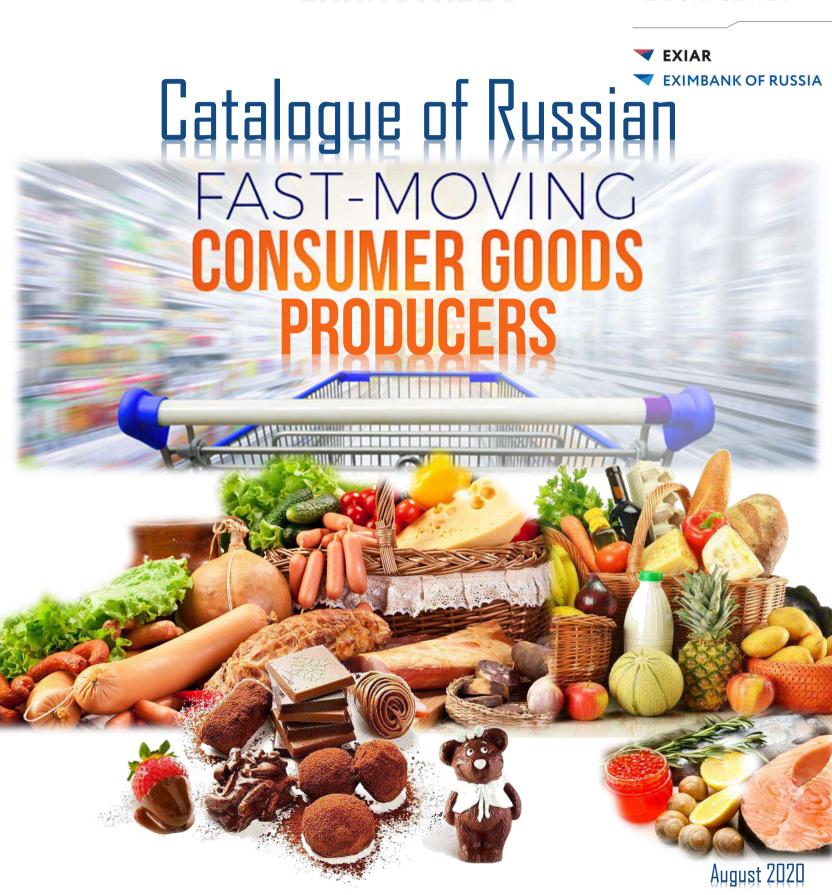


FOODSTUFFS

RUSSIAN
EXPORT CENTER





Main Categories:

Beverages, Wines & Spirits

Sweets & Confectionary

Waffles

Natural Fruit Confection

Tea. Jam. Honey. Cream

Edible Groceries & Canned

Ice cream & Dairy Products

Meat & Fish products Delicacies

Paper. Disposables & Hygiene





















Beyerages, Wines & Spirits





KACHETY

KACHETY LTD IS A UNIQUE ENTERPRISE FOUNDED IN SIBERIA IN 2002. IT IS A FULL CYCLE WINE FACTORY APPLYING CUTTING-EDGE TECHNOLOGIES FOR THE PROCESSING AND PRODUCTION OF NATURAL GRAPE AND FRUIT WINES General and Financial Information Key strengths / Innovation

- Total Sales (RU & International) 510508,735 Dal
- Total Market share (Russia & Other Countries)
 - ✓ Russian 97%
 - ✓Export 3%
- Main relevant product groups within company Portfolio:
 - ✓ Wines Siberian berries (cranberries) 0,75L
 - ✓ Wines Siberian berries (honeysuckle) 0,75L
 - ✓ Wines Siberian berries (cowberries) 0,75L
 - ✓ Wines Siberian berries (black current) 0.75L
 - ✓ Wines Siberian berries (blueberries) 0.75L
- Logo's of relevant brands:
- Currently present in: China, Kazakhstan



- Main buyers: Traders/HoReCa
- Cooperate with:
 - ✓ Russia: «Yarche», «Maria-Ra», «Commandor», «Krasny Yar», «Bakhetle», «Slata», «Gigant», «Bystronom», «Lama»
 - ✓ China «TOBO»
- Certification, Certificate of confirmation, Declaration of confirmation, Test report, Certificate of origin

Points of differentiation compared with other market players?

- Uniqueness of the product (wine from Siberian berries)
- Environmentally friendly product
- A non-GMO product with inimitable taste qualities
- Special label design, designed with all modern trends in mind
- Ingredients compliance to European EU, the Eurasian EAEU and the American
- FDA quality standards







- High quality wine
- Products are safe and EAC compliant
- Declaration EAEU

What's in it for Partner professional customers?

- √ 100% Natural
- We are a manufacturer of qualitative products
- We can promptly deliver finished products to the addresses of distributors and ready-made networks
- A wide range of product sizes and packaging options.
- Individual packaging desig.

Limitations

- ✓ Terms of delivery DAP, CPT
- ✓ Payment terms: 40 days payment by installments
- ✓ Storage conditions: +5, +20





Email: golubeva@exportcenter.ru web: www.kachety.com







THE LARGEST WINERIES IN RUSSIA FOR THE PRODUCTION OF STILL AND SPARKLING WINES WAS FOUNDED IN 1956, AND IN 2003. IT BECAME PART OF THE "ARIANT" GROUP OF WINE COMPANIES. THE WINERY OPERATES ON THE PRINCIPLE OF A FULL CYCLE PRODUCTION INCLUDED SEEDLING'S PRODUCTION.

Château

TAMAGNE

General and Financial Information

- Total Sales (RU & International) 60 000 000 bottles per year
- Total Market share (Russia & Other Countries) 98% Russia / 2% Export
 - ✓ Share of Russian market 10%
 - ✓ Export volume approximately 600 000 bottles per year
 - Main relevant product groups within Kuban-Vino LTD Portfolio:
 - ✓Wines and sparkling wines CHATEAU TAMAGNE. Different grape varieties from international to local, diverse technologies and styles
- Logo's of relevant brands:
- Currently present in: Russia, Belarus, Kazakhstan, Japan, China, Hong Kong, Malaysia, Turkey, Brazil, Norway, Germany, Spain
- Main buyers: Traders/HoReCa
- HoReCa: Austria, Belgium Croatia, France, Germany, Hungary, Italy, Japan, Serbia, Poland, Turkey
- Traders: Bulgaria, China, Czech Republic, India, Netherlands, Romania, Slovakia, Serbia, Poland
- Cooperate with: Metro Turkey, Metro Russia
- Auchan Russia, Globus Russia, X5 Retail Group Russia, Magnit Russia
- Certification:
 - **✓**1SO 9001
 - ✓ FSSC 22000
 - ✓ Our company is ready for the preparing all necessary documents for every country. According to our export experience we don't have any complications with obtaining relevant documents

Points of differentiation compared with other market players?

Greatest owner of vineyards in Russia 8 514 ha

Address: 350000, 121 Rashpilevskaya st, Krasnodar, Russia

- Own modern vine nurséry 4 000 000 rootstock per year
- Professional winemakers team and famous Italian consultants
- Wide assortment and various styles of wine due to more then 40 grape
- varieties and availability necessary modern equipment
 Annual investments more than 20 million EURD in developing vineyards and
- The most active marketing support

REC Contact person: Anastasia Golubeva Tel: +7 (495) 9374747 ext. 1145 Mob: +7 (916) 1305477

Key strengths / Innovation

What's in it for Partner?

Private Label

- New kindes of wine (Russian wine) with absence of competition in this segment
- Ready for the strong joint marketing activities
 Reliable supplier with 8 514 ha of vineyards and full-circle production
- Possibility to carry out special orders including bottling of private labels
- Availability to react on features of the each market with regard to design of the labels, grape varieties, price levels and other parameters

What's in it for Partner professional customers?

- New kind of wine
- Good ratio between price and quality
- ✓ For the Traders our wines is new kind of wine (Russian wine) with absence of competition in this segment
- For the HoReCa our wines allow to wide their wine menu and find interesting gastronomic combinations

Limitations

- Absence of the recognition of the brand in Europe.
- It encourage us to build very close cooperation for the working out approaches providing increases in vogue of the Chateau Tamagne wines
- Kuban-vino has three own productions, 60 million bottles of wine per year and more than 12,000 hectares of land located on the taman peninsula and in anapa district







BARLINE COCKTAIL SYRUP

General and Financial Information

- Total Sales (RU & International) 2.2 mln Euro w/o VAT (Russia)
- Total Market share (Russia & Other Countries)
 - √30% (Russia)
 - ✓3% (Other Countries)
- Main relevant product groups within Company Portfolio:
 - ✓ Sugar syrups
 - ✓ Toppings
 - ✓ Fruit filling
- Logo's of relevant brands: Barline
- Currently present in:
 - ✓ Kazakhstan
 - ✓ Armenia
 - **✓** Ukraine
- E-commerce: TIU
- Main buyers: Traders/HoReCa
- Cooperate with: «Globus» (Russia), «Gazprom» (Russia), «Rosinterl» (Russia), «Luding» (Russia), «Alianta Group» (Russia)
- Certification Enregistrement international no 1169696 from 06/05/2019; EAC №RU Д-RU.ГЩ01.В.00430./19 from 30.07.2019; EAC №RU Д-RU.ГЩ01.В.00156./19 from 09.04.2019; EAC №RU Д-RU.ГЩ01.В.00535./19 from 28.08.2019.

Points of differentiation compared with other market players?

- Product consists only on natural ingredients: cane sugar, artesian water from its own well, natural flavors and colorants, the presence of 10 to 40% natural juice.
- ✓ The natural density of the product, the absence of additional thickeners.
- ✓ A number of awards, that confirm the quality and innovativeness of the product: Product of the year (Prodexpo, 2015).
- ✓ Unique design fits perfectly into the premium segment

Key strengths / Innovation

What's in it for Partner?

Private Label

- A large assortment of flavors more than 100 types of syrups with and without sugar.
- Modern design and concept.
- The natural composition and availability of all certification documentation.
- Production experience over 17 years
- ✓ Active participation of the company in international exhibitions and competitions.

What's in it for Partner professional customers?

- The company is responsible for the high level of quality and popularization of the brand at the international level.
- ✓ Marketing activities and marketing support

Limitations

 Lack of distributors in countries excluding except Russia. Kazakhstan Ukraine and Armenia



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Email: golubeva@exportcenter.ru web: https://www.barline.club









General and Financial Information

- Total Sales/year (RU & International) 1 billion rubles / 1.38 million Euros
- Total Market share (Russia & Other Countries)
- 89% Russia
- 11% Over Coutries
- Main relevant product groups within company Portfolio:

PRIVATE LABEL MANUFACTURER AND EXPORTER

- ✓ Vodka, Gin, Liqueurs, Aperitifs, Tinctures, Milk liquors, Cocktails
- Logo's of relevant brands:







FOR THE PRODUCTION OF LIQUORS, APERITIFS, COCKTAILS, MANUFACTURER AND EXPORTER OF VODKA.



- Currently present in: China, USA, Germany, Italy, Laos, Estonia, South Africa, Azerbaijan, Armenia, Ukraine, Australia
- E-commerce: No.
- Main buyers: Chains, Distributors, Importers
- Cooperate with:
 - ✓ Russia: «Auchan» (Russia), Lenta (Russia), Magnit (Russia) Dixi (Russia)
 - ✓ Export: LIDL (Germany), Total Wine & More (USA)
- Certification ISO 22000:2005. OHSAS 18001:2007

Points of differentiation compared with other market players?

- A unique technology for the production of emulsion liquors using dried milk
- Long-standing reputation for product quality
- Annual participation in international exhibitions (Prowine, WineExpo, ProdExpo)
- Original tastes
- Modern design

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes
- ✓ Flexible approach for every client.
- Convenient location of the plant near the port in St. Petersburg
- ✓ Fast implementation of the project from application to shipment of finished products
- ✓ High quality products
- ✓ Original design
- ✓ Presentation of products at international exhibitions

What's in it for Partner Professional Customers?

- ✓ Flexible working conditions
- Possibility of delivery to the customer
- Production of Private Label

Limitations

✓ Transportation and storage of milk liquors at a temperature of +10 to +25 C. and a relative humidity of 85%

Presentation Catalog





LADOGA GROUP LTD.

One of the leading Russian Spirits Producer

General and Financial Information

- Total Sales (RU & International) 3014 mln Rub in 2019 (without taxes)
- Total Market share (Russia & Other Countries)
- ✓ Russia 83,57%
- ✓ Export 16,43%
- Main relevant product groups within company Portfolio:
 - ✓ Vodka(Tsarskaya, Imperial Collection)
 - ✓ Gin (Barrister)
 - ✓ Bitters (Tsarskaya)
- Logo's of relevant brands:
- Currently present in:
- ✓ CIS (Except Belorussia)
- Europe (Baltics, Czech. Bulgaria, Germany, Denmark)
- ✓ Asia (China, Vietnam, Korea)
- E-commerce:
- Main buyers: Wine shops, Modern Retail, HoReCa
- Cooperate with:
- ✓ Russia: All main key accounts
- ✓ Export: Kaufland (Germany, Czech Rep.)
- Certification
 - ✓ ISO 22000:2018, FSSC 22000 (Version 5)

Points of differentiation compared with other market players?

- Constant Premium quality for 20 years
- Leader in Premium vodka segment on the Russian market
- ✓ Own RnD and Quality labs
- Dozens of top international and domestic awards for quality and taste

Key strengths / Innovation

What's in it for Partner?

- One of the fastest growing world vodka brands
- Customer's high confidence in the quality
- Russian heritage and traditions in production
- ✓ Only highest quality wheat grains are used in production
- ✓ Private Label: Yes

What's in it for Partner Professional Customers?

