



Bulgarian herbs and essential oils Ltd.

Company presentation

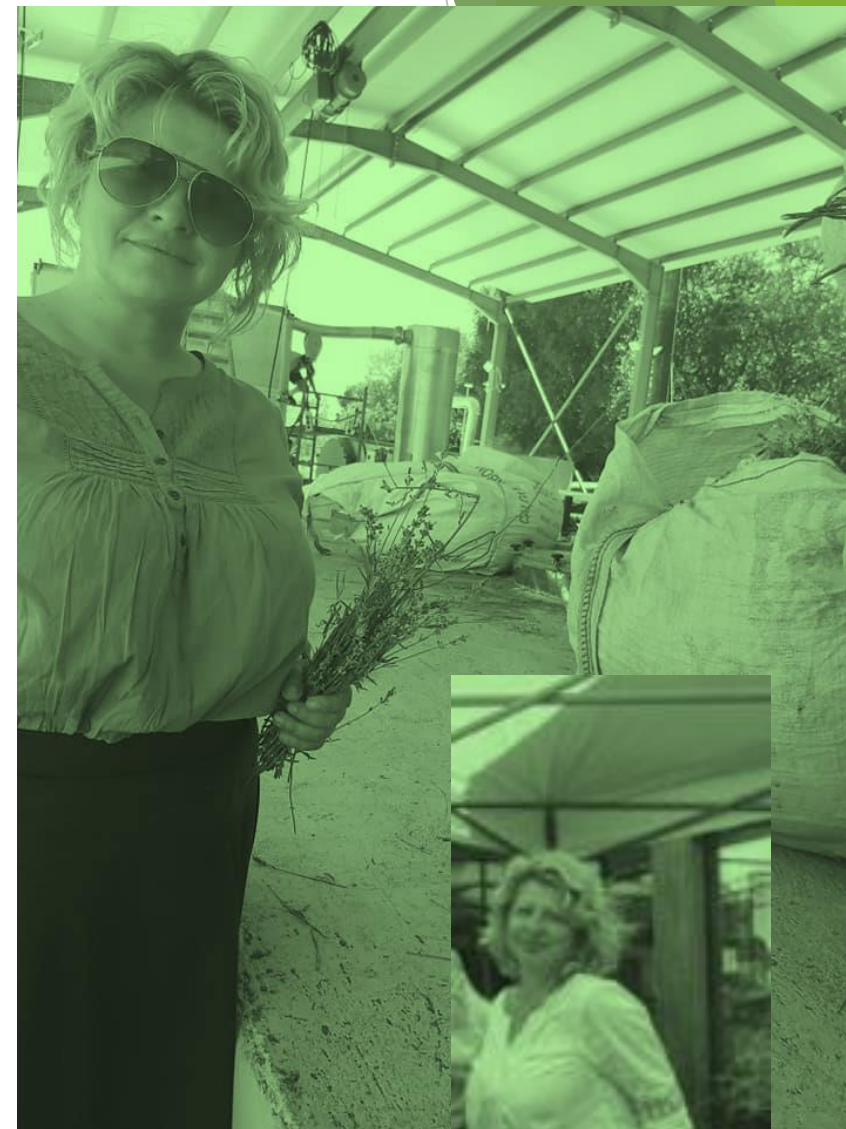
September 2021

Essential oils in short

- ▶ Essential oils are a concentrated, volatile mixture of aromatic substances obtained from plant materials by squeezing, extraction, distillation. It is thanks to the essential oils that the plants can boast of their own unique aroma, and the highest concentration of oils is not necessarily contained in the flowers, but also in the bark, fruits, leaves, resin and even the roots. The concentration of oils depends not only on the variety and type of plants and growing conditions, but also on the time of collection of the material, the stages of development and many other factors.
- ▶ Essential oils are soluble in organic solvents (alcohol, oil, wax, copper), but do not mix with water.
- ▶ Each essential oil is unique and unrepeatable, includes at least a hundred active substances that act in a complex system. Despite the fact that aromatic oils are generally perceived as an exclusive attribute of aromatherapy, they are actively used in other industrial sectors such as the production of luxury perfumes and cosmetics, in addition, they are also widely used in traditional pharmacology.
- ▶ Essential oils combine unique antibacterial, anti-inflammatory, antiseptic, antispasmodic, regenerating, stimulating and many other properties that help to restore the normal and optimal functioning of the body as a whole.

Company profile

- ▶ Bulgarian Herbs and Essential Oils Ltd. was founded as a family company
- ▶ The compact team is composed of proven good technologists and engineers with the necessary knowledge to produce quality products, which within the company are supported by qualified specialists in sales and marketing with experience in the country and abroad.
- ▶ The company strengthens its competitive position on the basis of: an established closed cycle in the field of essential oilseeds and the production of oils from them in the value chain "grower - producer - seller" within the same company and team.



Nursery garden and greenhouse



- The company "Bulgarian Herbs and Essential Oils" Ltd. has its own nursery and greenhouse, specializing in the production of essential oils, mainly lavender, hyssop, rosemary, basil, thyme, lemon balm, savory.



Distillery



- Our company has its own distillery in the village of Galabets, Pomorie municipality, which is equipped for the production of essential oils from grass crops and is developed on a modular basis with a capacity for processing 300 kg of raw products / hour. The installation consists of 5 distillation apparatus of 5.5 cubic meters for digestion of essential oil plants. Every year the distillery produces high quality natural essential oils of lavender, yarrow, hyssop, German chamomile, white pine and juniper, coriander, oregano, dill, rose hips, immortelle, fennel, savory, rosemary, mint, etc.



