

Wallonie



INVITATION D'ACHETEURS

Ingrédients & compléments alimentaires



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EXPORT
INVESTMENT

06.11.24

> 07.11.24



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EXPORT
INVESTMENT



INVITATION D'ACHETEURS
INGREDIENTS & COMPLEMENTS ALIMENTAIRES

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Website: <https://geus.hr/>

Activities: 1) Production of flavour seasonings for snack products
2) Distribution of ingredients

In a few words: Geus is a Croatian company which has 2 main business activities – production of flavour seasonings and distribution of ingredients. On the flavour seasonings side of business, we have over a thousand of our own formulations which we place on the markets of Croatia, Lithuania, Bosnia and Herzegovina, Serbia, Hungary, the Czech Republic, Spain, India, Bulgaria, etc. As far as the distribution of ingredients go, we represent exclusively our principals and provide their products to Croatian, Slovenian, Serbian, Bosnia and Herzegovina and North Macedonian markets. Our fields of expertise include fine fragrances, stabilizers and thickeners, vanillin, food colours, flavours, chocolate pieces and botanical extracts.

Key figures

Turnover (year) : 3 million EUR

Staffs: 10

Number of points of sales: 1 (office and factory in Komin, Croatia)

Distribution's strategy

Customers/channels: B2B exclusively

Development strategy: events, fairs, conventions

Referenced Products

Flavour seasonings for snack products

Chocolate pieces

Fine fragrances

Stabilizers and thickeners

Vanillin

Food colours

Botanical extracts.

Request Products in Wallonia

- Food Ingredients (for our Flavour Seasonings as well as Distribution)
 - Additives, Botanical extracts, Essential oils
 - Plants extracts, Yeast nutrients
- Chocolate drops (Distribution)
- Dried Fruits and Vegetables (Distribution)
- Herbs and spices (for our Flavour Seasonings)
- Aromas and flavours (for our Flavour Seasonings as well as Distribution)

Invitation BtoB



Website: www.yasenka.hr

Activities: import, distribution raw material sourcing

In a few words: Top3 brand in Adriatic region in food supplement area. Award winning beauty brand Skinage sold to over 35 countries worldwide.

Besides food supplement we distribute and produce OTC medicines and cosmetics that are offered in region as well as overseas.

The company is fastest developing company in phara business in Croatia

Key figures

Turnover (year) : /10 mio EUR

Staffs: 75

Number of points of sales: 1300

Distribution's strategy

Customers/channels : wholesale export, pharmaceutical wholesale amd pharmacies

Development strategy: marketing, ecents, exhibitions, tastings, promotions, e commerce, social media advertising, TV, radio, print

Referenced Products:

Food supplement finished products

OTC

Raw materials for supplements

API

Request Products in Wallonia

- Food Ingredients

Vitamins,

minerals,

aminoacids,

probiotics,

natural aromas and extracts,

packaging materials for primary and secondary packaging

Invitation BtoB



Hungary

Hungarian Dairy Research Institute LTD.



Website: www.mtki.hu

Activities: distribution of specialty food ingredients, dairy R&D, Laboratory services for the food industry, development of own branded probiotics

In a few words: Import natural derived food ingredients and distribute for the food and nutra industry in Hungary as a B2B activity. Performing technical sales, proactively visit customers and give technological advice beside the product sales. Offering complex services for the food industry. R&D work for the dairy industry, well equipped pilot plant, training and workshops. Microbiological and physico-chemical laboratory analysis for the food sector. Expert advice in food regulation. Raw milk analyzing and testing.

Development work for our own branded probiotic product family sold in pharmacies in capsulated and powdered form for children and adults

Key figures

Turnover (year) : 9,7 million EUR /year

Staffs: 95 employees

Number of points of sales: Territory of Hungary

Distribution's strategy

Customers/channels : Manufacturer of food and nutra products in Hungary. Focusing on dairy, meat, confectionery, non alcoholic beverages, craft beer, snack, sport nutrition, dietary supplements.