- ✓ Wide range of products from Standard to Ultra-Premium
- ✓ Wide range of bottles volumes from 50ml to 3L
- ✓ Marketing support, POS-materials

Limitations

- Minimum quantities (to be discussed)
- ✓ No shipments in bulk, only in bottles







ПАРСКАЯ







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ALCOWORLD

WE PRODUCE HIGH-QUALITY ALCOHOL FROM 100% NATURAL INGREDIENTS. FROM RECTIFIED ETHYL ALCOHOL "ALPHA" FROM GRAIN AND THE UNIQUE WATER OF LAKE ONEGA IN OUR OWN PRODUCTION, FOUNDED IN 1897. OUR FACTORY IS LOCATED IN THE NORTHERN ECOREGION OF RUSSIA. THE REPUBLIC OF KARELIA. NEAR THE BORDER WITH FINLAND.

General and Financial Information

- Total Sales (RU & International) 940 000 bottles (2019)
- Total Market share (Russia & Other Countries)
 - ✓96.5% (Russia)
 - ✓3,5% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ balsams
 - ✓ vodkas
 - ✓ gins
 - √ bitters
 - ✓ infusions from wild northern berries
- Logo's of relevant brands:
 - Currently present in: Russia, China, Netherlands, Latvia
- E-commerce: No
- Main buyers: retail chains
- Cooperate with:
- ✓ Russia: retail chains Bristol, Aromatniy Mir, Magnet, Lenta, Pyaterochka
- ✓ Export: company (country): China, Netherlands, Latvia
- Certification: Ready to export (Full pack of export documentation)

Points of differentiation compared with other market players?

- ✓ Only natural ingredients are used in the composition of the drinks, including hand-picked wild northern plants and berries, certified as organic.
- ✓ Unique water of lake Onega
- ✓ Modern design
- ✓ Regular participation in international exhibitions SIAL CHINA (2018, 2019); PRODEXPO (2018, 20Ĭ9. 20ŻO)
- The quality of products is confirmed by the highest awards of competitions: EURASIA SPIRITS DRINKS - 2020, The best product of PRODEXPO (2018, 2019, 2020), "For achievements in import substitution " (PRODEXPO 2019), Best vodka-2019
- Complete production cycle



What's in it for Partner?

- Private Label: Yes
- Products from the manufacturer
- ✓ Wide range
- The products are safe and meet EAC compliant. Declarations EAEU
- The production facility is located near the Western border of Russia
- Excellent transport accessibility: a railway and a sea port

What's in it for Partner Professional Customers?

- The company quarantees the highest level of product quality and service
- Trade Marketing activities realization

Limitations

























TUNDRA





TATSPIRTPROM

General and Financial Information

- Total Sales (RU & International) 156 million 952 thousand 380 US dollar without VAT and excise taxes (2018 year)
- Total Market share (Russia & Other Countries)
- Main relevant product groups within JSC TATSPIRTPROM Portfi
 - ✓ Vodka Tundra Authentic
 - ✓ Vodka Tundra Cloudberry, Tundra Cowberry, Tundra Nordic
 - ✓ Liqueur Tundra Bitter
 - ✓ Vodka Graf Ledoff
 - ✓ Vodka Khanskaya, vodka Russian Value
 - ✓Vodka AKDOV

LEDOFF



- Logo's of relevant brands:
- Currently present in:
 - ✓ Armenia, Belarus, Bulgaria, China, Estonia, Georgia, Germany, India, Japan, Kazakhstan, Korea, Kyrgyzstan, Latvia, Turkmenistan, Ukraine, United Kingdom, USA.
- Main buyers: Traders
- Cooperate with:
 - Metro, Auchan, X5, Spar, Tander, Krasnoe/Beloe (Russia), Kaufland, Tegut, Bartells and Langness (Germany), Yamaya (Japan), Green, Rublevskij, Korona (Belarus), Alcomarket (Kazakhstan), Lidl, Z+D (Hungary)
- Certification: FSSC 22000

Points of differentiation compared with other market players?

- Own production, the highest level of technical equipment, automation of production, introduction of modern technologies, excellent quality of alcoholic products.
- ✓ developed distribution network
- The implementation of these flagship brands of TATSPIRTPROM JSC showed a significant growth sales by 65% for Tundra brand in 2018. The brand "Russian Value", according to AC Nielsen, came out on top in the ranking of sales of vodka in Russia.

Key strengths / Innovation

What's in it for Partner?

- The system of food safety management is certified according to the certification scheme FSSC 22000 "Certification Scheme for food safety systems in accordance with ISO 22000 and ISO/TS 22002-1".
- Introduction of a new bottling line for alcoholic beverages, cognacs and a new bottling line for vodka, provides timely filling and delivery of products on time

What's in it for Partner professional customers?

- High quality of alcoholic beverages.
- ✓ High growth rate of brand awareness
- ✓ Wide range of products in different price categories

Presentation > Catalog





SORDIS LTD. (BRANDS: RUSSIAN SILVER, THREE OLD MEN, ULETAI, GOLD)

General and Financial Information

- Total Sales (RU & International) 70 Million Euro Excl VAT
- Total Market share (Russia)
- ✓ Bitters (Natural/Organic Liquors):16%; Sweet Liquors: 8%; Vodka (39th largest producer of vodka within Russia)
- Main relevant product groups within Company Portfolio:
- Premium Vodka,
- ✓ High quality classic Vodka
- ✓ Natural Herbs, Spicy, berries Bitters (Organic Liquors)
- Logos of relevant brands:









- Currently present in: Armenia, India, Kazakhstan, China, Latvia, France, Russia, Tajikistan, Ukraine, Vietnam, Tap here for company presentation
- Ready to deliver in: Austria, Belgium, Croatia, France, Germany, Hungary, Italy, Japan, Serbia, Turkey, Poland
- Main buyers: Traders and HoReCa
- Current Co-operation with Companies (Russia): METRO, AUCHAN, ATAK, SPAR, GLOBUS, X5 RETAIL GROUP, MAGNIT
- Certification: Certificates of the Eurasian Economic Union, HACCP. <u>Tap here for products</u> <u>presentation</u>

Points of differentiation compared with other market players?

- ✓ 100% natural ingredients from the wild Russian forests of Siberia, Volga River region and Altai territory are the basis of all drinks
- ✓ Resurrected traditional recipes, and receipt of awards for Best Innovative Products
- ✓ Complete techno-chemical and organoleptic control at each production stage
- Multistage cleaning of products by gold, silver, platinum filtration, dry milk and birch charcoal filters. Purification by extremely low temperatures
- ✓ Grand Prix at the International Degustation Exhibition "Best Vodka 2019"
- ✓ Numerous gold awards at international competitions and degustation contests
- Products perfectly capture the rich taste of Russian cuisine

Key strengths / Innovation

What's in it for Partner?

- Premium quality and natural products at competitive prices.
- ✓ Growing global brands (export growth +30% volume for 2019)
- Products are in constant demand from key target groups: supermarkets, hotels, restaurants, catering firms, cafés and bars.
- ✓ We offer support for Branding Solutions for own brand
- ✓ Large supply. Modern production equipment with production capacity of alcoholic drinks at 25000 liters/hour
- ✓ Unlimited shelf life for vodka at -15 $^{\circ}$ to +30 $^{\circ}$ C, for bitters at +10 $^{\circ}$ to +25 $^{\circ}$ C.
- Full compliance and provision of documents for customs clearance and quality assurance certification.
- ✓ Flexible payment terms.
- ✓ Flexible adaptation of marketing materials

What's in it for Partner professional customers?

- Guaranteed quality control of each item
- Brand development and marketing activities support in the countries of presence
- Flexible options for product volumes, naming and packaging
- Uninterrupted supply chain and reliable personal support

Limitations

✓ Need for partner distributor of alcohol

Presentation Catalog







VARNITSA LLC

Russian Brewery "Varnitsa" is a dynamically developing enterprise. The company produces a wide range of classic and craft beer, as well as a series of soft drinks, including drinking water, kyass and lemonade, of high quality.

General and Financial Information

- Export shipments are made by the plant to 9 countries, including Germany, Poland, Estonia, Israel and China.
- The company's products are represented in Russia in 26 regions of Russia and are sold in all sales channels: chain retail and traditional retail, HoReCa, regional sales through distributors and small wholesale sales.
- Main product groups of the company:
 - ✓ classic Beers:
 - ✓ craft Beers:
 - ✓ non-alcoholic drinks including water, soft drinks and kvass.
- The company's assortment is represented under several brands: Varnitsa, Seven Brewers, Litrushka, Mr. Lodman, Buggel, De Brogelonne and others.







- The plant's products can be seen in many local and Federal chain-stores in Russia: Azbuka Vkusa, Pyaterochka, Perekrestok, VkusVille, a chain of draft-shops LIT.RA and others.
- The Brewery «Varnitsa» has several international certificates:
 - ✓ European Certificate of Conformity, according to which all products of the plant meet high European quality standards.
 - Certificate of Compliance of the management system with the requirements of the international HÅCCP system.

Points of differentiation compared with other market players?

The Brewery «Varnitsa» makes products only from natural ingredients. We are able to hear the Partner and give them exactly the product they need.

Key strengths / Innovation

What's in it for Partner?

- High quality products, perfect service and reasonable prices for products.
- Natural products made from high quality raw materials.
- Innovations: light and economical packaging for draught drinks is an in-house development of the factory «Varnitsa».
- Production under private label.
- Development of new varieties of drinks taking into account the wishes and taste preferences of the Partner.

What's in it for Partner Professional Customers?

- Stable direct deliveries of products from the factory warehouse.
- Stable quality product.
- Competitive pricing policy.
- Recognizable trademarks.
- Private label production for leading Russian and International chain-stores.
- Development of new varieties of drinks taking into account The partner's taste preferences.

Limitations

✓ All terms of cooperation, including production volumes, payment terms, delivery terms and delivery restrictions, are discussed on an individual basis.

Address: Russian Federation. 215850. Smolensk Region. Kardymovsky District. Settlement Kardymovo, Lenina Street, building 55A

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Email: golubeva@exportcenter.ru web: www.varnitsa.ru







NOREX LLC (SHULGINSKY BREWERY)

SHULGINSKY BREWERY IS A LOCAL RUSSIAN MANUFACTURER OF PREMIUM BEER AND NON-ALCOHOLIC BEVERAGES. LOCATED AT THE ECOLOGICAL HEART OF SIBERIA - ALTAY MOUNTAINS.

шульгинский

General and Financial Information

- Total Sales (RU & International) \$1,2m annualy w/o VAT
- Total Market share (Russia & Other Countries)
- 0,02% (Total Russia)
- Main relevant product groups within Shulginsky Portfolio:
 - ✓ Glass bottled beer
 - ✓ Draft beer
 - ✓ Pure drinking water
 - ✓ Cider
 - ✓ Non-alcoholic beer, kvass, lemonades
- Logo's of relevant brands: Shulginsky brewery
- Currently present in:
- Russia (offline channels)
- China mainland (online + HoReCa)
- E-commerce: Tmall.com, TaoBao.com, JD.com (China)
- Main buyers: Traders+HoReCa+retail chains
- Cooperate with:
 - ✓ Russia: retail chains
- Export: BESKE Technologies international LLC (China)
 Certification: ISO 22000:2005 QSCert s.r.o. (int-l), Chinese CIQ certificate, Russian national standards certification

Points of differentiation compared with other market players?

- Artesian water from own wells. Production located at the first foothills of Altai mountains, water is the beer basis, and Shulginsky water is perfect for food production. It sales in Russia as a separate product branded "Áltai Freshness".
- Natural non-catalyzed lager fermentation for at least 21 days makes at the output completely fermented, "mature" beer.
- Shulginsky brewers do not use a wort concentrate (beer mash concentrate), we only apply grain malt (barley and wheat).



What's in it for Partner?

- Contract brewing and Private Labeling: no.
- ✓ High-margin premium products.
- 24 months shelf life for all exporting products.
- ✓ Flexible payment terms.
- Guaranteed compliance with safety requirements and fast certification and customs clearance.

What's in it for Partner professional customers?

- Promotion support including social media marketing and ontrade activities.
- ✓ New products such as craft beers with natural honey, ginger, smoked Rauchbier etc.
- ✓ High-margin reserve for HoReCa channel.

Limitations

- ✓ Currently all beers for export fills to 500ml glass bottles and 30L PET keas.
- ✓ MOQ starts at full container for new countries.
- ✓ Chilled warehousing below +20 ° C



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web: www.shulginsky.ru www.norex.trustpass.alibaba.com







General and Financial Information

- Total Sales (RU & International) 1 000 000 Liters per month
 - Total Market share (Russia & Other Countries)
 - ✓ 98% (Russia)
 - ✓ 2% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ Bottles, Draft Beer
 - ✓ Kraft, German, Belgian, American product lines of beer.
- Logo's of relevant brands:







- Currently present in:
 Armenia, Belarus, Kazakhstan
- Main buyers: Distributors
- Cooperate with:
- ✓ Russia: Драфт, X5,
- ✓Export: : Armenia «Альфа Фуд Сервис», Kazakhstan «Караван», Belorus « ПТЛК»
- Certification
 We have all the necessary documentation and certificates

Points of differentiation compared with other market players?

 20 years on the market, Quality, Efficiency of decision-making, Price, Extensive distribution network.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label: Yes/No, conditions
- ✓ YE
- ✓ min 8000 Bottles
- ✓ min 10000 Draft

What's in it for Partner Professional Customers?

- ✓ Brand awareness
- Flexible working conditions and flexible commercial conditions
- Only natural and safe components used in the production of the product
- ✓ Consistent quality
- ✓ A diverse assortment matrix

Limitations

✓ Compliance for the carriage of beer

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Email: golubeva@exportcenter.ru web: http://vpspb.ru/









General and Financial Information

- Total Sales (RU & International): RUR 60 000 000,00
- Total Market share (Russia & Other Countries): 95/5
- Main relevant product groups within «Dobrynya Amursky» Portfolio:
 - ✓ Beverages with cell sap of fir and with aroma of pine-apple, passion fruit, coconut:
 - ✓ Beverages from the Far East of Russia with addition of wild plants;
 - ✓ Berry beverages without sugar.
- Logo's of relevant brands: : «Dobrynya Amursky»
- Currently present in: Russia, China, onetime deliveries to the USA
- E-commerce: Alibaba.com
- Main buyers: Retail, distributor
- Cooperate with: Samberi, Monetka Rait (Russia), large wholesalers (China)
- Certification: ISO 22000-2007

Points of differentiation compared with other market players?

