's trip includes further training on trade fairs, company visits in Germany and provides in-depth knowledge of the German organic market.

In order to increase individual awareness, provide in-depth knowledge and extend outreach, the two delegation trips are designed as a hybrid format. On the virtual Business Scouts for Development trade fair platform Showcase, all participating companies have their own online trade fair booth where visitors from all over the world can access the companies. After a one-time registration at the first visit, every visitor can visit every company, including bilateral chatting.

(<https://messepitch2021.expo-ip.com/messehalle/16>)





Presentation of the GIZ trade fair team at Biofach and Vivanness

The Biofach trade fair team of GIZ is part of the Business Scouts for Development programme. As contact persons for development cooperation, they accompany and advise the participating delegation and arrange contacts. They support the companies in developing and implementing actual contact requests and project ideas.



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Amyrel

AMYREL is a Senegalese brand of natural cosmetics made from high quality, cold pressed local vegetable oils. We work with women's cooperatives on a national scale.

Our products are suitable for all body sensitivities, adaptable to all hair textures and also formulated for all skin types.

All products offered by amyrel are formulated with active ingredients from vegetable oils that produce a product which gives the customer's skin and hair everything they need.

Products & Services

Natural cosmetic products formulated with oils (first cold pressed), vegetable butters and other natural raw materials rich in antioxidants and vitamin C.

Certification

COSMOS certification and organic certified raw materials

Product sizes and quantity

capacity of 5000 products for each type of product

- shampoo: 200 ml
- shower care: 200 ml
- facial cleansing foam: 120 ml
- face cleanser: 100 ml
- face scrub 2 in 1: 100 ml
- make-up remover 120 ml: 120 ml

- face moisturizing fluid (normal skin, oily skin, dry skin): 30 ml
- lifting serum for older skin: 30 ml
- hair serum for all hair types: 100 ml
- shea butter balm: 100 ml
- dry skin comfort care: 100 ml
- repairing care mango baobab: 100 ml
- Relaxing oil: 100 ml



see page 2





Contact details

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amyrel
 cosmétique

Bubune Skincare Limited

Bubune Skincare is a manufacturer of Shea-based bath and beauty products. Our range of products includes body lotions, body butters, shea soaps and African black soap gel and bar. All our products are plant-based and paraben-free. Our products are handmade using edible oils and butters. We are guided by the knowledge that the skin being the largest organ absorbs everything we apply and transports it into the bloodstream.

We strive to care for the environment by using glass and coconut shells for our packaging where possible and operate with the ethos of giving our customers information about what goes into their skincare products.

Products & Services

Body Lotion, Body Butter, Shea soaps, African Black soap

Certification

Vegan certified, Paraben free certified, FDA cosmetics manufacturing licence, Certificate of Exporter Registration (Ghana Export Promotion Authority).

Product sizes and quantity

Body Butter (250 grams), Body Lotion (150 ml), African Back Soap Gel (500 grams), Black Soap Bar (120 grams), Raw Shea Butter (500 grams)

Packaging size for wholesale

costumers: packed in 25 kg kraft paper boxes

Production volume: up to 40 tonnes of shea butter per month



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Contact details

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Donkey Milk Industries

Secret Kalahari was founded in 2016 as Donkey Milk Industries (Pty) Ltd under the Botswana Companies Act and is a 100% citizen owned.

We are a sustainable family business crafting organic product for a local and international market. Our products range from donkey milk cosmetics like soaps, lotions, scrubs to edibles like fresh donkey milk and various indigenous capsule remedies using powdered donkey milk and plant extracts indigenous to the Kalahari.

We believe that the Kalahari Desert contains many hidden treasures that are worth sharing with the world, hence the name Secret Kalahari.

We started by selling a few liters of donkey milk during markets in 2016 to having five stalls in Gaborone, distributors across the SADC region and plans to grow even further!

