

ABIES LAGRIMUS

The « Happy » Fir tree tears

Traditional recipe at the service of innovation, enhancing
our heritage



| Cone harvesting

At 5500 ft and greater altitude



Natural park of Pyrénées Catalanes



| Cone harvesting



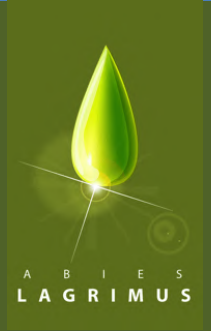
**A sustainable
and responsible
harvesting**

Gastronomy range



For fine groceries, restaurants and wine shops

| Commercial dynamics



A . Uphold a strong presence on the local and regional market

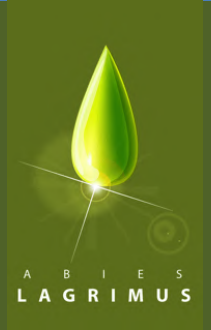
- Maintain strong roots in order to achieve a long-lasting stability

B . Developing our sales on a national scale is one of our primary goals

- The French market harbors a large number of potential patrons (22000 pharmacies) as well as renowned customers (Michelin-star recipients)
- Committing ourselves to an e-shopping strategy

C . Exporting will allow us to hasten our development process and will guarantee the longevity of our small food-up

| Product diversity

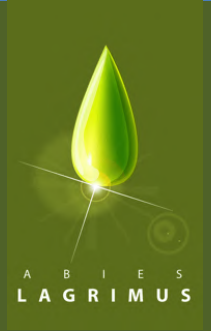


A . Our product is unique : we are the only ones to make fir syrup in France

B . However, since the start, we sought to diversify our markets and targets :

- Pharmacies et herbalist shops
- Restaurants, pastries, caterers
- Fine groceries and wine shops

Communication and marketing : Two major tools



- A . Partnerships : CRITT CATAR Toulouse, SUPAGRO Montpellier, University of Perpignan Foundation**
- B . Collaboration since 2013 with a young graphic designer from Toulouse (Ecran)**
- C . Block release training contract with an apprentice for the development of our website and e-shopping services**
- D . Reports on major French TV channels and news outlets (France Inter, France 3, TF1, France Bleu, l'Indépendant...)**
- E . Participative funding with patronage from the PNR and the local and regional Chambre des Métiers**

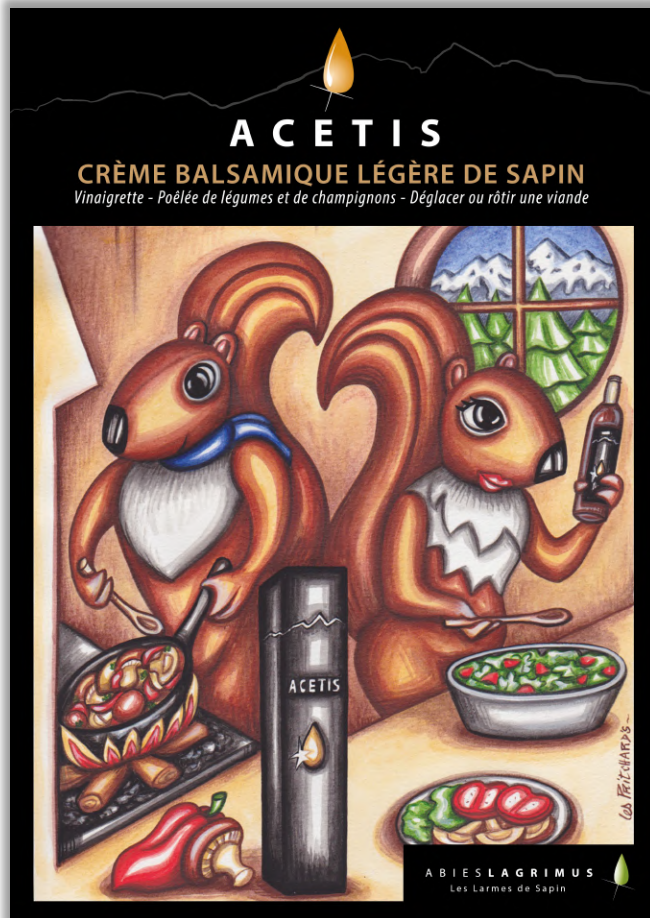
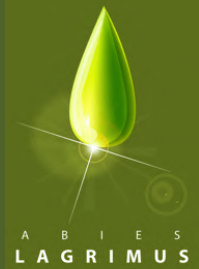




- 250 pharmacies
- 200 fine groceries and wine shops
- more than 200 restaurants, via direct orders or via our partner wholesalers

We exports our products to
Belgium, Spain, Andorra,
Switzerland, Germany, USA,
Canada, Czech Republic, Italy,
Holland, Hong Kong..

Several partnerships developed with UPVD, ENSAT, ONF, SUPAGRO



A young company **Already recognized**



A . «Naturel des Pyrénées Catalanes » label - 2014

B . Alfred Sauvy award finalist - 2014

C . 2 regional awards in 2016 granted by Regional Chambre des Métiers

D . Innovafood 2015 finalist (Avignon)



PARC NATUREL RÉGIONAL
DES PYRÉNÉES CATALANES



2015 – Transition towards Organic agriculture



A . 2015 harvest : certified organic by ECOCERT N° F 66/148175/678662



B . 2016 - 2023 : Organic products launched

- **2016** : Canigou Chips and Canigou Pop Lollipops
- **2017** : Lagrimus and Lagripolis syrups and Fir Pepper
- **2018** : Acétis balsamic cream, the two Altiam vinegars Fruity Sweet & Extra Dry
- **2019** : Lagrirhodon syrup + Cynorhodon jam
- **2020** : Miellat de Chêne + 2 Liquors
- **2021** : 2 Oils aromatized with Fir tree buds and cones
- **2022** : SALTVAGE, Fleur de Sel des Pyrénées Catalanes (200 millions years old..)