- Ecologically pure cardboard packaging
- Price-quality ratio
- ✓ Beverages with cell sap of fir produced from natural raw materials without sugar. Fir is an ancient plant on the Earth, it's unique, it's always green in extreme natural conditions.
- Berry beverages are produced from berries gathered by hands in nonpolluted forest of the Russian Far East. Due to the geographic location of our factory, raw materials go straight into production.
- ✓ Berry beverages with zero calories and without sugar are a unique product for people with diabetes and sportsmen

What's in it for Partner?

Private Label

- Bonuses
- Our products will attract a lot of active consumers.
- ✓ Financial benefit. Our products are unique on its composition so it will bring growth of selling and give stable profit.

Key strengths / Innovation

No needs to certificate / have all operational certification

What's in it for Partner professional customers?

- Promotions, discount and presents
- ✓ Ideal price-quality
- ✓ Ideal taste quality of berry beverages, that produced from berries, gathered by hands in pollution-free forest with add extracts of wild plants that also gathered in forest
- Unique product berry beverage with zero calories and without sugar, for people suffering by diabetes and sportsmen.



Video



Address: 41, bld. A, Zhukovskogo str., Khabarovsk, Russia



COMPANY LIMITED LIABILITY COMPANY FIRMA NEKTAR

HAS BEEN PRODUCING JUICES AND JUICE PRODUCTS SINCE 1991 YEAR. TOP 5 LARGEST PRODUCERS OF JUICE PRODUCTS. General and Financial Information

- Total Sales (RU & International)
 2.4 billion rubles per year
- Total Market share (Russia & Other Countries)
 97%/3%
- Main relevant product groups within company Portfolio:
 - ✓ iuices
 - ✓ nectars
 - ✓ Juice-containing beverages
- Logo's of relevant brands:









- Currently present in: Kazakhstan
- Main buyers: B2B segment, consumer goods retail, HoReCa
- Cooperate with:
- ✓ Russia: company (country) X5 Retail Group (Russia), Ashan (Russia) , Lenta (Russia), Metro (Russia)
- ✓ Export: company (country) : On-Oldja Group TOO Kazarhstan)
- Certification :certificate of the management quality system FSSC 2200

Points of differentiation compared with other market players?

- ✓ Our apple orchards is under drip irrigation
- ✓ We have our apple processing manufacturing capabilities.
- ✓ Wide range of products in different price segment
- ✓ Growth of sailes volumes in a falling market

Key strengths / Innovation

What's in it for Partner?

✓ Private Label from 100tons

- ✓ quality natural product corresponds to international requirements
- ✓ Way of railway delivery transport
- ✓ point-of-use storage system, which reduces the risks of reassortment
- ✓ payment deferral
- ✓ System of discounts according to sales volume

What's in it for Partner Professional Customers?

- High product velocity
- Complex marketing plan of product sale from the shelf of supermarket
- Quotation for all market segments, including economysequent product
- Quality is at or above the competitors at the same price segment.
- ✓ Wide range of products, satisfied the market needs.

Limitations

 Delivery of monopallet is available from one transport unit. (a car, container, van)

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LLC TOMSK PRODUCTION COMPANY SAVA

THE COMPANY SAVA SPECIALIZES IN THE PRODUCTION AND SALES OF FOOD PRODUCTS MADE FROM WILD PLANTS THAT GROW IN SIBERIA AND THE ALTAI TERRITORY: WILD AND GARDEN BERRIES, MUSHROOMS, PINE NUTS AND VARIOUS KINDS OF HERBS. IT IS ENGAGED IN THE DEVELOPMENT AND PRODUCTION OF FUNCTIONAL FOOD AND SPECIAL DIETARY FOOD FOR THOSE PEOPLE WHO WORK IN HAZARDOUS CONDITIONS

General and financial information

- Total Sales 1 623 950 EUR (2019)
- Total Market share : Russia 90%, Other countries 10%
- The main product groups of the company:

 Vegetable milk "Pine nut milk"

 - ✓ Sweet groceries: berry preserves, jam, pine cone preserves
 - ✓ Directly expressed juices
 - ✓ Herbal teas based on rosebay tea
- Logo's of relevant brands:







- Currently present in: Russia, China, Germany, Czech Republic, Kazakhstan, Taiwan, Switzerland, Malaysia,
- E commerce: OZÓN.ru, Alibaba, Wildberries.ru.
- Main buers: Traders/Retails
- Cooperate with:
- ✓ Russia: Auchan, x5retail, Lenta, Camelot-A, AO Thunder, Metro Cash and Carry, etc.
- ✓ Certification: GOST R ISO 22000-2007 (ISO 22000: 2005) and GOST R ISO 9001-2015; HALAL, KIWA

Points of differentiation compared with other market players?

- Own plantations of sea buckthorn and honeysuckle
- Natural ingredients
- Unique assortment
- ✓ Availability of successful product export cases.

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^Jresentation

Catalog



What's in it for partner?

- Private Label
- Quality control throughout the production process
- Unique products
- Marketing activities and marketing support

What's in it for partner professional customers?

- High and consistent quality
- ✓ Private Label
- Product shelf life from 12 months to 36 months

Limitations

- ✓ Individually discussed delivery quantum
- Temperature range from 0 to 25 degrees Celsius









PETROGLYPH

NATURE'S ESSENCE, SOURCED DEEP IN THE HEART OF THE WILD IN THE ALTAI MOUNTAINS

General and Financial Information

- Total Sales (RU & International) 517 000 EUR
- Total Market share (Russia & Other Countries)
- **0.03%**
- Main relevant product groups within Petroglyph Portfolio:
 - ✓ Natural mineral water "Petroglyph" 0,3751 PET
 - ✓ Natural mineral water "Petroglyph" 0,3751 Glass

Logo's of relevant brands: Petroglyph



- Currently present in:
 - ✓ Metro Russia, Auchan, Azbuka Vkusa, Globus Gourmet, X5, Rewe Germany,
- Main buyers: 70% Traders, 30% HoReCa
- Cooperate with: Rewe Group (Germany), The Links (Germany)
- Certification: Eurocertificate

Points of differentiation compared with other market players?

- ✓ Premium design
- ✓ Naturally source
- ✓ Excellent location ecological region
- ✓ Competitive price
- ✓ Eurocertificate

Key strengths / Innovation

What's in it for Partner?

- ✓ New brands with international distribution
- ✓ New customers, who find Russian brands
- ✓ Active promo
- ✓ DPG Logo ready

What's in it for Partner professional customers?

- Exclusive conditionals on local market
- ✓ Marketing support
- ✓ High profit

Limitations

✓ Foreign markets minimal order 32 pallets







LEGEND

LEGEND OF BAIKAL General and Financial Information

- Total Sales (RU & International) 1.5 million Euro (2018)
- Total Market share (Russia & Other Countries) 2%
- Main relevant product groups within Company Portfolio:
- Natural water from Lake Raikal.
- Logo's of relevant brands:
- Currently present in :
- Russia, United Arab Emirates, China, South Korea, and Vietnam.
- Main buvers: Traders
- Cooperate with: Auchan (Russia), Metro (Russia), SPAR (Russia)
- Certification :
- Emirates Quality Mark, Japanese Certificates of Quality, Korean Certificates of Quality, ready to get certification an any needed country.

Points of differentiation compared with other market players?

- \checkmark In order to preserve the initial finest quality of Baikal water, we carry out and control the entire process by ourselves, including water extraction, packaging and delivery to the final customer.
- Low salinity of the Baikal water is considered to prevent various diseases caused by use of high calcium content water.
- \checkmark Legend of Baikal Water contains about 10.5–12.4 mg/L of dissolved oxygen, which provides oxygenation of human tissues to facilitate oxidative detoxification.
- Legend of Baikal water was recommended by the Siberian Branch of the Russian Academy of Science and the Russian Nutrition Research Institute for use in recombination of baby powdered milk and child nutrition; it was also proven that the use of Legend of Baikal water showed its effectiveness in the complex treatment of children with atopic dermatitis.

Key strengths / Innovation

What's in it for METRO?

- Stable growing brand growth for the last 5 years is +20%
- ✓ High quality and safe products.
- 2 years shelf life.
- ✓ Manufacturing complex of BAIKAL AQUA Group of Companies is the only production facility situated on the Baikal's shore and granted with necessary licensing documents.

What's in it for METRO professional customers?

- Supporting marketing projects
- ✓ Trade Marketing activities realization
- Special promo packs production, including exclusivity items.

Limitations

✓ Transportation and storage conditions: +2 +20C



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BAIKAL-INKOM (BRAND WAVE OF BAIKAL) BOTTLING PLANT IS THE REGION'S LARGEST BOTTLING FACILITY FOR ARTESIAN WATER FROM LAKE BAIKAL'S BASIN

General and Financial Information

- Total Sales (RU & International) 4 mln \$ w/o VAT (Russia)
 - Total Market share (Russia & Other Countries)
 - ✓ 20% in Value (Total Russia)
 - ✓ 3% in Value (Total China)
- Main relevant product groups within Baikal-Inkom Portfolio:
 ✓ 0,33 L Plastic carbonated / still water

 - ✓ 0.5 L Glass carbonated / still water
 - ✓ 0,5 L Plastic carbonated / still water

 - ✓ 0.5 L Plastic Sport still water
 ✓ 1 L Plastic carbonated / still water
 - ✓1,5 L Plastic carbonated / still water
 - ✓3 L. 5 L. 10 L Plastic still water
 - ✓18.9 T/L still water
- Logo's of relevant brands: Wave of Baikal water
- Currently present in:
 - ✓ Russia (Moscow and Moscow region, Zabaikalskiy region, Republic of Buryatia, Krasnoyarsk, Abakan, Kyzyl, Novosibirsk, Tomsk, Omsk, Kemerovo, Barnaul, Irkutsk, Novokuznetsk, Kaliningrad, Archangelsk, Murmansk, Blagoveshensk, Birobidzhan, Vladivostok, Khabarovsk region, Republic of Sakha (Yakutia)), China.
- Main buyers: Traders/HoReCa
- Cooperate with: Auchan (Russia), Metro (Russia)
- Certification: Eurasian Economic Union Declaration of Conformity. In case of interest, we are ready to engage in product certification

Address: Promploshadka area, Baikalsk city, Slyudyanka district, Irkutsk

Key strengths / Innovation

What's in it for Partner?

- ✓ Stable growing brand average growth for the last 2 years is (+13% Volume / + 23% Value)
- ✓ High quality and safe products
- ✓ Availability of certificates of water quality

What's in it for Partner professional customers?

- ✓ Marketing supporting
- ✓ Trade Marketing activities realization
- ✓ Purchases' gifts for customers

Limitations

- Registration necessity in a absolutely new countries excluding China
- ✓ Lack of distributors in new countries excluding China

Points of differentiation compared with other market players?

- ✓ Wave of Baikal water is an artesian water. So it contains the most important minerals.
- ✓ Wave of Baikal water combines all the advantages of Baikal and melt ice water. Amaszngly pure, palatable, easily digestible, biologically active water due to its high oxygen saturation, law salinity and natural silver content maximally facilitates elimination of toxins and detoxication.
- ✓ The capacity of the plant lines is about 12 000 bottles per
- ✓ Competitive price

Presentation

Cataloo





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MALKINZKOE

KAMCHATKA'S BEST KNOWN ENTERPRISE IN BOTTLING OF ECOLOGICALLY PURE MINERAL WATER AND SOFT DRINKS

General and Financial Information

- Total Sales: ₽220 mln per annum
- Total Market share: 100% Russia.
- Main relevant product groups within company Portfolio:
 - ✓ artesian carbonated mineral curative water "Malkinskaya No 1"
 - ✓ artesian carbonated and non-carbonated mineral drinking water "Malki"
- Logo's of relevant brands:
- Currently present in Russia (Kamchatka, Primorye regions)



- E-commerce: https://kamchatka.pro/
- Main buyers: traders and consumers
- Cooperate with LLC Vladtorg (Vladivostok), LLC Regional Trading Company (Khabarovsk), Shamsa (Petropavlosk-Kamchatsky)
- Certification: the water complies with the obligatory requirements of standards of the Russian Federation, bottling is ISO 9001 standard certified

Points of differentiation compared with other market players?

- Water bottling plant is located on the area of Malkniskoye mineral water deposit in an ecologically pure and undeveloped part of the Kamchatka peninsula:
- "Malkinskaya No 1" is being extracted from a 610-meter artesian well, therefore the water has a pleasant taste and lacks bitterness. It is notable for an average TDS concentration and carbonated with natural gas. It is recommended for prevention and treatment of chronic gastritis, colitis, stomach and duodenum ulcer, diseases of the liver and biliary tract, chronic pancreatitis and other diseases.
- "Malki" is being extracted from a 60-meter artesian well. Having passed through the rocks the water is enriched with both microand macroelements which are essential for health. It is possible to drink it in any quantities. It removes slags, toxins, excess salts, "washes out" kidneys, tones up the organism, improves work of cages, promotes prophylaxis of oncological diseases and extension of life

Key strengths / Innovation

What's in it for Partner?

Private Label

What's in it for Partner Professional Customers?

