



ALBANIAN PAVILION

EXIBITORS BIOFACH 2026

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invest in Albania

Export promotion in this sector is supported by The Swiss Import Promotion Programme - SIPPO.



ALBANIAN INVESTMENT DEVELOPMENT AGENCY - AIDA

Who We Are

AIDA is the official public institution, dedicated to promoting and facilitating investment, enhancing the competitiveness of local businesses, and boosting Albania's export potential and promoting/supporting foreign direct investments in Albania, as well as promoting the touristic potential of the country. It acts as a "One-Stop-Shop" for investors and businesses, providing support throughout the investment and business lifecycle.

We bring here highly-skilled growers and companies who specialize in organic herbs, spices, medicinal plants, fruits, and vegetables, combining centuries-old traditions with modern, certified practices.

Our support for SMEs

We offer free services including market analysis, networking opportunities, partner identification, managerial support, and training for small and medium-sized enterprises.

We facilitate access to grant programs and funds aimed at increasing competitiveness, innovation, and export capabilities.

We support SMEs in navigating administrative and regulatory procedures, certification acquisition, and event participation.

We provide detailed research, business climate insights, and contacts with government and trade bodies to foster SME growth.

Connect with AIDA at the Expo:

- Meet the experts facilitating partnerships and market access for Albanian organic producers.
- Discover product samples and explore investment & trade opportunities.
- Learn how AIDA supports and promotes organic SMEs to grow sustainably and competitively at home and abroad.

Address: Rr. "Skerdilajd Llagami", Nj. Adm. 2, Nd. 1, H.6, Tirana 1019,- Albania
Phone: +355 42 251 001; E-mail: info@aida.gov.al; Website: www.aida.gov.al

Medicinal and Aromatic Plants (MAPs) Sector in Albania

The Medicinal and Aromatic Plants (MAPs) sector in Albania constitutes one of the most dynamic and export-oriented segments of the country's agri-food economy. Leveraging rich biodiversity, favorable climatic conditions, and traditional ethnobotanical knowledge, Albania has become a significant global player in MAP production and trade. The sector encompasses the collection, cultivation, processing, and export of a wide variety of herbs, spices, and aromatic plants used in food, pharmaceutical, cosmetic, and health industries.

Albania's flora includes over 330 identified MAP species, of which around 186 types are actively collected or cultivated for export. The industry remains deeply rooted in wild harvesting, yet there is a gradual increase in cultivation as a response to market demand and sustainability considerations.

Market Trends and Export Dynamics - Export-Driven Growth:

- The MAPs sector in Albania is overwhelmingly export-oriented, with more than 90–95 % of all harvested plants exported internationally.
- In 2025, total export value is more than €60 million, making it one of the fastest growth niche market.
- The export share of MAPs accounts for approximately 20–25 % of total agricultural exports, highlighting its economic importance.

Leading Markets

European Union countries and the United States are the principal destinations for Albanian MAPs, together absorbing the majority of exports. Around 70 % of exports go to the EU, with the rest largely to the U.S. market. Albania is notably a leading supplier of sage to the U.S. and wild thyme to Germany, often commanding strong market positions.

Production and Supply Trends

- The sector's supply base is still dominated by wild-harvested plants, though efforts to expand cultivated acreage for key species (such as sage, oregano, thyme, lavender) are increasing due to sustainability concerns and export quality requirements.
- Global demand for MAPs has been rising due to shifts in consumer preferences toward natural, plant-based ingredients across food, pharmaceutical, and wellness industries, which supports continued export potential.

Domestic Value Chain Characteristics

- The bulk of exports consists of raw dried herbs or semi-processed materials; fully downstream added-value products (e.g., distilled essential oils, finished dietary or cosmetic products) remain a small segment but represent potential growth areas.
- Sector actors include a mix of small collectors, regional aggregators, and about 40–50 export companies, some of which have invested in processing and value addition.

Highlights – MAPs Sector in Albania

Strategic Export Strength - Albania ranks among the top 25 medicinal and aromatic plant exporters globally, reflecting competitive positioning in key markets.