A strong innovation strategy : The Organic Fir Pepper



POIVRE DE SAPIN BIO



The Organic Fir Pepper is a spice extracted from the buds of the Abies Alba fir tree

Intended for gourmets and food lovers seeking new flavors, this blend of Pyrénéan tradition and innovation will surprise you with its novel aromatic intensity.

Discover our line which gives pride of place to the flavors of the catalan territory : Organic Fir Pepper, Organic Chili & Fir Pepper, Organic Bell Pepper & Fir Pepper, Coscoll & Organic Fir Pepper

SALT VAGE

Wild Flower of Salt from the Pyrenees



Our SALT VAGE Organic Flower of Salt comes from the only artisanal salt factory, El Sali de Cambrils, still operating in Catalonia, at the foot of the Cadi greenhouse.

SALT VAGE Bio is very pure, with a brilliant sheen and a crisp texture. And to affirm its origin and character from the high Catalan mountains, we have added some dried Abies Alba fir needles from the Canigou region, which bring light notes of menthol and eucalyptus.

The Fir Balsamic Cream & the Canigou Fir Vinegars



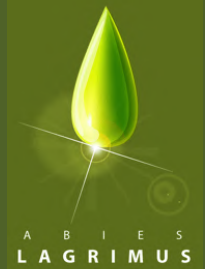
ACETIS
Light Canigou Fir
Balsamic Cream



ALTIAM
Canigou Fir Vinegars
Extra Dry & Fruity Sweet

SOLIAM

Canigou Fir Oils



SOLIAM

Sylvester & delicate



SOLIAM

Lively & woody

ALTIMUNT

Pyrenean Fir Liqueur



ALTIMUNT 17,5° and 35°

Our 2 Organic Fir Liqueurs are handcrafted in our workshop in Sahorre, with the cones and buds of the Abies Alba fir tree, harvested by hand in the Massif du Canigou, in the heart of the Catalan Pyrenees Natural Park. During a slow maceration of several weeks, the extracted sap and resin will give our Liqueurs their unique mountain and forest aromas.



TOASTED SESAME SEEDS

Enriched with Fir Essential Oil



Our Organic Sesame Seeds are roasted and toasted, before being enriched with Fir Essential Oil and added dried fir buds.

Excellent for the health, crunchy and fragrant, they will bring dried fruit and mountain notes to your salads and desserts.

You can also serve them with yoghurt, cottage cheese or ice cream.

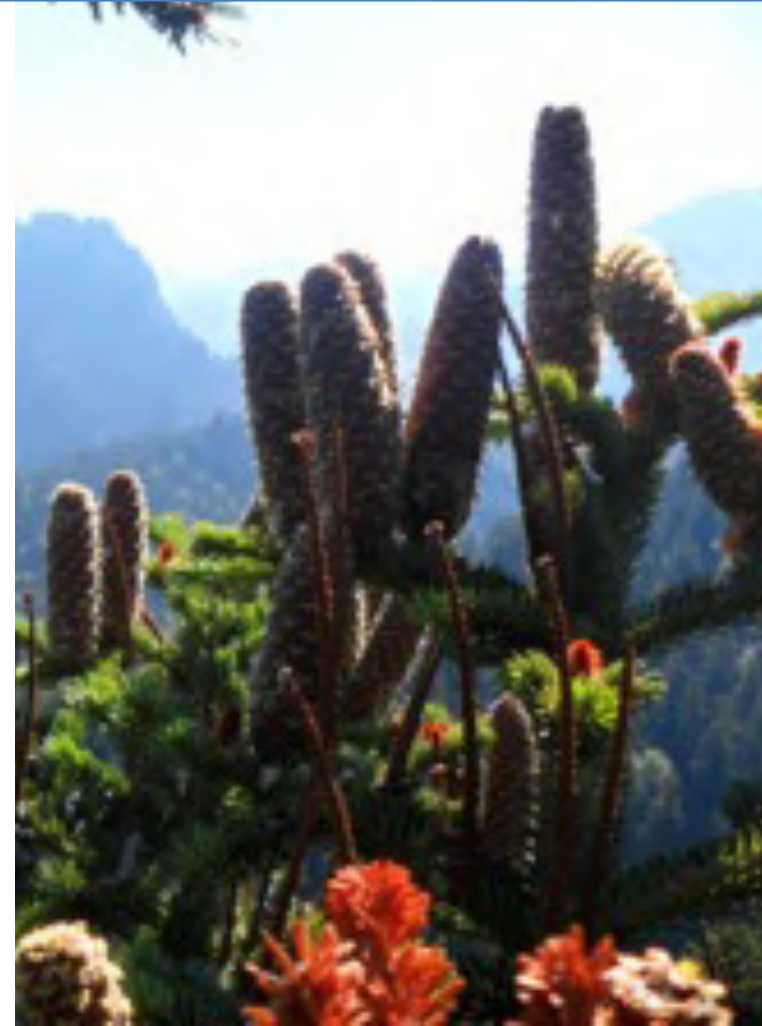


| And tomorrow



Innovations and projects :

- New ongoing partnerships with AGROPOLIS, CRITT Toulouse and SUPAGRO Montpellier in order to create new innovations
- Development of our e-shopping strategy





THANK YOU FOR YOUR ATTENTION

