



TUNISIA^{AT} BIOFACH

into organic

13-16 FEBRUARY 2024
NUREMBERG

Hall 4 stand 161



Agricultural
Investment
Promotion
Agency

Together, for successful projects

The Tunisian Organic Sector In Figures

For twenty years, a policy has been developed in favor of the Tunisian organic sector. The policy is based on a recognized regulation equivalent to international requirements and a system of control and certification under the control and certification institutions accredited by international bodies and approved by the Ministry of Agriculture.

Moreover, the organic sector in Tunisia is expanding rapidly. Indeed, in recent years, several companies have invested in organic sector and have achieved success which has developed the good positioning of Tunisia in the international market of organic products.

In Fact, Tunisia is the first in the world in certified olives areas, is the first in Africa and 28rd in the world in certified area, the implementation of the first organic Farm Field School in the world the first African and Arab country to have implemented a regulation for organic farming, Is the only African and Arab country recognized as equivalent to the EU and Switzerland and the United Kingdoms.

After 40 years of absence, Africa, the mother continent, will host the Organic World Congress 2024 in Tunisia” OWC 2024 With Africa on the move towards a global Organic Growth “ ,to boost agroecology and organic sectors, we invite you to be a partner of Tunisia to host the OWC of IFAOM to be held in 2024.

Our vision to 2030 is to build a Tunisian model of organic agriculture supported by a better governance of the sector by doing our missions like Consolidate the synergy between the different actors, integrate the notion of "Organic Culture" in the society, consolidate the control system, to guarantee the credibility of the organic sector, to boost the development of territories through organic agriculture, To develop a fair and sustainable organic agritourism sector for the benefit of Tunisian territories and their populations.

We have expertise in various Areas of bilateral and international cooperation like Capacity Building, Strategic Planification, Development of organic Value Chains, Establishment of a regulatory and institutional framework, Establishment of a control and certification system, Establishment of an official control system, Investment and partnership, Promotion and access to markets.

Number of operators

The number of operators (farmers, processors, exporters), has been well evolved. It has increased from 481 in 2002 to 7400 in 2021.

Organic surface area

The area of organic farming has reached more than 320755 hectares in 2021 as opposed to 18600 hectares in 2002.

In terms of certified organic area, Tunisia ranks 1st in Africa.

Economical indicators

Organic agriculture has contributed to the boosting of the Tunisian economy. Indeed, the Tunisian organic agriculture has an essentially exporting orientation. The demands from the world market are more and more important. The exports of organic products have tripled from 36000 tons in 2013 to nearly 69207 tons in 2021 with a value more than 185.5million euro, constituting 19 % of total food exports. Olive oil, dates, horticultural products and aromatic and medicinal plants are the main products exported. With this result Tunisia is the first exporter of organic products in Africa.

Agricultural Investment Promotion Agency (APIA)

HALL 4 STAND 161

FACTS & FIGURES

Established in 1982, the 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 very much welcomes the opportunity to introduce German and European importers to profitable new trade opportunities with Tunisian suppliers at the Tunisian Country Pavilion at BIOFACH 2024.



Together, for **successful** projects

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BOUDJEBEL

Company Presentation

Currently, Boudjebel is the world's leader in the export of Deglet Noor dates and exports also other date varieties all around the world. With more than 18000 tons of dates, of all origins, shipped to the four corners of the world per annum, Boudjebel has approved its position as a leader in the international dates market.

The company aspires to valorize the date production not only for its healthy nature but also for the mutual benefit of its suppliers.

Specialist In

Dates, Dates derivatives

Compagny Size

2000 employees

Product Range

MAIN PRODUCT : Dates, pitted dates, branched dates, date paste, date powder, datesugar, chopped, dates, date chips, date flaxes, date puree, date seed oil, date filling.



Domestic/Export Split (in %)

100% export

International Certifications

ISF, BRC, Globalgap, ISO 14001 Organic, Fairtrade, Bio Suisse, Kosher, Halal, ISO 17025, Demeter, Bio Partner.

Awards

Khalifa Wards, NCPD Awards, Nationa Quality awards



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AFRIMEX TRADING

Company Presentation

AFRIMEX is a Tunisian active company specialized in processing, packing and exporting date's fruit products.

