

KOBAC GROUP OF COMPANIES

KOBAC GENERAL TRADING COMPANY
HASSAN KOBAC FRANKINCENSE & MYRRH

 **Kobac General Trading**
Your happiness is our priority

KOBAC FRANKINCENSE
NATURAL OIL LTD



KOBAC GROUP

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HASSAN KOBAC
FRANKINCENSE & MYRRH

PROFILE

2026



<https://kobacgt.so>



About Us.

Kobac General Trading Company's brand, Hassan Kobac Frankincense & Myrrh is an ancient family business with its roots deeply embedded in the traditions of Somalia, Djibouti, Kenya, and Ethiopia. For generations, we have been leaders in the wild harvesting of natural gum resins, focusing on Frankincense, Myrrh, and Opoponax. These resins are prized for their use in aromatherapy, perfumery, cosmetics, and traditional medicine.

Our family legacy continues to thrive, but now under the stewardship of a modern generation. With a vision for the future, we have expanded the business to serve global markets across Europe and the United States. Despite this global reach, we remain deeply connected to the land and local communities, preserving the knowledge and sustainable practices passed down for centuries. We have incorporated value addition to our profile by offering premium quality essential oils carefully distilled to preserve their potency using state of art modern facility. We have a legacy of producing the finest Frankincense Essential Oil (*Boswellia carterii*) and Myrrh Essential Oils. The semi-arid, rugged regions of Somalia are home to the Boswellia and Commiphora trees, from which these resins are sustainably harvested. With a commitment to environmental stewardship, traceability, and ethical trade, Hassan Kobac Frankincense & Myrrh is dedicated to offering the highest-quality products while uplifting the communities that depend on these forests.



Mission & Vision.

MISSION

We are committed to the sustainable wild harvesting of natural gum resins, ensuring fair compensation, and full traceability from forest to consumer. Our mission extends to protecting the fragile ecosystems from which our products are sourced, ensuring the continued livelihood of both the environment and the communities that rely on it.

VISION

To be the most trusted and sustainable supplier of Frankincense, Myrrh, and Opoponax globally, promoting ethical trade, environmental preservation, and local community empowerment.

CORE VALUES

- **Sustainability:** Implementing sustainable wild harvesting practices to ensure the long-term health of the forests and trees.
- **Traceability:** Guaranteeing complete transparency at every stage of our supply chain, from forest to finished product.
- **Fair Trade:** Providing equitable compensation to all collectors and workers involved in the harvesting and processing of our products.
- **Environmental Stewardship:** Prioritizing the protection of ecosystems through ethical practices that preserve biodiversity.
- **Empowerment:** Supporting the local communities that sustain our business through education, healthcare, and clean water initiatives.

Management

The strength of Kobac General Trading Company lies in its dynamic and strategically structured leadership. Our management is composed of three key tiers; **Executive Management, Field Management, and Branch Management** each playing a critical role in our continued success.

At the helm is CEO & Owner, **Hassan Idow Muhumed**, a visionary leader guiding the company's growth and global strategy. He is supported by a high-caliber executive team including **Finance Manager** - Hiba Mohamed, **Compliance & ICS Lead** - Barack Chunga, **Production Head** - Rasheed Povathu, **Quality Lead** - Adan Ali Adan, and **International Relations Head** Mohamed Abdullahi This team is driving operational excellence across their divisions.

Our Field Management, led by Ali Dahir and Abdi Osman Muhumed, ensures seamless on-ground execution, while our branch leadership sustains strong local performance across all operational regions.

Together, this team exemplifies professionalism, innovation, and a shared commitment to delivering quality, reliability, and growth.





Growth and Harvesting

In the harsh but resilient ecosystems of northern Somalia, the *Boswellia* and *Commiphora* trees flourish in rocky, semi-arid soils. These trees are the source of the premium Frankincense, Myrrh, and Opoponax resins, which have been harvested by local collectors for generations.

The resin harvesting process begins by carefully tapping the tree's bark. The resin is secreted as a defense mechanism and hardens over time. Collectors return after several weeks to carefully gather the dried resin crystals. The trees are tapped only at specific times of the year, following strict sustainable guidelines to ensure the trees' long-term productivity.

At Hassan Kobac, we follow a sustainable and ethical harvesting protocol, training local collectors in best practices to protect the trees and ensure future harvests. This traditional yet scientifically-informed approach allows us to balance productivity with ecological responsibility.