- \checkmark Well-functioning logistics for transportation to the biggest Far-Eastern cities Vladivostok and Khabarovsk
- Transportation in 20- and 40-ft-long intermodal containers available

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Sweets & Confectionary





GURMANDV (BRAND BETTY'S CAKE) General and Financial Information

- Total Sales (RU & International) 3 mln RU/ 46 900 Euro w/o VAT (Russia)
- Total Market share (Russia & Other Countries) 90% Russia / 10% Export √15% (Russia)
 - √1% (Other Countries)
- Main relevant product groups within Company Portfolio:
- ✓ Frosen Cheesecakes
- ✓ Frosen Cakes
- Logo's of relevant brands: Betty's cake
- Currently present in:
 - ✓ Kazakhstan
 - ✓ Belarus
- Main buyers: Traders/HoReCa
- Cooperate with: «Auchan» (Russia), «Yes Pizza» (Russia), «Vkusvill» (Russia), «Gulliver» (Russia), «Alligator» (Russia)
- Certification: «Russian Exporter» №RE.18.00206 from 21/12/2018 to 20/12/2020; EAC NoRU Д-RU.A952.B.02873

Points of differentiation compared with other market players?

- Desserts with natural compounds, free GMO and preservatives
- ✓ Betty's cake® produces frozen desserts known both in Russia and in other countries. Cheesecakes, cakes and pastries Betty's cake® have a high repeatability of purchases due to premium quality on a par with global manufacturers.
- ✓ Title «Russian Exporter» (NºRE.18.00206 from 21/12/2018 to 20/12/2020; EAC №RU д-RU.AЯ52.В.02873).
- Participant of many Russian and international food exhibitions.

Presentation Catalog



What's in it for Partner?





- A developing and promising brand
- ✓ High Demand
- Production of natural and high-quality products
- Products are safe and EAC compliant. Declaration EAEU

What's in it for Partner professional customers?

Trade Marketing activities realization

Limitations

- Lack of distributors in countries excluding except Russia, Kazakhstan and Belarus
- ✓ Deep frozen



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Back to Main Categories











MALINNIKI (INDIVIDUAL ENTREPRENEUR TUTATCHIKOVA T.A.)

CONFECTIONERY, COMPANY EXIST IN THE CONFECTIONERY INDUSTRY SINCE 2014, PRODUCTION OF CONFECTIONERY AND BAKERY PRODUCTS

General and Financial Information

- Total Sales 248 015 million rub, including cakes 58 568 million rub
- Total Market share Russia 100%
- Main relevant product groups within company Portfolio:
 - ✓ Frozen cakes
- Logo's of relevant brands: Malinniki
- Currently present in: Russia



- F-commerce: no
- Main buyers: Traders/HoReCa
- Cooperate with: we sell products in our own candy stores
- Certification from 05.07.2019 to 05.07.2022 EAЭC №RU-Д-RU.PA01.B.56601/19
- We are ready to issue a certificate upon request

Points of differentiation compared with other market players?

- ✓ Natural, farm ingredients without chemical additives and GMOs
- ✓ Winner of the exhibition "Made in Khakassia" 2015, 2016, 2017
- ✓ The leader of the confectionery industry of the Republic Khakassia (market share over 50%)
- \checkmark Stable company exist for 6 years in the confectionery industry
- ✓ Own confectionery factory
- ✓ 12 candy store in Ábakan and one store in Krasnoyarsk

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label and White Label discuss individually
- ✓ We produce natural and quality products
- ✓ Declaration EAEU
- ✓ High Demand
- ✓ Stable production

What's in it for Partner Professional Customers?

- Cooperation without intermediaries, directly with the manufacturer
- ✓ Deep frozen
- ✓ Long shelf life
- ✓ Natural products without preservatives and GMO
- ✓ High quality
- ✓ Safe for children

Limitations

✓ Transportation and storage subject to thermal conditions – 18 degrees







KARAT PLUS

DUCTION OF FRESH CAKES AND PASTRIES IN ST. PETERSBURG SINCE 1994. DUR CREDO - THE CAKE SHOULD BE FRESH, TASTY AND BEAUTIFUL! DUR FAMILY BUSINESS CHERISHES TRADITIONAL VALUES.

General and Financial Information

- Total Sales (RU & International) 1 billion RU (Russia)
- Total Market share (Russia & Other Countries)
- ✓ St. Petersburg
- √The Leningrad region
- Main relevant product groups within Company Portfolio:
 - ✓ Cakes:
 - ✓ Cookies:
 - ✓ Cupcakes and muffins.
- Logo's of relevant brands:
- Main buyers: women 25-55 + years old, buy both for everyday consumption and for
- Cooperate with: «X5 Retail Group» (Russia), «Auchan» (Russia), «Lenta» (Russia), «Okev» (Russia).
- Certification: there are all the necessary certificates.

Points of differentiation compared with other market players?

- ✓ Classic and original recipes for cakes and pastries.
- ✓ High stable quality
- ✓ Wide effective range
- ✓ Quality ingredients
- ✓ Production planning
- ✓ Peak seasonal leveling technologies



Key strengths / Innovation

What's in it for Partner?

- Production under private label:: Yes
- Development of new products according to the technical specifications
- Design adaptation
- Packaging adaptation
- Quality logistics

What's in it for Partner professional customers?

- Quality stability
- Supply stability
- Private label
- Quality logistics
- Cost effectiveness

Limitations

Only for products with short expiration dates









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LTD "KHLEBOZAVOD #1"

'KHLEBOZAVOD №1" IS THE LARGEST PRODUCER OF BAKED GODDS AND FLOUR CONFECTIONERY FROM MARI EL REPUBLIC. LOCATED IN THE EUROPEAN PART OF RUSSIA

General and Financial Information

- Total Sales (2019) 377 mln RU Total Market share (Russia/Other Countries)
- Russia: 100%
- Main relevant product groups within company Portfolio:
 ✓ Frozen semi-finished products (dough)

 - ✓ Frozen bakery products
 - ✓ Sugar confectionery (marmalade, berries in sugar)
- Logo 's of relevant brands: Khlebozavod №1
- Currently present in: Russia
- Main buyers: Retail chains, HoReCa
- Cooperate with:
 - √Russia: X5 Retail Group (Pyaterochka, Perekrestok, Karusel), Magnit, VkusVill
- Certification: in the process of obtaining HACCP certification
- ISO 22000

Points of differentiation compared with other market players?

- ✓ Using high-quality and natural ingredients
- ✓ Production of "Khlebozavod №1" has been repeatedly awarded high ratings at various competitions and exhibitions
- ✓ The technology of cooking artisan bread consists in a long cold fermentation, so that the bread gets a richer aroma and taste

 Unique recipes (a series of yeast-free bread "Legenda Mari")

Key strengths/Innovation

What's in it for Partner?

- The possibility to produce under private label
- Flexibility of assortment and composition

What's in it for Partner Professional Customers?

- Sales promotion with btl-events (tastings)
- Providing pos-materials (leaflets, catalogs)
- ✓ The flexibility to set prices of products.

Limitations



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KREMLINA CONFECTIONERY

THE CONFECTIONERY FACTORY KREMLIN IS ENGAGED IN MANUFACTURING AND SALE OF MAGNIFICENT SWEETS UNDER THE **EPONYM BRAND SINCE 1999**

General and Financial Information

- Total Sales (RU & International) 15 mln EUR.
- Total Market share:
- ✓ TOP 3 leaders (according to Nierlson).
- 27% total "fruits in chocolate" market share in Russian Federation.
- Main relevant product groups within Kremlina Confectionery Portfolio:
 - ✓ Fruits in chocolate.
- Logo's of relevant brands:



- Currently present in: Russia, Belarus, Mongolia, Kazakhstan, USA, Estonia, Germany, Lithuania, Ukraine, China.
- Main buyers: Traders, HoReKa
- Cooperate with: TOP Russian market chains: AUCHAN, MAGNIT, O'key, Azbuka Vkusa, GUM, Eliseevsky, Bakhetle, all airports in Moscow, Saint-Petersburg, Sochi, Ekaterinburg and other major partners
- Certification Halal AAA0190383

Points of differentiation compared with other market players?

- Best quality for best price.
- More than 100 SKU, the range includes fruits, berries and nuts in chocolate glaze (prunes, prunes with almonds, walnuts, dried apricots, dates, coconut, figs, mango, orange, pear, cherry, hazelnuts, etc.).
- only "Extra" class ingredients for production

Key strengths / Innovation

What's in it for Partner?

Private Label



- Profitable partner
- High-margin product
- Best quality for best price
- Produce fresh orders within 3-5 business days.
- Stable partner Confectionary Kremlina was founded in 1999.

What's in it for Partner professional customers?

- Popular partner
- Sell on widest online market places in Russia: Ozone, Wildberries, Comus, etc
- High-quality products
- Attractive packaging
- Wide assortment

Limitations

Storage temperature is from 18 to 21 C.

Shelf life from 8 months to 12 months







POBEDA CONFECTIONERY A MULTINATIONAL COMPANY, FOUNDED IN RUSSIA IN 1999, IS A PRODUCER OF CONFECTIONERY, MOST WIDELY KNOWN FOR ITS CHOCOLATE BARS AND CANDIES

General and Financial Information

- Total Sales (RU & International) -. 100 Mln. USD
- Total Market share: Russia 3%, Latvia 3%
- Main relevant product groups within Pobeda Portfolio:
 - Five main product groups: Chocolate bars, Classic chocolate and marzipan truffles, No sugar added chocolate and truffles, Wafer chocolates, Fruit jelly and milk candies Logo's of relevant brands: OSTEVIA THORSE Axiome
- Pobeda chocolates, Victory of the Taste, Bear Family, Bird of Happiness, Axiome, All at Once, Bumblebee Tummy and Funny Cows
- Currently present in: Australia, Azerbaijan, Algeria, Armenia, Belorussia, Bulgaria, China, Cuba, Estonia, Germany, Greece, Georgia, Israel, Iraq, Kazakhstan, Kirgizia, Latvia, Libya, Lithuania, Mexico, Moldova, Mongolia, Palestinian territories, Peru, Rússia, Saudi Arabia, South Korea, Tajikistan, Turkmenistan, UAE, Uzbekistan, Ukraine, and the USA
- Certification: BRC Global Standards, FSSC 22000, ISO 22000:2005 and ISO 9001: 2005

Points of differentiation compared with other market players?

- exclusive high quality ingredients
- systematic and thorough audits of its suppliers
- Ingredients compliance to European EU, the Eurasian EAEU and the American FDA quality standards
- Superior taste
- special top-quality chocolates with natural cocoa butter
- painstakingly precise selection of raw materials and product ingredients
- World-class quality and safety (certification)

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Key strengths / Innovation



- What's in it for Partner? New production site located in EU (Ventspils, Latvia)
- All our produce is ready to be supplied from our warehouse in Riga, Latvia
- Delicious and Healthy Products for Partner customers
- 4 timeOptimal ratio of the quality and price
- s per year: deep promotions up to 40-50% discount
- New line of chocolate "Charged" with innovative ingredients sourced from nature (collaboration with leading International laboratories: Nexira, DSM) New line of SINGLE ORIGIN chocolate sourced from the leading cocoa farms
- warld-wide
- ✓ High demand for natural sweets products
- New line of distinct chocolate flavors prepared with Fino de Aroma single origin cocoa beans of the finest quality
- High The Pobeda products' quality and safety have been certified by BRC Global Standards, FSSC 22000, ISO 22000:2005 and ISO 9001: 2005
- These products can be produced not only under Pobeda Brand but PRIVATE
- Wide range of quality products (cocoa and chocolate products)
- Pobeda Confectionery serves industrial food manufactures, artisans, and professional users all around the world.
- A possibility to provide a payment delay due to cooperation with Coface insurance company

What's in it for Partner professional customers?

- Unique product (All POBEDA products have an unforgettable natural taste).
- Natural healthy properties
- Minimal quantities of sugar -much less than in any other confectionary products on the market

Ready-to-use candy filling, coatings, cocoa powder

Limitations

✓ Storage condition: temperature 15-21°C

Presentation 🔼





CONFECTIONERY FACTORY "FINTOUR"

WE PRODUCE SWEETS, CANDY AND MARMALADE SINCE 2003, CONFECTIONERY FACTORY WITH MODERN HIGH-TECH, DYNAMICALLY DEVELOPING PRODUCTION.

General and Financial Information

- Sales per month: 45 000 000 rub/ 570 000 EUR
- Distribution of sales: Russia 85% / other countries 15%
- The main product groups of the company
 - ✓ sweets
 - ✓ pastil
 - ✓ marmalade
- Company logo: CF «FinTur» Represented in countries:
- - ✓ Kazakhstan
 - ✓ Belarus
 - Estonia
 - ✓ Kyrgyzstan
 - ✓ Georgia
- Presented on electronic platforms: WildBerries, Ozon, Okey
- Portrait of the main buyer: middle-income family
- Experience of cooperation with major market players:
 - ✓ Russia Okey, Magnit, Svetofor
 - ✓ Export: Evrotorg, Magnum, Torgservis
- Certification: Declaration of Conformity of the Eurasian Customs Union EAЭC № RU Д-RU.BE02.B.05350/19 from 08.08.2019

Points of differentiation compared with other market players?

- ✓ Variety and originality of tastes
- ✓ High product quality
- ✓ Medium price segment quick turnaround
- ✓ Annual release of a new range
- ✓ Reliability of deliveries of goods of a specified volume and on time
- ✓ Flexibility and efficiency in discussions
- ✓ Customer support at all stages of the transaction



Key strengths / Innovation

Benefits for the importer:

- Production under STM
- ✓ Use in the production of only high-quality and natural raw materials.
- ✓ Meeting deadlines
- ✓ Accompanying the product with all necessary permits
- Of exclusivity in the territory

Benefits for distributors and retailers:

- Sales support from purchase to final sale (stocks, motivation,
- Rapid off-shelf products (mid-price segment)
- High margin
- Production under STM

Limitations

✓ The shelf life of products is 6-9 months, with temperature 18 relative humidity not more than 75%





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Catalog

Presentation







CHOCOLATE STUDIO «ABAKAN SWEETS»

COMPLETELY MANUAL PRODUCTION OF CHOCOLATE AND PRODUCTS FROM IT. MARMALADE AND PASTILLE PRODUCTS FROM NATURAL SIBERIAN INGREDIENTS - BERRIES AND NUTS.

