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Foreign Trade Chamber of Bosnia and Herzegovina
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CONTENT:

- FOREWORD: FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA
- ABOUT USAID/Sweden FARMA II PROJECT
- BOSNIA AND HERZEGOVINA – GENERAL INFO
- BH MEDICINAL AND AROMATIC PLANTS
- CATALOGUE OF PRODUCERS

CATALOGUE OF PRODUCERS INCLUDES INFORMATION ON:

- AGROFARM, ŽEPČE
- ALMADERM, KLAĐANJ
- ANDJELIĆ, TREBINJE
- APIOME, MOSTAR
- BOKA, LJUBUŠKI
- EKO BIO GEN, GRUDE
- ELMAR, TREBINJE
- ELMAR AROMA CARE, BILEĆA
- FAVEDA, SARAJEVO
- FERIMPORT, ČITLUK
- FROST – TERRA ROSSA, LJUBUŠKI
- HAJLOVIĆ, ILIJAŠ
- HEGO, BUGOJNO
- IMMDORTELLE GROUP, BERKOVCI
- LIBILJE, TREBINJE
- MAJDANČICA OPG, MRKONJIĆ GRAD
- MALO SUNCE, MOSTAR
- NOVI DAN, MOSTAR
- OMNIA NATURA, JANJIA
- OMNIMERKUR, ŠIROKI BRIJEG
- ORGANLOOK, SARAJEVO
- PHARMAMED, TRAVNIK
- PRIRODNO BILJE, BANJA LUKA
- PROAKTIV, LJUBUŠKI
- RADOBOLJA ZZ, MOSTAR
- ROING / ETERIČNA ULJA, LJUBUŠKI
- SEZONA, POĆA
- SMILJE I BOSILE, ČAPLJINA
- SMRČAK, ZVORNIK
- SOLDO MONT, POSUŠJE
- ŠUMSKI PLOD, PROZOR-RAMA
- TERRA SANA, SANSKI MOST
- TIM-MED, BOSANSKA KRUPA
- ASSOCIATION OF PRODUCERS AND PROCESSORS OF IMMDORTELLE, STOLAC
- VEXTRA, MOSTAR
- VITAAROMA, LJUBUŠKI
- ZELENA GRANA, ZENICA
Dear reader and catalogue user,

The Catalogue of Medicinal and Aromatic Plants, Forest Fruits, Mushrooms and Honey was prepared for you by BH Foreign Trade Chamber (FTC) in cooperation with USAID/Sweden FARMA II project.

BiH Foreign Trade Chamber is the association of entrepreneurs from Bosnia and Herzegovina. One of our activities is bringing our members closer to potential partners abroad, through providing services of strategic promotion at foreign markets. Companies involved in the production, collection and processing of medicinal and aromatic plants, forest fruits and mushrooms are active within the FTC Association of Agriculture and Food Processing Industries. Majority of those companies are export oriented.

The volume of exports of medicinal and aromatic plants, forest fruits and mushrooms from Bosnia and Herzegovina is constantly growing. Companies from this sector are dynamic and interested in expanding their international business linkages.

The Catalogue of Medicinal and Aromatic Plants, Forest Fruits, Mushrooms and Honey will enable potential business partners to find information about companies that are well established as well as companies that are new to exports.

We believe that this catalogue will encourage foreign business partners to further develop cooperation with BH entrepreneurs.

Foreign Trade Chamber of Bosnia and Herzegovina
b) Supporting these actors in improving the quality and competitiveness of food and agricultural products and expanding value-added environmentally sustainable production and processing through adoption of improved management techniques and new technologies; and
c) Improving the policy and regulatory environment in the sector and strengthening the corresponding public and private capacities to assist in effective and sustainable implementation.

Success in these areas will contribute greatly to advancing the integration process, promoting inclusive economic growth in the agriculture and food sector and reducing the incidence of rural poverty.

The USAID/Sweden FARMA II Activity will use a facilitative approach to support various market intermediaries, local business service providers and public sector service providers to encourage sustainable and inclusive growth of targeted sub-sectors and the wider agriculture and food sector of BiH. The sub-sectors being targeted include: fruits and vegetables, medicinal and aromatic plants, dairy and poultry. Other sub-sectors may be targeted over the life of the activity, as support services are expanded.

Specific support to sub-sectors will include:

a) Technical assistance, training, capacity building and promotional activities aimed at improving cooperation, collaboration and development of support services amongst key actors in the sector to achieve critical mass;
Official Name: Bosnia and Herzegovina (BH)
Political system: Parliamentary democracy with a bicameral parliament; BH is composed of Federation of Bosnia and Herzegovina (FBiH), Republika Srpska (RS) and Brčko District
Area: 51,209 km²
Population: 3.8 million (Census 2013)
Geographical location: Bosnia and Herzegovina is located on the Balkan Peninsula, bordering Croatia (932 km) on the north and west, Serbia (312 km) and Montenegro (215 km) to the east and the Adriatic Sea in the south of the country.
Official languages in BH: Bosnian, Serbian and Croatian
Religions in BH: Islam, Orthodox Christianity and Catholicism
Major cities: Sarajevo (the capital), Banja Luka, Mostar and Tuzla
Currency: Convertible Mark (BAM)
Exchange rates: 1 EUR = 1.95583 BAM
Internet domain: .ba
Area code: + 387
When we talk about the Medicinal and Aromatic Plants (MAPs) Sector, it should be noted that this sector includes not just herbs, but also essential oils, natural cosmetics, wild mushrooms, forest fruits, spices and honey.