With a great know-how in export, we are operating on many countries such as Germany (Market share 15%), Italy (Market share 15%), The Netherlands, The United Kingdom, Russia, Denmark, Norway, Sweden, Austria, Slovakia, Poland, Bosnia and Herzegovina, Switzerland, France, Canada, Brazil, UAE, India, Indonesia and many other regions.

Our plant facility (ECO-DATTES) meets the most stringent requirements in terms of food standards. Equipped with all new processing machines for sorting, treatment and packaging and a big capacity of cold rooms storage for the preservation of the product's quality. With our products, we place a high status on price & quality.

We operate with the highest standards regarding our employees, the environment, our customers and the final consumers.

The guidelines and policies, statements and standards we respect, define what we expect of ourselves, and our business partners, as we operate with integrity throughout all the chain production.



Specialist In

DATES PROCESSING & EXPORT

Company Size

+ 400 Employees

Product Range

MAIN PRODUCT: DEGLET NOUR DATES

REGULAR + ORGANIC

ADDITIONAL PRODUCT: DATES PASTE//

PITTED DATES // STUFFED DATES

Key Customers

Supermarkets (Edeka, Rewe, Aldi)

Whole salers

Industrials

Importers

Domestic/Export Split (in %)

100% EXPORT

Brand/Private Split (in %)

30% BRAND

70% PRIVATE

USPs

Best Price for the Best Quality and Services

International Certifications

IFS // BRC // GLOBAL GAP // ORGANIC // HALAL



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HERBIOTECH

Company Presentation

HERBIOTECH is a leading Grower, Manufacturer, and Supplier of Organic Herbs, Flowers, Spices, and Oils in Tunisia, delivering high-quality Organic ingredients and innovative solutions to our customers in the Food, feed, Cosmetic, and Food Supplements sectors.

Since 2013 Herbiotech Aroma has specialized in growing, air-drying, and refining organic herbs and spices in Tunisia and Extracts products. All Herbiotech products are 100% organic.

The whole production process considers both environmental aspects and social responsibility requirements.

Herbiotech offers its partners the possibility of securing their supply of organic herbs and spices through a Grower-to-Business concept, within the long-term partnership.

The company is managing its own farms and processing facility in order to ensure full traceability and transparency to its customers.

Specialist In

Production and processing of Organic Dried Herbs and Spices
Production of Essential oils, Seeds oils and Extra Virgin Olive Oil

Compagny Size

Medium-sized company

Product Range

MAIN PRODUCT : Org. Dill tips and seeds - Org. Parsley flat leaf and seeds, stems and powder - Org. Olive leaves (High polyphenol content) - Org. Rosemary - Org. Peppermint - Org. Spearmint - Org. Chili peppers (Harissa variety), Paprika and flakes - Org. Basil - Org. Coriander seeds - Org. Cilantro - Org. Thyme - Org. Fenugreek leaves and seeds

Additional product

Org. Rosemary essential oil - Org. CO2 extract (High antioxidant content)
Org. Extra virgin Olive oil - Org. Black cumin seeds oil

Key Customers

Food industry
Feed industry
Private label manufacturers
Whole sales Herbs and spices distributor

Domestic/Export Split (in %)

100 % export

Brand/Private Split (in %)

HERBIOTECH

USPs

Tunisian origin products
Standard and stable quality
Food safety and quality assurance
Flexibility in prices
Fast delivery and effective transport time
Competence and professionalism
Sustainable production

International Certifications

FSSC 22000
Organic NOP/ EU. ECOCERT
Bio Suisse
ROC
Kosher
Naturland
Organic JAS



Herbiotech

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HORCHANI DATTES

Company Presentation

Horchani Dattes, the first private grower of dates in Tunisia, is indeed a real pioneer in the field of exporting and one of its prime leaders since 1930's. And so it happens that every year, in October, 3000 tons of sweet and pleasantly aromatic dates, exquisite fruits of modern ecological cultivations are collected by Horchani Dattes. Today, Horchani Dattes exports to more than 50 countries in all five continents. As a company, Horchani Dattes reputation relies primarily on the ultra modern equipment of its industrial processing facilities allowing treatment and exportation of about 9500 tons of dates every year. These dates come in four trademarks well known all over the world: Palm fruit, Kartago, Eden Sultan and Nour. Our well-deserved reputation is also the result of the hard uncompromising and rigorous work methods adopted by Horchani Dattes at the factories in the production and distribution line, thus guaranteeing the highest possible quality of products. Thanks to the various processes used within the processing unit, being certified ISO 9001, HACCP, BRC/IFS, Kosher, Organic (CE, BIO SUISSE and NOP), Fair Trade, Sedex Member, Horchani Dattes is specialized in the production of "Ready to Eat" Dates (whole dates, pitted dates, dates on branch), "dates for industrial use", the Dates Ingredients (Chopped dates, date paste, date syrup, date powder/sugar) and "Dates Snacks" (coconut date rolls, Choconut Date Rolls, sesame date balls, hazelnut date balls).

