For permanent suppliers only:

This year will open the first regional Depot of Bee Venom

Bee Venom Management

- Best Practices for Produce Traceability
- Quality Management
- Organization of the Sales Market
1. The advantages of this marketing strategy

- Applying best practices for collecting bee venom
- Training and continuous improvement of procedures,
- Classification and certification of bee venom quality,
- Tracing and applying procedures to other types of venom.
2. Excellent Traceability

Beekeeper
  Collection procedure
  Preservation procedure
  Analysis certificate
  Stocking
  Supplier contract
  Stock promotion
  Buyer contracting
3. Safe information, Guaranteed product

- Collection area, Harvest type, Period of the year,
- Quantity stored and estimated quantity for the following year,
- Certificate of analysis, Quality
- Labeling,
- Storage in compliant conditions,
- Insurance.
4. Predictability

- Safe, reliable supplier;
- Certificate of Origin;
- Guaranteed product;
- Fast delivery in compliant conditions;
- Long-term contracting for process continuity.
Regional Bee Venom Depot
Price trend

Regional Depot for crystallized bee venom

Price quotation of the bee venom stock  EUR/g

- Premium quality
- 2nd quality
- 3rd quality
- 4th quality

![Graph showing price trend for different qualities of bee venom from 2009 to 2020.](image)
Conclusions

• Realistically estimate the quantity that will be offered for the next year
  The beneficiary counts on a stable source and a long-term collaboration

• No one will contract small quantities at different qualities, without a certificate of origin and without the guarantee of continuity
  The buyer will count on a quantity supplier at a constant product quality

• Create a strong group, work like a hive, do not work individually
  Avoid unfair competition through unregistered businesses that will destroy the market, follow the model of the hive where bees work together
Research, development, perspectives

• Science is in constant search of valuable biological material. Support research into the use of venom and beehive products that have confirmed over time its health benefits.
- Love and Respect Bees,
- Return a percentage of the profit through actions in support of these wonderful beings.
- To be grateful to them by deeds, to be aware that we depend on their existence.

Thank you