Bosnia and Herzegovina has a long tradition in collecting, cultivating and processing medicinal and aromatic plants, wild berries and mushrooms. The biodiversity of medicinal and aromatic plants and mushrooms is excellent, making the country very competitive on the international market.

The quality is confirmed by excellent export results, which continue to improve. The export bestsellers are the wild mushrooms, followed by herbs, forest fruits, essential oils and spices.
Statistical figures show that 53% of Bosnia and Herzegovina is covered with forest. The undulating and hilly terrain is interspersed with rivers and valleys. Such conditions are excellent for wild mushrooms, which are #1 export product in the MAPs sector.

The most popular mushrooms are Porcini (Boletus edulis), Chanterelle (Cantharellus cibarius), Morel (Morchella conica) and Black Trumpet (Craterellus cornucopioides). Their excellent quality has secured them a market throughout Western Europe, especially in Italy, Germany, Slovenia, Switzerland and Austria. Most of the producers have an organic certificate.

The mushrooms from Bosnia and Herzegovina are exported fresh, dried or frozen. For fresh wild mushrooms the season starts in April and ends in November. Dried and frozen wild mushrooms are available throughout the year.
Clean mountains and hills everywhere are ideal for abundant growth of different forest fruits: cowberry, bilberry, strawberry, raspberry, blackberry, cornel cherry and chestnut, all of excellent quality.

The export of wild berries has been steady for years, but the export of chestnut is growing from year to year. During the last year it represented the majority of the total export of forest fruits from BiH. Most of the chestnut can be found in the North-West Bosnia.

Most of the forest fruits are being exported fresh and frozen, while cowberries are mostly exported dried.

**HERBS**

Medicinal and aromatic plants substantially contribute to the national and local economy of Bosnia and Herzegovina. There are over 700 species of medicinal and aromatic plants, out of which around 200 are used commercially. Diversity of climate and vegetation, clean environment and tradition are good preconditions for the production of high quality raw materials, essential oils and different herbal products.

Herbs continue to play an important role in the MAPs sector, accounting for about 20% of total exports. There is an excellent variety of wild plants available, including Ramson (*Allium ursinum*), Sage (*Salvia officinalis*), Laurel bay (*Laurus nobilis*), St. John’s wort (*Hypericum perforatum*), Chaste tree (*Vitex agnus castus*), Juniper berry (*Juniperus communis*), Yarrow (*Achillea millefolium*), Marshmallow (*Althaea officinalis*), Bearberry (*Arctostaphylos uva ursi*), Rose hip (*Rosa canina*), Elderberry (*Sambucus nigra*), Linden tree (*Tilia sp.*), Nettle (*Urtica dioica*).

Also notable is the recent trend of cultivation, especially for plants such as chamomile, lemon balm, mint, marigold, lavender, basil and immortelle.

**FOREST FRUIT**

Clean mountains and hills everywhere are ideal for abundant growth of different forest fruits: cowberry, bilberry, strawberry, raspberry, blackberry, cornel cherry and chestnut, all of excellent quality.

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Most of the forest fruits are being exported fresh and frozen, while cowberries are mostly exported dried.
Production of essential oils in Bosnia and Herzegovina has dramatically increased over the last 10 years. Most popular oils are immortelle, sage, lemon balm, chamomile, bay laurel, juniper, lavender, heather, chest tree, mint, wild thyme, prickly juniper and rosemary.

Certain number of companies also specialized in essential oils from conifer trees, such as Black pine, Scots pine, Silver fir and Spruce.

The United States and France are the key markets for essential oil, with great interest for immortelle oil from Herzegovina. To meet the growing demand, over 1000 ha are planted with immortelle in Herzegovina, with seeds taken from the wild plants and in areas where immortelle naturally grows. Grown immortelle is of excellent quality. The immortelle oil contains high percentage of alpha-pinene, which is considered to be a broad-spectrum antibiotic. Therefore, this oil is more and more in demand by pharmaceutical industry.
Over the recent years, several companies decided to start adding value to the products based on medicinal and aromatic plants. Today, companies from Bosnia and Herzegovina successfully export natural cosmetics and the product range includes various skin remedies, shampoos, handmade soaps, body care cosmetics and various other products based on natural ingredients.

Products are exported to Germany, Turkey, South Korea, Kuwait, China, Taiwan and the countries in the region.
Catalogue of Producers

Herbs and parts of herbs
Essential oils
Natural cosmetics
Wild mushrooms
Forest fruit
We currently grow Lemon balm on 4 ha. We can offer the following essential oils and hydrolates: Lemon balm (*Melissa officinalis*), Immortelle (*Helichrysum italicum*), Lavender (*Lavandula angustifolia*), Rosemary (*Rosmarinus officinalis*), Chaste tree (*Vitex agnus castus*), Sage (*Salvia officinalis*), Southern wormwood (*Artemisia abrotanum*), Scots pine (*Pinus sylvestris*), Silver fir (*Abies alba*). We are currently developing the program for the production of natural cosmetics.