АБАКАНСКИЕ

СЛАСТИ

General and Financial Information

- Total Sales (RU & International): The volume of production is about 45 tons per year.
- Total Market share (Russia & Other Countries): 100% Russia Main relevant product aroups within company Portfolio:
 - ✓ Chocolate and articles thereof
 - ✓ Pastilles (marshmallows, souffle, pastille)
 - ✓ Marmalade
- Logos of brands/companies:
- E-commerce: Negotiations with Wildberries and Ozon
- Main customer portrait: traders/distributors/networks
- √Russia: Regional retail network «Komandor», own retail shops Certification of the Russian Federation: EAЭC N RU Д-RU.PAD1.B/44634/19 from 13.05.2019 to 12.05.2022, : EAЭС N RU Д-RU.PAOI.B.68672/19 from 29.08.2019 to 28.08.2022, : EAЭC N RU Д-RU.PAOI.B.68414/19 from 28.08.2019 to 27.08.2022, : EAЭC N RU д-RU.PADI.B.46572/19 from 23.05.2019 to 22.05.022 ready to certify products for a foreign buyer

Points of differentiation compared with other market players?

- Exclusive products (using GOST standards in a modern interpretation)
- ✓ Fully manual production cycle (Handmade)
- Production from the heart of Siberia
- Using Natural Ingredients
- Production under the order is possible
- ✓ Individual approach to every customer
- ✓ No artificial colors, preservatives or GMOs
- High quality and taste indicators

What's in it for Partner?

Key strengths / Innovation

- White label is possible, discussed individually
- Environmentally friendly and natural product, hand made
- Work directly with the manufacturer without intermediaries
- Payment currency is discussed individually

What's in it for Partner Professional Customers?

- The minimum time from application to delivery
- The opportunity to receive individual volume discounts

Limitations

Scope and delivery conditions are discussed individually







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SLASTI CONFECTIONERY FACTORY LLC

SINCE 1995 SLASTI CF LLC PRODUCES WIDE RANGE OF CONFECTIONERY: SWEETS, CANDIES, MINI-SIZED CANDIES, WAFERS AND MARSHMALLOW. ORIGINAL RECIPES AND HIGH QUALITY ARE THE MAIN FEATURES OF FACTORY'S PRODUCTS. IT COMPLIES WITH THE HIGHEST RUSSIAN AND INTERNATIONAL STANDARDS.

General and Financial Information

- Total Sales (RU & International) 1 bln. RU
- Total Market share (Russia & Other Countries) 70% Russia, 30% export
- Main relevant product groups within company Portfolio:
 - Candies
 - Marshmallow
 - Wafers
 - ✓ Peanut&Caramel sweets



- Logo's of relevant brands:
- Currently present in: Russia, Kazakhstan, Belarus, Tajikistan, Turkmenistan, Mongolia
- E-commerce: Ozon.ru. Beru.ru
- Main buyers: Wholesale, Retail clients
- Cooperate with: Auchan, Metro C&C
- ✓ Russia: company (country) over 200 clients
- ✓ Export: company (country) over 30 clients
- Certification ISO 22000:2005

Points of differentiation compared with other market players?

- ✓ Traditional recipes
- Up-to-date innovative technology
- High-quality ingredients
- ✓ Flexible pricing policy
- ✓ High-demand assortment

Key strengths / Innovation

What's in it for Partner?

- Private Label and White Label: Yes
- Complies with EAC regulations
- Flexible pricing policy
- High-demand assortment
- Well-developed logistics
- What's in it for Partner Professional Customers?
- Wide range of confectionery products
- Flexible pricing policy
- Improved high standard quality
 Long shelf-life of most Factory's products
- Assurances of long-term cooperation

Limitations

- ✓ Short shelf-life of some products (marshmallow)
- Special conditions of transportation in warm climate

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TRADING HOUSE "VOLJSKIY"

IS AN EXPORTER OF THE PJSC "VOLZHSKY PEKAR". PJSC "VOLZHSKY PEKAR" IS ONE OF THE BIGGEST BAKERY AND CONFECTIONARY PRODUCTION IN EUROPE. WE PRODUCE ABOUT 200 TONS OF VARIOUS PRODUCTS DAILY. ASSORTMENT PORTFOLIO COUNTS MORE THAN 250 NAMES OF BAKERY AND CONFECTIONERY PRODUCTS.

General and Financial Information

- Total Sales: about 7 million rubbles from the date of establishment (March 2019)
- Total Market share:
 Tajikistan 91%, Belarus 6%, Estonia 3%

Main relevant product groups within company Portfolio:

- ✓ Bagels
- ✓ Waffles
 - Gingerbread



- Main buyers: all age and gender groups
- Certification: food safety management system certification ISO 22000:2005, ISO/TS 22002-1:2009, FSSC 22000

Points of differentiation compared with other market players?

- ✓ Customer focus,
- ✓ Constant availability of fresh products,
- ✓ Fast lead times,
- √ Always high quality,
- ✓ Wide range of products.



Key strengths / Innovation

- 23 industrial automated lines
- ✓ Quality assurance
- 🗸 Individual approach
- ✓ Self trademark production opportunity

What's in it for Partner Professional Customers?

- ✓ Guaranteed product quality
- Modern, high-tech, automated lines of leading European companies,
- Refinement of products taking into account the wishes of customers,
- ✓ Marketing.
- ✓ Traditional recipes.

























NEVA CONFECTIONARY

LEADING RUSSIAN PRODUCER OF ZEPHYR (MARSHMALLOW), PASTILA AND FTUIT JELLY

General and Financial Information

- Total Sales (RU & International) 15 950 000.00 € (for 2018)
- Total Market share:
 - ✓ In Russia is 12.4% (by zefir , pastila & ftuit jelly) ✓ Other countries 2018 855 000 kg (28%)
- Main relevant product groups within Neva Confectionary Ltd. Portfolio:
 - ✓Zephyr "Lyanezh" with vanilla flavor 420 g ✓Zephyr Lyanezh "Belo-rozoviy" flavored 420 g ✓Zefir Lyanezh in chocolate flavor glaze 450 g

 - ✓ Zefir DONI ZEFIRONI Assorted favored
 - ✓ TM Frutnteka

Logo's of relevant brands:

- DONI ZEFIRONI Currently present in: Germaniy Italy, Spain, France, Portugal, Greece, Cyprus, UK, Austria, Israel, USA, Lithuania, Belarus, Kazakhstan, Kyrgyzstan, Tajikistan, Abkhazia, Turkmenistan, Moldova
- Main buyers: Traders
- Cooperate with:
 - √Russia: X5, Auchan, Metro, Spar, Prisma, Stokman
 - ✓ Germany: Rewe, Edeka, MixMarkt,
 - ✓ Lithuania: Norfa
- Certification: ISO 22000:2005, Halal, Ortodox Union

Points of differentiation compared with other market players?

- Natural dyes
- Shelf life
- The company has a certificate of OU and Halal
- Marketing promotion
- Wide range of products
- TM registered in Europe

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FRUTOTEKA

Cataloo

Products do not contain gmos and prohibited ingredients,

The company is certified for compliance with ISO 22000: 2005, has a certificate of OU and halal

Use of high-quality natural raw materials and an ecological method of its processing,

Key strengths / Innovation

- ✓ Marketing promotion

What's in it for Partner?

✓ Reliable partner High-quality products

Private Label

✓ Wide range of products ✓ Working with Partner Cash&Carry (Russia) – 16 SKU

What's in it for Partner professional customers?

- ✓ natural products
- ✓ natural dyes
- ✓ Hight-quality products
- ✓ wide range of products
- various packaging

Limitations

- ✓ Minimum order: 3 pallets
- ✓ Self life from 3 until 6 month.
- ✓ Storage conditions is +18°C +/- 3°C, humidity 75%













DANSONIA

LEADER OF BREAKFAST CEREALS PRODUCTION IN THE SOUTH OF RUSSIA

General and Financial Information

- Total Sales (RU & International) 3,7 mil EUR per year.
- Total Market share: Russia 98%: Ukraine 1%: FU 1%.
- Main relevant product groups within company Portfolio:
 - ✓ breakfast cereals (corn flakes, extrusion shaped products, pillows with toppings, etc.):
 - ✓ corn curls:
 - ✓ puffed grains (puffed rice):
 - ✓ salty snacks (onion rings, chips, salty corn sticks);
 - ✓ confectionery (cupcakes).
- Logo's of relevant brands:
- Currently present in: Russia, Ukraine, EU.
- Main buyers: Traders.
- Cooperate with: : X5 Retail Group (Russia), Metro (Russia), SPAR (Russia), Fix Price (Latvian), MEGO (Latvia), MAXIMA (EU).
- Certification: GOST R SO 22000:2007, HACCP, declaration of conformity EAC № RU D-RU, AF81.R.00341/19.

Points of differentiation compared with other market players?

The advantages of our breakfast cereal and snacks:

- ✓ Attractive price policy;
- a wide range of products: all kinds of breakfast cereals, various packages from large family meals to light snacks;
- high production capacity of our lines allows us to manufacture any ordered volumes:
- quality: according to independent assessments our goods have top flavor and quality:
- we can provide production under your brand/ trademark: we are an experienced STM manufacturer for local and federal chain stores, we are ready to develop new formulations.

Key strengths / Innovation

What's in it for Partner?

- Breakfast with a high culture of consumption;
- ✓ We produce only pure natural products;
- ✓ Competitive price;
- ✓ Certified according to the ISO 22000 standard;
- Reliable partner, we work quickly and efficiently;
- ✓ New bright packaging design:
- Ability to fulfill special orders.

What's in it for Partner professional customers?

- ✓ Production of natural and high-quality products from Russia:
- ✓ Optimal price-quality ratio;
- ✓ Stable production volumes and stability in supply;
- ✓ Bright new packaging that attracts;
- ✓ Marketing support.

Limitations

- Registration \(\) necessity in absolutely new countries;
- ✓ Special local certifications, if needed;
- ✓ No distribution in all countries except the EU and Ukraine.



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SPORTY

COMMERCIAL AND MANUFACTURING COMPANY WHICH PRODUCE PROTEIN AND FITNESS COOKIES General and Financial Information Key strengths / Innovation

Sporty

- Total sales (Russia) 120 000 USD per month
- Total market share (Russia) 6,5%
- Total delivered to Kazakhstan: 18 000 pcs
- Total delivered to Belarus: 9 000 pcs
- Main relevant product groups within Sporty portfolio:
 - ✓ Protein cookies (Coffee and chocolate, Mint chocolate, Coconut Chocolate, Hazelnut chocolate)
 - ✓ Sporty fitness cookies sugar free (Milk chocolate, Strawberry, Fresh Lemon,
 - ✓ Sporty fitness cookies low calories (Strawberry Cream, Lemon, Multifruit)
 - ✓ Sporty protein sugar free (Blueberry, Melon-Watermelon, Apple pie, Cherry)
- Logos of relevant brands: SPORTY
- Currently present in: Kazakhstan, Republic of Belarus
- Main buyers: Traders
- Cooperate with: (Russia): 5 LB, FitnessBar Brutalshop, Do4a.com, 2Scoops, Health-store, Fitness Formula, Muscle Bar.
- Certification: Ready to issue appropriate certificates for Partner operating countries as soon as possible.

What's in it for Partner?

Private Label

✓ High-margin products

- digital ✓ Strong marketing (https://vk.com/sportycookies, https://https://instagram.com/sportycookies/?hl=ru, https://sporty.fit/)
- ✓ High quality of products
- Stable growing brand (23% average growth in value per year)
- Trade marketing activities

What's in it for Partner professional customers?

- ✓ Trendy product lines of healthy snacks
- ✓ Wide range of products, is constantly expanding
- ✓ Healthy snacks to satisfy sophisticated taste
- ✓ Shelf life: 12 months
- ✓ Storage point: +5C...+25C
- ✓ Credible supplier with strong reputation
- ✓ Attractive package design

Limitations

- ✓ Registration necessity in new countries
- ✓ Lack of distribution in new countries

Points of differentiation compared with other market players?

- Record level of protein (27 g per portion)
- High level of collagen (11 g per portion)
- ✓ Low glycemic index
- Sporty Fitness cookies: Exceptional and unique fitness line
- An outstanding SKU: Sporty fitness cookie Milk chocolate sugar free
- Low calories, rich in fiber, excellent taste
- Own manufacturing facilities.
- Possibility of R&D and of expanding product lines
- Active participation in international food exhibitions











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CHAINII CHAS ("TEA TIME")

WE CREATE INNOVATIVE RECIPES OF DIETARY PRODUCTS. WE CARRY OUT TESTING, FOCUS GROUPS AND WORK OUT POSSIBLE OPTIONS FOR THE OPTIMAL SALES CHANNELS FOR DIETARY PRODUCTS

General and Financial Information

- Total Sales (RU & International): approx. € 1,000,000
- Total Market share (Russia & Other Countries): approx. 0,5%
- Main relevant product groups within "Tea time" Portfolio:
- Low-carb products, bakery products that meet many dietary concepts, are based on medical research. Products without preservatives and with short shelf life. Often, as a replacement for flour, still used high-carbohydrate foods
- Logo of relevant brands:
- rr
- Currently present in: Russia
- Main buyers: Traders, Retail chains
- Cooperate with: "Mindal" (Russia, 13 departments), "Gulliver" (Russia, 20 departments), "Azbuka Vkusa" (Russia, Moscow, 120 departments)
- Certification: Ready to carry out the certification procedure under the conditions required by any country where Partner is present.

Key advantages compared to other market players

- We created an optimal nutrition product that meets the main criteria of healthy nutrition:
 - ✓ no preservatives with short shelf life, which allows being an alternative to traditional baking and meet the requirements of modern dietetics and various medical protocols
 - ✓ Keto.
 - ✓LCHF,
 - ✓ Gluten free
 - ✓ Sugar free
 - ✓ For sport and fitness
 - ✓ Diabetes type 1 and 2

Key strengths / Innovation

Private Label



- The technology has been created for the production of bakery products from alternative sources of raw materials (completely without using of traditional raw materials - flour, sugar and fat).
- The production technology involves production of products with altered chemical characteristics. The quality characteristics of the finished products on the organoleptic are not inferior to traditional bakery products, but the nutritional and energy value are significantly different.