Specialist In

GROWER, PACKER AND EXPORTER OF TUNISIAN DATES AND DATES DERIVATIVES

Company Size 500 employees

Product Range

DATES (Deglet Nour, Allig, Khouat Allig, kenta) organic and conventional ; DATES DERIVATIVES (Date Paste, Chopped/Diced dates, Date powder, Date Syrup) and Dates snack (Coconut Dates Rolls, hazelnuts date Pops, Choconut date pops, sesame date pops)

Key Customers

Retailers, distributors, packers,

Domestic/Export Split (in %)

100% export

Brand/Private Split (in %)

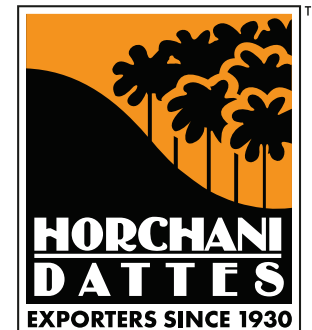
70% own brand
30% private label

USPs

HORCHANI DATTES has always been committed to premium quality. We operate under strict hygienic international regulations for food processing and respect of social criteria of employers. All the production stages are under control and the productions conform to a strict specifications book as defined by international certification offices.

International Certifications

BRC, IFS, ISO22000, ISO9001, KOSHER, HALAL, GLOBAL GAP, ORGANIC (TN, CE, NOP, BIOSUISSE), SMETA, SEDEX Member



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NOPAL TUNISIE

Company Presentation

Nopal Tunisie is a family-owned company founded in 2005 leader in Opuntia ficus indica (prickly pear) ingredients for cosmetic, food and nutraceutical industries. Today Nopal Tunisie has become the global leader in the production and export of organic prickly pear (barbary fig) seed oil and date kernel oil for the cosmetic international market.

At Nopal Tunisie we are deeply involved in sustainable development on many level: environmental protection, social assistance for the local population, and the economic growth of the regions from which our raw materials are sourced.

Specialist In

We are committed to providing ingredients issued exclusively from organic and fair trade certified products for cosmetic, food and nutraceutical market.

Compagny Size

Small company with 30 employees

Product Range

Cosmetic ingredients
Prickly pear seed oil
Pomegranate seed oil
Watermelon seed oil
Date seed oil
Rosemary essential oil
Prickly pear exfoliating powder
Pomegranate exfoliating powder
Date exfoliating powder

Food ingredients

PUREE:

Prickly Pear fruit puree
Pomgrenates puree/ juice
Watermelon juice

DRIED PRODUCTS:

Dried pomegranate arils
Pomegranate dried peels
Dried rosemary leaves
Dried tomatoes flakes
Dried prickly pear fruits
Prickly pear seed flour
Pomgrenates seed flour
Date kernel flour
Nopal powder

Frozen fruits:

Frozen pomegranate arils
Frozen peeled prickly pear fruits

Additional product

Finished products
Prickly pear seed oil 30 ml
Cleansing prickly pear floral water 150ml.
Exfoliating Soap with organic prickly pear seed oil.
Natural& soft Soap with organic pomegranate seed oil.
Organic prickly pear vinegar 250 ml.

Key Customers

Ingredients Supplier
Super food brands
Cosmetic industries
Food and beverage industries

Domestic/Export Split (in %)

95 % Export
05 % Domestic

Brand/Private Split (in %)

- Cacus Bio Slim
- Cactus Bio Skin
- Private label

International Certifications

Fair For Life- EU Organic
USDA, OSMOS-FSSC 22000
ISO22716- Kosher- halal-FDA



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Mr. Mohamed Rachdi BANNANI

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BIO VALLEY

Company Presentation

BIO VALLEY is a Tunisian company specializing in the processing, valorization and exporting of many derivatives of organic prickly pear.

The production unit is located in the center of Tunisia, "Kairouan", a rich area with natural resources and known for its good quality of prickly pear.