Species Diversity - The country's geographic and ecological diversity supports a large spectrum of MAPs, with hundreds of species available for commercial use and export.

Socio-Economic Impact - The MAPs sector provides significant rural employment, involving tens of thousands of households, especially in mountainous and peripheral areas.

Challenges and Opportunities

Challenges: Quality standard compliance, value-added processing capacities, traceability systems, and sustainable harvesting practices remain key constraints for higher-value positioning.

Opportunities: Increased cultivation, processing into essential oils and finished products, and improved export market access aligned with international standards offer paths for sector growth.

Olives and Olive Oil Sector in Albania

Sector Overview

Albania has a long-standing tradition in olive cultivation, supported by a favorable Mediterranean climate and diverse indigenous olive varieties. The country produces high-quality extra virgin olive oil, increasingly aligned with organic production, traceability, and international food safety standards. The sector plays an important role in rural development and export growth.

Market Trends and Exports

The Albanian olive oil sector is experiencing gradual expansion, driven by rising demand for organic and premium extra virgin olive oil in international markets. Producers are investing in modern milling technologies, cold extraction, and certifications such as Organic and ISO standards. Export activities are growing toward EU countries and the United States, with increasing focus on value-added products and private-label partnerships.

Key Highlights

- Mediterranean climate ideal for olive growing
- Indigenous olive varieties with distinctive sensory profiles
- Growing number of organic-certified producers
- Modern cold-extraction and quality-focused processing
- Increasing export orientation toward EU and US markets
- Strong potential for premium and private-label cooperation

Products we promote at Biofach 2026

- Wild-collected and cultivated medicinal and aromatic plants and Essential oils of sage, oregano, thyme, lavender, rosemary, etc.;
- Extra Virgin Olive Oil, Infused Extra Virgin Olive Oil, Gourmet Olives - Premium Albanian variety olives, and other food products, preserving the authentic Albanian taste and premium quality;
- 100% natural waterless skincare products;

EXHIBITOR PROFILE



EKOPROD

Address: Rruga Hyrese fshati Proger, Proger, Devoll, Korce, Albania

Phone: +355692257946; E-mail: Sales1@ekoprod.al; Website: www.ekoprod.al

EKOPROD Ltd is an Albanian company established in 2013, specialized in the processing and export of organic medicinal and aromatic herbs. Based in Proger, Devoll (Korçë region), the company operates as a manufacturer, processor, trader, and exporter, supplying international markets with high-quality natural ingredients. EKOPROD manages the full processing cycle in-house, including selection, cutting, drying, and packaging, ensuring product consistency, traceability, and preservation of natural aroma and active compounds. The company's medicinal and aromatic herbs are 100% natural and suitable for use in herbal teas, extracts, pharmaceutical, and cosmetic applications. Production and availability run year-round, with a total processing and export capacity of 500 tons per season.

Our Mission is to deliver high-quality, organic medicinal and aromatic herbs that meet international food safety and organic standards, while ensuring consistency, sustainability, and long-term partnerships with global buyers.

Why Choose Us

- Year-round production and availability
- Full in-house processing (cutting, drying, packaging)
- Certified organic products for EU and US markets
- High production and export capacity (500 tons per season)
- Experience with international buyers and trade fairs
- Commitment to quality consistency and process improvement



What We Do - We process, cut, dry, and package 100% natural medicinal and aromatic herbs using in-house facilities throughout the entire year. Our products are suitable for use in herbal teas, extracts, pharmaceutical, and cosmetic applications. All processing stages are performed internally, ensuring full control over quality and efficiency.

Certifications: Organic Certification (EU compliant); NOP – USDA Organic

Markets: Current export markets: Germany, France, United States - Target markets: Germany, France, United States, Switzerland

EXHIBITOR PROFILE



FENIX I.C.