Product List

Our products are harvested with utmost care and commitment to sustainability, certified by FairWild through ECOCERT. We specialize in wild-harvested gum resins and essential oils that are renowned for their purity, quality, and therapeutic benefits.

1. Frankincense (*Boswellia carterii*) Gum Resin

This premium-grade Frankincense is sustainably harvested from the wild *Boswellia carterii* trees in the semi-arid regions of Somalia. Known for its soothing and spiritual properties, it is widely used in aromatherapy, religious rituals, and skincare.

Applications: Incense, cosmetics, medicinal balms, and perfumes.



2. Myrrh Gum Resin

Sourced from the wild *Commiphora myrrha* trees, our Myrrh Gum Resin is renowned for its medicinal and aromatic qualities. The resin has a rich, earthy scent and is used in incense, wound care, and traditional medicine.

Applications: Healing salves, incense, perfumery, and pharmaceuticals.





3. Opoponax (*Commiphora guidotti*) Gum Resin

This rare and aromatic gum resin is derived from the *Commiphora erythraea* species, and is known for its sweet, earthy fragrance. It has a long history of use in perfumery and incense, valued for its calming and grounding properties.

Applications: High-end perfumes, incense, and aromatherapy blends.



4. Frankincense (*Boswellia carterii*) Essential Oil

Steam-distilled from our premium Frankincense resin, this essential oil has a rich, balsamic aroma with soothing and meditative properties. It is a prized ingredient in skincare, aromatherapy, and spiritual practices.

Applications: Aromatherapy, skincare, meditation, and respiratory health.

5. Myrrh Gum Essential Oil

Our Myrrh essential oil is extracted from the highest-quality *Commiphora myrrha* resin using steam distillation. It has a deep, resinous scent and is known for its anti-inflammatory and rejuvenating properties.

Applications: Skincare, healing ointments, and spiritual anointing oils





Annual Harvest and Export

On average, Hassan Kobac Frankincense & Myrrh oversees the harvest of 800 metric tons of Frankincense, 600 metric tons of Myrrh, and 500 metric tons of Opoponax annually. These resins are then exported to markets across Europe, North America, Africa, Middle East, Asia and Australia, where they are utilized in essential oils, aromatherapy, incense, perfumery, and skincare products

Our state-of-the-art processing facility in Mogadishu ensures that every harvest is handled with care. Here, the resins are cleaned, sorted, graded, and prepared for export. We also utilize steam distillation to produce essential oils, ensuring the finest quality is delivered to our clients.





Process Flow

Wild Harvesting: Resin is harvested from wild *Boswellia* and *Commiphora* trees by trained local collectors using sustainable methods.

Storage at Jungle Stores: Collected resin is temporarily stored in climate-controlled jungle stores to maintain its quality and purity.

Transport to Collection Centers: The resin is then transported to bulk collection centers, where it is sorted by quality and prepared for further processing.

Transport to Mogadishu Processing Facility: Resins are transported to our Mogadishu facility, where they are sorted, graded, and packaged. Essential oils are extracted through steam distillation if required.

Dispatch to Global Markets: After rigorous quality control, the resins and essential oils are packaged and dispatched to international clients, primarily in Europe and the USA.



Certifications

FairWild Certification (Certified by Control Union):

Hassan Kobac Frankincense & Myrrh is proud to be FairWild certified, reflecting our commitment to sustainable harvesting practices and fair compensation for workers and collectors. This certification guarantees that our products are ethically sourced and that our practices do not harm the environment.

Previous Organic Certification: Although we previously held organic certification, it was discontinued due to the European Union's ban on organic certification in Somalia, citing concerns over security and geopolitical risks. This ban has impacted all industry players in Somalia, as organic audits can no longer be conducted. However, we remain committed to re-applying for organic certification once the EU lifts its ban.



Kobac General Trading Company Limited, Kenya

Kobac General Trading Company Limited (Kenya) represents a strategic expansion of the Hassan Kobac Frankincense & Myrrh legacy into East Africa. Incorporated and headquartered in Nairobi, Kenya, the Kenyan entity serves as a regional hub for large-scale essential oil distillation, value addition, logistics coordination, and international market access.

Core Operations

Our Kenyan entity specializes in the **industrial-scale steam distillation** of Frankincense and Myrrh essential oils, utilizing advanced modern distillation technology designed to preserve the aromatic integrity, therapeutic efficacy, and chemical composition of these high-value natural resins.

Our production systems operate under stringent internal quality-control protocols. Each batch of essential oil is subjected to multiple quality verification stages to ensure full compliance with international cosmetic, pharmaceutical, aromatherapy, and fragrance industry standards.