Personal visits to customers, web shop

Development strategy: marketing, events, fairs, workshop and training for retailers

Invitation BtoB



Referenced Products

bacteria cultures, rennet, active and inactive yeasts, enzymes, plant extracts, fruit juices and powders, stabilizers

Request Products in Wallonia

- Specialty Food Ingredients
- Functional ingredients for the dairy and meat industry
- Vitamins and minerals
- Algae
- Botanical extracts
- Emulsifiers/lecithins
- Enzymes
- Fibres
- Nutrients
- Plants extracts
- Prebiotics
- Spirulina
- Yeast nutrients
- Gluten free oat flakes and oat derived products
- fruit preparation for the dairy industry
- vacuum dried fruit powders
- fruit pastes for bars, etc.

Invitation BtoB

Website: <https://kazmyaso.kz/>

Activities: Premium Meat Boutique Producer and seller

In a few words: vertically integrated Agro Holding

The scope of activities of KazMyaso Company encompasses all stages of production of the marbled beef and other types of best-quality meat admired by the whole world. In order to guarantee exclusive conditions of our products to lovers of the appetizing steaks and healthy eating enthusiasts, we set up the state-of-the-art high-tech fully integrated enterprise. Since the establishment of our company in October 2013 we have been actively assisted in our work by the beef cattle breeding experts from Australia, New Zealand, USA and Great Britain

Key figures

8 000+ hectares of pastures at the mountings with alpine forbes

7 000+ hectares of arable land for feed production

3 000 Black Angus mother heads own breeding

Corn final feeding, Meat Plant

Hight quality ; Halal, FSSC v5 22000 certified

Turnover (year) : 3.5 millions USD

Staffs: 147

Number of points of sales: 3 in Almaty and 1 in Astana, own Rest corner in Almaty

Distribution's strategy

Customers/channels: direct sales to HoReCa, gourmet supermarkets and own retail boutiques

Development strategy: marketing, food fests, collaborations with restaurants, social networks

Referenced Products

Semi-finished meat products, charcuteria

Request Products in Wallonia

- Food Ingredients :
Amino acids, Aromas, collagen, emulsifiers, lecithin, essential oils, plants extracts, preservatives
- Food additives
- Raw Food Material :
Beef, Butter, dried fruits, fruit marmelades and syrups, chocolate drops, flavours, flour, dough strengtheners and conditioners, salt - peppers - herbs and spices, vinegar – mustards and pickels, sauces, oils, nuts and seeds products, sugars (other than beet and cane).

Invitation BtoB





Website: <https://www.neo.lv/en/>

Activities: import/distribution

In a few words: Wholesale of food additives and raw materials for Baltic food manufacturers. The company offers the widest range of high-quality food additives and raw materials imported from the European manufacturers such as Spain, Italy, Poland, Germany and many others. The strengths of the company are only the highest quality products, knowledgeable specialists, personal attitude, reputation and loyalty of its customers. To develop and find new business opportunities, AS NEO will be happy to create new contacts.

Key figures

Turnover (year): 9M EUR (2023)

Staffs: 40

Number of points of sales: 1 distribution point serving whole Baltics

Distribution's strategy

Customers/channels: food manufacturers

Development strategy: business events, trade fairs

Referenced Products

Flavorings, vegetable fats and oils, starches, natural food colors, coagulants, meat cultures, spices, dairy cultures, cocoa and chocolate products, wheat products,

food inclusions and toppings, milk quality tests, egg products, stabilizers and emulsifiers, milk bases for drinks, ingredients and additives for meat products, allergen detection tests.

Request Products in Wallonia

- Caramels
- Chocolate preparations
- Chocolate drops
- Dough Strengtheners and Conditioners
- Oils
- Aromas/flavors
- Emulsifiers/Lecithin
- Fiber/gelatin
- Preservatives
- Omega supplements
- few more potentially interesting ingredients: starch, functional blends for meat and fish industry, cocoa derivatives, plant protein

Website: www.lanordija.lv

Activities: import/distribution

In a few words: Manufacturer and supplier of ingredients, has been known in Latvia for more than 20 years. The company's clients are confectionery manufacturers, bakeries, chocolate and ice cream manufacturers, as well as cafes and restaurants.

