

## Profile View

### Details

**Title:** Bulgarian producer of cold-pressed oils and flours from seeds and nuts is looking for partners under commercial agency or distribution services agreements and is offering products under a manufacturing agreement

**POD Reference:** BOBG20210818001

**Summary:** Bulgarian company, producer of healthy cold-pressed unrefined oils and flours from seeds and nuts, is looking for distributors to sell their products or agents to represent them abroad. The company is also offering to manufacture specific products for the food, confectionery, medical and cosmetics sectors. The company produces high quality products, some of them from organic seeds. It is flexible to the partners' requests regarding packaging, labelling and small batches

**Description:** A Bulgarian family-owned company produces healthy high quality oils from seeds and nuts by the method of cold-pressing. This way of production makes it possible to maintain all the beneficial properties of the substances they have been extracted from. Oils are a mixture of useful and irreplaceable fats. They are the only source of polyunsaturated fatty acids (vitamin F), which is an important bio stimulator for various physiological and biochemical processes. Oils accelerate cell metabolism, improve humidity, help to form collagen and fibrinogen. Offered in such form, all the ingredients of the oils are completely absorbed by the body. Oils, blended according to their composition and purpose in various cosmetic products, have a beneficial effect on the skin, hair and body as a whole.

Cold-pressed oils have a wide range of applications and could be used in the:

- food industry – as ingredient of salad dressing or sauces, etc.;
- cosmetics – as basic raw materials in the production of hygiene and beauty products (soaps, shampoos, body creams, hair dyes, etc.);
- pharmaceuticals – as ingredient of medicines or as food supplements.

The company has a wide range of oils, extracted from the seeds and nuts of various plants, such as sunflower, pumpkin, apricot, linseed, hemp, black cumin, white thistle, sesame, chia, safflower, hazelnut, watermelon seeds, etc. The company also produces specific types of customized oils as per the client's requests and orders.

They have also added to their product range several types of flours, such as:

- flaxseed flour, rich in dietary fiber, polyunsaturated fatty acids (Omega-3 and Omega-6), plant proteins, vitamins B1, B2, B6, folic acid, antioxidants, as well as essential micronutrients such as potassium, calcium, magnesium, zinc, etc., a high nutritional and biological value of flaxseed protein, which has a balanced amino acid composition and is superior to many cereals and legumes;
- apricot kernel flour - in the food industry and in households, bitter apricot kernels have been used for a long time for the production of persipan and liqueurs, when added to various recipes, the flour brings a unique aroma and taste; it is often used as an exfoliating ingredient in cosmetics;
- milk thistle flour – it has protective and restorative effects on the liver and can be added to almost everything – to the the dough in the process of making bread or other pasta, soups, sandwiches, salads; milk thistle flour can simply be made and drunk as herbal tea, too;
- sesame flour - a rich source of vitamin E, which has anti-inflammatory properties and plays an important role in the formation of the immune system and the function of the reproductive system, moisturizes the skin and improves muscle function;
- hemp flour - widely used in Asian cuisine, also with a high content of vitamin E, which helps to improve the skin and prevents premature aging, stimulates physical endurance, plays an important role in shaping the immune system and the functioning of the reproductive system, etc.

The Bulgarian company is looking for partners under commercial agency or distribution services agreement to sell its healthy products abroad. Potential partners might be distributors, agents or representatives for companies that sell/ distribute foods, food supplements and other healthy and natural products. The Bulgarian company is also open to production and distribution of its products under a white label.

International cooperation under a manufacturing agreement is sought also among companies - producers from the food, confectionery, medical and cosmetics sectors, which include the cold-pressed oils and/ or flours as ingredients in their own manufacturing processes.

#### Advantages and Innovations:

- cold pressing method of production that allows the preservation of all beneficial properties of the seeds/nuts;
- a wide range of types of oils and flours, able to produce as per customer's request, including with the customer's own raw materials;
- flexibility and production in small batches;
- high quality products at very competitive prices.

Stage of Development: Already on the market

## Keywords

Market Keywords: 05007002 Pharmaceuticals/fine chemicals  
 05007007 Other medical/health related (not elsewhere classified)  
 05008002 Food and feed ingredients  
 07003002 Health food  
 07004002 Health and beauty aids

NACE Keywords: C.10.4.1 Manufacture of oils and fats  
 C.10.6.1 Manufacture of grain mill products

## Partner Sought

Type and Role of Partner Sought: The Bulgarian company is looking for partners from the agri-food industry which would like to act as trade intermediaries and distribute the company's products in their own countries under a commercial agency agreement or a distribution services agreement. Potential partners might be companies which already trade in healthy natural substances and would like to enlarge their product list or companies which would like to include the cold –pressed oils and/ or flours as new products in their offers.

The company also offers to produce specific types of customized oils as per the client's requests and requirements under a manufacturing agreement. In addition, the company might be interested to cooperate with partners from the medical, cosmetics and food processing sectors, which might need specific oils and flours for their own products.

Type and Size of Partner Sought: >500  
 >500 MNE  
 251-500  
 SME <10  
 SME 11-50  
 SME 51-250

Type of Partnership: Commercial agency agreement  
 Distribution services agreement

Considered: Manufacturing agreement

## Client

Type and Size of Client: Industry SME <= 10  
Year Established: 2012  
Turnover (euro): <1M  
Already Engaged in Trans-National Cooperation: Yes  
Languages Spoken: Bulgarian  
Client Country: Bulgaria