Strategic Location and Logistical Advantage

Our state-of-the-art distillation facility is strategically located at **Even Business Park, Airport North Road, Nairobi, Kenya**

This location provides immediate access to critical national and international infrastructure, including:

- Jomo Kenyatta International Airport (JKIA) for expedited global air freight
- Nairobi Inland Container Depot (ICD) for efficient customs clearance and container handling
- Standard Gauge Railway (SGR) Nairobi Terminus for direct rail connectivity to the Port of Mombasa

This positioning delivers a significant logistical and operational advantage, enabling reduced transit times, improved export efficiency, and enhanced supply-chain reliability.

Security, Accessibility and Client Engagement

Nairobi offers a secure, stable, and internationally connected business environment, making it ideal for hosting international clients, certification auditors, regulators, and strategic partners. Clients are welcome to visit and inspect our Kenyan facility, observe the distillation process firsthand, and engage directly with our technical and management teams,

reinforcing transparency and confidence.

Technology & Quality Assurance

The Kenyan distillery is equipped with modern stainless-steel steam distillation units, precision process controls, and hygienic handling systems that ensure:

- Preservation of volatile aromatic compounds
- Consistent oil yield and reproducible chemical profiles
- Compliance with export, safety, and regulatory requirements

Every production cycle is fully documented, traceable, and reviewed to ensure consistency and premium quality.

Institutional Collaboration and Long-Term Sustainability

As part of our long-term sustainability strategy in Kenya, Kobac General Trading Company Limited actively collaborates with key national institutions and regulatory bodies to ensure compliance, environmental stewardship, and responsible industry development. These collaborations include engagement with:

- Kenya Plant Health Inspectorate Service (KEPHIS): to ensure phytosanitary compliance, plant health protection, and export readiness of botanical products
- Kenya National Chamber of Commerce and Industry (KNCCI): to strengthen private-sector engagement, trade facilitation, and policy alignment
- Kenya Forest Service (KFS): to support sustainable forest resource management, conservation initiatives, and responsible harvesting practices
- Kenya Bureau of Standards (KEBS): to ensure conformity with national and international product quality, safety, and standardization requirements

Through these partnerships, Kobac reinforces its commitment to long-term ecological sustainability, regulatory compliance, traceability, and ethical trade practices across the Frankincense and Myrrh value chain.

Certification and Regulatory Development

In line with Kenya's enabling regulatory environment, Kobac is actively pursuing key international and regional certifications, including:

- Organic Certification
- Additional quality, sustainability, and export-related certifications aligned with global market requirements

These efforts further strengthen our credibility and long-term market positioning.

Expansion of Kenyan Sourcing and Collection Zones

Kobac Kenya is in the process of establishing additional Frankincense and Myrrh collection zones within Kenya to integrate Kenyan-origin raw materials into our supply chain. This initiative is designed to:

- Support local communities through ethical sourcing and fair compensation
- Enhance traceability from forest to finished essential oil
- Diversify supply while reducing pressure on single-source ecosystems
- Promote sustainable utilization of Kenya's natural resin resources

A Regional Value-Addition Hub

Kobac General Trading Company Limited, Kenya is positioned as a regional center of excellence for essential oil value addition, combining ancestral harvesting knowledge with modern industrial processing. The Kenyan entity plays a vital role in strengthening East Africa's participation in the global Frankincense and Myrrh industry while upholding the highest standards of quality, sustainability, and transparency.



Kobac, Kenya team with the Somali Minister of Agriculture and Irrigation

Projects & Initiatives

Through the Hassan Kobac Foundation, we are proud to lead community-driven initiatives that focus on improving the lives of our workers, collectors, and their families. These initiatives encompass education, healthcare, emergency aid, and clean water access.

Education

- Support for vulnerable school children.
- Construction and renovation of schools.
- Provision of educational materials and resources.



Awareness, Training & Capacity development

Health

- Building and equipping hospitals and clinics.
- Providing ambulances and medical supplies
- Health education and awareness campaigns.





Food & Nutrition

- Emergency food aid during droughts, floods, and famines.
- Nutritional support for internally displaced persons (IDPs).

Sustainable agriculture initiatives.



Water Sanitation & Hygiene (WASH)

- Building and equipping hospitals and clinics.
- Providing ambulances and medical supplies
- Health education and awareness campaigns.



Contact Us

We are always open to inquiries, partnerships, and collaborations. Feel free to contact us through any of the following offices:

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