SIA LANORDIJA belongs to one of the largest Norwegian companies, ORKLA ASA, and is a part of its subsidiary ORKLA Food Ingredients (OFI).

Key figures

Turnover (year): 11M EUR (2023)

Staffs: 24

Number of points of sales: 2 distribution points – in Latvia and Lithuania

Distribution's strategy

Customers/channels: food manufacturers

Development strategy: business events, trade fairs

Referenced Products

Bread and flour products - fillings and cake creams, ready mixes, chocolate and glazes, other raw materials; confectionery decorations; nuts and seeds; margarine, butter, oil, sugar and eggs, yeast, spices and starch, and others.

Request Products in Wallonia

- Dried fruit
- Jams and jellies
- Marmalades and syrups
- Caramels, Marzipan
- Spread
- Chocolate preparations
- Chocolate drops
- Aromas/Flavors
- Margarines and fats
- Dough Strengtheners and Conditioners
- Vinegar, mustard and pickles
- Other sugars
- Aromas/Flavors
- Botanical extracts
- Yeast Nutrients

Website: www.pskomerc.lv

Activities: import/distribution

In a few words: Manufacturer and supplier of packaging materials, ingredients, and food blends, used in production of foodstuff since 1991. The main customers of the company are meat-processing plants, manufacturers of bread, manufacturers of chocolates and sweets, ice cream and drinks, and milk-processing plants.

Key figures

Turnover (year): 20M EUR (2023)

Staffs: 47

Number of points of sales: 1 distribution point serving whole Baltics

Distribution's strategy

Customers/channels: food manufacturers

Development strategy: business events, trade fairs

Referenced Products

Ingredients for food production in following categories: meat products, chicken products, fish, dairy, ice cream, cheese and cheese products, bakery products, sauces/dressings/fruit preparations, drinks, pastry, candy/chocolate and other sweets, pharma products, pet food.

Request Products in Wallonia

- Meat substitutes
- Butter
- Milk cream
- Eggs
- Plant-based Dairy Alternatives
- Marmalades and syrups
- Chocolate drops
- Aromas/flavors
- Flour
- Salt, pepper, herbs, and spices
- Semolina and grits cereals
- Beets and cane sugar
- Other sugars
- Food ingredients: algae, amino acids, additives, aromas/flavors, botanical extracts, chelated minerals, collagen, emulsifiers/lecithin, enzymes, fibers, gelatin, ginseng, lipids, nutrients, plant extracts, prebiotics, preservatives, spirulina, yeast nutrients
- Antioxidant

Website: www.implitexfood.lt/en/

Activities: import/distribution

In a few words: IMLITEX is one of the largest suppliers of raw materials and ingredients for the food industry in the Baltic states. The company supplies more than 1.000 items of raw products for FISH, MEAT, BREAD, CONFECTIONARY, DAIRY and SAUCE industries. Suppliers from 30 countries worldwide.

Key figures

Turnover (year): 257M EUR (2022)

Staffs: 60

Number of points of sales: 2 distribution points – Latvia, Lithuania, but is distributing to all 3 Baltic States

Distribution's strategy

Customers/channels: food manufacturers

Development strategy: business events, trade fairs

Referenced Products

Functional ingredients: raising agents, preservatives, marinade, mixtures of spices and decorations, antioxidants, dyes, emulsifiers, energy additives, phosphates, hardeners, fibers, stabilizers, vitamins, and others. Food raw materials: flour, groats, flakes, tomato products, soda, seeds, oils and fats, sugar and syrups, dried

fruits, cocoa products, dairy products, nuts, soya products, salt, berry preserves, jams, and others.