Address: Ish Frigoriferi, Elbasan, Albania

Phone: +355697234887,

Email: fenix@fenix.al, **Web:** www.fenix.al

FENIX I.C. is an Albanian company specialized in the production, processing, and export of premium quality extra virgin olive oil and gourmet olives. Established in 2014 and based in Elbasan, the company operates three modern facilities and collaborates with a large reliable network of local farmers and selected producers. Through our TOKA brand and private-label solutions, we serve international clients across retail, foodservice, and distribution sectors with full traceability and consistent quality.

Our mission is assuring high quality products by working with integrity, promoting social responsibility and respecting each other.

Why choose us: Our olives and olive oil are a tribute to the rich, fertile land of Albania, where centuries old olive trees grow under the Mediterranean sun. With each olive we harvest and every bottle we produce, we bring you TOKA, a piece of our homeland's natural flavors cultivated by the earth, nurtured by tradition, and perfected by our family's passion, is more than olive oil, is a celebration of heritage.

What we do: Fenix offers premium quality extra virgin olive oil in a range of flavor profiles suited for both retail and foodservice. Our olive range includes Green and Kalamata olives. We also produce infused olive oils with natural ingredients. All products are available in a variety of packaging formats, including glass bottles, tins, and bulk, in full compliance with EU food safety standards.

Certifications: IFS - International Featured Standard for food product integrity and compliance; BRC - Global standard for food safety and quality management; Organic - EU / NOP certified organic production; Sedex Member - Ethical trade and compliance; ISO 22000 - International standard for food safety management systems across the supply chain; HACCP - Hazard analysis & food safety.

Products: Extra Virgin Olive Oil - Extra virgin olive oil cold pressed low acidity, from Albanian olives; Infused Extra Virgin Olive Oil - Extra virgin olive oil infused with aromas including rosemary, lemon, truffle, chilli, garlic; Gourmet Olives - Premium Albanian variety olives, known for their rich flavor and firm texture, available in different varieties and forms including whole, pitted, sliced, or stuffed with garlic, almond, red pepper, feta cheese and more.

Markets: US, Canada, Italy, Greece.

EXHIBITOR PROFILE

NATURAL HERBAL E.V.R

Address: Blloku nr.3, Sheshi Puntori, Maliq, Albania
Phone: +355684020205; **E-mail:** info@naturalherbalevr.al
Website: www.naturalherbalevr.al



Natural Herbal E.V.R SH.P.K / Rolandi Gypi PF is an Albanian company founded in 1993, specialized in the collection, processing, and export of medicinal and aromatic plants, with a strong focus on juniper berries (*Juniperus communis*). Based in Maliq, Albania, the company operates as a manufacturer, processor, trader, and exporter, with over three decades of experience in the sector.

Our Mission is to supply international markets with high-quality, certified medicinal and aromatic plant products, combining traditional know-how with modern processing standards, while creating added value and long-term partnerships.

Why Choose Us

- Over 30 years of industry experience
- High production capacity (up to 1,000 tons per year across products)
- Certified organic and food safety systems
- Reliable export capacity (300 tons per season)
- Year-round product availability
- Strong focus on value-added products and continuous improvement

What We Do: We process medicinal and aromatic plants through drying, calibration, selection, and standard processing, ensuring product purity and consistency. Products are available year-round, with processing activities concentrated between August and October. Core processing activities are performed in-house, supported by standard outsourced services when required. Our flagship product, Juniper berries, is widely used as a spice, flavoring agent, and ingredient for food, pharmaceutical, and cosmetic industries.

Certifications - Organic Certification – EU Equivalent Standard (bi-OS); ISO 9001 – Quality Management System; ISO 22000 – Food Safety Management System; Additional certifications currently in progress

Markets - Current export markets: Germany, Croatia, Poland, Greece, Serbia, North Macedonia, Kosovo;
Target markets: Austria, Italy, Czech Republic, Hungary, United States

EXHIBITOR PROFILE



Olive Oil DOCI

Address: Paper, Elbasan, Albania

Phone: +355699199374; **E-mail:** vajulliridoci@gmail.com

Olive Oil Doci is a Albanian manufacturer and exporter of high-quality extra virgin olive oil, founded in 2023 and located in Papër, Elbasan. The company specializes in the production of organic certified and conventional extra virgin olive oil, managing the entire production process in-house — from olive fruit selection to final bottling — ensuring full traceability, quality control, and consistency. Using mechanical cold extraction, Fabrike Vaj Ulliri Doci processes olives during the harvest season from October to December, delivering premium olive oil available from January to October.