What's in it for Partner?

- the products will provide competitive advantages over other chains, due to the fact that the market of dietary food is mainly represented by snack products.
- We offer a range of dietary, functional products analogous to traditional baking, for a complete diet for every day, which can be used by several segments of consumers, HLS, fitness oriented, diabetes and other concepts of medical nutrition.
- The product range includes non-sweet items, alternative breads, sweet items, muffins, cookies, mixes for desserts based on collagen.

What's in it for Partner professional customers?

- The products meet the expectations of the consumer segments of HLS, fitness oriented, diabetes and other medical nutrition concepts.
- Low carbohydrate content
- ✓ Gluten free
- ✓ Sugar free
- High in fiber and protein

Limitations

We have created a product, we know how to sell it, but we are not investors, therefore we are looking for partners for joint activities.





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BERLINER-LUX

PRODUCTION OF BAKERY PRODUCTS. STABLE-HIGH QUALITY - A BETTER OF POPULARITY OF OUR BAKERY!

General and Financial Information

- Total Sales (RU & International) up to 10 million RU in year Total Market share (Russia & Other Countries)
- 100% (2019, Russia)
- Main relevant product groups within Peroni Portfolio:

 Butter Products: Berliners, Donuts, Muffins

 - ✓ Confectionery: Cookies
- Logo's of relevant brands:
- Currently present in: Russia.
- Main buyers: T women aged 35-55 years. Cooperate with: «X5 Retail Group» (Russia), «Lenta» (Russia), «Dixy» (Russia), «Prisma» (Russia).
- Certification: according to Russian standards

Points of differentiation compared with other market players?

- ✓ The lack of analogues in the Russian market
- ✓ Unique bakery technology ✓ Availability of modern equipment
- ✓ Using only high quality ingredients
- ✓ Consistently high quality

web: http://berliner-spb.ru/

Key strengths / Innovation

What's in it for Partner?

- ✓ Deep frozen pastries
- ✓ Adapting packaging design
- Streamlined storage technologies that maintain their refined taste.

What's in it for Partner professional customers?

- Appetizing product appearance
- ✓ Shelf life of the frozen product: up to 180 days.
- ✓ Cost effectiveness

Limitations

✓ Transportation is carried out at low temperature.





















AKULCHEV

General and Financial Information

- Total Sales (RU & International)
- Total Market share (Russia & Other Countries) market share is 10 %
- Main relevant product groups within Company Portfolio:
 - ✓ Soft waffles with fillings
 - ✓ Macarons
 - ✓ Sponge cakes for childre Crumble cookies





Logo's of relevant brands:

Currently present in:

- ✓ Russia, Belorussia, Mongolia, Tajikistan, Uzbekistan, Kazakhstan, Moldova, Azerbaijan, Kirgizstan, China, Palestine, Iraq.
- Main buyers: Traders
- Certification: FDA

Points of differentiation compared with other market players?

- ✓ "Akulchev" is the first Russian company who refused to use palm oil
- ✓ High-oleic sunflower oil.
- ▼ The taste of LETARTI macarons meets the highest standarts of French dessert industry that was confirmed by professional technologist from France

Address: Russia. Republic of Tatarstan. Naberezhnye Chelny. Poligraphic street

Key strengths / Innovation

What's in it for Partner?

- ✓ High quality and safe products✓ Favorable conditions for cooperation
- ✓ Guarantee stable supplies
- Special line of products without palm oil
 "Akulchev" brand is presented and well known on the markets of different countries
- Our products will attract new customers and new audience to your supermarkets and thus will increase trade turnover of vour network
- ✓ open and honest relationship
- ✓ Monitoring of the quality of raw materials

What's in it for Partner professional customers?

- ✓ Supporting marketing projects, for example participation in MetroExpo
- ✓ We actively promote our products with the help of social networks and marketing actions

Limitations

- ✓ Individual requirements to product ingredients on the territory of distribution
- ✓ Lack of destributors in new countries.

Presentation







RUSPRODUKT

GOING TO SEARCH FOR THE HARMONY OF TASTE, "RUSPRODUKT" INVITES YOU ON A JOURNEY THROUGH THE WORLD OF CONFECTIONERY TREATS, WHERE SWEET AROMAS CONVEY WARMTH AND UNIQUENESS OF THE SURA

General and Financial Information

- Total Sales (RU & International) The total sales volume was 1100 tons (98 million rubles) per 2016-2019
- Main relevant product groups within RUSPRODUKT Portfolio:
 Confectionery flour-based food (biscuits)

 - ✓ Confectioner H sugar products (Žephyr, marshmallow, marmalade)
 - ✓ Bakery and confectionery products with sweeteners (cakes, muffins, gingerbreads)
- Logo's of relevant brands:





- Currently present in: Belarus, Kazakhstan, Kirghizia, Tajikistan
- Main buyers: Traders
- Cooperate with Russia: Magnit, Karusel, Perekrestok, Lenta, Auchan, Billa, Monetka, Lama, Karavan, VKT
- Certification: ISO 22000:2005

Points of differentiation compared with other market players?

- products with long shelf life
- natural ingredients
- a large variety of products and packaging, imported equipment
- GMO and dietary supplement free products
- consistent high quality of products is confirmed by GOST and Technical Regulations of the Eurasian Economic Union

Key strengths / Innovation

What's in it for Partner?

- Rival products
- The products are in good demand in Russia and the CIS countries
- ✓ Reliable partnership
- ✓ A variety of product packaging
 ✓ High quality and reasonably priced products
- There is great experience in cooperation with the federal and regional trade network of the Russian Federation as well as in export

What's in it for Partner professional customers?

- ✓ The products are for all age groups
- Convenient packaging to take it with you, have a snack and share with friends

Limitations

Storage and Transport temperature should be +18°C ±5°C and relative humidity of no more than 75%







IN THE PRODUCTION OF CONFECTIONERY PRODUCTS General and Financial Information

- Total Sales (RU & International):
 - ✓ The volume of production is about 1500 tons per month.
- Total Market share
 - Main relevant product groups within company Portfolio:
 - ✓ Handmade gingerbread, raw gingerbread with and without fillings.
 - ✓ Cookies glazed and unglazed, with or without fillings
 - ✓ Cakes in assortment Cakes
 - ✓ Sugar and sunflower kernel pellets with a body made of nuts and sunflower kernels Iris cast and replicated

Logo's of relevant brands:

- Main customer: distributor
 - Currently present in:
 - ✓ Kazakhstan
- Cooperate with: regional retail network "Komandor"
- EAЭC N RU Д-RU.PAOI.B.14239/18; EAЭC N RU Д-RU.PAOI.B.16576/20; EAЭC N RU Д-RU.PAOI.B.32879/20; EAЭC N RU Д-RU.PAOI.B.40752/20; EAЭC N RU Д-RU.PADI.B.1786D/2D; AЭC N RU Д-RU.PADI.B.19175/2D; EAЭC N RU Д-RU.PADI.B.36528/2D; EAЭC N RU Д-RU.PADI.B.24952/2D; EAЭC N RU Д-RU.PADI.B.408II/2D; EAЭC N RU Д-RU.PADI.B.28669/2D;
- Reade to certify products for a foreign buyers

Points of differentiation compared with other market players?

- The company pays special attention to the production of handmade gingerbread (multi-layer). This product is exclusive and competitive on the market. We are one of those who produce this gingerbread in Russia. The Factory has successfully implemented a food quality and safety management system based on HACCP
- The principle of constant quality control makes it possible to occupy a leading position in the confectionery market of the Siberian Federal district and far beyond its borders Excellent value for money, interesting design and a rich assortment.

Key strengths / Innovation

What's in it for Partner?

Private Label and White Label - discuss individually

What's in it for Partner professional customers?

- Exclusivity on the territory of sales
- Monthly budgets for marketing campaigns
- Monthly motivational programs for sales departments
- Fast and high-quality input of products into all sales channels on the territory of the Distributor

Limitations

- ✓ The factory does not limit Partners in the minimum. order, as we individually approach each Partner according to commercial conditions
- ✓ Storage conditions: Store at a temperature (18-+3)C and relative humidity of the air no more than 75%, the Period of sale of products from 2 to 12 months.







LTD "KHLEBOZAVOD #1"

'KHLEBOZAVOD №1" IS THE LARGEST PRODUCER OF BAKED GODDS AND FLOUR CONFECTIONERY FROM MARI EL REPUBLIC. LOCATED IN THE EUROPEAN PART OF RUSSIA

General and Financial Information

- Total Sales (2019) 377 mln RU Total Market share (Russia/Other Countries)
- Russia: 100%
- Main relevant product groups within company Portfolio:
 - ✓ Frozen semi-finished products (dough)
 - ✓ Frozen bakery products
 - ✓ Sugar confectionery (marmalade, berries in sugar)
- Logo 's of relevant brands: Khlebozavod №1
- Currently present in: Russia
- Main buyers: Retail chains, HoReCa
- Cooperate with:
- ✓ Russia: X5 Retail Group (Pyaterochka, Perekrestok, Karusel), Magnit, VkusVill
- Certification: in the process of obtaining HACCP certification
- ISO 22000

Points of differentiation compared with other market players?

- ✓ Using high-quality and natural ingredients
- ✓ Production of "Khlebozavod №1" has been repeatedly awarded high ratings at various competitions and exhibitions
- ✓ The technology of cooking artisan bread consists in a long cold fermentation, so that the bread gets a richer aroma and taste
- ✓ Unique recipes (a series of yeast-free bread "Legenda Mari")

Key strengths/Innovation

What's in it for Partner?

- The possibility to produce under private label
- Flexibility of assortment and composition

What's in it for Partner Professional Customers?

- Sales promotion with btl-events (tastings)
- Providing pos-materials (leaflets, catalogs)
- ✓ The flexibility to set prices of products.

Limitations



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PEKAREVO COMPANY

PRODUCTION OF SUGAR COOKIES, CONFECTIONERY FILLINGS IN ACCORDANCE WITH GOS (STATE STANDARD)T. MANUFACTURING FROM ENVIRONMENTALLY FRIENDLY COMPONENTS, PART OF THE "IOO BEST PRODUCTS OF RUSSIA", HAS MANY AWARDS FOR QUALITY RECEIVED AT INTERNATIONAL EXHIBITIONS. THE COMPANY IMPLEMENTS ISO AND HACCP INTERNATIONAL QUALITY AND FOOD SAFETY MANAGEMENT SYSTEM.

Хорошая традиция

General and Financial Information

- Total Sales (RU & International) 300 tons per month.
- Total Market share (Russia & Other Countries) 85% Russia, 15% Other countries
- The main product groups of the company:

 - ✓ sugar cookies (in chocolate, sugar glaze, with various sprinkles)
 ✓ Confectionery fillings (fatty, fat-free, on starch, on pectin, fruit and berry)
- Currently present in: Kazakhstan, Tajikistan, Mongolia, China





- ✓ Russia: Komandor, Alleya, Krasny Yar, Auchan, etc.
- ✓ Export: Food group-K, FOOD PRO, Suifenhe Arka trading co .LTD., etc.
- Certification of the declaration of quality, certificate of conformity GOST RPO, ISO, HACCP

Points of differentiation compared with other market players?

- ✓ Natural Ingredients
- Assistance in logistics of our goods
- Production of goods on request of the client (fresh products)
- ✓ Large assortment of sugar cookies

Key strengths / Innovation

What's in it for Partner?

- Production under store brand
- Importer receives fresh products
- Adaptation of goods to a specific market. (for example, for China, the composition has been changed)
- Logistics assistance

What's in it for Partner Professional Customers?

- Production under store brand
- Importer receives fresh products
- Adaptation of goods to a specific market. (for example, for China, the composition has been changed)
- Logistics assistance possible
- An exclusive agreement on the territory

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THE COMPANY SLAVKOM

PART OF THE GROUP OF COMPANIES BOMBBAR. MANUFACTURER OF THE MOST HEALTHY PRODUCTS UNDER TRADEMARKS BOMBBAR AND CHIKALAB.

General and Financial Information

- Total sales (RU & International) 30 000 000 EUR (2019)
- Distribution of volume sales (Russia/other countries in %)
- 95% Russia
- 5% Other countries
 - Main product groups of the company

 Protein bars TM Bombbar and Chikalab

 - ✓ Protein cookies TM Bombbar and Chikalab
 - Nut pastes TM Bombbar and Chikalab
 - ✓ Muesli TM Bombbar and Chikalab
 - Protein mixes of Bombbar and Chikalab TM
 - ✓ Candies TM Bombbar

Brand logos:





- Currently represented in the following countries: Russia, Belarus, Kazakhstan, Azerbaijan, Uzbekistan, Kyrgyzstan, Georgia, Ukraine, Latvia, Estonia, Lithuania, Serbia, Saudi Arabia.
- Presented on electronic platforms: Tao Bao, Ozon, Utkonos, Detsky Mir, and other platforms in Russia.
- Portrait of the main buver: Mass retail, fitness retail, HoReCa, online shop.
- Experience working with major market players:
- ✓ Russia: Magnit, X5 Retail Group, Lenta, Metro, Auchan, Billa, Azbuka Vkusa, Ozon, Detsky Mir, Ūtkonos and others.
- ✓ Export: Belarus-Euroopt, E-dostavka, Corona, Gippo, etc.
- Certification: ISO 22000:2005, Certificate RU19/818419126

Points of differentiation compared with other market players?

Natural product, does not contain sugar!

✓ It nourishes muscle mass, helps reduce weight, saturates the body, and helps maintain normal blood sugar levels.

