

Salone del Gusto – Terra Madre

Western Balkans Company Mission

Workshop & EEN B2B

The Twin Transition in Agri-food: challenges and opportunities

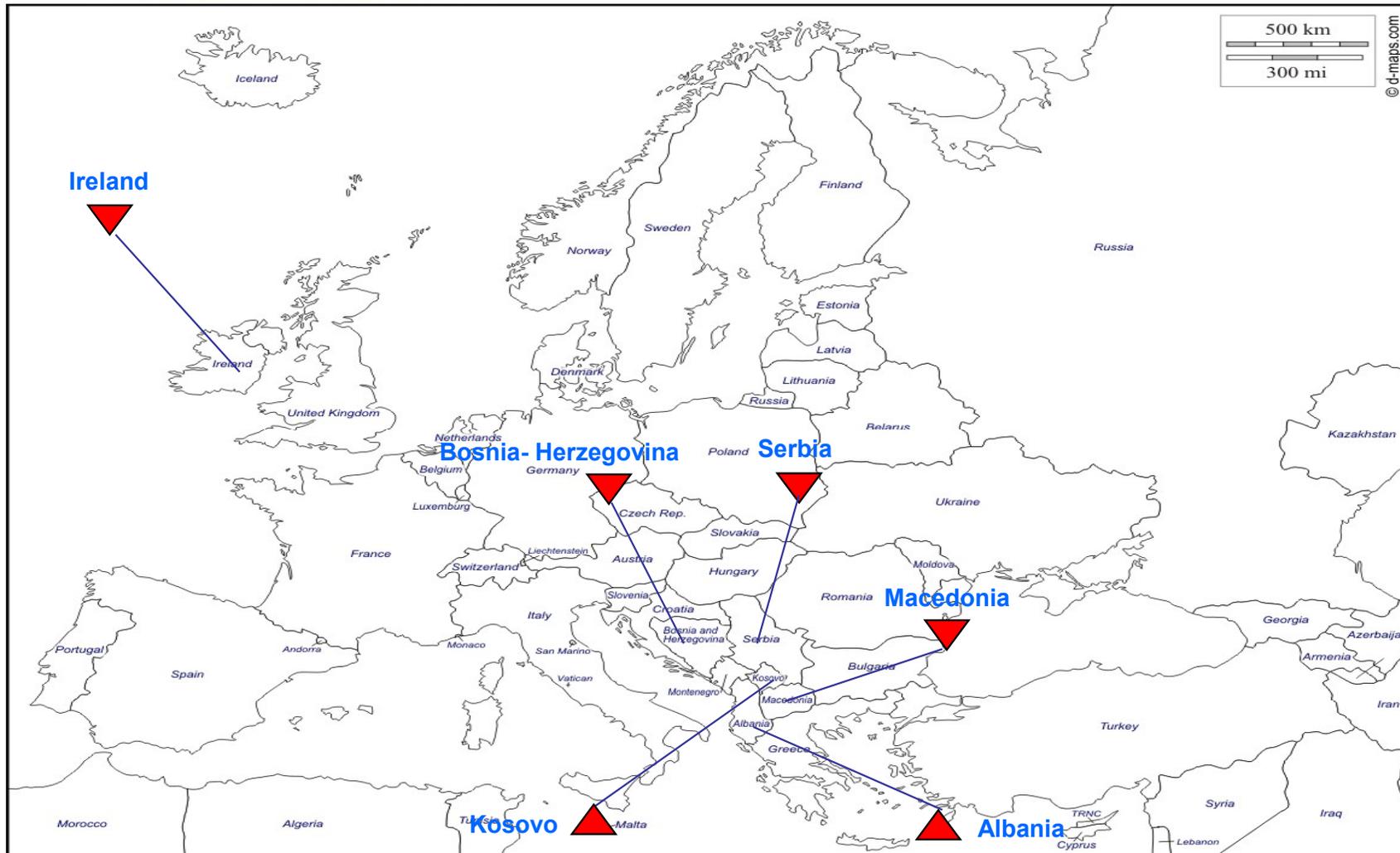
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Western Balkans company profiles



Where our companies come from



Atfield Technologies



Contact person: Srdjan Tadic

Country: Serbia

Website: <https://www.atfield.tech/>

Sector: ICT

Activity: Winessense TM – Decision support system for vineyard management. Developing enabling tools for autonomous agriculture.