Our production is according to organic principles, for which we have organic certificate issued by BeHaBIOCert. All of our products are exported to the USA, with minor quantities sold on the domestic market. The cooperative is a part of a network, and therefore could serve as an agent for the export of a number of products made by the network members.
ALMADERM, KUDANJ

AlmaDerm is a family business founded in 2011. Our production is located on the slopes of Konjukh mountain in North-Eastern Bosnia, where our raw materials come from. We produce following essential oils: Black pine (Pinus nigra), Scots pine (Pinus sylvestris), Silver fir (Abies alba), Juniper berry (Juniperus communis), Mint - wild and cultivated (Mentha piperita, Mentha sp). We have also developed a natural cosmetics program based on those essential oils, which includes aromatic massage oils, hand-made soaps and creams for skincare.

All our soaps are produced manually, using traditional cold pressing method. We use olive oil and goat milk as the base. Soaps are enriched with bees’ products (pollen, propolis, honey) and essential oils.

We are very proud of our Magic balm for every household, produced from essential oils, pines resin and bees’ products, made in ideal ratio for the skin. It is very efficient for all skin ailments as well as for healthy skin care. In 2013 we launched Organivar, varroa mites (Varroa destructor) repellent, based on essential oils. The product is extremely efficient and very cost competitive.
Anđelić is recording continuous growth and development of export business, thanks to good quality raw material of organic origin.

The product assortment emphasizes essential oils made from Immortelle (Helichrysum italicum), Sage (Salvia officinalis), Laurel Bey (Laurus nobilis), Juniper (Juniperus communis) and Savory (Satureja montana), as well as spices. Anđelić also produces ingredients for organic forest fruits teas: European Crab Apple (Malus sylvestris), Rosehip (Rosa canina), and Blueberry (Vaccinium myrtillus).

ANĐELIĆ Ltd., Petrovo polje bb, 89101 Trebinje, Bosna i Hercegovina  T/F +387 59 257 122; M +387 65 688 356 radovan.andjelic.tb@gmail.com; Contact person: Radovan Anđelić, owner

The Company possesses HACCP and ISO 9001:2015 and ISO 14001:2015 certificates, as well as certificates for organic production issued by Organska Kontrola (BiH) and Krav (Sweden). All products conform to the EU regulation 834/2007. The Company also possesses NOP certificate for the US market, as well as Bio Suisse certificate for the Swiss market.

ANĐELIĆ, TREBINJE

Anđelić was founded in 1996 and is engaged in purchase and processing of medicinal and aromatic plants and spices, with focus on the production of essential oils. Raw material is collected by collectors throughout BiH. The processing facility is located in Trebinje, which is in the south-east of BiH. Our products are sold in Western Europe, North America and Australia.
Arome has an Ecocert certificate for organic cultivation and processing of essential oils of lavender, rosemary and immortelle, as well as for hydrolates. Arome’s essential oils are intended for the cosmetics industry and perfumes. Arome’s emphasis is on organic production, high quality and significant quantities.

Arome’s lavender essential oil is characterized by a high percentage of linalyacetat and linalol, with small percentage of camphor. The oil has a deep, gentle scent, which makes it excellent for cosmetic and pharmaceutical industries, and aromatherapy.

Besides its medicinal properties, Arome’s rosemary and immortelle essential oils can be used in the cosmetic industry.
Bojka company was founded in 2007 and is engaged in production of transplants of flowers, vegetables, medicinal and aromatic plants. Besides the transplants, the company produces essential oils of Immortelle, Lemon balm and Lavender.

In 2016 we produced 260 kg of essential oils, with an aim to increase volumes to 500 kg. The whole production is exported worldwide. We hold BeHaBIOCert organic certificate for our Immortelle essential oil. The oil is of excellent quality, which is confirmed by the analysis.

All of the essential oils can be used for cosmetics and medicinal purposes. We offer essential oils packaged in 5ml, 10 ml and 1 l bottles, according to the buyer’s requirement. Our key advantage is that we control the production from the seed to the oil, which greatly contributes to essential oil quality.
Since the establishment in 2014, the main activity of Eko Bio Gen is the production of immortelle essential oil and hydrolate, all from our 36 ha plantations. The whole process from seedlings production, cultivation, processing, storing and transportation conforms to strict EU regulations (EC) No 834/2007, 889/2008 and 1235/2008. Organic certificate is issued by ECOCERT France.

Our mission is to ensure quality production and to supply our buyers in the EU, North America and Asia with high quality essential oils.

Besides immortelle, EKO BIO GEN is developing the production of other medicinal and aromatic plants that are specific for Mediterranean climate of Southern Bosnia and Herzegovina. Our essential oils and hydrolates are used in pharmaceutic, cosmetics and food industry, as well as in aromatherapy.
The following herbs are exported in bulk: Salvia officinalis, Helichrysum italicum, Juniper berry, Allium ursinum, Satureja montana and Petasites hybridus.

Based on customer requests, Elmar can offer high variety of organic hydrolates (EU, NOP). Elmar exports products all over the world, including EU, USA, Canada, Australia, Israel, Switzerland, South Korea, China, Turkey and Albania.
The main products are: hair, facial and body care, mouth wash, hair and body cleansers, herbal oils and macerates (herbal solutions in oil), herbal butters and wild pomegranate juice, vinegar and balsamic.

Raw materials / essential oils, extracts, hydrolates and macerates are intended for cosmetic, pharmaceutical and the food industry, while final products are intended for broad consumption.

The company holds ECOCERT for raw materials, IMO-NaTrue for final products and NOP certificates, as well as HACCP.