Products & Services

Donkey Milk Cosmetics

Product sizes and quantity



see page 2





Contact details

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LYCHEELAND

Lycheeland, created in 2015, is a Malagasy company specialized in production of dried exotic and organic fruits by dehydration, without added sugars or sulfites (100% natural), and superfoods from Madagascar (EOS and NOP).

Lycheeland promotes rare exotic food to create innovative recipes and products that are not yet known on the market.

Represented in Japan, Europe and Canada, Lycheeland exports 90% of its production (especially to Japan). In addition to the BtoB market, Lycheeland also develops its own brand, first on the local market, then on the regional and international markets.

Lycheeland currently employs 11 people, including 9 women and 2 men. Beyond creating jobs, we strive to strengthen employability of women in our company and bring decent work to people who did not have the opportunity to get a degree.

Products & Services

exotic dried fruits, dried vegetables, dried leaves, fruit powder, spices

Product sizes and quantity

Production volume: around 30 tons per year



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Certification

European organic certificate (The CCPB Standard for Organic Production) and kosher (by Services International Kosher Supervision Ltd.)





Contact details

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OncaPlanta Uganda Ltd

OncaPlanta Uganda Ltd was founded in June 2019 in Uganda and develops natural products from indigenous Ugandan plants for food, cosmetic and pharmaceutical purposes.

The shea butter and other cosmetic oils are produced under the flagship brand – Moo me Gen which means “Oils of Hope” in Leblango, the language spoken in Otuke, where the factory is located. OncaPlanta is leveraging indigenous Ugandan knowledge to become the leading developer of high quality, unique and natural cosmetic products for the global market.

Products & Services

Nilotica Shea Butter, Moringa Oil, Seed cake, Soaps

Minimum order 1 bucket

- Pallet – 16 buckets (18 kg/20 litres)

Certification

Cerification of analysis by Chemiphar limited



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Product sizes and quantity

Our production numbers are as follows:

- Shea butter – 15 tonnes (2021)
- Moringa seed oil – 2,500 Litres (2021)
- Desert Date – 1,000 Litres (2022 production ongoing)

Our product sizes and the size of shipping units for business customers abroad:

- 18 kg Bucket of Shea butter
- 20 Litre bucket of Moringa oil
- 20 Litre Bucket desert date oil





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Sina Gerard/Enterprise Urwibutso

SINA GERARD Ese URWIBUTSO is owned and managed by Mr. SINA Gerard. It is oriented towards agro-processing industry sector. The company is located at Nyirangarama in Rulindo District, Northern Province about 45 Km from Kigali City, on Kigali Musanze – Rubavu main road.

Our Mission: Processing and delivering standardized products and provide high quality services.

Our Vision: Being influential through providing excellent made in Rwanda products; being competitive worldwide and enhance social economic development.

Our Core Values: God above all; integrity within our commitment; innovation; bring to perfection our work; reliability

Products & Services

Juices (passion fruit, strawberry, pineapple, carrots and sugarcane), alcoholic beverage (red and white wine and sweet banana wine), chili oil, water, flours ketchup, mayonnaise, diary products, etc.



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Contact details

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V Kanhye Health Foods Co Ltd

V Kanhye Health Foods Co Ltd is the Pioneer Mauritian Moringa Grower and producer of Moringa Infusion, Powder and capsules since 2015. The company was incorporated in January 2014 and is certified Organic by ECOCERT France. It has won several Gold Award at local and International Level, such as, Top 7 Scale up Enterprise 2017, Grand Winner for SME Innovation Award 2017 organised by the Ministry of Business Enterprise, Gold Award winner and Grand Winner for the National Productivity and Competitiveness Council 2018, Gold Award winner for the International Convention on Quality Control Circle Singapore 2018 and selected to pitch on Moringa Project at the St James Palace London for the Pitch@Palace Commonwealth April 2018.