Skills: *Hyperlocal disease and yield quality prediction for grapes. System based on mechanistic infection models that depend on specifics of microclimate of each hectare of vineyard.

*In-house hardware, software and algorithmic solution carefully proven on large vineyard areas over multiple seasons. Ultra-low power no-maintenance dense sensor network tailored for viticulture (solar powered, self-localized, no cables). Satellite data used for initial exploration of new sites and recommending sensor positions.

*In development – Battery-less (lithium-free) wireless sensor network for viticulture.

The team is composed by a staff of 15 engineers already engaged in several research projects with local and foreign universities and research centres. Over 100 years of combined engineering experience in development of embedded systems and signal processing and data analysis algorithms.

Stage of development:

System widely deployed in 4 countries, including USA. Improving product scalability and expansion in international markets. Development of models for predicting biochemistry of grapes.

What they are looking for:

The company is looking for vineyard companies to be involved as end users, but is also looking for local experts in viticulture and companies involved in agri-tech or researchers for pilot experiments. Open for cooperation with Universities.



Biofor_System Microbial Technology

Contact person: Bogdan Zigic

Country: Serbia

Website: <http://biofor.rs/>

Sector: biotechnology



Activity: Production biostimulators, microbial improvers of soil, composters, inoculants for soya and other seeds. (Base on selected usefull bacteria strains and fungi from soil. Service of bioremediation (degradation of organic pollutants in soil)

Skills: Scientific background in ecological microbiology, own production line based on R&D, patent application for some products.

Stage of development:

Growth of domestic and abroad market. Sale is doubled in last two years. The company has been set up 16 years ago.

What they are looking for:

The company is interested in an exchange of knowledge in the area of plant nutrition. In particular they are looking for support analysis in bioactive substance in biofertilizers, potential partners in import/export inputs for agriculture. The company developing bioinsecticide and biofungicide and they need technical asistence in this process.



Carnomed

Contact person: Nenad

Country: Serbia

Website: <https://carnomed.rs/>

Sector: agrofood



Activity: food supplements based on natural ingredients

Skills: Strong base in R&D and collaboration with university research centres. Developing new ingredients and final products. Conducting and publishing pre-clinical and clinical studies.

Stage of development: An established company, exporting to the Balkan region, EU, UK, USA and Australia.

What they are looking for:

We look for joint research projects with university institutions with focus on food supplements applied science.



Chia Dia

Contact person: Nadika

Country: North Macedonia

Website: www.chiadia.com

Sector: Agrofood

The logo for Dia, featuring the word "Dia" in a green, serif font with a small leaf icon above the letter 'i'.

Activity: Producers of healthy and organic beverages with core values for sustainability, high nutrition and innovation. Usage of organic, natural fruit and herbal ingredients. Eco-glass bottle and label.

Skills: Family owned business

Stage of development:

Business in growth - currently working in North Macedonia, with a possibility to expand in Western Balkans (already made deals with Kosovo and negotiation with Albanian market).

What they are looking for:

The company is interested in expanding the business abroad. In particular, they are looking for new clients and distributors (HORECA system, gas stations, supermarkets, airports, gyms, healthy stores etc.).

Dron Ops LLC

Contact person: Vancho Navrov

Country: North Macedonia

Website: <https://droneops.eu>

Sector: Digital/drones



Activity: Production of drones and wide selection of overflights to suit your specific needs. Unmanned aerial vehicles are equipped with obstacle avoidance capability and are adapted for both external and internal inspections and are able to navigate very close to infrastructures.

Skills: Expertise in the use of drones in the Agricultural sector (e.g. crop spraying and seeding, risks prevention, health monitoring of soil and plants, mapping and survey of large areas to develop multispectral and orthomosaic maps etc...) + other services like cleaning skyscrapers and solar panels.

Stage of development: start-up company (already on the market)

What they are looking for:

The company is interested in cooperation agreements to sell their products/services in the EU. Potential contacts with Agricultural sector companies, Leonardo and also Innovation departments of similar companies for peer to peer experiences, new trends etc.