Elmar Aroma Care offers significant quantities of immortelle hydrolates, with high percentage of immortelle essential oil. Our offer also includes liquid Immortelle (Helichrysum italicum), Arnica (Arnica montana) and Wild Pomegranate (Punica granatum) for the cosmetic industry, processed according to ECOCERT standards.

In 2015 we launched two new products: bees feed and syrups containing inverted sugar and herbal extracts. These products have positive effect on bees’ immunity and strength, and are consumed by bees three times faster than similar conventional products. These products are also organic certified by ECOCERT and NOP and are exported to France and Italy.

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The company Elmar Aroma Care was founded in 2008, by the owner with broad experience gained in another company in the same business. The company is engaged in the processing of medicinal, aromatic plants and secondary non-wood forest products, with the focus on organic cosmetic products, food products and natural beverages. The whole cycle, from the raw material collection to the processing into the final product is done within the company. The main markets are Germany, South Korea and the countries in the region. A small portion of the production is marketed to the Middle East.
Medicinal and aromatic plants are collected on ecologically clean mountains, for which Bosnia and Herzegovina is known. The product assortment consists of some 100 varieties of medicinal and aromatic plants, packaged as 50, 100 and 1000 gram bags, herbal tea mixtures intended to prevent and/or remedy different ailments, as well as herbal tea mixtures for everyday consumption. Most of the herbal teas and mixtures are exported to Kosovo.

Faveda is a private company, established in 1988. It is engaged in the collection and processing of mostly wild medicinal and aromatic plants. Its goal is to make the connection between traditional and scientific use of medicinal and aromatic plants, under close supervision of pharmacists, medicinal doctors and biologists.

Besides medicinal and aromatic plants prepared as herbal teas Faveda also offers essential oils, herbal extracts, tinctures, as well as final products. The final products based on herbal extracts are different lotions, creams, balsams, balms and capsules. Faveda emphasizes its program of natural cosmetics, which achieved excellent results in Kosovo and Turkey.

Medicinal and aromatic plants are collected on ecologically clean mountains, for which Bosnia and Herzegovina is known.

The product assortment consists of some 100 varieties of medicinal and aromatic plants, packaged as 50, 100 and 1000 gram bags, herbal tea mixtures intended to prevent and/or remedy different ailments, as well as herbal tea mixtures for everyday consumption. Most of the herbal teas and mixtures are exported to Kosovo.

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faveda@bih.net.ba, www.faveda.ba, Contact person: Fikret Zubčević, manager

ACTIVE IN:

| Herbs | Essential oils | Natural cosmetics | Wild mushrooms | Forest fruit | Honey | Other |

FAVEDA, Jukićeva 40, 71000 Sarajevo, Bosna i Hercegovina, T +387 33 486 761, +387 61 606 212
faveda@bih.net.ba, www.faveda.ba, Contact person: Fikret Zubčević, manager
Ferimport company is active in cultivation and processing of medicinal and aromatic plants since 2014. We grow our key product, Immortelle, on a 25 ha plantation. Having in mind the age of plantation, already this year we expect to have 500 kg of excellent quality immortelle essential oil. Distillation is done in our modern distillery (3000 l volume). The oil is sold under the brand name Immortelle Herzegovina.

Our Immortelle essential oil is praised in cosmetic and pharmaceutical industry. It is rich with diketones that are used in medicine for healing wounds. The oil also has anti-hematomas’ properties and high percentage of turmerin.

Our goal is to reach European, American and Asian markets.
The company Frost was established in 1996 and Terra Rossa is a brand name for our high quality, organic certified and conventional essential oils and hydrolates. Our key products are essential oils of Immortelle (*Helichrysum italicum*) and Juniper berry (*Juniperus communis*).

We produce Immortelle on 12 ha according to organic principles, and collect Juniper berry from the wild. For these two essential oils and hydrolates we have organic certificate issued by Organiska Kontrola (EU equivalent certification body from Bosnia and Herzegovina).

We also produce conventional essential oils and hydrolates of Sage (*Salvia officinalis*), Winter Savory (*Satureja montana*), Lemon Balm (*Melissa officinalis*), as well as Immortelle (2 ha of plantation). We currently export to the European Union.
Besides the domestic market Halilović exports products throughout the world. The company is also engaged in cultivation of medicinal and aromatic plants: Chamomile (Matricaria chamomilla), Mint (Mentha piperita), Lemon Balm (Melissa officinalis), Laurel (Laurus nobilis), Lavender (Lavandula angustifolia), Chamomile (Matricaria chamomilla), Mint (Mentha piperita).

Halilovic has been engaged in organic production since 2002. All products are IMO certified for EU and NOP for USA market. Since 2012 we have Kosher certificate.

HALILOVIĆ, Obala 27, 71380 Ilijaš, Bosna i Hercegovina, T +387 33 403 244  M +387 61 777 919, +387 61 901 830 anela@biohalilovic.ba, www.bio-halilovic.com, Contact person: Anela Halilović

HALILOVIĆ is a private company established in 1983 in Ilijaš. The processing facilities and plantations (150 ha) are located in Nalći plateau (1000m above the sea) near Sarajevo. This is a rural area of Ilijaš municipality, which is rich in wild medicinal and aromatic plants, non-wood forest products and mushrooms, where inhabitants are mainly engaged in organic agriculture and collection of medicinal and aromatic plants.