Products are sold in Supermarkets, Mauritius Duty Free Paradise Shop, Spa and pharmacies in Mauritius and exported to Reunion, South Africa, UK, France, Canada and mail orders.

Products & Services

Organic moringa infusion, organic moringa powder, organic moringa capsule, organic moringa & lemongrass infusion, organic moringa & pomegranate infusion, turmeric capsule, moringa and ginger infusion

Certification

Organic certification by Ecocert France



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Contact details

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100% Amazonia Export. & Rep. Ltda

As a B-corporation, 100% Amazonia specializes in providing ingredients from the Amazon Rainforest and partners with local co-ops to obtain wild-harvested fruits and seeds. Furthermore, 100% Amazonia works with a group of processors in Brazil to deliver the finest quality pulps, purees, powders, and concentrates and oils. The company guarantees minimal processing to achieve the highest nutritional profile for each batch of product. Additionally, 100% Amazonia is launching a new facility that will extend the social-environmental impact to fight deforestation in the Amazon.

Products & Services

Fruit pulps, concentrates, oils, butters, fruit powders

Certification

Certified ISO 9001, Certified B corporation, organic certification within the EU, USA and Korea

Product sizes and quantity

- Oils – jerrycan with 5kg, 20kg and drum with 180kg
- Butter – pails with 5kg and 18kg
- Powder – boxes with 10kg and 14kg
- Frozen pulps and purees - 180kg metal drums, with aseptic bags with spouts or polyethylene double liners. Polypropylene pails of 3,6L and 22L; plastic bags of 5kg

Annual volume

- For frozen products, 2000 tons
- For freeze dried powders : 30 tones
- For dried guarana powders 25 tons



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Contact details

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Coronilla S.A.

Coronilla is a Bolivian family company and started in 1972, as a traditional pasta manufacturer for the Bolivian market. In 1997, it started focusing on developing top quality, Gluten Free and organic products made of Quinoa, Cañawa and other Andean Grains. Coronilla began exporting in 1997. The company has 48 years in the pasta & snacks business and its manufacturing facility is 100% gluten free dedicated since 1999.

Coronilla offers a wide range of gluten and allergen free foods in seven different categories: Pastas, soups, snacks (sweet and salty), flour pre-mixes, cereals, cookies and dehydrated foods.

It can handle bulk presentations for the food service industry in all its product lines.

Products & Services

Organic, vegan and gluten free pastas*, organic, vegan and gluten free easy meals*, organic, vegan and gluten free soups, organic, vegan and gluten free cereals

- 10,000 boxes of 200 grs cereals
- 10,000 boxes of 160 grs biscuits
- 8000 bags of 70 grs sweet and salty snacks
- 3000 boxes of 388-500 grs pre mixes
- 1000 boxes of 130 grs dehydrated soups
- 1000 boxes of 130 grs easy meals

Certification

We are certified in Organic, Gluten Free, ISO 14.000, ISO 22.000, HACCP, Kosher, WFTO, Non-GMO and our facility is FSSC 22.000 certified.



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Product sizes and quantity

Average production per month:

- 200,000 boxes of 250 grs of short and long organic and gluten free pasta



Ample Agro Product Co., Ltd.

Ample Agro Product Co., Ltd. is a private social agribusiness producing, processing, and standardizing the best and unique agro-commodities of Cambodia for local and global markets. The company trades cashew kernels (organic and conventional), organic-PGI Kampot peppercorns and palm sugar from Kampong Speu Province, as well as dehydrated mango and pineapple, and dried sesame. The products that Ample exports adhere to high international standards and are certified with EU Organic and ISO 2200, among others. Ample desires not only to supply healthy foods to the world, but also to contribute to the sustainable development of agriculture and environmental protection. In addition to this, Ample is doing business with strong responsibility and ethical values to be aligned with cooperate social responsibility (CSR) and inclusive business development.