Own raw materials

- ▶ The processed raw materials and finished products are of high quality (through tests and certificates issued by legitimate certification institutions), including the fact that the company has over 1000 hectares of its own plantations, which are the main part of the oils and derivatives / by-products.



The store

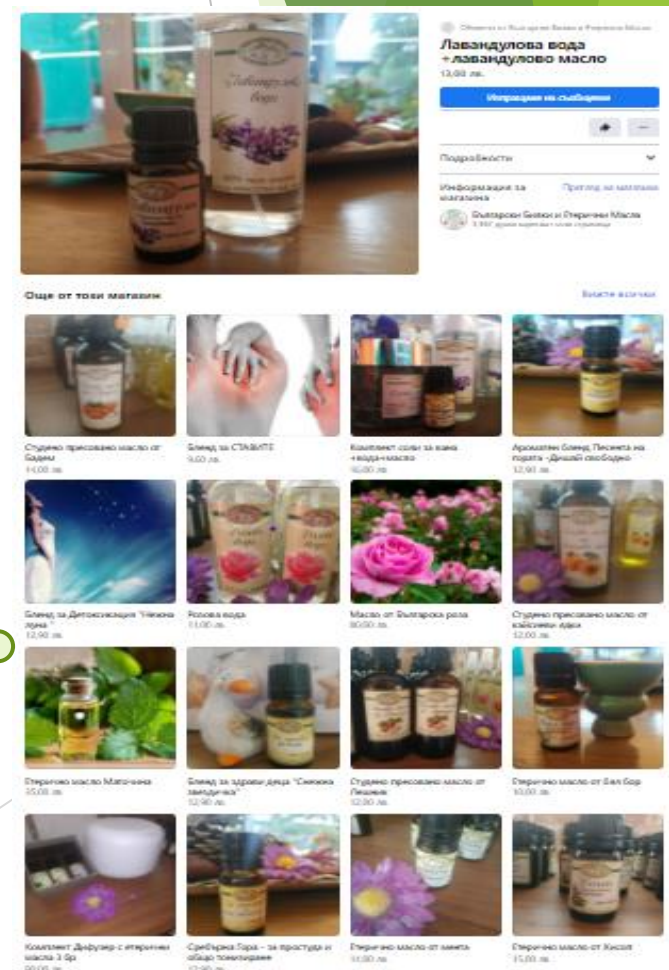
- The company has its own physical store located in the central part of Burgas

City of Burgas,
Kliment Ohridski Street № 3
UIC 205744880



- Internet trade of the company's products is realized through the company's Facebook page as well as through other social networks; under development is its own modern website

www.facebook.com/bbempomorie



The oils

- ▶ The oils are packaged in glass packs of 5 ml, 10 ml, 30 ml and 100 ml. The main ones are lavender, German chamomile, yarrow, oregano, thyme, rosemary, Roman chamomile, white pine, mint, lemon balm, hyssop, fennel, damask rose, Roman chamomile, immortelle, coriander, juniper, dill, geranium.
- ▶ The spectrum of cold-pressed oils includes well-selected quality oils of rosehip, apricot kernel, almond, hazelnut, wheat germ, black cumin, milk thistle, grape seed.



Our targets and the results

- The increasing financial results are related to our continuous striving to improve the competitiveness of the company and its more successful presence on national and foreign markets by increasing the volume of production, optimizing production processes, achieving higher productivity, reducing production costs, branding and branding of the offered products on target markets - nationally and internationally.



The formula for our success

- ▶ The goal of "Bulgarian Herbs and Essential Oils" Ltd. is to maintain the highest quality product with low production costs. How?
- ▶ Through established production practice and careful selection of raw materials, the company meets one of the most important requirements for the product - the purity of an essential oil is one of its most important characteristics, ie. it is essential that it does not contain synthetic ingredients, harmful pollutants and pesticides, while maintaining useful properties, concentration and aroma.
- ▶ Through strict control and careful selection of suppliers, which is fully feasible and currently a task for "Bulgarian Herbs and Essential Oils" Ltd. due to the fact that the company has a closed value chain - the oils it offers are produced on its own land, extracted in their own distillery for essential oils, relying mainly on their own raw material or that of well-selected and long-term proven partners.

What already distinguishes "Bulgarian Herbs and Essential Oils" Ltd., especially in the wholesale market of essential oils, is the high concentration of plant extracts, respectively - the stronger and richer aroma, better quality and normal price.



Perspective and plan (1)

- In 2022 it is planned to expand the production in the field of cosmetics: hand and face creams, body balms, hair or lip balms, eye serums against wrinkles or skin irritations, creams for women after childbirth, against rashes and itching in babies , mosquito repellents, floral waters, massage oils for face and body, oils and lip balms, moisturizing sprays for face and hair, bath salts and bath oils. These products will be based on rose, lavender, peppermint oil, German and Roman chamomile oil and other oils. Cosmetics and others. products (water, ointments) will be packaged and packaged in accordance with the specific requirements (such as material and shape) for each product.



Perspective and plan (1)

- ▶ Another key range of products will be the children's series of preparations with essential oils, through which "Bulgarian Herbs and Essential Oils" Ltd. intends to make a market breakthrough by filling a hitherto free market niche. At the moment, the Bulgarian market lacks a children's series of blends with essential oils ready for local application. The oils (blends) will be placed in a suitable colored roll-on package with a connection of the cap for carrying a backpack, placing a keychain, complete with a compact cheerful children's bag. Such a kit will give peace of mind to the whole family, as it will be a first aid for the child in case of burning, biting, getting into a viral or stressful environment. Under normal circumstances, the oils from the children's series will contribute to relaxation at home, the ability to concentrate at school, aromatherapy at any time and a natural disinfectant for the child by easily applying the wrist, ankle, temple, foot.



Contacts

Thank you for your attention!

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