Besides the domestic market Halilović exports products throughout the world. The company is also engaged in cultivation of medicinal and aromatic plants: Chamomile (Matricaria chamomilla), Mint (Mentha piperita), Lemon Balm (Melissa officinalis); grains, such as European spelt (Triticum aestivum subsp. spelta), Buckwheat (Fagopyrum esculentum) and different vegetables. Halilović possesses equipment for cultivation, production and processing.

Halilovic has been engaged in organic production since 2002. All products are IMO certified for EU and NOP for USA market. Since 2012 we have Kosher certificate.
The Company's main products are: raspberry, blackberry, bilberry, strawberry, black currant, sour cherry, cowberry, rose hip, cornel cherry, ramson (wild garlic), and elderberry, as well as wild mushrooms such as, porcini, black trumpet, chanterelle and morel.

The Company is GlobalGAP and ISO 22000:2005 certified, with Organic certificate (issued by Organska Kontrola - OK) for forest fruits, mushrooms and medicinal plants. We are one of the biggest exporters of fresh, frozen and dried berry fruits (conventional cultivated and wild organic), wild mushrooms and herbs. We export to the EU and CEFTA members.
The company was established in 2015 with a mission to offer to its buyers high quality essential oils that are produced according to strict organic standards. We have several plantations with over 2 million Immortelle (Helichrysum italicum) seedlings on almost 70 ha. Fresh plants are processed in 4 distillation units located in Southern Herzegovina. The company is oriented towards international organic markets of essential oils.

Our essential oils are targeting international markets of cosmetic, pharmacist and perfume industries and are used in aromatherapy throughout the world. Besides Immortelle essential oil, we also produce: Inula (Inula graveolens), Lemon balm (Melissa officinalis), Laurel (Laurus nobilis) and Rosemary (Rosmarinus officinalis)

Our production conforms to organic standards, for which we have ECOCERT certification.
Ljekobilje Ltd. is located in Ljubinje, South-East of Bosnia and Herzegovina. The main activities of the company are the purchase, production, processing, export and import of medicinal and aromatic plants. The Herzegovina region is known for many sunny days during the year, and soil that contains limestone, which is the basis for the excellent quality of wild and cultivated medicinal and aromatic plants. To its buyers Ljbilje offers over 100 kinds of herbal teas, classic and mono-component herbal teas, essential oils, extracts, herbal cosmetics, raw material, as well as seeds and seedlings for medicinal and aromatic plants.

Ljbilje’s main products are dried Sage (*Salvia officinalis*), which is one of native plants in Herzegovina, Savory (*Satureja montana*), Yarrow (*Achilea millefolium*) and St. John’s Wort (*Hypericum perforatum*). The company also offer seeds and seedlings of excellent quality for over 40 different herbs and spices, with emphasis on Immortelle (*Helichrysum italicum*) and Lavender (*Lavandula angustifolia*).

The company also produces different essential oils, such as Immortelle (*Helichrysum italicum*), Lavender (*Lavandula angustifolia*), Lavandin (*Lavandula grosso*), Sage (*Salvia officinalis*), Thyme (*Thymus vulgaris*). We export to the region, but also to United States and Australia.
Majdančica is small family craft, engaged in the production of different beekeeping products, such as: different types of honey, propolis, pollen, bees wax, mead, balm. We also produce different flours, such as buckwheat, wheat and maize.

Our mission is to preserve traditional production and to produce healthy food without additives. Our production is taking place in ideal agro-ecological condition: clean environment, water from clean springs and untouched nature. We produce according to good agricultural practices.

We are looking for export opportunities for our artisan, traditional products.
Malo Sunce Company was established in 2015 with an aim to offer to the market high quality essential oils produced from plants grown on our plantations, according to strict organic principles. Our focus is on quality.

Malo Sunce owns 20 ha of plantations with 650,000 Immortelle (*Helichrysum italicum*) seedlings, all organic certified by ECOCERT France. Fresh plant material is distilled in modern, high quality distillation units. Besides essential oils production, we also developed the line of natural cosmetics.

We are export oriented company, targeting international organic markets. Our essential oils are used in cosmetics, aromatherapy, pharmacy and perfumes industry.
Novi Dan was established in 2016 and is engaged exclusively in the organic production of immortelle and its essential oil. On our plantations we grow autochthonous Herzegovinian immortelle.

We grow immortelle 6 ha with more than 200,000 immortelle seedlings. The soil in our plantation is equal to the one where immortelle grows naturally, and therefore we have excellent quality essential oil, which is confirmed with analysis and organic certification.

After the harvest in 2017 we expect to get 50-100 kg of high quality immortelle essential oil. As we are company under development, we have plans to expand and diversify production. We are export oriented company, in possession of organic certificate issued by ECOCERT.
Omnia Natura was established in 2014 and is engaged in organic production and processing of immortelle, lavender and lemon balm. Our high quality essential oils are used as a base for production of Omnia Natura natural cosmetics. Our products include essential oils of immortelle and lavender (different packaging), natural soaps, immortelle based skin rejuvenation elixir, herbal baths, vehicle fragrances, floral waters, scented sachets.

Our products are free from chemicals, animal origin ingredients, mineral oils, GMO ingredients, alcohol and are not tested on animals. All products are controlled by accredited laboratories from Bosnia and Herzegovina. All of our products are for skin care of all generations – from babies to elderly.

Production of lavender, immortelle and lemon balm is done according to world standards for organic production, which is confirmed by Organska Kontrola (OK), accredited certifier. Omnia Natura, as vertically integrated company has control of all production phases – from primary production to final products, which is our comparative advantage.

