

S H I O

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1. WHO ARE WE?

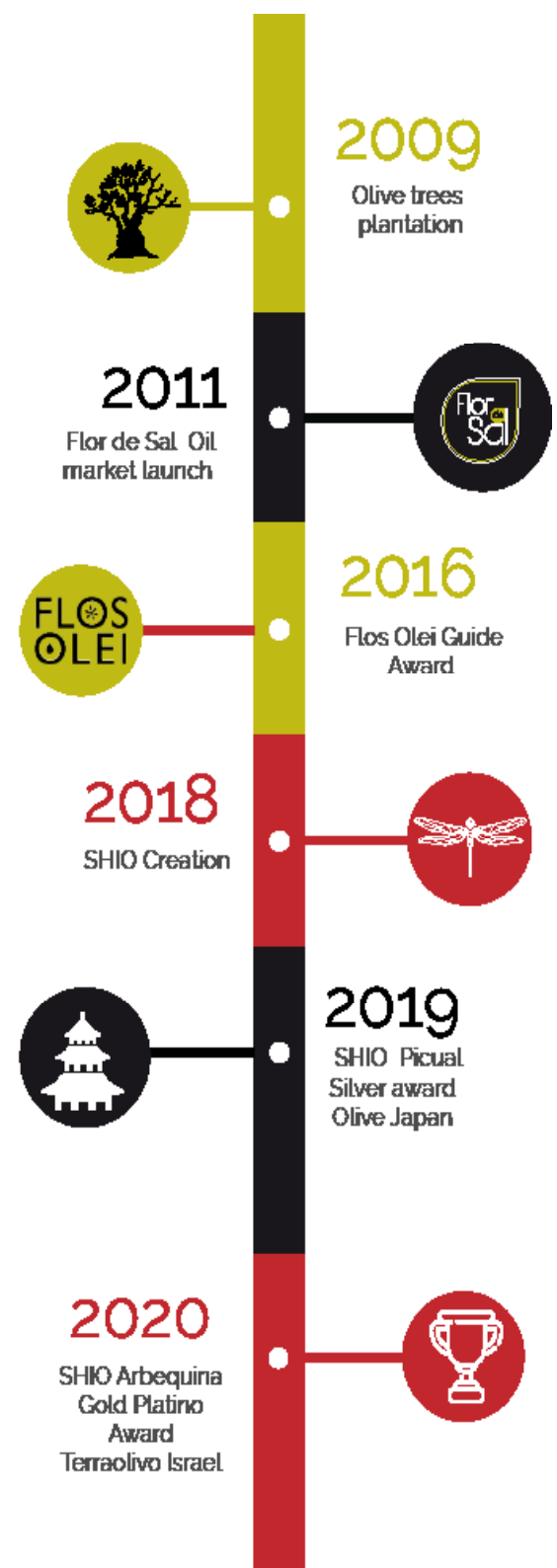
Flor de Sal Oil was born in 2009 in the town of **Alcolea de Cinca** (Huesca, Spain). The project is the result of the passion of a young entrepreneur, **Manuel Fortón**. His experience and knowledge as an Agricultural Engineer and his enthusiasm and initiative to continue working on his family lands, have made possible the growth and success of Flor de Sal brand.

After working in companies in the agriculture sector, since 2016 Manuel is 100% dedicated to Flor de Sal and the other companies of the sector he owns as well, such as the cultivation of fruit trees, rice and cereals.

An oil with its own personality



Salt flower on the soil surface



2. DIFFERENTIATION :

Olive Fields

Why are we Different?



- The farm is working under the concept "**Terroir**".