Key strengths / Innovation

Benefits for the importer

- ✓ The manufacturer of high-quality healthy food Bombbar is known not only to professionals, but also to amateurs. The company actively uses modern technologies to produce a unique product. High-quality raw materials from well-known world brands are used. A large number of products are created for the organization of proper and complete meal.
- ✓ Many professional athletes choose Bombbar, which is characterized by an optimal balance of nutrients and microelements. They combine excellent value for money.

Benefits for distributors and retail

- The wide range of products presented under the Bombbar and Chikalab brands is ideal for implementation through mass retail channels.
- Year-round marketing activities and product marketing support are carried out on many sites of the Internet space.
- The variety of sales channels for Bombbar and Chikalab products will increase the distributor's turnover and bring additional profit.

Limitations

✓ There are no restrictions on purchasing our products

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Waffles





TRADING HOUSE "VOLJSKIY"

EXPORTER OF THE PJSC "VOLZHSKY PEKAR". PJSC "VOLZHSKY PEKAR" IS ONE OF THE BIGGEST BAKERY AND CONFECTIONARY PRODUCTION IN EUROPE. WE PRODUCE ABOUT 200 TONS OF VARIOUS PRODUCTS DAILY. ASSORTMENT PORTFOLIO COUNTS MORE THAN 250 NAMES OF BAKERY AND CONFECTIONERY PRODUCTS.

General and Financial Information

- Total Sales: about 7 million rubbles from the date of establishment (March 2019)
- Total Market share: Taiikistan 91%. Belarus 6%. Estonia 3%

Main relevant product groups within company Portfolio:

- Bagels
- Waffles
- Gingerbread
- Logo's of relevant brands:
- all age and gender groups Main buyers:
- Certification: food safety management system certification ISO 22000:2005, ISO/TS 22002-1:2009, FSSC 22000

Points of differentiation compared with other market players?

- Customer focus,
- Constant availability of fresh products,
- √ Fast lead times.
- Always high quality,
- Wide range of products.



Presentation Catalog



- 23 industrial automated lines
- Quality assurance
- ✓ Individual approach
- Self trademark production opportunity

What's in it for Partner Professional Customers?

- ✓ Guaranteed product quality
- Modern, high-tech, automated lines of leading European companies,
- Refinement of products taking into account the wishes of customers.
- Marketing,
- Traditional recipes.







DRINK&EAT

TODAY. DRINK&EAT IS THE ONLY MANUFACTURER OF WAFFLE COFFEE CUPS IN RUSSIA

General and Financial Information

- Total Sales (RU & International) 600 000 RU (from October 2019)
- Total Market share (Russia & Other Countries) 99% (Russia) 1% (Other Countries)
- Main relevant product groups within company Portfolio:
 ✓ WAFFLE COFFEE CONE

 - **✓** WAFFLE COFFEE CUP
- Logo's of relevant brands: DRINK&EAT (registration before 01.06.2020)
- Currently present in: Kazakhstan, Belarus
- E-commerce: Alibaba, Ozon, Wildberries
- Main buyers: Traders/HoReCa
- Cooperate with: «Ozon» (Russia), «Wildberries» (Russia)
- Certification: Declaration of conformity 10.04.2024 (registration of the free sale certificate before 01.06.2020).

Points of differentiation compared with other market players?

- Our product is a unique innovative product on both Russian and international
- DRINK&EAT waffle products are only made from environmentally safe products. Delicious and crispy, they have special chocolate-based coating inside to hold hot drinks for 40 minutes or more!
- ✓ Exclusive high quality ingredients.
- ✓ Systematic and thorough audits of its suppliers.
- ✓ Regular participation in international exhibition.

Key strengths / Innovation

What's in it for Partner?

- 100% unique, healthy and natural product.
- Products are safe and EAC compliant. Declaration EAC.
- ✓ Products can be produced under their own brand
- A significant shift towards environmental concerns leads to an increase in demand for this product.
- DRINK&EAT waffle products are original, tasty, and environmentally friendly!

What's in it for Partner professional customers?

- ✓ A fashionable trend will distinguish you among competitors.
- ✓ A delicious and environmentally friendly alternative to disposable cups.
- An original serving of your favorite drinks.

Limitations

Storage conditions: keep away from heat and sunlight at a temperature of 15 to 21°C in tightly closed packaging.

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BAKERY AND CONFECTIONERY COMPLEX KOLOMENSKOE

BAKERY AND CONFECTIONERY COMPLEX. LEADER IN MOSCOW CITY AND MOSCOW REGION WITH 3 FACTORIES

General and Financial Information

- Total Sales (RU & International) 87 mln Euro w/o VAT
- Total Market share (Russia & Other Countries)
 - ✓ Leader in Moscow city and Moscow region for Wafers and Waffle cakes ✓TOP 3 in Russia for Wafers and Waffle cakes
- Main relevant product groups within Kolomenskoe Portfolio:
 - ✓ Waffle cakes 180g, 230g, 240g, 250g, 270g, 430g ✓ Waffers 20g, 30g, 150g, 200g, 220g

 - ✓ Marshmallnw



- Logo's of relevant brands: Kolomenskoe, Shokoladnitsa
- Currently present in: Private label: Germany, France, Spain, Italy, Czech Republic, UK.
- Own trade mark: Russia, USA, Kanada, Kazakhstan, Turkmenistan, Belarus, Armenia,
- Main buyers: Traders, Retail-chains Cooperate with: Metro (Russia), Auchan (Russia), X5 retail group, Magnit Certification: ISO 22000, HACCP

Points of differentiation compared with other market players?

- Best price for same quality products
- Natural ingredients
- Location in Moscow, easy logistics
- Possible to make Private Label
- ✓ Export Department support
- Market support
- International certification
- Leader in waferr segment, awarded #1 Brand for waffle cakes in Russia.
- Active participation in international industrial and professional exhibitions

Key strengths / Innovation

What's in it for Partner?

Private Label

- ✓ Best price for same quality products
- ✓ High margin.
- ✓ Already export to Germany and other European countries
- ✓ Products are adopted to Germany and EU market
- ✓ High volumes production 24/24 (nonstop)

What's in it for Partner professional customers?

- Best price for same quality products
- Natural ingredients and Special flavors
- Traditional qualitative manufacturing and old recipes
- Supporting marketing projects, for example participation in MetroExpo
- Trade Marketing activities realization
- Special promo packs production, including exclusivity items

Limitations

- Special requirements fulfilment needs time
- Special local certifications, if needed
- ✓ Registration` necessity in absolutely new countries excluding EU
- Lack of distributors in new countries excluding EU



L'atalog







USLADA

Confectionery factory, which is in the TOP 2 for the production of Waffle rolls in Russia

General and Financial Information

- Total Sales (RU & International) 5.5 mln Euro w/o VAT.
- Total Market share (Russia & Other Countries) 64% Russia / 36% Export 2.5% (Russia)
- TOP 2 in Russia for Waffle rolls
- Main relevant product groups within Company Portfolio:
 - ✓ Waffle rolls, Cookie, Wafers
 - ✓ Cookie, Cookie-Sandwich, Sugar Cookie
- Logo's of relevant brands: Uslada, Schastlivkino
- **Currently present in:**
 - Kazakhstan, Belarus, Tajikistan, Kyrgyzstan, Uzbekistan, Georgia.
- Ready to deliver in : Germany, France, China, Italy, Spain, Turkey, Ukraine, Romania, Poland, India, Netherlands, Belgium, Czech Republic, Hungary, Austria, Bulgaria
- Main buyers: Retail-chains,
 - ✓ In Russia: Metro, Magnet, Auchan, Pelican, Pyaterochka, ESSEN, SPAR, Your Home
 - ✓ In Kazakhstan Magnum, SKIF, Ideal Market, Toymart.
 - ✓ In Belarus Euroopt, Hit, Neighbors.
- Certification: FSSC 22000, ISO 22000, HACCP, EAC.

Points of differentiation compared with other market players?

- ✓ Best price for same quality products
- ✓ Natural ingredients
- ✓ Export Department support
- ✓ Market support
- ✓ International certification
- ✓ Leader in Waffle rolls segment
- Active participation in international industrial and professional

Key strengths / Innovation

What's in it for Pertner?

Private Label

- A developing and promising brand
- ✓ Best price for same quality products
- ✓ High Demand
- Production of natural and high-quality products
- Products are safe and EAC compliant. Declaration EAEU

What's in it for Pertner professional customers?

✓ Trade Marketing activities realization

✓ Best high quality products





ack to Main Categories

Limitations

 Lack of distributors in countries excluding except Russia, Kazakhstan and Belarus



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CONFECTIONERY FACTORY TORERO

WE MAKE WAFFLE PRODUCTS AND MARKET THEM UNDER OUR OWN BRANDS AND STORE BRANDS OF MAJOR FEDERAL RETAILERS

General and Financial Information

- Total Sales (RU & International) 23,9 mln EUR
- Total Market share (Russia & Other Countries) 5%
- Main relevant product groups of Torero Portfólio:
 - ✓ waffer desserts, candies, cakes, mini cakes, stickers, rolls, snacks, options for packaging: individual flowpack, gift boxes, standing polybags, punnets;
 - Marshmellow, pastilla individual flowpack, gift boxes, standing polybags, punnets;
 - ✓ Cookies, crackers options for packaging.
- Logo's of relevant brands:
- TÖREROFF, TORERO, Selo Pastushkino, Veseliy Tosha, Planeta No. 8









- Currently present in: Kazakhstan, Belarussia, Tadjikistan, Azerbaijan, Georgia Armenia, China, Vietnam, Yemen, Palestina, Israel, Iraq, Germany
- Main buyers: Traders/HoReCa
- Cooperate with Company: Russia X5, Tander, AUCHAN, SPAR, O'KEY, Real, DIXY, Marva-RA, distributors and wholesellers
- Certification: FSSC 22000

Points of differentiation compared with other market players?

- ✓ Perfect confectionary products with delightful taste, premium package and smart presentation tailored for different groups of customers
- Export oriented company successfully achieving individual solutions for any requirement
- ✓ We market our products under our own brands as well as under the store brands of leading retailers
- ✓ High-quality products at affordable prices

Key strengths / Innovation

What's in it for Partner?

Private Label

(more than 50 % of federal retail chains wafer market)

- ✓ 15 years of successful experience in production of large assortment with individual solutions for any requirement

 The assortment of Torero products exceeds 300 goods
- ✓ Production and sales daily volume 50 mt, modern equipment, team of best specialists
- ✓ Guarantee of high quality standards on all supply chain
- ✓ Flexible logistics solutions allow us to satisfy the demands of our partners quickly and effectively

What's in it for Partner professional customers?

- ✓ Production of large assortment with individual solutions
- for any requirement and Private Label

 Full implementation of the supply chain standards, fresh products produced and delivered at any required quantity and at any time
- Bright smart brand well recognized in any surrounding
- ✓ Professional marketing support (eg. providing POSM and advertisement materials)

Limitations

- Required: to keep the temperature and required terms for delivery and storage;
- ✓ Strongly recommended: to follow the local marketing trends and limitations in countries of export







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SLASTI CONFECTIONERY FACTORY LLC

SINCE 1995 SLASTI CF LLC PRODUCES WIDE RANGE OF CONFECTIONERY: SWEETS, CANDIES, MINI-SIZED CANDIES, WAFERS AND MARSHMALLOW. ORIGINAL RECIPES AND HIGH QUALITY ARE THE MAIN FEATURES OF FACTORY'S PRODUCTS. IT COMPLIES WITH THE HIGHEST RUSSIAN AND INTERNATIONAL STANDARDS.

General and Financial Information

- Total Sales (RU & International) 1 bln. RU
- Total Market share (Russia & Other Countries) 70% Russia, 30% export
- Main relevant product groups within company Portfolio:
 - Candies
 - Marshmallow
 - Wafers
 - ✓ Peanut&Caramel sweets



- Logo's of relevant brands:
- Currently present in: Russia, Kazakhstan, Belarus, Tajikistan, Turkmenistan, Mongolia
- E-commerce: Ozon.ru. Beru.ru
- Main buyers: Wholesale, Retail clients
- Cooperate with: Auchan, Metro C&C
- ✓ Russia: company (country) over 200 clients
- ✓ Export: company (country) over 30 clients
- Certification ISO 22000:2005

Points of differentiation compared with other market players?

- ✓ Traditional recipes
- Up-to-date innovative technology
- High-quality ingredients
- ✓ Flexible pricing policy
- ✓ High-demand assortment

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What's in it for Partner?

- Private Label and White Label: Yes
- Complies with EAC regulations
- Flexible pricing policy
- High-demand assortment
- Well-developed logistics
- What's in it for Partner Professional Customers?

Key strengths / Innovation

- Wide range of confectionery products
- Flexible pricing policy
- Improved high standard quality
 Long shelf-life of most Factory's products
- Assurances of long-term cooperation

Limitations

- ✓ Short shelf-life of some products (marshmallow)
- Special conditions of transportation in warm climate



Catalog



Natural Fruit Confection





KREMLINA CONFECTIONERY

THE CONFECTIONERY FACTORY KREMLIN IS ENGAGED IN MANUFACTURING AND SALE OF MAGNIFICENT SWEETS UNDER THE **EPONYM BRAND SINCE 1999**

General and Financial Information

- Total Sales (RU & International) 15 mln EUR.
- Total Market share:
- ✓ TOP 3 leaders (according to Nierlson).
- 27% total "fruits in chocolate" market share in Russian Federation.
- Main relevant product groups within Kremlina Confectionery Portfolio:
 - ✓ Fruits in chocolate.
- Logo's of relevant brands:
- Currently present in: Russia, Belarus, Mongolia, Kazakhstan, USA, Estonia, Germany, Lithuania, Ukraine, China.
- Main buyers: Traders, HoReKa
- Cooperate with: TOP Russian market chains: AUCHAN, MAGNIT, O'key, Azbuka Vkusa, GUM, Eliseevsky, Bakhetle, all airports in Moscow, Saint-Petersburg, Sochi, Ekaterinburg and other major partners
- Certification Halal AAA0190383

Points of differentiation compared with other market players?