Besides domestic market, our products are exported to Canada and Norway.
OMNIMERKUR, ŠIROKI BRIJEG

Omnimerkur Company was established in 2010 and is engaged in organic cultivation and distillation of immortelle essential oil. We have 13 ha planted with 400,000 immortelle plants. Next to the plantation we have modern distillery, where we produce excellent quality immortelle essential oil. Location of our plantation, with Mediterranean climate, many sunny days and clean environment are ideal for immortelle cultivation and production of excellent quality of essential oil.

Our immortelle essential oil is of supernal fragrance, sweet, stratified and exceptionally fragrant, making it is excellent for use in cosmetic and perfume industry, pharmacy and aromatherapy.

Although the company is producing (from plantation to distillation) according to organic standards, we are still in a process of obtaining a certificate from an accredited organic certifier.
We currently have over 50 different products for face care, hair care, lips care, hand care and baby care. Our bestseller is anti-age collection. All of our products contain organic certified ingredients, with no synthetic ingredients and additives. Our products contain 80% of active substances which, besides cosmetic, has therapeutic effect on the skin.

We are constantly expanding our products range and currently we are working on the development of 10 new products. Besides new products, we are constantly working to improve existing products by finding excellent quality ingredients, as well as by improving packaging and design.
Pharmamed is a pharmaceutical company, established in 1997. Our primary goal is production of herbal products, herbal medicinal products, honey based products, cosmetics with special benefits and medicines. Our company, with 105 employees, is the market leader in the production of herbal products in the territory of Bosnia and Herzegovina. Our products are used for prevention and improving the quality of life, of all age groups.

Our production assortment contains over 200 products, from which we highly recommend anti-cough syrups, cosmetics with special benefits and herbal teas (filter bags and loose). On the domestic market we annually market over 3.5 million different product units. Our products can also be found on the markets of USA, Australia, Saudi Arabia, United Arab Emirates, Croatia, Serbia, Montenegro, Albania, Kosovo, Macedonia, Jordan, Lebanon, Yemen, Qatar, Kuwait, Azerbaijan and Morocco.

All our products are produced according to Good Manufacturing Practice and ISO 9001:2008 and ISO 17025:2005, for which we have certificate. We also have accredited control analytical laboratory, through which we control all raw materials and final products. Our main advantages are products quality and competitive price.
The company grows medicinal plants on 50 ha and is contracting 77 growers to grow MAPs on 40 ha. The company owns agricultural machinery for primary cultivation, as well as equipment for harvesting, drying, processing, and packaging. Wild medicinal and aromatic plants are purchased from over 140 families. Annually we process over 150 t of MAPs.

Prirodno bilje grows different herbs, such as Mint (Mentha piperita), Marigold (Calendula officinalis), Marshmallow (Althaea officinalis), Basil (Ocimum basilicum), Buckwheat (Fagopyrum esculentum) and Lemon Balm (Melissa officinalis). The company’s key product is Chamomile (Matricaria chamomile), with the biggest individual plantation in BiH on 35 ha.

Within next 5 years our plan is to expand our plantations to 120 ha, to build additional processing facility for drying and processing, to expand the network of collectors and growers and to increase export.

PRIRODNO BILJE, BANJA LUKA

Prirodno bilje Ltd. is family company, founded in 1994, and is engaged in growing, collection, purchase, processing, distillation and packaging of medicinal and aromatic plants. Our raw materials are used in pharmaceutical industry for herbal preparations and in herbal teas. The main markets are in Bosnia and Herzegovina, Serbia, Macedonia and Slovenia. The company’s processing capacity is HACCP certified.
Proaktiv was established in 2015, and the company is engaged in production, processing and marketing of essential oils, with an accent on immortelle. We own immortelle plantations and the distillery with the capacity of 1,500 liters. Our main market is Western Europe.

PROAKTIV, LJUBUŠKI

We take care about excellent quality of Herzegovinian immortelle on our own plantations and we are focused on organic cultivation. Proof for this is the feedback that we get from the companies that we work with, which says that they are extremely satisfied with our essential oil. This is our main competitive advantage, which implies to hard work and attitude towards the nature.

Our essential oils are used in pharmacy and perfume industry.
Over 90% of our production is exported, mostly to the neighboring countries. We wish to expand export to the EU. Our collectors are educated on sustainable collection, which is done in ecologically clean, unpolluted areas. Our dried herbs are of high quality. Herbs are collected in ecologically clean areas with favorable climate (hot summers give high percentage of essential oil and other active substances). For example, our sage contains over 2.5% of essential oil. For that reason our herbs are used in pharmacies and cosmetics industry. All our herbs are organic certified by IMO Swiss control.

Some of our key products are sage (*Salvia officinalis*), Iceland moss (*Lichen islandicus*), Juniper berry (*Juniperus communis fructus*), cultivated dry immortelle (*Helichrysum italicum*), Mountain germander (*Teucrium montanum*), bearberry (*Arctostaphylos uva-ursi*), Winter savory (*Satureja montana*), dry cowberry (*Vaccinium myrtillus fructus*), elderberry (*Sambucus nigra floss*) and dry rosehip (*Rosa canina fructus*).
Roing is an export-oriented private company, founded in 1993, while Eterična ulja was established in 2012. Both companies are engaged in cultivation and distillation of medicinal and aromatic plants. Our main products are essential oils and hydrolates, which are excellent for application in the cosmetic and pharmaceutical industries, perfumes production, as well as in aromatherapy.

