

ALBANIA'S NATURAL HERITAGE OF MEDICINAL AND AROMATIC PLANTS

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BIOALBCO
Herbal Products



About Albania

- Albania or “ Shqiperia” is a small country of 28,000 sq. km, approaching the size of Belgium. With over 28.5% of the land surface exceeding 1000m altitude, it is easily the most mountainous country in Europe.
- Consequently, it has most spectacular and diverse landscapes, from the mountains of the north and east to the extensive coastline in the west.
- The climate shows both Mediterranean and Central European influences, January temperatures ranging from -10° to -3°C, July temperatures from 27° to 35° C; rainfall also shows wide variation, from 600mm to over 3000mm, during winter, spring and fall season.
- Like all the Mediterranean countries, **Albania** is distinguished by a great number of **sunny days**, about 290 sunny days on the north - east part and 325 sunny days on the south- west part.



Medicinal and Aromatic plants (MAP's) in Albanian Flora

Albania is an exceptional country within Europe regarding flora and vegetation with 30% of Europe's flora represented.

The country possesses about 3,250 species of plants; have been described in an area only 0,27% of Europe. That means that you can find 11 different species per hectare in Albania , whereas in Germany, for instance, you will find only 0,91 species per hectare.

There are more than 300 species of MAPs in the Albanian flora, which are considered important from a natural resource and economic viewpoint.



Starting Collection of MAPs in Albania

- In Albania, collection of medicinal and aromatic herbs started in the XVIII century. Initially their collection began in the 19th century. In the following years people continued collection massively increasing their quantity, who used these plants to cure different diseases and for trades .
- During the years 1956-1958, some distilleries were established in some Albanian food companies to produce essential oils from the technological waste of sage and red and black juniper prepared for export.
- In 1966-1967, a modern distillation plant was built in Elbasan with modern technology. Gradually, this sector was enlarged 4-5 times, with new units being established in different cities of Albania.



- Albania is the second largest exporter of medicinal and aromatic plants (MAP's)in the region.

- The exportation of herbs is the second largest agricultural export sector and goes around 25% of the country's total exports.

- During 2024, Albania exported approximately 35,000 tons of medicinal herbs and plants, worth over 85 million Euros.

- Albania covers around 70% of the US market for Sage.

- Around 180,000 families are involved in this sector.

- Those families make up to 35 % of their incomes.

- In Albania there are around 70-80 collectors / consolidator's & 25 processing and exporting companies one of which is BIOALBCO



What makes Albania's MAPs so sought by international market?

- Naturally, wild growing in their habitat.
- Plentiful rainfall and great number of sunny days (over 300 days) are main factors that impact the biological cycle and growth of these plants, especially those with volatile oils such as oregano and sage.
- Natural drying, do not evaporate volatile oil from the plants .
- Absence of pesticides and pollution.

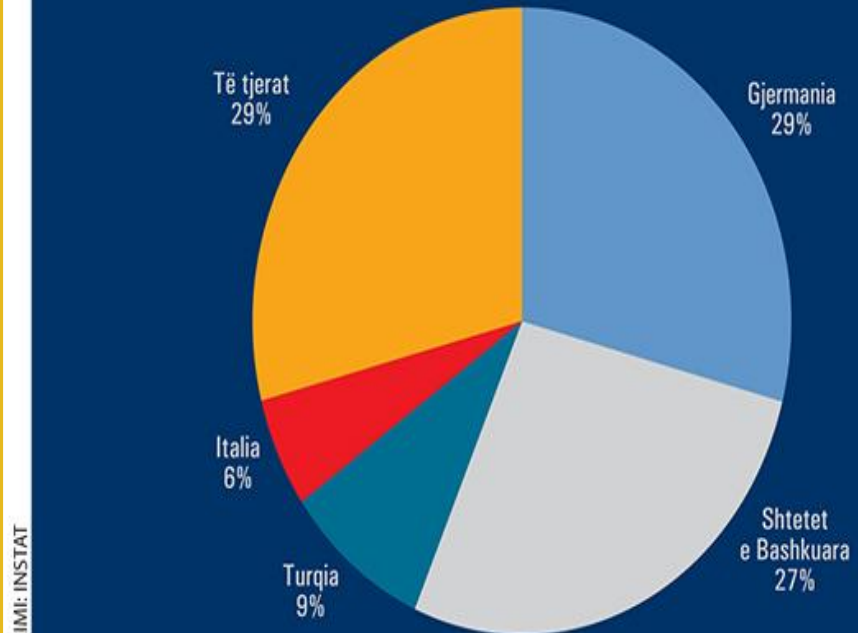


Export Market of Albanian Medicinal & Aromatic plants (MAP's)

