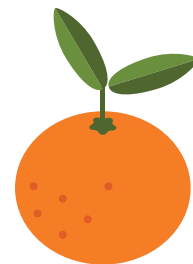


RISK MITIGATION FOR ALBANIA'S MANDARIN AND CITRUS SECTOR



PRODUCTION RISK

- Prolonged low temperature and frost
- Pest and diseases

RISK MITIGATION MECHANISMS

- Special equipment for fighting frost
- Tractors and proper spraying equipment
- Working capital for effective plant protection

MARKETING AND PRICE RISKS

- Sale difficulty due to lack of agreement with buyers
- Late harvesting of already ripped fruits
- Small supply
- Produce quality
- Safety standards

RISK MITIGATION MECHANISMS

- Consider farmers relationships with the buyers
- Special mandarin color changing equipment's (ovens)
- Cold storages to consolidate supply to keep the produce in good quality for up to 2 weeks
- Global GAP certification

FINANCIAL RISKS

- Financial risk mainly associated with marketing risk

RISK MITIGATION MECHANISMS

- Consider farmers relationships with the buyers

LEGAL RISKS

- (Chemicals') Maximum Residue Levels

RISK MITIGATION MECHANISMS

- Consider farmers' relationships with the buyers
- Finance safe and effective inputs

HUMAN RESOURCE AND MANAGEMENT SKILLS

- Poor marketing management
- Poor value chain governance

RISK MITIGATION MECHANISMS

- Support farms with basic management in the first place
- Consider farmers relationships with the buyers

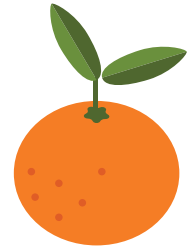
POLITICAL/POLICY RISKS

- High political risk due inconsistency/discontinuation of the government support for the greenhouse citrus (mandarin) sector

RISK MITIGATION MECHANISMS

- Update regularly about policy development and implications

MARKET FACTS IN ALBANIA



MANDARIN AND CITRUS SECTOR



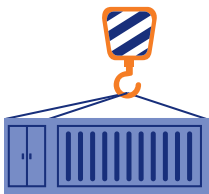
**CITRUS
PRODUCTION**
(ton)

2010 / 2016
13,336 / 39,774



**MANDARIN
PRODUCTION**
(ton)

2010 / 2016
5,037 / 26,104



**MANDARIN
EXPORT**
(ton)

2010 / 2016
0 / 7,783



**MANDARIN
IMPORT**
(ton)

2010 / 2016
10,411 / 3,241