Products & Services

Cashew Kernels (whole)

150-200 tons / year

Cashew Kernels (salted roasted)

350 tons / year

Cashew Kernels (split and broken)

40-50 tons / year

Kampot Pepper

100-150 tons / year

Palm Sugar

50-100 tons / year

Dehydrated Mango

300-360 tons / year

Dehydrated Pineapple

180-240 tons / year

Certification

EU Organic

USDA Organic

ISO 22000

Geographical Indication (GI)

GMP

HACCP



see page 2





Contact details

AMPLE AGRO PRODUCT CO., LTD.

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Confirel Co., Ltd.

Confirel was founded in 2001 with the mission to revive and promote natural Cambodian heritage and major natural resources while improving the living conditions of rural citizens. Engaged in sustainable rural development, Confirel has developed numerous brands and product lines including palm sugar, Kampot pepper, herbal teas, mango (dried, puree, chips, and more), as well as vinegar, palm wines and spirits, candy, and more. Through their broad product line which is available in many Asian countries, Europe, and North America, Confirel promotes authentic Khmer products and Khmer values.

Products & Services

Organic Kampot Pepper

25-30 tons / year

Organic Thnot Palm Sugar

200-250 tons (can be extended) / year

Organic Kampot Pepper Tea (Pepper inflorescence)

5-10 tons / year

Jaya Palm Spirit 40%

20.000 l / year

Kirel Palm Wine

20.000 l / year

KEM Probiotics (fermented juice of Morinda Citrifolia)

20.000 l / year

Fresh Fruit & Puree

200-250 tons / year

Certification

EU Organic

USDA Organic

JAS Organic

ISO 9001:2015

ISO 22000:2018

Fair for Life (FFL)

GMP

HACCP

Halal

Geographic Indication (GI)



see page 2





Contact details

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CSL Enterprise

CSL Enterprise is a Cambodian enterprise producing and supplying quality snacks, nuts, spices, and grains. CSL's natural snack selection includes dried fruits, roasted nuts, and chips from Cambodia's favorite fruits; the spices and grain selection comprises mung beans, soybeans, red beans, chili powder, and pepper among others. CSL products are available at many local supermarkets. Exports are so far limited to Natural Dried Mango, Natural Dried Longan and Natural Roasted Cashew Nut, but will be expanded to other products such as Dried Banana, and Dried Pineapple in the future.

Products & Services

Natural Dried Mango (no sugar/
preservative added)
36 tons / year

Natural Dried Longan (no sugar/
preservative added)
36 tons / year

Natural Roasted Cashew Nut (oil free,
no sugar, no salt/preservative added)
45 tons / year

Certification

HACCP



see page 2





Contact details

CSL Enterprise

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Handcrafted Cashew Nuts Stung Treng

Handcrafted Cashew Nuts Stung Treng was established in early 2021 with a vision of inclusive growth, prospering the local community by keeping a bigger part of the value chain local. Stung Treng Cashew is the finest, premium quality cashew nut that satisfies the discerning needs of local and global markets. Each cashew nut is removed from fresh cashew apple which is provided by local farmers in the Stung Treng Province and other nearby provinces. The company accommodates both retail and wholesale customers with final and semi-final products and is preparing to export to East Asia, Europe, and North America. About 80% of the factory employees are women that receive equal pay and equal work, and through the company have access to educational programs.

Products & Services

Plain Processed Cashew Nuts

90 MT / year

Flavored Cashew Nuts (lightly salted,
Tom Yum, spicy, milk cream, cinnamon)
90 MT / year

Certification

HACCP (by September 2022)
GMP (by September 2022)



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Contact details

Handcrafted Cashew Nuts Stung Treng
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Khmer Organic Cooperative Co., Ltd.

