



# eco

MARKET



## Ecomarket Food

ECO Market is one of the biggest distributors of food products in Albania, with our own branches in Tirana, Durres, Fier and Korca. Eco Market Food Company has a potential of 100 officers. Eco Food Market operates with 50 vehicles (vans, minivans and cars) to support its sales activities. Also this company supplies its products to large shopping centers that now operate in the territory of Albania - chains as CONAD, Carrefour, Euromax, Big Market, 70 Wholesales Traders and 1400 traditional shopping and small stores only in Tirana and 420 in Durres. Our company is the executive distributor in Albania of well known brands such as DIVELLA, BUDWEISER Budvar, UNIGRA, CON-SAR, ITALFOOD, AMA Cafe, and may more, with appreciable volumes of sales.

- **DIVELLA:** 3,500 tons pasta/year; 5,000 tons flour/year; 1,800 tons pasta sauce/year
- **CON-SAR:** 600+ tons tomato puree/year.
- **UNIGRA:** 550 tons margarine/year; 100 tons cream year
- **ITALFOOD:** 1500 tons oil/year

Since February 2013 ECO Market expanded its activities in the retail business. We have six stores located in Durres and Tirana. By the end of 2014 our aim is to reach twenty self-owned stores in Durres and Tirana, and expand in the rest of Albania through franchising, reaching a total number of thirty stores.

The retail chain helped us develop and launch our own brand "ECO Market" with products such as flour, several types of oil, sugar, rice, frozen goods, water, butter, and yogurt. We are looking to expand our private label as a way to offer the best quality at a lower price.

Albania is a country that sees European Union as its near future, thus to meet the necessary requirements ECO Market Food aims to offer the best certified quality, and gain the exclusivity to trade trusted brands which will meet the needs of the rapidly changing Albanian household.



AIBA Group is one of the largest privately held companies in Albania. The group operates in three main activities; Production, Trade, and Retail. The three main branches of AIBA Group are AIBA Company, ECO Market Food, and GOTECH Electronics.

## Production

AIBA Company was founded in 1993, focusing in the production of Animal Feed, reaching a production of 5,000+ kg/day; and in the production of eggs, with over 450,000+ breeding broods and a production of over 400,000+ eggs/day.

In order to close the production cycle and help preserve the environment AIBA Company invested in the production of organic fertilizers using animal waste. By their nature, organic fertilizers increase physical and biological nutrient storage mechanisms in soils, mitigating risks of over-fertilization, thus increasing the level of productivity of agricultural lands at lower costs.

## Trade

Trading activities of AIBA Group are focused in the import and distribution of electronics, with exclusive rights to distribute in Albania brands as INDESIT and ARISTON, through GOTECH Electronics; and the import and distribution of food products realised through ECO Market Food.



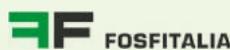


Eco market

exclusive distributor of important food brands:



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