- Olive grove designed **in hedge**:
 - North-South orientation, so Olive trees receive **better lighting**.
 - Greater ventilation and less likelihood of diseases.
 - It facilitates the collection
 - **Reduce costs**

- **Fertirrigation**

Custom irrigation and fertilization

- Water and fertilizer **savings**
- **Organic** Fertilization

The Salt



- **Highly saline soil**: Oligocene (35 mll years)
- Surface salt outcrops: **SALT FLOWER**
- Permanent **water stress** makes the resulting oil differential.
- Smaller olive size
Highest percentage of skin: **polyphenol increase and chlorophylls**
- Greater **concentration of aromas**

Variety

Flor de Sal oils are monovarietal of **mainly three varieties** of olives:

- Arbequina
- Koroneiki
- Picual



Collection

- Collection in **first stages of envero**

- **Fat yield:**
 - EXTRAEARLY: 10%
 - EARLY: 15 %
- Collection of first ripe fruits

- **Polyphenol Increase**, the oil has greater stability

- **Chlorophyll Increase**, that's why it has a greener

- **Fruity and bitter**, oil with personality



Extra early
October

Early
November



" Collecting the early green olives, we get
Highest quality oils.
We sacrifice part of our harvest to
get a unique product "

3. OUR OLIVE OILS:

3.1 OLIVE VARIETIES:

Arbequina



La **ARBEQUINA** is variety of olive highly valued throughout the world, **it is the base of Flor de Sal oil** to make and extra virgin oil with the best organoleptic quality. It is an olive juice of an **intense fruity herbaceous green color, with notes of vegetables, artichokes, freshly cut grass and green almonds.** in the mouth it is **sweet**, with a slight bitterness and a little bit spicy. This taste character is given by the early olive harvest but it will get milder by the passage of time. It is a **soft and very fluid** oil in the mouth. It is a fresh virgin olive oil that combines perfectly with **fresh or cooked veggies, grilled fish or simply with a good bread.**

Picual



PICUAL is originally from Jaen and **represents 50% of Spanish olive production** and 20% of the world production. It gives an oil of **green tones** and with a **predominance of bitter flavors.** Its name comes from the pointed form (peak) of the olive. **It is the best variety in the world.** The olive is medium to large in size, with 3.2 grams on average. Maturation occurs from the beginning of November to the middle of December. The tree has great vigor, with branches that are somewhat short, branched and tend to produce shoots and pacifiers. It has a high stability index and a **high content of oleic acid and natural antioxidants.** Its high content of polyphenols, make it the most stable oil that exists. They are **ideal for cooking fish and shellfish and especially for making vegetable stir-fry.**

Koroneiki



KORONEIKI is a variety of Greek origin being the most cultivated variety in their country of origin. **Very rich in oleic acid, polyphenols and bitter** compounds that give it a long shelf life and make it very stable. This extra virgin oil generally has an **intense green, fruity and very rich in secondary aromas**, reminiscent of the olive leaf and various vegetables, such as artichoke. **Its color is very intense and clean green** due to the large amount of chlorophyll it has given its extra early harvest. In the mouth, it presents a great creaminess with positive attributes of **spicing, bitterness and astringency of medium intensity**, although a clear note of sweetness persists that contributes to maintaining a certain sensory balance. Ideal for use in raw with **white fish, fresh vegetables, salads or vinaigrettes**.



3.2 SHIO COLLECTION :

SHIO is about **monovarietal extra-early harvest AOVES**.

Their olives are selected **for their quality**, when they are **still very green**, so they get very low acidity and low yield. They also have a high content of polyphenols (antioxidants)

SHIO is characterized by being **very aromatic, fruity, bitter and spicy oils**.

Limited Editions of 500 cc.



SHIO ARBEQUINA

An **exceptional oil** where the delicacy of the Arbequina own aromas is exalted. Of **yellowish green color**, it has a medium fruity of fresh olive, with green **aromas of herbs and green wheat**, interspersed between the characteristic fruity notes of the Arbequina; Highlights almond, green grass and ripe banana.

In the mouth it is a **very balanced sweet oil** with a high fruity but with a **low bitter and light spicy**. It is harmonious and almond aftertaste. It is for broader consumer group.



SHIO PICUAL

Intense green, it is an oil that subtly impacts on the nose, clean and fragrant, where aromas of apple, freshly cut grass, tomato leaf, fig tree and artichoke are found. Positive **herbaceous attributes** all derived from an early harvest. In the mouth it is **balanced and fresh**. In the background, **green almond** memories appear. It complements perfectly with a **soft and elegant bitter and spicy touch**.