Khmer Organic Cooperative is a social enterprise established in 2014, working along the whole agricultural supply chain from farm gate to markets. With the vision to offer organic food to everyone, the company brings fresh and high-quality organic produce to consumers and creates awareness of organic agriculture for better health, a better environment, and sustainable socio-economic development in Cambodia. In 2017 the company's farms received EU and USDA Organic certifications. Khmer Organic works in close cooperation with relevant smallholder farmers and agricultural cooperatives, taking responsibility to promote income and livelihoods of farmers in rural areas. Well established in the local market, Khmer Organic is now ready to export high value Cambodian products overseas. To the export market Khmer Organic offers Cambodian cashews, palm sugar, Kampot pepper and wild forest honey.

Products & Services

Khmer Organic Cashews (M-23 varieties)

150-200 MT / year

Organic Kampot Pepper

150-200 MT / year

Kampong Speu Palm Sugar

60-100 MT / year

Wild Forest Honey from Mondulkiri Province

30-40 MT / year

Locally grown organic certified fruits and vegetables

Not yet exported

Certification

EU Organic

USDA Organic

HACCP

GMP

Protected geographical indication (PGI)

ISO22000 (in progress)



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Contact details

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 Website: <https://khmer-organic.com/>



Kirirom Food Production Co., Ltd.

Kirirom Food Production is a specialized and certified producer of dried fruit products established with the mission to support and stimulate the local economy by guaranteeing a consistent income stream for regional farmers. The company's 100% natural product line features two dried mango products: dried mango with very little added sugar (<10% sugar added) and dried mango with no added sugar. All Kirirom Food Production products are compliant with food safety standards and are certified 5S, GHP, HACCP, ISO 22000:2018, HALAL, FDA, and KOSHER. An application for BRC is currently in progress.

Products & Services

Dried Mango – Extra low sugar and No Sugar

2.500 MT / year

Certification

5S

Good Hygiene Practices (GHP)

HACCP

ISO 22000:2018

HALAL

FDA

KOSHER

British Retail Consortium

(BRC, in progress)



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Contact details

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La Plantation

Created in 2013, La Plantation, a family-owned project, is committed to grow and deliver the best sustainable spices.

In our flagship farm in the Kampot area in southern Cambodia, we follow century-old traditions to preserve the original taste of each spice. We create new blends and recipes every year, bringing the unique Kampot terroir to tables around the world.

Our production model respects fair trade principles. As soon as harvested, the peppercorns, spices, roots, leaves and fruits are processed immediately in our on-site processing facilities. This freshness preserves the quality and the aromas of our products.

From farm to table, we build a short supply chain with trusted partners to guarantee the freshest spices.

Products & Services

Natural spices and herbs: pepper, roots, chili, aromatic herbs, herbal teas, spice blends, spice sauces

Certification

Organic certificate (EOS, NOP, JAS),
Kampot Pepper PGI, WFTO, GAP,
GHP, HACCP

Product sizes and quantity

Annual volume of produced finished products : around 40-50 tons per year

For more information about this company, please scan this QR code

and visit the virtual exhibition booth. You will also find here a detailed list of product and packaging sizes.



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LA PLANTATION

FAIR SPICES PRODUCER

Misota Food Import Export Co., Ltd.

MISOTA is a specialized tropical fruit processing and distribution company founded in 2017 and based in Battambang, a region renowned for top-quality rice and natural fresh fruits. MISOTA's product range includes delicious and nutritious food and drink products made from local agricultural products such as mango, pineapple, pursat orange and banana. For its production, the company adheres to international food safety and quality standards. MISOTA products are HACCP, ISO 9001: 2015, ISO 22000: 2018 and Halal certified. MISOTA is working with local farmers, as the purpose of the company is to create value and job opportunities for Cambodian people through their aim for the recognition of Khmer products on the international scene.

Products & Services

Cambodian Dried Mango

- Natural: 160 MT / year
- Low sugar & spicy: 350 MT / year

Cambodian Dried Pineapple

- Natural: 200 MT / year
- Low sugar: 160 MT / year

Cambodian Dried Pursat Orange

300 MT / year

Cambodian Dried Banana

500 MT / year

Certification

HACCP

ISO 9001: 2015

ISO 22000: 2018

Halal



see page 2





Contact details

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Pepper Bay Co. Ltd

Pepper Bay is an organic Kampot pepper and spice producer. Pepper Bay is producing a pepper of excellence by combining traditional cultivation methods and ancestral know-how with modern quality standards.