We cultivate immortelle (Helichrysum italicum) on 30 ha, Lavender (Lavandula angustifolia) on 1 ha, Rosemary (Rozmarinus officinalis) on 1 ha and Rose (Rosa damascena) on 3 ha. Besides cultivation, we are also engaged in collection from the wild: Chaste Tree (Vitex agnus castus), Sage (Salvia officinalis), Laurel Bay (Laurus nobilis) and Prickly Juniper (Juniperus oxycedrus). In our offer we have essential oils and hydrolates made of these herbs.

Our production line consists of 9 state-of-art distillation units, dry kiln and machinery necessary to maintain plantations. Around 95% of our total production is based on immortelle. The quality of our products is confirmed with EN ISO 9001, EN ISO 14001 and HACCP certificates. We are export oriented and 95% of our production is for export to the EU and USA.

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ACTIVE IN: Herbs, Essential oils, Natural cosmetics, Wild mushrooms, Forest fruit, Honey, Other
Sezona is a family company established in 2005, with buy up, processing and production of mushrooms, wild berries and medicinal and aromatic plants as its main activity.

Our goal is to supply the market with healthy food coming straight from untouched nature. We offer the following forest fruit: bilberry (*Vaccinium myrtillus*), strawberry (*Fragaria vesca*), blackberry (*Rubus fruticosus*), raspberry (*Rubus idaeus*), cowberry (*Vaccinium vitis idaea*), juniper berry (*Juniperus communis*) and Cornelian cherry (*Cornus mas*).

We work a lot with mushrooms and offer Porcini (*Boletus edulis*), Chanterelle (*Cantharellus cibarius*), Black trumpet (*Craterellus cornucopioides*), Saffron milk cap (*Lactarius deliciosus*) and Sweet tooth (*Hydnum repandum*). Our offer also includes different species of medicinal and aromatic plants, as well as cultivated fruit (strawberry, raspberry and blackberry). All these are offered fresh, dried and frozen.
Smilje i bosilje is a family company established in 2013. We are engaged in cultivation, collection and processing of different medicinal and aromatic plants. By using our steam distillation units we produce 30 different essential oils and hydrolates. Some of our essential oils are: Immortelle (*Helichrysum italicum*), Rose (*Rosa damascena*), Corsican pine (*Pinus nigra subsp. Laricio*), Chaste tree (*Vitex agnus castus*), Wormwood (*Artemisia absinthium*), Mediterranean cypress (*Cupressus sempervirens*), Rosemary (*Rosmarinus officinalis*) and Lavender (*Lavandula angustifolia*).

Besides essential oils, we also produce natural cosmetics, such as facial and body creams, face cleansers, hair shampoos and conditioners, after shave balms, etc. In order to get the best quality of our product, herbs are collected during the best collection period, when herbs contain the highest percentage of active ingredients. Our plantations are situated in Croatia and Bosnia and Herzegovina. Our oils are of excellent quality which is confirmed by laboratory analyses. In our production we apply Good Manufacturing Practices. We also have ISO 22716:2007 Cosmetics. Our products, both final and essential oils (and hydrolates) are exported to China, England, USA, Germany, Bulgaria, Taiwan. We are in the process of obtaining organic certificate (ECOCERT).
Besides mushrooms, the company offers different dried medicinal and aromatic plants, as well as other secondary forest products and forest fruits. Smrčak has over 20 buy up stations, involving over 1,000 collectors. Smrčak has its own facilities and equipment for drying, cooling, cutting, grinding, packaging and thermal processing. Our current annual capacity is as follows: mushrooms - 100 tons fresh, 40 tons frozen and 60 tons dried; 40 tons of different medicinal and aromatic plants; 60 tons of various berry fruit (strawberry, blackberry, raspberry, bilberry, cowberry). Around 90% of our products are organically certified, which is our competitive advantage.

Since 2002 we are into organic production, while from 2006 we have BioSuisse organic certificate. We have also implemented ISO and HACCP quality standards. Since 2015 we have BSCI certificate which proves that we are socially responsible company.

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SMRČAK, ZVORNİK

Smrčak was established back in 1992 and deals with the collection, processing and trade of mushrooms, medicinal plants, secondary non-wood forest products, fruits, and vegetables. Smrčak is one of the largest companies from BH engaged in this business. The focus is on four types of mushrooms: Porcini (Boletus edulis), Chanterelle (Cantharellus cibarius), Morel (Morchella conica) and Black Trumpet (Craterellus cornucopioides).
Our company was established in 2013 with a vision to produce high quality essential oils. Today, Soldo Mont cultivates immortelle (*Helichrysum italicum*) on 30 hectares (10 ha our own plantations and additional 20 ha through 30 cooperants). Besides immortelle, on 3 hectares we cultivate Savory (*Satureja montana*), Sage (*Salvia officinalis*), Laurel (*Laurus nobilis*), Rosemary (*Rosmarinus officinalis*), Lavender (*Lavandula angustifolia*), Hyssop (*Hyssopus officinalis var. Decumbens*).

