## 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 sales 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

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Olive Production (ton)</td>
<td></td>
<td>98,313</td>
</tr>
<tr>
<td>Olive Oil Production (ton)</td>
<td></td>
<td>20,038</td>
</tr>
<tr>
<td>Olive Oil Export (ton)</td>
<td>15</td>
<td>174</td>
</tr>
<tr>
<td>Olive Oil Import (ton)</td>
<td>1,201</td>
<td>1,381</td>
</tr>
</tbody>
</table>