In order to prevent damage to the peppercorns and therefore ensure unrivaled flavor, a significant part of the process is done by hand.

Pepper Bay puts a strong emphasis on producing the best quality products and chefs and amateurs around the world alike recognize its products for their exceptional quality.

Pepper Bay's farm is certified organic by Ecocert for the European Union and North America. Respect for the people, for the environment and sustainability are driving factors in its business model.

Products & Services

Organic black Kampot pepper, organic red Kampot pepper, organic white Kampot pepper, organic fresh green Kampot pepper, organic green Kampot pepper in brine, organic red long pepper.



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Certification

Certified organic EOS, NOS and JAS

Product sizes and quantity

Production of around 11 tons / year (Kampot Pepper only). Other products (mainly long pepper) will be app. 500kg / year. Next year we expect a bigger production (app. 16-18 tons Kampot pepper).





Contact details

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Sela Pepper Co., LTD

Sela Pepper Co., Ltd specializes in both organic and conventional pepper products. It operates a pepper processing plant in the Cambodian province of Tbong Khmum, equipped with high-end facilities and an in-house laboratory and Sela Pepper has certified with BRC, Sedex, ISO 22000:2015, ISO 14001:2015, Organic (EU, USDA, and JAS), Halal and OU Kosher. The company works closely with 600 farmers who follow with Good Agricultural Practices (GAP) and organic standard. Sela Pepper is a well-established brand that can be found not only in most Cambodian supermarkets, but is also being exported to Europe, the USA, New Zealand, Japan, Korea, Taiwan, Hong Kong, India, and Thailand, Vietnam. The Company aims to promote organic farming in a sustainable manner and to explore domestic and global markets for the organic products they produce. Major emphasis is placed upon improved living standards for small and marginal farmers through fair trade practices.

Products & Services

(Organic) and Conventional

Cambodian Pepper (Black, Red, White, Ground, Marinated)

Up to 20,000 tons total production in Cambodia / year

Pepper Sauces (Black Magic, Black

Honey, Mayo, Sriracha)

20,000 pcs total / year

Sea Salt

25,000 pcs / year

Certification

EU-LEAF Organic

USDA Organic

JAS Organic

British Retail Consortium (BRC)

ISO 14001

ISO 9001

SEDEX

OU Kosher

Vegan

Halal



see page 2





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SHE Agrocarn Products Co., Ltd

SHE Agrocarn Products Co., Ltd is a Cambodian company that imports, exports and distributes processed food products. The company sources its raw materials for food manufacturing, finishing products and fresh fruits from Cambodia and combines products from Cambodian producers for export markets. For the local market, they are working to develop and support Cambodian processors and help distribute their products domestically through their channels. SHE Agrocarn is under female leadership and has strong goals to drive its business to long-term success and sustainability together with all their partners and customers and to continue working socially responsibly, positively impacting job creation directly and indirectly for farmers and staff.

Products & Services

Dried fruits with sugar and without sugar

Dried mango, pineapple, papaya, longan, dragon fruit

3,600 MT (dried fruit total) / year

Pepper corn, organic and conventional (red, black)

3,600 – 4,800 MT / year

Raw and roasted cashew nuts

3.000 MT / year

Pure honey from farm and forest

Export-relevant volumes available soon

Certification

EU Organic

USDA Organic

JAS Organic

ISO22000

Good Hygiene Practices (GHP)

HACCP

HALAL

Kosher



see page 2





Contact details

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Business Scouts for Development

RESPONSIBLE

Roland Gross

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Division 111
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Bonn



www.bmz.de/bsfd

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