DunavNET

Contact person: Nemanja Mistic – Senka Gajinovic

Country: Serbia & Ireland

Website: <https://dunavnet.eu/>

Sector: ICT



Activity: turnkey IoT solutions to help develop business and everyday life into smarter, safer, and more efficient environments. The company portfolio of solutions for the food supply chain, transport, environment, and recently for elderly care is built using standardized, enterprise-grade technologies and components. In particular, for the food sector the company developed:

Farming: agroNET, poultryNET, siloNET, fleetNET, and product passport solutions which represent the company digital farming platform. It acts as a hub with a range of modules supporting efficient organization and execution of multiple operations on the farm.

Food and beverage production: factoryNET, fleetNET, and Product passport solutions which represent the company digital platforms for factory automation, transport management and creation of digital interaction channels on top of the food and beverage product items.

Skills: agile, dynamic, and experienced team, capable of quickly delivering high-quality results and taking the full responsibility for development and maintenance of complete applications and products. After a decade of active involvement in the IoT domain, we created a strong ecosystem of partners with whom we can rapidly design, implement, deliver, and deploy turnkey IoT/AI solutions. DUNAVnet ecosystem combines companies, domain experts and researchers, ensuring that they have access to the most suitable sensors, gateways, communication, cloud, and data analytics expertise as well as domain specific knowledge required to create adequate guidance and recommendations to the end users (farmers), and the appropriate business development and sales channels.

Stage of development: Expansion stage

What they are looking for: System integrators specialised in AI and IOT devices for agriculture for technical cooperation agreements and farmers or manufacturers as end users



Eco Solution Research

Contact person: Alberina Gash, Kaltrina Osmani

Country: Kosovo

Website: <https://www.linkedin.com/company/eco-solution-research/>

Sector: Chemical/Renewable Energy



**ECO SOLUTION
RESEARCH**

Activity: The SMART goal of this project is to connect chemical engineering and architecture to provide sustainable solutions in urban and environmental spaces. This will be made possible through bioproducts and biofuels which will be very positive for the environment by producing renewable energy and reducing greenhouse gas emissions, significantly increases water infiltration into soil and improving its fertility to preserve and supply essential nutrients. All research is based on the concepts of sustainability, reproduction and eco-industries, with particular emphasis on the 2030 Agenda and the Sustainable Development Goals. Currently, they are developing the first prototype of an organic fertilizer from food waste.

Skills: A woman-run company that protects the environment from poisoning. A team of excellent six researchers, experts of different fields striving for the best ecological solution.

Stage of development: Early Stage (Development of the Prototype)

What they are looking for: The company is looking for investors to proceed with the development of the first prototype, technical partners or for possible contact with EIC. The requested partners must operate in the organic fertilizers and biogas production sectors. Moreover, we are looking for collaborations with research institutions in the field of chemistry and sustainable urban planning.



Fara

Contact person: Enis Hyseni

Country: Kosovo

Website: <http://fara.io>

Sector: Electronics/Mechatronics/Software



Activity: professional service and product provider in the field of information technology developing local tailor-made products, incl. automated smart farm solutions for digital monitoring and controlling of farmlands

Skills: Building solutions that do not exist but make people's lives easier. Making existing solutions in the market, but only if we can produce it at least 50% cheaper.

Stage of development: an established company active since 2015, with activities implemented in Kosovo, Albania, North Macedonia and Montenegro

What they are looking for:

They are looking for companies that need hardware solutions, but also universities and technological parks



Farmbot doo

Contact person: Branislav Veskovic

Country: Serbia

Website: <https://soter.rs/>

Sector: Robotics/ICT



Activity: Multi-functional robotic platform with autonomous movement capability for agrofood manufacturers

Skills: patent pending floating tool chassis system

Stage of development:

Product development and testing of production model with early adopters

What they are looking for:

The company is looking for vineyard producers and fruits producers in order to offer their technologies (end users), but is also looking for sensors/artificial intelligence companies and software developers. They are looking for possible contact with EIC.

Green Agro

Contact person: Tanja Kotevska (tanya@greenagro.mk)

Country: Macedonia

Website: <http://greenagro.mk/>

Sector: Agrofood



Activity: Animal nutrition products, consulting, solutions. Development of probiotics for animals and research in the usage of insects for animal and human food.