Our Mission is to produce high-quality extra virgin olive oil that reflects the richness of Albanian olive-growing traditions, while meeting international quality and food safety standards. We are committed to sustainable practices, continuous improvement, and building long-term partnerships in global markets.

Why Choose Us

- 100% in-house production ensuring full traceability and quality control
- Organic and conventional certified products meeting EU and US standards
- High production and export capacity with reliable supply volumes
- Flexible packaging solutions for different market needs
- Commitment to quality, sustainability, and long-term partnerships

What We Do: We manufacture, process, and export extra virgin olive oil using mechanical cold extraction. All processing stages are performed in-house, from olive reception and pressing to storage and packaging. We offer flexible packaging solutions, including glass bottles, bag-in-box, tins, and bulk formats, serving retail, HoReCa, and industrial clients.

Certifications guarantee product safety, quality, and compliance with international market requirements.

- **ISO 22000** – Food Safety Management System
- **Organic Certification** compliant with Albanian, European Union (BIO), and US (NOP) standards

Markets - Current export market: United States - Target markets: Germany, Switzerland, Sweden, Norway, China; We are actively seeking new partnerships with importers, distributors, and private-label buyers

EXHIBITOR PROFILE



AMEL EXTRACT - Esencial.al

Address: Rruga Rinia, Elbasan, Albania

Phone: +355693790343; **E-mail:** linditavrushi@esencial.al;

Website: www.esencial.al

ESENCIAL® is an Albanian manufacturer of CO2 total extracts from medicinal and aromatic plants. Operating under AMEL Extract sh.p.k., the company combines green technology, scientific expertise, and sustainable sourcing to create 100% natural, solvent-free, and high-purity botanical extracts used across multiple industries. Based in Albania, Esencial® harnesses the country's rich biodiversity to produce premium-quality herbal ingredients for the global market.

Our Mission is provide innovative, natural, and sustainable plant-based extracts that promote health, beauty, and environmental harmony, ensuring every extract meets the highest international standards of quality and purity.

Why Choose Us: We combine the best raw materials with the highest production standards, all this while conducting rigorous laboratory tests on all our products in order to ensure the highest possible quality. We exclusively work with trusted local harvesters and suppliers to ensure that our raw materials are of the highest quality and are harvested using sustainable and environmentally friendly methods. Our brand Amel Skincare offers 100% natural, waterless skincare products that reflect the company's dedication to purity, sustainability, and scientific excellence.

What we do: We produce CO2 total extracts from over 60 plant medicinal aromatic plants including also foreign plants like, Vanilla pompona, from Amazon in Peru, Hibiscus sabdariffa from Senegal etc., agriculture and aquaculture waste such as pomace of olive, seeds and stems of grapes, calyx of Centaurea cyanus, sweet and salted algae cultivated in Albania by a Dutch company called Thijs Food Innovation (Viride, Algalba) etc., develop microencapsulated and oil-stabilized extracts; supply natural raw materials for cosmetics & personal care, pharmaceuticals & nutraceuticals, food & beverage, oral hygiene & detergents, specialty chemical applications, operate an in-house R&D laboratory for product development and innovation.

Certifications: TUV Nord - ISO 9001:2015; NATRUE - Botanical supercritical extracts certified as 100% natural

Products: Solid total CO2 botanical extracts; Supercritical Extracts microencapsulated in powder form; Supercritical Extracts stabilized in vegetarian oil; 100% natural waterless skincare products.

Markets: USA, Germany, South Korea, Switzerland.