Main Products

Sage
Juniper Berries
Oregano
Elderberry
Savory
Thyme
Rosemary
Cornflower
Dandelion leaf & roots
Lavender
Blackberry leaves
Raspberry leaves
Linden Flower
Mountain Tea
Nettle Leaf
Chamomile flower
Elderflower
and more

Eksporti i bimëve mjekësore sipas shteteve, 2016




BURIMI: INSTAT




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Strengths

- Presence of a strong cluster of experienced wholesalers/exporters



- Willingness of leading operators to invest more for developing their business.



- Consolidated presence of Albanian MAPs on international market

Weakness

- ◆ Poor harvesting and post harvesting practices, often spoiling the quality of the product.
- ◆ Insufficient capacity of leading operators to define a development strategy considering not only in-country competition, but international competitive environment.
- ◆ Lack of governance in the value chain.

Opportunities

- Sustained and growing demand for wild and cultivated MAPs and for essential oils



- Improved business environment in the country, facilitating investments and trades.



- Gradual integration of Albania into the European Union and increasing availability of governance and financial tools for rural development.

Threats

- Depopulation of inner areas and increasing revenues undermine the existing collection network
- Increasing efficiency and competitiveness of MAPs value- chain operators in other countries.
- Low priority given to the value chain by public decision makers and international development projects



About BIOALBCO

BIOALBCO Herbal Products was founded in 2009 by Mr. Azem Cima and Mrs. Fatmira Guzina an Agronomists with long experience with botanicals.

BIOALBCO promote Albania's natural treasure, wild plants, and medicinal herbs found in huge quantities in fields, hills, and mountains areas, which created employment opportunities for rural communities, especially for women.

Since those humble beginnings, our company has grown strength to strength, and we are now servicing over 50 customers around the world and have worked hard to become a trusted supplier for our customers.

We have built strong networks direct with farmers around Albania, enabling us to supply high-quality products to all our customers worldwide.

Our values and features in the market..

- Through inspection and cleaning the raw material before the milling process ensures that the finished product will meet our specifications for quality and cleanliness. At each stage of production, our quality control staff inspects and approves each product before it is allowed to proceed to the next process.
- Our quality begins with the knowledge and experience of our raw material farmers and collectors from around ALBANIA. Direct purchasing ensures that the integrity of our products is consistent and the finest quality available. Our sourcing team of botanical and herb experts who work closely with our quality control staff, before and after the products arrive, to continually monitor our raw materials. We audit all our farmers and collectors yearly to assure they meet our GMP requirements.

Ethically Wild-crafted and Harvested Plants

- We make every effort to source and select ingredients from natural renewable sources, and we dedicated to the conservation of plants and preservation of their natural habitat. We support sustainable wild collection practices to protect species from becoming endangered.

High quality has always been the goal at BIOALBCO

High quality has always been the goal at BIOALBCO. To fulfill customers' expectations for high quality products, BIOALBCO continues to upgrade its quality control facilities and processes. We strive to offer only those herbs and spices with verified quality. All our products emerge from the combined efforts of everyone at BIOALBCO - from our expert purchasers to our service-oriented, knowledgeable staff.

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BIOALBCO, since it was established in 2009, has been involved in sustainable development and has taken special care to preserve the sources of raw materials, through:

Economic Development

- Source of regular income for rural area populations
- Enables farmers to add value by improving drying methods.
- Creation of valuable, stable and secure jobs

Social Development

- Long-term relationships with suppliers
- Maintaining of a local workforce in rural areas
- Technical training for farmers, collectors and local employees

Environmental Protection

- Environmentally-friendly, to preserve these plants for next year
- Limitation of deforestation and erosion

