

Company from Portugal, Salicornia (Samphire) – Green Salt producer is looking for commercial agreement in the food sector

Summary

Profile type

Business Offer

Company's country

Portugal

POD reference

BOPT20260106005

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

• All countries

Contact Person

[Myrthe BONGERS](#)

Term of validity

6 Jan 2026**6 Jan 2027**

Last update

6 Jan 2026

General Information

Short summary

Portuguese company located in Aveiro Region that produces biological Salicornia (Samphire), fresh and dry, is seeking distributors to enter in new markets, through a commercial agreement

Full description

This Portuguese company, with 10 years, is located in the heart of the “Ria de Aveiro” and is a pioneer in the professional production of Salicornia in Portugal. Its long and solid experience allows it to produce a healthy and high-quality product. Salicornia is known as green salt and has -75% of Sodium, plus high value of Calcium, Potassium and Magnesium. Salicornia is a green-leafed plant with scale-like leaves that thrives in saltwater environments. It grows naturally in saline areas such as the “Ria de Aveiro” and is part of the Portuguese flora. In addition to its appreciated organoleptic characteristics, the quality of the plant lies in its ability to store salts, giving it high nutritional value. With a special aroma and fleshy stems, Salicornia is a succulent plant with a pleasant salty taste. Salicornia is naturally present along the coastal salt marshes of the Mediterranean Sea. This company produces the plant through a biological process.

Known for the presence of fertile tissues, Salicornia completes its life cycle, managing to survive in adverse conditions. Samphire production stands out for its sustainability, since irrigation is exclusively done with seawater, eliminating the need for other types of water and contributing to better water management. Samphire is an extremely versatile food and can be consumed fresh (raw or cooked) in a wide variety of dishes. It can also be dried and ground to be used as a seasoning. Samphire is an excellent natural substitute for salt, with low sodium concentrations.

Due to its various characteristics, it can also be used in:

- Cosmetics and pharmaceuticals. The extract of this plant favors the storage and transport of water in the cells of the epidermis, in addition to increasing the action of enzymes involved in the production of lipids in the skin;
- Medicine: it has anti-inflammatory, antioxidant, antihypertensive and antidiabetic properties. As a diuretic and medicinal plant, Salicornia is rich in vitamins and minerals, has immunostimulating characteristics and contributes to the prevention of high blood pressure problems. In the health sector, the company works closely with the University of Aveiro (Portugal) and the University of Aalborg (Denmark);
- Link to science: contributes to carbon reduction through CO₂ sequestration in coastal wetland ecosystems, known as "blue carbon" sinks. In the carbon sector the company works closely with the University of Lincoln (United Kingdom);

The production techniques employed are the result of years of research and development, carried out in partnership with the University of Aveiro. Currently, they also have the support of the Portuguese Society of Hypertension, which recommends the use of Salicornia as a contribution to improving quality of life.

The company is already present in international markets such as Germany, Spain, France, Denmark, UK and India. It is also in negotiations with USA, Brazil and UAE.

It intends to increase its international presence through other markets and in the various areas where the product can be applied. In Portugal, the product is already present in large supermarkets through a sustainable box containing an additional refill.

The company intends to find new distributors abroad through a commercial agreement.

Advantages and innovations

- Quality and innovative product
- Production with no environmental impact, which complies with all Food Safety & hygiene requirements
- The company has an Organic Production Certification for this biological product
- HACCP Certification
- High experience of the employees
- Excellent healthy product

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

No IPR applied

IPR Notes

Sustainable Development goals

• Goal 12: Responsible Consumption and Production

Partner Sought

Expected role of the partner

The company is looking for distribution partners for the foreign markets, preferably wholesale distributors specialized in the food industry, supermarkets, gourmet stores or other. The company offers top quality, reliability and professional approach to cooperation with international partners. The company is expanding its products to other countries and is looking for partners to distribute its products through a commercial agreement.

Type of partnership

Commercial agreement

Type and size of the partner

• SME 11-49

Dissemination

Technology keywords

- **08003 - Micro- and Nanotechnology related to agrofood**

Targeted countries

- **All countries**

Market keywords

- **05008001 - Marine products**
- **07004008 - Other consumer products**

Sector groups involved

- **Agri-Food**

Media

Images



[Salicórnica-Foto.png](#)