Skills: Greenagro is one of the first companies on the market for forage mixtures and components for animal feed in North Macedonia. The company has set high standards and quality with the sales of concentrates and premixes of global brands for animal feed .

Stage of development:

Products already on the market, launch of new product (probiotic for animals), plans for future development of the product to extraction of nutraceuticals from microorganism (MOS, betaglucans, nucleotides etc.)

What they are looking for:

The company is looking for contacts with other animal nutrition companies, micro-biologists and bio-engineers for further development of the production. Entomologist, with experience of rearing insects. Partners for distributing probiotic and other feed additives.



Hojeza

Contact person: Egresia Meto

Country: Albania

Website: <https://hojeza.al/>

Sector: Agrofood



Activity: Producers of high quality bee products (honey, pollens, propolis etc...)

Skills: Family owned business

Stage of development:

Businesses in growth (actually working just in Albania).

What they are looking for:

The company is interested in expanding the business abroad. In particular, they are looking for clients but also for support and assistance in digital marketing, information about export in other countries, etc.



Natural Alba

Contact person: Irene Tosti

Country: Albania

Website: in construction

Sector: Agri-business / Medicinal and aromatic plants



Activity: production, processing, and export of endemic medicinal and aromatic plants (endemic MAPs)

Skills: The company deals with the selection, cultivation, processing, and export of organic endemic MAPs according to the requirements of the nutraceutical sector in terms of active ingredients.

Stage of development:

already exporting to the EU-countries, Switzerland, and China

What they are looking for:

The company is looking for digital farming technologies/tools for precision/small scale farming, in particular they are looking for new application/devices to investigate plants genotypes.

Organauts

Contact person: Gorgi Gorgievski

Country: North Macedonia

Website: <https://organauts.mk>

Sector: Agrofood



ORGANAUTS

Activity: production of organic food

Skills: The company deals with the production of healthy and organic foods from Balkan region (e.g. sweets from grape must, vegetables, juices, jam, organic food for babies etc...)

Stage of development: products already on the market, available in North Macedonia (potential contact with Italy, Serbia, Slovenia, Austria and Sweden).

What they are looking for:

The company is looking for distributors in other countries (organic/bio-shops, distributors with their own shops...) and companies with their own recipes wishing to produce in North Macedonia (cheaper costs).



PRO-FIT VIS

Contact person: Ivona Trajanovska

Country: North Macedonia

Website: <https://pro-fit.mk/>

Sector: Agrofood



Activity: production of functional food products

Skills: Family business, the company deals with the production of healthy and functional food products

Stage of development: the company has started its own production of high protein crackers (low carb), new version with Italian flavour in progress. The product is available only in North Macedonia (exclusivity contract with local supermarkets for 1 year).

What they are looking for:

The company is looking for distributors in other countries (organic/bio-shops, distributors with their own shops...) and similar companies with their own production in order to exchange know how, improve the production and marketing.



Santefruit

Contact person: Verina

Country: Kosovo

Website:

<https://www.linkedin.com/company/santefruit/?originalSubdomain=pe>

Sector: agrofood



Activity: Production of blueberries

Skills: Founded in 2016, Santefruit is located in the northeastern part of Kosovo at an altitude of 720 meters above sea level in one of the cleanest environments, making it perfect to achieve quality goals. With almost 6 years of experience in blueberry farming, currently, Santefruit owns an orchard of 10 hectares of blueberries with 3 varieties and have a long season, starting from early June till the end of September

Stage of development:

Santefruit was founded in 2016 with 4 hectares, and now we have 10 ha of blueberries, an antihail net, a digital irrigation system, and a cold storage.

What they are looking for:

The company is willing to increase export, but they need a sorting machine able to separate high quality blueberries from bad ones, in order to enhance the quality of their final product. They furthermore need trainings in the agronomic field in order to become professional agronomists



Zemra Farm

Contact person: Fitore Ukiqi

Country: Kosovo

Website: <https://zemra.farm/>

Sector: agrofood



Activity: raspberries, vegetables, aromatic herbs production

Skills: Processing and production of cold press juices, dried fruits and herbs, cookie production

Stage of development:

The goal of the company is to increase of production and cultivation of raspberries and aromatic herbs by 50%, They would like to develop innovative food processing with new technologies in order to gain knowledge on digital and sustainable transition in the agri-food sector with potential partners

What they are looking for:

The company needs to connect with successful partners in order to ensure the skill for innovative technology in the field of agri-food sector as well as to procure new equipment that will boost production.