Request Products in Wallonia

- Margarines and fats
- Dough Strengtheners and Conditioners
- Additives
- Aromas/Flavors
- Emulsifiers / Lecithin
- Fibers
- Lipids
- Preservatives

Invitation BtoB



Website: <https://ogema.lt/en/>

Activities: import/distribution

In a few words: OQEMA is one of the leading distributors of chemicals, food additives and technologies in the Baltic region providing a wide range of food raw materials and additives from all over the world. Company represents suppliers leading in their fields. The clients of OQEMA are the food industry (meat, bakery and confectionery, milk, brewing).

Key figures

Turnover (year): 25M EUR (2023)

Staffs: 22

Number of points of sales: 1 distribution point in Lithuania –distributing to all 3 Baltic States

Distribution's strategy

Customers/channels: food manufacturers

Development strategy: business events, trade fairs

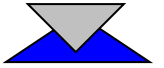
Referenced Products

Additives for bread and cake products, baking powder and other powders (cocoa, coconut, egg, milk) fiber, flavors, lecithin, vegetable oils and fats, colorants, preservatives and antioxidants, sugars and sweeteners, thickeners and stabilizers, fillings, mixtures, creams, fats, blends of spices, dyes, emulsifiers, fresheners, pork proteins, protection emulsion, sodium products, spice extracts and aromas, starches for meat industry and others.

Request Products in Wallonia

- Jams and jellies
- Marmalades and syrups
- Caramels, Chocolate preparations/drops
- Aromas/flavors
- Margarines and fats
- Dough strengtheners and conditioners
- Oils
- Algae
- Amino acids
- Additives
- Aromas/flavors
- Collagen
- Emulsifiers/Lecithin
- Enzymes
- Fibers, gelatins
- Preservatives
- Antioxidant
- Functional powders

Invitation BtoB



Website: <https://net-distribution.ro/>

Activities: import, storage, distribution of raw materials

In a few words: With over 24 years of experience in the Romanian food market, specializing in the distribution, storage, and transportation of food products and raw materials for the food industry, Net Distribution company is dedicated to supporting both major market players and smaller entities in the food sector. The company offers an extensive range of products and services, including transportation, storage, and handling, with comprehensive coverage across the entire country.

Key figures

Turnover (year) : 30.390.000 Euro

Staffs: 77

Number of points of sales: 8

Distribution's strategy

Customers/channels: Our distribution strategy ensures efficient, nationwide coverage through advanced logistics, strategically located warehouses, and a reliable transportation fleet. We focus on building strong relationships with major and emerging food industry players, providing tailored solutions to meet their needs and support their growth.

Development strategy: Net Distribution's development strategy aims to expand our import and distribution network for raw materials and food products across

Romania. By enhancing logistics, investing in advanced storage, and leveraging technology, we seek to increase market penetration and support the growth of major and emerging players in the food industry, ensuring comprehensive national coverage and reliable service.

Referenced Products

Seeds (flax, sun flower, sesame, poppy)

Vegetable oils, fats

Nuts

Request Products in Wallonia

- Food Ingredients
- Butter
- Dried fruit
- Potatoes
- Chocolate drops
- Margarines and fats
- Oils
- Nut & seed products

Invitation BtoB



Website: www.supncos.rs www.biljeborca.rs

Activities: production of dietary supplements and cosmetic products

In a few words: we are focused on contract production, and because of that we have wide range of products in the portfolio.

We import ingredients from: China, India, France, Germany, Hungary

Key figures

Turnover (2023) : € 2.1 M

Staffs: 40

Number of points of sales: 1

Distribution's strategy

Customers/channels : brand owners

Development strategy: fairs, B2B events, online platforms

Referenced Products:

- dietary supplements: teas, syrups, powders, capsules, tablets, gels
- cosmetic products: creams, gels, lotions, shampoos

Request Products in Wallonia

- | | | |
|--|--|---|
| <ul style="list-style-type: none">• Food Ingredients, such as:• vitamins• enzymes• plant extracts• aminoacids• aromas | <ul style="list-style-type: none">• Additives• Collagen• Fibres• Gelatin• Ginseng• Lipids | <ul style="list-style-type: none">• Nutrients• Spiruline• Preservatives |
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