Besides essential oils we can also offer different herbal teas, hydrolates and cold pressed oils. Currently we have domestic organic certificate issued by BeHaBIOCert. We export to France, USA and Germany.
ŠUMSKI PLOD, PROZOR - RAMA

The company Šumski plod was founded in 2000 and is engaged in the purchase and processing of wild mushrooms, wild berries and medicinal and aromatic plants. Our key mushroom products include Porcini (Boletus edulis), Chanterelle (Cantharellus cibarius), Morel (Morchella conica), Black Trumpet (Craterellus cornucopioides), Caesars mushroom (Amanita caesarea); We offer a wide range of wild berries: raspberry (Rubus idaeus), bilberry (Vaccinium myrtillus), blackberry (Rubus fruticosus), strawberry (Fragaria vesca), rosehip (Rosa canina); and cultivated berries: raspberry, blackberry, strawberry, American blueberry.

Šumski plod also purchases and processes different medicinal and aromatic plants.

Annually, Šumski plod manages quantities as follows:
- Cultivated berries (raspberry, blackberry, American blueberry) 740 t
- Wild berries (raspberry, strawberry, bilberry) 220 t
- Mushrooms 90 t
- Medicinal and aromatic plants 50 t

Berries are sold as fresh or frozen, while mushrooms are sold as fresh and dried. Šumski plod has certificates for HACCP and GlobalG.A.P. We export to Slovenia, Italy, Austria, Czech Republic, Turkey, Switzerland and Germany.
Terra Sana was established in 2007 and started with production, buy up and processing of medicinal and aromatic plants (distillation of essential oils) in 2010. Our 100% pure essential oils are produced from cultivated and wild medicinal and aromatic plants, and are produced using steam distillation method. Raw material used in distillation is of B&H origin. We respect Good Agricultural Practices.

We focus on the production of essential oils of Lemon balm (*Melissa officinalis*) and Mint (*Mentha piperita*) from our own plantations, as well as on the production of essential oils from wild collected herbs, such as Wild oregano (*O.*), St. John’s Wort (*Hypericum perforatum*), Silver fir (*Abies alba*), Black pine (*Pinus nigra*) and Juniper berry (*Juniperus communis*). Besides essential oils, we produce macerates and ointments made of St. John’s Wort, Immortelle, Marigold and Wild oregano. We also produce natural cosmetics for which we use macerates, bees wax and essential oils from our production.

Terra Sana is certified for organic production by Organska Kontrola for the production of essential oils made of wild collected herbs.
Tim Med is a crafts business established in 2007. We are engaged in the production, collection, processing of medicinal and aromatic plants, fruits and vegetables, according to the principles of organic production (Certified by BeHaBIoCert and AgriBiocert RH). We produce natural cosmetics, dietary products and supplements (syrups, drops, ointments) based on medicinal and aromatic plants, honey, bees wax. Our products are used to prevent diseases and for care.

We have 150 hives and 5 hectares of plantations with different medicinal and aromatic plants, fruits and vegetables. We are currently present on the domestic market and have received numeros quality awards for our products. We are also interested to export.
ASSOCIATION OF PRODUCERS AND PROCESSORS OF IMMORTELLE, STOLAC

The Association was established in 2016, with an aim to gather producers and processors of immortelle in Stolac region (Herzegovina). Our members have 100 hectares under immortelle, and the Association has modern distillery for processing. Our plan is to expand plantation and to diversify production with lavender, lemon balm and sage.

Our essential oils and hydrolates are produced applying the highest production standards. We export to Croatia, but with product diversification our goal is to expand market to the EU, USA and Middle East. We are in the process of obtaining organic certificate.

ACTIVE IN: Herbs Essential oils Natural cosmetics Wild mushrooms Forest fruit Honey Other
We have been developing recipes throughout the years, all are the ownership of the company.

The company is engaged in the collection of wild medicinal and aromatic plants from its foundation, according to organic principles and ecological sustainability. In addition to the herbal pharmacist, products can be bought on the company’s web shop.

Vextra ensures quality through controlled cultivation, collection, picking, drying, storing and by controlled processing. The product assortment contains a number of traditional herbal products, which can be grouped in the categories: herbal teas, herbal tea mixtures with therapeutic effects, tinctures and herbal cosmetics (balms and oils).

We are continuously working on finding innovative solutions in our production, all with the goal to keep curative properties and efficiency of herbs, make the product simple for consumption and create the feeling of taking a natural potion.
Family owned company Vitaroma was founded in 2016. We are engaged in the cultivation of immortelle and processing of essential oils and hydrolates. Excellent geographic position, Mediterranean climate, seedlings produced from indigenous immortelle seeds are our advantage and a guarantee for excellent quality of our products.

We export to the EU and USA. Our production conforms to EU regulation 834/2007, and organic certificate is issued by Organska Kontrola.
Unique wild oregano oil is a natural product with the strongest antibacterial and antifungal effect and can be used for consumption and peripheral treatments. Our best sellers are True Comfrey cream used to prevent allergies, Universal cream and cream for all types of skin care.

All our products are based on natural ingredients, extra virgin olive oil, honey, bees wax and contain only natural preservatives. Our hand – made soaps are Herbal soap and Antibacterial soap made of beef tallow, extra virgin olive oil, refined olive oil, as well as essential oils.

ZELENA GRANA, ZENICA

The company Zelena grana was founded in 2013, and is engaged in the production of herbal solutions and products based on wild medicinal and aromatic plants, such as oil macerates, herbal teas, honey based syrups, natural creams for skin care and hand - made soaps. Our St. John’s Wort oil is registered with Federal ministry of health as natural anti depressive.
THANK YOU

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