



BULK INGREDIENTS

2024 **EXPORT CATALOGUE**

Conservation - Sustainability - Bio-Diversity - Empowerment



THE COMPANY

Agar Limited is an award-winning Kenyan company dealing in natural resources from Arid and Semi-Arid Lands in East Africa. We started as a commodities agency specializing in the trade of gum Arabic and resins such as frankincense and myrrh. Shortly after, we started creating value addition by distilling these resins into essential oils. Our product line now consists of over 10 essential oils, carrier oils, body butters, organic aloe-based cosmetics, and additional cosmetic products under the new JUA™ by Agar brand, now available in 4 countries. Agar Limited is also a consultancy agency working with governments, international NGOs and UN agencies on projects of land restoration, bio-enterprises development, and income generation activities.

MISSION

To be the lead agency in the economically empowered, indigenous and innovative public-private partnership in the dry lands of Africa, specializing in the sustainable exploitation of natural resources through biodiversity, conservation practices, environmental sustainability and forestation.

VISION

Our vision is to support the empowerment of pastoralist communities in the African ASAL through sustainable exploitation of natural forest resources, by providing them with market access and professional technical advice in selected NFTP value chains.

BULK INGREDIENTS

The offer of bulk ingredients – as seen above – has been the first trade of the company since 2018. We have created networks of collectors, farmers and harvesters and often trained and equipped them to ensure sustainability and standards of quality. We have carried out assessments in order to map resources and understand logistics and know the territory extremely well, utilizing field agents in collection and farming areas coordinated by a Field and Quality Manager who travels frequently to the sourcing areas. This control over the value chain allows us to know with great precision where the resources are coming from which is how we ensure traceability and compliance, which is part of our certification efforts (see below) together with the testing of most of our resources against quality parameters.

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*All prices are FOB and do not include shipping.
"CIF quotes given on demand"



ORGANIC CERTIFICATION

There is a fine line between natural, organic and “ORGANIC CERTIFIED”, all organic products are natural but not all-natural products are organic. “Certified Organic” is a registered trademark which follows heavily regulated procedures meaning 100% organic. Agar Ltd and its partners’ essential oils, our aloe, gum arabic, frankincense and sweet myrrh are certified or in the process of being renewed by Control Union Certifications (CUC) an international certifying body with very strict criteria.

ETHICAL BIO-TRADE

Biodiversity is one of our 4 core values at Agar, and our approach was always ethical, therefore, we became a member of Union for Ethical Bio Trade (UEBT) and are getting certified for practices of sourcing with respect.

Our natural resources are collected sustainably, and we can help our pastoralist communities through harvesting trainings and provision of tools to ensure we respect biodiversity and give them fair prices while conserving the environment.

UEBT standard provides tools, solutions and certifications to ensure the compliances of member companies for their commitment of respecting biodiversity, conservation and human rights in accordance with Ethical Bio Trade standard.

IFEAT CERTIFICATION

The International Federation of Essential Oils and Aroma Trades (IFEAT) – is a trade association founded in 1977; It represents the interests of companies involved in the production, processing, trading and manufacturing of the many thousands of ingredients used in flavors, fragrances and aromatherapy. To gain membership you need to be referred by two existing members and go through an assessment, so it's not given AT ALL to be part of this sector's association.

As a member of IFEAT, we have the privilege to access international collaboration between members and other national and international organizations, funding research and education programs, the encouragement of good practices, the dissemination of information and the provision of forums for discussion.

Since we aim to provide quality products sourced in the most ethical and sustainable way, being a member of IFEAT means an extra layer of guarantee and protection against lower standards and unsustainable sourcing.

QUALITY & TRACEABILITY

At Agar, we take quality seriously: With Jua By Agar the approach remained the same and Certificates of Analysis are available to certify the quality of the oils against minimum parameters.

Furthermore, most of our oils are certified organic or in the process to be, meaning thorough inspections have been carried out to ensure the traceability of the biomasses, the absence of any contamination and that processing is done in ways to ensure the oils are 100% natural.



RAW RESOURCES

| Items | MoQ | Monthly Capacity | Supply Time | Price (FOB) | Notes |
|--|-----------|------------------|--------------|---|------------------------------------|
| Gum Opoponax (Commiphora Holtziana) | 1,000 kgs | 10,000 kgs | 2 to 4 Weeks | \$13 per Kg (Grade A) \$9 per Kg (Grade B) | Origin: Kenya Conventional |
| Gum Arabic (in lumps) | 1,000 kgs | 20,000 kgs | 2 to 4 Weeks | \$3.5 per Kg (lumps) 1st Grade | Origin: Kenya Certified Organic |

ESSENTIAL OILS

| Items | MoQ | Monthly Capacity | Supply Time | Price (FOB) | Notes |
|---|--------|------------------|--------------|--|------------------------------------|
| Frankincense Essential Oil (Boswellia Neglecta) | 25 kgs | 200 kgs | 1 to 4 weeks | \$200 per kg (up to 100 Kgs) \$180 per kg (100 to 1000 kgs) \$150 per kg (above 1000 kgs) | Origin: Kenya Certified Organic |
| Sweet Myrrh Essential Oil (Commiphora holtziana) | 25 kgs | 40 kgs | 1 to 4 weeks | \$400 per kg | Origin: Kenya Certified Organic |



CARRIER OILS

| Items | MoQ | Monthly Capacity | Supply Time | Price | Notes |
|-------------------|-----------|------------------|--------------|----------------|------------------------------------|
| Baobab Oil | 20 liters | 100 liters | 2 to 4 weeks | \$20 per litre | Origin: Kenya Certified Organic |
| Moringa Oil | 20 liters | 50 liters | 2 to 4 weeks | \$30 per litre | Origin: Kenya |
| Neem Oil | 20 liters | 50 liters | 2 to 4 weeks | \$40 per litre | Origin: Kenya |
| Cape Chestnut Oil | 20 liters | 100 liters | 2 to 4 weeks | \$30 per litre | Origin: Kenya |
| Avocado Oil | 20 liters | 100 liters | 2 to 4 weeks | \$30 per liter | Origin: Kenya |

OTHER PRODUCTS

| Items | MoQ | Monthly Capacity | Supply Time | Price | Notes |
|---|-----------|------------------|--------------|------------------|-------------------------|
| Forest Honey | 500 kgs | 1,000 kgs | 4 to 6 weeks | \$4 per Kg | Origin: Kenya |
| Aloe (secundiflora) – Bitter gum/ Latex | 500 kgs | On Request | 4 to 6 weeks | \$6 per Kg | Origin: Kenya |
| Aloe (Barbadensis, Secundiflora) dried gel (Powder) | 20 kgs | On Request | 2 to 4 weeks | \$30 (dried gel) | Origin: Kenya |
| Frankincense and Sweet Myrrh Hydrosols | 20 liters | 500 liters | 2 to 4 weeks | \$2.5 per litre | Origin: Kenya |
| Shea Butter Nilotica (Vitellaria paradoxa) | 100 Kgs | 1000 kgs | 2 to 4 weeks | \$5 per kg | Origin: Uganda/Kenya |
| Beeswax | 5 Kgs | 500 kgs | 1 to 2 weeks | \$10 per kg | Origin: Kenya |



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