Western Balkan intermediary organisations



Intermediary organisations from the Western Balkan region

Western Balkans Chamber Six, Investment Forum

Ms Tatjan Shterjova Dushkovska

Western Balkans 6 Chamber Investment Forum - WB6 CIF

The WB6 CIF is a joint initiative of chambers of commerce and industry from Albania, Bosnia and Herzegovina, Kosovo, North Macedonia, Montenegro and Serbia. They established a platform of cooperation in 2017 with the aim to provide a joint voice to the business community in the region and to facilitate inter-business contacts and promote the region as one investment destination. WB6 CIF represents around 350,000 companies, mostly small and medium-sized enterprises. They provide a wider range of services and are involved in a number of international projects.



Intermediary organisations from the Western Balkan region

ALBANIA		
Albanian Manufacturing Union, Albania	Mr Arben Shkodra, Secretary General	http://prodhuesit.org/ Business organisation in Albania for producers. Covering the agri-food sector to raise competitiveness of agri-food companies. Promoters of "Made in Albanian products"
Regional Development Agency (SME) of Korçe, Albania	Mr Aurel Grabocka	Home Foundation RDA - Regional Development Agency (SME), Korca (rda-korca.org) The Regional Development Agency (S.M.E.) of Korçë is a non for profit foundation with the aim to support the regional development of Korça region and Albania.

Intermediary organisations from the Western Balkan region

KOSOVO

PePeKo, Association of Fruits and Vegetable Processors of Kosovo

Mr Hartem Gashi,
Executive Director

Hykje | pepeko.org

"Association PePeKo" was established in 2014 as a non-profit entity. The main objective of the association is to protect the interest of the association members, with the aim to develop the fruits and vegetable processing industry, and to contribute in economic development and employment in Kosovo through the value chain.

Intermediary organisations from the Western Balkan region

MONTENEGRO		
Innovation and Entrepreneurship Center Tehnopolis	Ms Miljana Peković	Inovaciono Preduzetnicki Centar Tehnopolis - Niksic The Innovation and Entrepreneurship Center (IEC) Tehnopolis provides a range of infrastructure and support measures that enable the creation of new companies and upscale existing businesses based on new, innovative ideas and technologies. They have good experience in supporting businesses in the agri-food sector
Chamber of Commerce of Montenegro	Slavica Pavlovic Director of Sector of Boards of Associations	www.pkcg.org The Chamber of Commerce of Montenegro is functioning as a link between the private and public sector and provides information, training and other business support services to its members to strengthen their position and competitiveness to access to international market.



Intermediary organisations from the Western Balkan region

NORTH MACEDONIA		
Macedonian Association of Agricultural Cooperatives, North Macedonia	Ms Suzana Dimitrievska	<p>MAAC – Macedonian Association of Agricultural Cooperatives (mazz.mk)</p> <p>The Macedonian association of agricultural cooperatives is the voice of the farmer in the Republic of North Macedonia and the bearer of the changes in the harmonization of the legislation with the European Union. The goal of the organization is to protect the economic, social and cultural interests of farmers and to work to improve the conditions of the production market. They are involved in different EU projects.</p>
Fund for Innovations and Technology Development, North Macedonia	Mr Festim Halili, Director	<p>Фитр – Фонд за иновации и технолошки развој (fitr.mk)</p> <p>The Fund for Innovation and Technological Development is a leading government institution for supporting start-ups and innovative companies in the Republic of North Macedonia. The main priorities of the Fund are improved access to financial support for innovation and technological development and promotion and encouragement of innovation activity in North Macedonia.</p>

Intermediary organisations from the Western Balkan region

SERBIA		
InoSens Doo Novi Sad, Serbia	Mr Vladimir Mrkajic	<p>Home - InoSens</p> <p>InoSens is an innovation-driven consultancy firm specialising in delivering innovative, scalable technology solutions and business services for diverse European value chains.</p> <p>InoSens is Serbia's most successful SME in terms of the number of EU Horizon 2020 funded projects.</p>



For registrations and meeting requests:
<https://forms.microsoft.com/r/Vj8z3hG7EA>

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