Our commitments

- BIOVALLEY works to ensure the total valorisation of the raw material and to reach the objective of zero waste with an eco-responsible vision in order to keep its promises of preserving the environment and the nature of the region.

- To ensure, in an innovative and profitable perspective, a socio-economic impact on the local population and to involve women who are often the forgotten ones of the agro-industrial model.

Our Goals

To provide superior quality products and meet the needs of our customers while ensuring sustainable relationships with our partners and buyers.

Compagny Size

medium-sized company: more than 50 employees and seasonal workers

Quality

We use all our expertise and carry out strict controls to guarantee a high level of quality in accordance with national and international standards.

We guarantee: the quality, the traceability and the safety of our raw material as well as all our commercialized products.

Certifications

we are certified ORGANIC by Ecocert and we also have the NOP USDA and AB Certificates (products of non-EU origin)



Specialist in

BIO Valley specializes in the production, development and exporting of all prickly pear derivatives for professionals in the food, nutraceutical, cosmetics and beauty products sectors.

Product Range

Food products range:

- * Organic prickly pear vinegar
- * Organic prickly pear flour
- * Organic cactus powder

Cosmetics range:

- * Organic prickly pear seed oil
- * Organic prickly pear seed exfoliating powder
- * Organic prickly pear seeds

MAIN PRODUCT

- Organic prickly pear vinegar
- Organic prickly pear seed oil
- Organic prickly pear flour
- Organic prickly pear seed exfoliating powder
- Organic cactus powder

ADDITIONAL PRODUCT

- Organic prickly pear seeds

Key Customers

Professionals in the agri-food market
Professionals in the Cosmetics & Care Products market
Nutraceutical industry professionals

Domestic/Export Split (in %)

40 % Domestic/ 60% Export

Brand/Private Split (in %)

20% Brand/ 80% Private

USPs

Quality products made by experts in the field

Certifications International

Organic by Ecocert // NOP: USDA/ AB



BIOVALLEY

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ROSE DE SABLE

Company Presentation

Rose de Sable is a grower, processor and exporter of "Deglet Nour Dates". The company was founded in January 2007 by the Belaifa family, from the region of Nefta in the south of Tunisia. Being implemented in Nefta near the farms, Rose de Sable has a very close collaboration with farmers, providing them with expertise and controlling their crops and their dates production throughout the year. The company has launched the certification process since 2008, it is certified according to the international food safety and organic agriculture standards: BRCGS, IFS, FSSC 22000, Organic (NOP, CE, JAS, BIOSUISSE) GLOBAL GAP, Fair Trade (Max Havelaar and FairTSA) and Kosher.

Specialist In

Growing, processing and exportation of Deglet Nour Dates and Dates Derivatives

Compagny size

400 employees

Product Range

- MAIN PRODUCT: Organic and conventional Deglet Nour Dates (branched, pitted, unpitted).
- ADDITIONAL PRODUCT: Dates derivatives (diced dates, chopped dates, date paste, date powder, date sugar, etc.).

Key Customers

Europe, America, Asia

Domestic/Export Split (in %)

Exportsplit: EU: 90%; Other than :10%EU

Brand/Private Split (in %)

Own Brand: 15%
Private label: 85%

USPs

- Over 2 centuries in the cultivation of Deglet Nour dates;
- Know-how in palm-dates farming;
- One of the most certified dates producer according to international food safety, quality, organic agriculture and fair trade standards.
- Having a very close collaboration with farmers, providing them with expertise and controlling their crops regularly.
- Having a very developed quality system that ensures total traceability of product from farms to final product.
- Supporting clean and green farming by using organic agriculture and modern agriculture techniques;
- Supporting fair trade practices, by helping disadvantaged producers and helping them improve their life quality.

International Certifications

IFS, BRCGS Grade A, FSSC 22000, Global GAP, Kosher, Organic (EU, NOP, JAS Organic, Biosuisse Organic), Fair Trade (Max Havelaar, Fair TSA)



CONTACT

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CON TACT : MME. Meriem Ben Dlala

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Project Manager

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BULLA REGIA

Company Presentation

BULLA REGIA offers top-of-the-range products at competitive prices thanks to a close cooperation with its sister company "SENTOLIA", which is one of the major olive oil exporters in bulk towards the European market, with an average of 20,000 tons olive oil exported per year including more than 2000 tons of organic olive oil.