WHY SHIO?

"From the union of two elements present in our fields, salt and dragonfly, SHIO was born. which means salt in Japanese. We have made the symbolism of the dragonfly in Japan, the emblem of our brand and philosophy of life. It is revered since ancient times and protects the rice paddies from pests. Besides, it has a meaning of change, metamorphosis, strength and elegance"



3.3 FLOR DE SAL

Flor de Sal is characterized as **"An oil with its own personality"**. Its personality comes largely from **the location of the olive fields**, but another differentiating aspect is the time of **early harvesting of the olive for its elaboration**. It is a very **versatile oil** and intended for a wider group of consumers.

Available in a **wide variety of formats**, from HORECA channel, to retail channel sales, event details and gifts, etc.



5 PET CARAFE

Flor de Sal "ARBEQUINA"

Large PET carafe format(, 5 liters) with modern design and handle in the top to facilitate transportation and dosing. It is the most economical option of the whole range.

Ideal for restaurants, distributors, food stores and domestic use.



2L PET CLAW

Flor de Sal "ARBEQUINA"

PET carafe of medium format (2L). Modern design and ergonomic with very comfortable side handle for dosing and for transport. Ideal for food stores and domestic use.



0.5 L. GLASS BOTTLE

Flor de Sal "ARBEQUINA"

500 cc glass bottle screw cap and closure non-refillable doser. Glass protector of solar radiation to avoid oxidations of the olive oil. Ideal for details, gourmet sector, Christmas details for companies and restaurants



0.25 L GLASS BOTTLE.

Flor de Sal "ARBEQUINA"

Flor de Sal "KORONEIKI"

250 cc glass bottle screw cap and closure non-refillable doser. Glass protector of solar radiation to avoid oxidations of the olive oil. Ideal for details, gourmet sector, Christmas details for companies and restaurants

"The technology used in the process as well as in the preparation, make it easier to capture the essence of the Arbequina olive variety to the fullest.

A very early harvest accentuates the fruity notes of the oil. Besides, the speed of harvest and cold extraction of the oil are essential to avoid the oxidations and fermentations that do occur using traditional methods. This makes Flor de Sal a fresh, young, clean and flawless oil. "



3.4. AWARDS:

FLOS OLEI is currently the best-known guide on extra virgin olive oil and the one with the most worldwide prestige. This guide is directed by the sensory expert Marco Oreggia who also directs the tasting panel that evaluates EVOOs.

Having FLOS OLEI recognition is important because it gives an indication of expert tasters on the quality of the oil and also on the quality of the production company.

Flor de Sal has been selected in two consecutive years for the Guide in 2016 and 2017, being the only Aragonese oil. in this last year



Selected in the fruity oils section.

Aceite Flor de Sal ARBEQUINA "Selected farm 2016" 82 ptos



Selected in the fruity oils section.

Aceite Flor de Sal KORONEIKI "Selected farm 2017" 85 ptos

Our premium **SHIO** oils have been awarded two consecutive years in two of the most prestigious EVOO competitions in the world. In just two years of existence in the market, we have already positioned ourselves as award-winning products for their high quality.

2019: Silver Medal in Olive Japan, for SHIO Picual

2020: Grand Prestige Gold Medal in Terraolivo Israel, for SHIO Arbequina.



3.5 TECHNICAL DATA:

SHIO

FLOR DE SAL



Liters/ UD	500 cc	5 L	2 L	500 cc	250 cc
KG/ UD	0,98	4,72	1,97	0,95	0,52
UDS/ BOX	6	3	6	6	9
CM BOX	25,8 x 30 x 23,5	48 x 16,4 x 33,6	35 x 30 x 24	25,6 x 17 x 23	20,8 x 20,8 x 17
KG BOX	5,88	14,15	11,8	5,7	4,7

3.6. INNOVATION:



2017

Olive varieties are studied for extra early harvesting

- Picual
- Hojiblanca
- Royal de Cazorla

Some difficulties are found due to weather conditions



2018

Second year of evaluation and we got results of some of them



2019

VARIETIES IN STUDY

- Empeltre
- Frantorio
- Changlot Real
- Manzanilla Cacere-a
- Picudo
- Cornicabra
- Cornezuelo