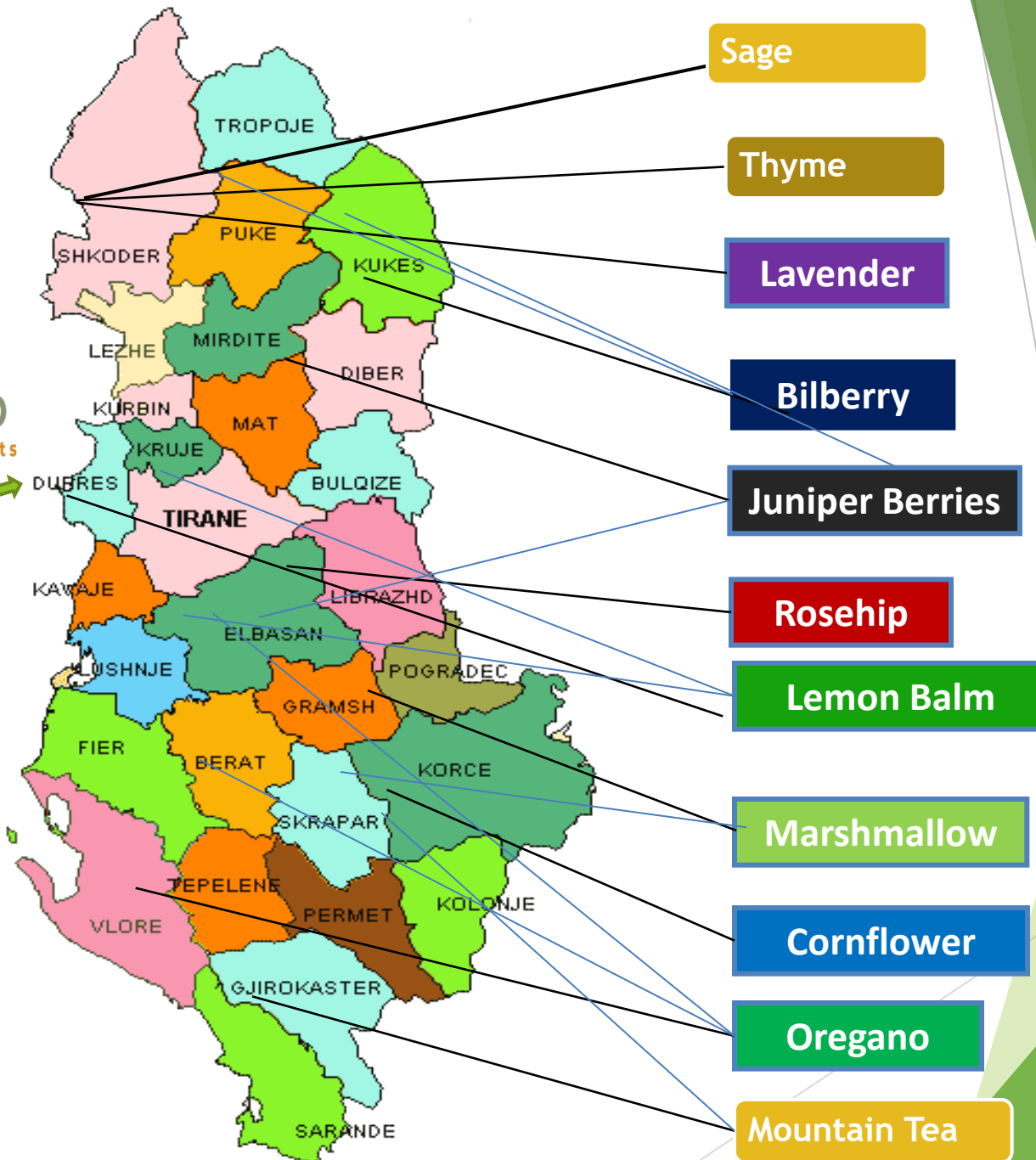
Company's Vision:

Our vision is to leave a sustainable and better world for future generations.

Training Programs

- ❖ Our company's experienced team provides ongoing training programs to farmers, collectors for harvesting techniques, post harvest drying process, preserving the environment and protecting sustainable sources.
- ❖ Collecting/harvesting wild herbs far from urban areas.
- ❖ Plant species should be harvested only, when they are at the best possible quality for the use.
- ❖ When and how to harvest plants to make sure these plants are preserved for next year.
- ❖ Cutting tools must be cleaned before being used to avoid contamination.
- ❖ The period of post-harvesting is very important for the quality of our products.
- ❖ New and clean marked bags with farmers/collector's personal batch number are provided to be used for products

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**Thank you for your time.
We are looking forward to start working with you.**

Azem Cima

Managing Director .