Major world wide player with a total capacity of 11,500 tons

Specialist In

Private label & authentic organic evoo you can trust

Compagny Size: 15

Product Range

MAIN PRODUCT: Organic extra virgin olive

ADDITIONAL PRODUCT: Organic flavored olive oil

Key Customers

IMPORTERS, DISTRIBUTORS, RETAIL STORES & HORECA



Domestic/Export Split (in %)

100% EXPORT

Brand/Private Split (in %)

50% / 50%

USPs

Exclusive EVOO blends for private label clients

International Certifications

IFS; BRC; USDA ORGANIC; KOSHER; FSMA; FDA

Awards

New York International Olive Oil Competition 2023
Marios Solinas 2022
Olive Japan 2019- 2020-2022

**BULLA
REGIA®**

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Tilouche Fruchtimport GmbH, Medifruit S.A

Company Presentation

For more than 40 years our family business has become the leading specialist for dates in Germany. As for organic (since 1992) and Demeter we are pioneers in Tunisia.

Everything is in one hand - plantations, production and distribution.
With our longstanding expertise we shaped and moulded the trade.

Specialist In

Organic and organic dynamic dates

Product Range

Organic and organic dynamic dates
in all variations

Key Customers

Whole salers

Domestic/Export Split (in %)

EXPORT

USPs (Unique Selling Propotion)

We offer quality and individual service
at a reasonable price.

International Certifications

Organic Certificate KIWA BCS (Tilouche Fruchtimport GmbH, Medifruit) ;
Global G.A.P. Certificate (Medifruit) ;
BIOSUISSE ORGANIC (Tilouche Fruchtimport GmbH, Medifruit)
IFS Certificate (Tilouche Fruchtimport GmbH, Medifruit)



Tilouche Fruchtimport GmbH



CONTACT

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GDAB KALAAT EL KHIR



Company Presentation

GDAB KALAAT EL KHIR was founded in late 2018 .the three active members of the community: Tayeb Ben Amor, Abdelbaki Ben Ali and Sami Mabrouk, in an effort to provide high quality biological dates. Despite the difficulties, we have achieved great success that satisfies the consumer in terms of quality and quantity. This group is to contribute to rid the world of malignant diseases by reducing the use of toxic substances.

Compagny size

130 engaged

Product Range

MAIN PRODUCT : Dates

ADDITIONAL PRODUCT: syrup , paste.

Specialist In

Dates, Dates derivatives

International Certifications

NOP and TN 99-30 certification from the ECOCERT group for,organic,halal, ISO22000.

Domestic/Export Split (in %)

100% export

USPs

USPs (Unique Selling Propotion)



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CONTACT : Sami Mabrouk

POSITION OF CONTACT PERSON :
A member of GDAB KALAAT EL KHIR

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MEDITERROIR

Company Presentation

MEDITERROIR SARL created in 2015 a capital of 120000 placed in Menzel Kamel , Monastir Tunisia. Producer of organic and Demeter olive oil. Specializing in the export of Tunisian products more specifically in organic olive oil and Demeter, Organic dates Demeter and olive wood.

Specialist In

Organic Olive Oil and Demeter

Compagny Size

Small - 3 employees

Product Range

MAIN PRODUCT : Organic Olive Oil and Demeter
ADDITIONAL PRODUCT : Organic Dates Demeter and Olive Wood.

Key Customers

Comptoir d'ailleurs , Massiva LLC

Domestic/Export SPLIT (in%)

100 % export

Brand/Private Split (in %)

Mediterroir

USPs (Unique Selling Propotion)

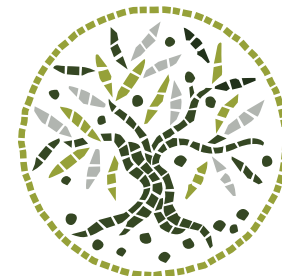


International Certifications

TN , TN NOP and DEMETER

Awards

Concours France : AVPA 2022
/ Tazamour Gold medal and Grand cru Gourmet medal
Concours USA : NYIOOC / Damya
Robuste : gold medal and Damya
Demeter : Silver Medal



Méditerranée

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2024
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International Agricultural Investment and Technology Fair

02 **30** October
November

Kram Exhibition Center
TUNIS - TUNISIA

Agricultural
Investment
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Together, for **successful** projects



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