NEW PRODUCTS

- Olives
- Olive paste
- Christmas baskets

PRIZE OLIVE OIL JAPAN



2020

LAUNCHING OF SHOP ONLINE

GOLD PLATINUM MEDAL PRIZE IN TERRAOLIVO ISRAEL CONTEST

DEVELOPMENT OF NEW PRODUCTS :

- SHIO pomegranate products
- Handmade Turrón Sweets



2021

DEVELOPMENT OF NEW SHIO PRODUCTS
DEVELOPMENT OF ONLINE SHOP
EVOO INTERNATIONAL CONTESTS

4. GRAPE & HONEY SWEET VINEGAR



Grape and honey sweet vinegar is one of the latest additions to the Flor de Sal catalogue. It is a completely natural product, free of sulphites and preservatives, made only with vinegar, water and honey.

It is especially distinguished by its intense sweet flavor due to the high percentage of honey in its recipe, which makes it unique.

The presentation is in a 250cc glass bottle. Our sweet and sour vinegar combines perfectly as a salad dressing, a vegetable dressing, to accompany baked fish and chicken, to prepare meat marinades or even to give a special touch to canning dressing, such as some cockles with a sweet and sour final taste. . Without a doubt, a very original flavor!





5. SHIO SELECTED OLIVES :



ARBEQUINA OLIVE
100% Natural,

Small in size, round in shape and with a great aroma, the Arbequina olive **concentrates an intense flavor**. In addition, **the best olive oils are made with this variety**. They are ideal to accompany fish. It is paired with white wines.



EMPELTRE BLACK OLIVE
100% Natural,

It is **the Aragonese olive par excellence that comes from the Ebro valley and Lower Aragón**. The olive Empeltre, black in color, is characterized by its **accentuated flavor**. Combines perfectly with products from the field, such as onion and tomato, and with wines with strong characters.



OLIVE JAM
BLACK OLIVE PASTE WITH HARISSA
100% Natural and original

Tasty and daring jam, it fuses quality green olives, sugar and lemon juice. This green olive jam has a different flavor and full of nuances, designed to contrast with the taste of cheese.

Mix of **black empeltre olive paste from the lower Aragon with Harissa paste**, a mixture of different Arab spices that give a point of spice to your best tapas. Ideal to combine with cheeses.

To complement our range of AOVES SHIO, the collection of table olives, pate and premium olive jam was launched in 2020.

Made with natural and top quality ingredients to accompany the appetizers of the most demanding palates.



CAMPESINO STYLE OLIVES

Marinated with natural herbs

The Campesino style is our favorite homemade dressing. Manzanilla olives with a selection of natural herbs and spices **with an ingredient such as saffron that makes them very special.** Ideal to eat alone as an aperitive.



ABUELA STYLE OLIVES

The taste of all life

Verdial olive combined with other products such as vinegar, red pepper and garlic, which give the olive a special flavor that makes them an ideal product for marinated salads or as an aperitive.



MANZANILLA STUFFED GARLIC

Our most original filling

Made with the best olives, Manzanilla stuffed with garlic is a very special product. **With an intense and original flavor, you can surprise the most curious palates.** The best thing about this variety is the combination of the **crunchy texture of garlic and olive.** Perfect to eat anywhere appetizer.

6. EVOO CHOCOLATES OLIVIA



Olivia chocolates are the latest addition to the SHIO product collection.

These are elegant chocolates made by hand, with extra-fine chocolate and extra virgin olive oil, Arbequina from the SHIO collection.

SHIO chocolates are a whole different experience for your mouth. The box consists of 12 chocolates of 6 varieties. Below is the description of each of them.

