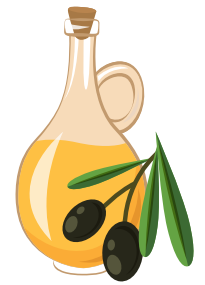


RISK MITIGATION FOR ALBANIA'S OLIVE SECTOR



PRODUCTION RISK

- Infected planting material
- Cultivar unsuitability to soil & weather conditions
- Ineffective plant protection inputs

RISK MITIGATION MECHANISMS

- Use certified healthy seedlings
- Soil analysis and certified suitability seedlings
- Support local adapted cultivar
- Make sure of available technology advice

MARKETING AND PRICE RISKS

- Difficult access to market for farmers using short chains (direct sales)

RISK MITIGATION MECHANISMS

- Farmers good relationships with mills and integrated farmers (farmers with mills)

FINANCIAL RISKS

- Production and marketing risks lead to financial risks
- Lack of liquidity 2-3 months before s are sold

RISK MITIGATION MECHANISMS

- Address production and marketing risk.
- Consider cross subsidy
- Consider the possibility of value chain finance

LEGAL AND ENVIRONMENT RISKS

- High degree of informality at the oil sector

RISK MITIGATION MECHANISMS

- Compliance with the legislation (tax and food safety legislation) as an eligibility criterion

HUMAN RESOURCE AND MANAGEMENT SKILLS

- Labor force scarcity

RISK MITIGATION MECHANISMS

- Consider labor force availability in case of financing

POLITICAL/POLICY RISKS

- High political risk due inconsistency/discontinuation of the government support for the olive and olive oil sector

RISK MITIGATION MECHANISMS

- Regular update about policy development and implications

MARKET FACTS IN ALBANIA



OLIVE SECTOR



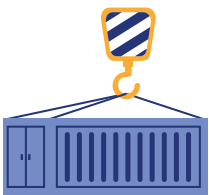
**OLIVE
PRODUCTION**
(ton)

2019
98,313



**OLIVE OIL
PRODUCTION**
(ton)

2019
20,038



**OLIVE OIL
EXPORT**
(ton)

2010 / 2019
15 / 174



**OLIVE OIL
IMPORT**
(ton)

2010 / 2019
1,201 / 1,381