	QUERCUS Truffle and sea salt oil	Chocolate filled with the classic truffle ganache made with dark chocolate 64.5% cocoa, butter, sugar and EVOO SHIO arbequina infused with sea salt and white truffle . Finished with a 34.9% milk chocolate coating
	MARE Rosemary and thyme oil	Chocolate filled with the classic ganache of truffles based on milk chocolate 36.5% cocoa, butter, sugar and EVOO SHIO arbequina infused with rosemary and fresh thyme . Finished with a 34.9% cocoa milk chocolate coating
	CITRUS Ginger, Orange and saffron oil	Chocolate filled with the classic truffle ganache based on white chocolate 31% cocoa, butter, sugar and EVOO infused with fresh ginger, orange zest and saffron from Teruel . Finished with a 34.9% milk chocolate coating
	OSCA Tomato and basil oil	Chocolate filled with Marcona almond praline and milk chocolate 36.4% cocoa, butter, sugar and EVOO SHIO arbequina infused with dried tomato flakes and fresh basil . Finished with a 34.9% cocoa milk chocolate coating
	CAPSICUM Chili pepper oil	Chocolate filled with Marcona almond praline and 64.5% dark chocolate, made with SHIO Arbequina EVOO infused with chili pepper and Jamaican red pepper . Finished with a 34.9% milk chocolate coating.
	NERO Black Garlic and paprika oil	Chocolate filled with Marcona almond gianduja and white chocolate 31% cocoa and EVOO SHIO arbequina infused with black garlic and paprika from La Vera . Finished with a 34.9% cocoa milk chocolate coating and hand painted.



17.00

OLI
VIA

BOMBONES ARTESANALES DE ACEITE DE OLIVA ARBEQUINA
LABORATORIO OLIVE OIL HAND-MADE ARTISAN LABORATORY

DETAGLI A MANO

7. SHIO POMEGRANATE PRODUCTS :

The latest addition to our SHIO range of products have been **products made from pomegranate and lime**. They are **100% natural products without preservatives**, and handmade

The pomegranates with which these products are made are homegrown, and of the **premium Emek and Shani varieties**, characterized by their sweet and intense flavor.



LIME AND POMEGRANATE SWEET:

This original product is made from **natural pomegranate juice, lime and sugar**. It has a gelatinous consistency similar to quince meat. **It combines perfectly with aged cheeses, foie, for desserts or even diced for salads** to give a sweet flavor to your dishes.



SHIO

**DULCE DE GRANADA
Y LIMA**

SIN CONSERVANTES

Quinceña 81, Cella, Iquitos, T. 05419
www.shiohualpa.com

8. PRODUCTS DISTRIBUTION : RICE

At Flor de Sal we are committed to the development and support of small local producers. That is why we also distribute high quality rice from two producers in our area, **Arroz Brazal** and **Arroz Niral**.

These rice fields are located higher than any other plantation in Spain and therefore are crops that resist low temperatures. In addition, the irrigation water comes from the melting of the Pyrenees. These conditions favor a slow maturation of the grain, and reduce the presence of pests and diseases.

The varieties we work with are the following:

BRAZAL RICE:

MARATELLI: round and pearly grain, ideal for paellas, risottos and baked rice.

GUADIAMAR: Crystalline medium grain, perfect for white rice, side dishes and sushi.

INTEGRAL: medium grain, suitable for salads, rice with vegetables and garnishes.

BALILLA X SOLLANA round and pearly grain, suitable for risottos and honeyed.

BOMBA: short and pearly grain, perfect for soupy and honeyed.

NIRAL RICE:

CARNAROLI: It is one of the types of rice most used in the preparation of risotto because it retains its shape after slow cooking, absorbs the flavors, offers a firm, spongy texture and with the nucleus al dente.

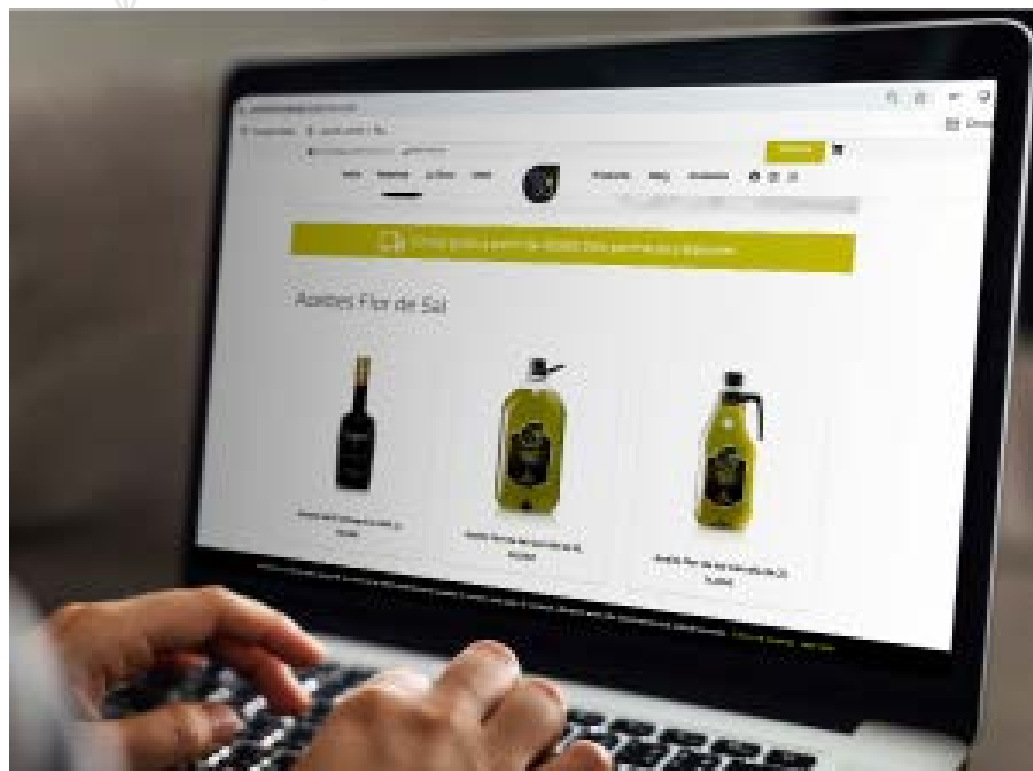
It is a medium grain, round and white rice, considered the king of rice, classified as a superfine rice and of the highest quality.

OKURA: It is a glutinous rice, originally from Japan but cultivated in Spain, used among other uses to make sushi, recognizable for its high starch content.

Below we present the full range of distributed products:



9. SHOP ONLINE:



At the beginning of 2020, we embarked on a new online project to be able to reach every corner of Spain with our products. We launched our own online store, to be able to offer our entire range of EVOOs and olives, as well as a selection of products from the gourmet category:

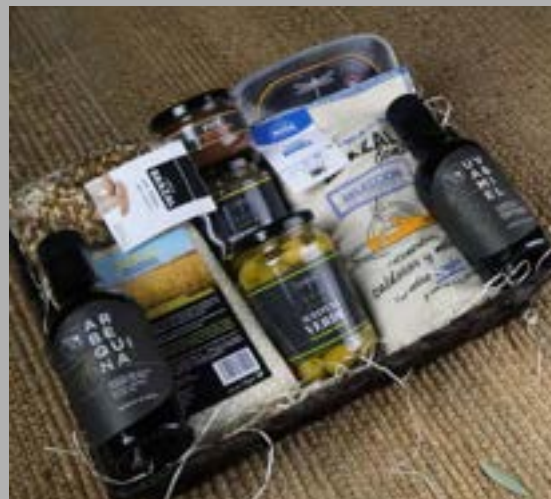
- Wines
- Preserves
- Cavas
- Vermouths
- Gourmet food

www.aceiteflordesal.com/tienda

10. GOURMET HAMPERS:

Since 2019, a new project has been started within the company. At Christmas we present a selection of the highest quality products that are not usually found on supermarket shelves.

Most of them are from small agri-food producers who innovate daily to get out of the channels of the large markets. It has opted for local producers, who defend quality over quantity, artisans who live for their trade seeking excellence with the aim of surprising the consumer. Defenders of the rural environment who bring us their best directly to our tables.





SHIO

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An oil with its own personality



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