- Best quality for best price.
- More than 100 SKU, the range includes fruits, berries and nuts in chocolate glaze (prunes, prunes with almonds, walnuts, dried apricots, dates, coconut, figs, mango, orange, pear, cherry, hazelnuts, etc.).
- only "Extra" class ingredients for production

Key strengths / Innovation

What's in it for Partner?

Private Label

- ✓ Profitable partner
- High-margin product
- Best quality for best price
- Produce fresh orders within 3-5 business days.
- Stable partner Confectionary Kremlina was founded in 1999.

What's in it for Partner professional customers?

- Popular partner
- Sell on widest online market places in Russia: Ozone, Wildberries, Comus, etc
- High-quality products
- Attractive packaging
- Wide assortment

Limitations

Storage temperature is from 18 to 21 C.

Shelf life from 8 months to 12 months







General and Financial Information

- Total Sales (RU & International) 1.5 mln Eur /month
 - Total Market share ; 300.000 Eur/month
- Main relevant product groups:
 - Belyov pastila classic Classical russian dessert made of baked apples
 - ✓ Belyov pastila with berries, with cinnamon, with cedar nuts
 - ✓ Belyov pastila without adding sugar (only 2-3 ingredients)
 - ✓ Russian Marmalade candy made of apple and berries
 - √Zephir (Natural marshmallow made of apple and berries)
 - ✓ Crackers made of apple Pastila
 - Smokva ancient dessert made of only one ingredient fruit puree dried and rolled.
- Logo's of relevant brands: Smokva produced under "Babushkas pastila" brand.
- Currently present in: Russia, Belorussia, EU (Latvia warehouse in Riga, Estonia, France) USA, China.
- Cooperate with: Russia: X5 Retail group, Magnit, Dixi, Metro Cash and Carry, Globus, SPAR, Alphabet of taste and dozens of smaller companies
- Certification: new production site is in the process of finalizing preparations for obtaining an ISO 22000 certificate. BRC - in plans for 2020 year.

Points of differentiation compared with other market players?

- \checkmark It is only 3 ingredients for our main product Belyov pastila baked apple, sugar and egg white
- ✓ Handmade product from clear and healthy environment of small city Belyov in Tula region
- ✓ Shelf life 18 month for Belyov pastila

web: https://pastila/881.com/en

Key strengths / Innovation

What's in it for Partner?

Private Label

- Bright new product on the market demanded by customers (dessert without sugar and flour made of only natural ingredients)
- Strong and time-tested relationships with suppliers and partners
- High production capacity
- ✓ Warehouse in European Union product cleared by customs



What's in it for Partner professional customers?

- Profit of good combination of quality and price
- Products meet the high expectations of customers (ingredients - natural, taste - of sweet homemade dessert, packaging - nice and "eyecatcher")
- A wide product line different weight and size (one portion pack, family pack, medium size etc.)
- ✓ Versions with and without sugar, berries or nuts
- Product quality meets the requirements of HoReCa and Traders

Limitations

- Shelf life 12 month for Smokva and 6 month for Marmalade 3 month for Zephir (natural marshmallow)
- The order need to be confirmed minimum one month before shipment
- ✓ We prefer to work on Factoring financing platform

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ENTERPRISE SPECIALIZED IN THE PRODUCTION OF TRADITIONAL NATIONAL PRODUCTS: BELEVSKAYA PASTILA. ZEPHYR, MARMALADE, SMOKVA, KISSEL, IN OUR PRODUCTION WE USE NATURAL INGREDIENTS. WHAT MAKES OUR PRODUCTS NOT ONLY TASTY, BUT VERY HEALTHY,

General and Financial Information

- Total Sales (RU & International) 50 mln Rubles/690 000 Euro per month
- Total Market share (Russia & Other Countries) 75% - Russia, 25% - Other countries
- Main relevant product groups within company Portfolio:
 - ✓ Air pastila
 - ✓ Belevskaya smokva
 - ✓ Belevskiy zephyr
 - ✓ Belevskiý mármalade
 - ✓ Crispy slices of air pastila.
- Logo's of relevant brands:
- Currently present in:
 - Europe, China, Kazakhstan, Belarus
- E-commerce: Ozon, Wildberries, Tmall
- Main buyers: Traders/HoReCa
- Cooperate with:
- ✓ Russia: Metro, Globus, Magnit, X5, Spar, Victoria, Bahetle
- ✓ Export: Citymaja OÜ (Estonia), CEC International Investment Limited (China)
- Certification: declaration of conformity, certificate of conformity; certificate of Origin, Health Certificate (if needed)

Points of differentiation compared with other market players?

- ✓ Our products are made according to old Russian recipes, we carefully protect our traditions of production
- Only natural ingredients are used in our products to maintain a healthy lifestyle
- We provide extensive training to all employees and invest in modern equipment

Key strengths / Innovation

What's in it for Partner?

Private Label

- Competitive price
- All the products have the certificate of conformity
- The consumer market sees our products as unique
- Our aim is to create the most comfortable conditions for every partner

What's in it for Partner professional customers?

- ✓ All products are made using completely natural organic We offer only high quality products, well known in Russia and ahrnad
- ✓ A wide range of goods is available (more than 280 SKU)
- ✓ New products always appear in our range of goods!!!

Limitations

Our products should be stored at a temperature of $8 \circ C$ to $25 \circ C$ and a relative humidity not more than 75%

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Benedekue лакометва

General and Financial Information

- Total Sales (RU & International) 500 tons per moth
- Total market share (Russia & Other Countries)
 - ✓ Category Fruit Butter 20%,
 - ✓ Category Varenye/Jam/Pastila 3%
- Main relevant product groups within "Belevskie Lakomstva" Portfolio:
 - ✓ Sweet preserves
 - ✓ Confectionery
 - ✓ Apple desert
- Logo's of relevant brands:
 - ✓ Varenye/jam/grated berries "Moya Yagodka" brand ✓ Fruit butter "Eurofrut" brand ✓ Pastila (Apple desert)– "Belyovskiye Lakomstva" brand
- Currently present in Russia
- Main buyers: Traders and HoReCa
- Cooperate with: FixPrice (Russia)
- Certification: HACCP, ISO 22000

Points of differentiation compared with other market players?

- ✓ Best price for same quality products
- ✓ Taste variety /20 tastes
- ✓ We can produce more than 5000 tons of products per month.
- ✓ Long shelf life
- ✓ Unique recipe which makes our pastila light and fluffy

Key strengths / Innovation

What's in it for Partner?

Private Label

- ✓ We are able to produce high-quality products at low price
- ✓ Produce products under our own brands and Private Label
- The basis of our production is natural apples
- Own original recipe

What's in it for Partner professional customers?

- ✓ We are able to supply products in different types of packaging, from 200g jars to 30kg kegs.
- ✓ We can make changes to our recipe depending on the client's requirements
- ✓ High volumes production 24/7

Limitations

- ✓ Terms of execution of the order at least 10 days.
- ✓ Maximum output 170 tons per day









General and Financial Information

- Total Sales 39 mln RU/ 630 000 \$
- Total Market share about 5%
 - fruit-based health product leader
 - Main relevant product groups within company Portfolio:
 - ✓ 3 product groups: specialized food for children,
 - diet food for adults and athletes,
 - ✓ fruit ingredients for adding to baked goods, breakfast cereals, cereals
 - Currently present in: Russia, Lithuania, Latvia, Czech , China
- E-commerce: Ozon.ru, Wildberries.ru, Apteka.ru,
- Main buyers: TOP Russian market chains: MAGNIT, Semiy, all major pharmacy chains in Russia: Rigla, Azbuka Zdorovia, Planeta zdorovia, Ózerki, Doktor Stoletov and nthers
- Certification:
 - ✓ HACCP, HALAL, ISO 9001:2015, Russian Declaration of conformity, Biologically Safety Certificate, Certificate of Origin, Health Certificate (if needed)
 - ✓ Production doesn't require Veterinary certificate or Phytosanitary certificate
 - ✓ Product consists only on natural ingredients: natural fruits juices, dried berries, nuts, the product doesn't include sugar any GMO or preservatives.

Points of differentiation compared with other market players?

- Unique 100% natural products.
- low price.
- It contains only healthy ingredients.
- Adults and children are very fond of.
- Original packaging from a fashionable English designer.
- Each fruit bar has a present for the child, ready-made cases of 1, 5, 10, 40 pieces.
- Convenient for wholesale buyers and for the end customer.
- All products for the prevention of health.
- Helps immunity, metabolism, heart.
- Children are tired of growing and developing properly.
- In our products you will find only fruits, cereals and useful additives: vitamins and extracts of medicinal plants, and no sugar!
- ✓ This is exactly what you and your child need!

What's in it for Partner?

- Delicious and healthy fruit bars for children and adults.
- The optimum ratio of quality and price.
- active participation in promotions and the provision of deep discounts of up to 40% on stocks.
- These products can be produced not only under the "Bionova Rus" trademark, but also in the PRIVATÉ LABEL.We are also ready specifically for our partners to develop unique product mixes.
- Opportunity to defer payment due to cooperation with insurance company Exiar

What's in it for Partner professional customers?

- The unique fruity taste of all Bionova Rus products.
- All products are made from 100% natural ingredients without added sugar. without GMOs, without preservatives. All products are enriched with dietary fiber, vitamin complex and herbal extracts. We offer not just sweets, but a real helper for your health!
- we are also ready to offer fruit pieces for real housewives. our pieces can be added to pastries, prepared cereals, breakfast cereals, more than 16 tastes! convenient packing it diversifies your dishes. Your baby will be happy!

Limitations

Shelf life 12 months

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HEALTHY AND TASTY NATURAL FRUIT BARS, MUESLI, FRUIT & NUTS MIXES

General and Financial Information

- Total Sales (RU & International) 500 mln RUB with VAT (Russia)
- Total Market share (Russia & Other Countries)
- 17,6% in Value (Total Mixed Chains, Russia only fruit bars, AC Nielsen),
- ✓ 3.4% in Value (Total Mixed Chains, Russia all fruit & muesli bars, AC Nielsen)
- Main relevant product groups within company Portfolio:
 - ✓ Natural fruit bars and wraps for adults
 - ✓ Natural fruit bars for kids
 - ✓ Wholegrain muesli
- Logo's of relevant brands:
- Currently present in:
- EEU countries, Hong Kong



- E-commerce:
- Main buyers: Traders
- Cooperate with:
- ✓ Russia: Auchan (Russia), X5 Retail Group (Russia), Lenta (Russia)
- Certification: certificates will be ready in June 2020

Points of differentiation compared with other market players?

- We are the first manufacturers of fruit bars in Russia and one of the first in the world. Production of fruit bars using a unique technology that preserves the properties and taste of fruits and berries.
- Sugar free. Does not contain any artificial flavors or colors.
- Participation in international industrial exhibitions, including the biggest food trade fair ANUGA 2019 in Cologne, FOODEX JAPAN 2020 (will be in March 2020, Tokyo)

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Key strengths / Innovation

БАНАН

What's in it for Partner?

FRUIT

since 2003

- A steadily developing brand, one of the three largest producers of fruit bars in Russia.
- High quality products at affordable prices
- We also produce products under contract and have experience in deliveries to Europe (Estonia, Czech Republic)

What's in it for Partner professional customers?

- Supporting marketing projects, participation in exhibitions.
- ✓ Trade Marketing activities realization
- ✓ An individual approach to working with each client

Limitations

Lack of distributors in EU









LIKE YOU



LLC «ITS ORGANIC»

Manufacturer of 100% natural DAZE nut and fruit bars. DAZE bar is a bright design, catchy taste and real benefit. We take care of the environment and use only herbal ingredients: nuts, fruits and berries in combinations that will not leave you indifferent! A bar can be a quick breakfast or a figure-safe dessert, because DAZE is not just a snack but emotions, mood and energy.

General and Financial Information

- Total Sales (RU & International)
 739 991 000 rub
- Total Market share (Russia & Other Countries) Russia 80%, Belarus 10%, Kazakhstan - 10%
- Main relevant product groups within company Portfolio:
 - Daze nut and fruit bars: "Avocado lime", «Coffee Raspberry», «Cherry Coconut», «Pineapple Passion Fruit», «Chocolate Protein». DAZE MINI «Raspberry Strawberry», «Blueberry Blackberry», «Chocolate Pineapple», «Chocolate Raspberry»
 - ✓ DAZE fruit bars
- Logo's of relevant brands: DAZE
- Currently present in: Russia, Belarus, Kazakhstan
- E-commerce: wildberries, ozon
- Main buyers:, Traders, Grocery stores , Health resorts, Hotels, On-line shops, horeca,
- Cooperate with:
 - √Russia: company (country) «Votonya»(Russia), «Ecobiocom»(Russia), «X5»(Russia)
- Certification Declaration of conformity

Points of differentiation compared with other market players?

- The price is lower than the main competitors.
- 100% natural composition without sugar, preservatives, dves, GMOs and cluten.
- The taste is different from the products on the market.
- Only imported raw materials from Peru, UAE, Serbia and Sri Lanka.
- The product combines rational and emotional reasons for buying. Bright packaging and personalization.



What's in it for Partner?

- Own brand production: Yes
- Deferment of payment.
- Private and White lable.
- Creating recipes specifically for the client.
- Enrichment of products with vitamins and minerals.
- ✓ Possibility to develop personalized products.
- A team of highly qualified technologists, designers, scientists and sales managers.

What's in it for Partner Professional Customers?

- Exclusive assortment and unique combination of tastes.
- Bright packaging attracts the attention of adults and children.
- Corresponds to the lifestyle of consumers follows the trend.
- ✓ The category of bars shows steady growth.
- ✓ Stable repeat sales.
- ✓ Brand marketing support.
- ✓ Reliable supplier.



Limitations

supply of 1,000 pieces 1 SCU Product shelf life - 8 months Storage conditions for the product from 0 to + 20 C



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GRANDLA PRODUCTION COMPANY LLC

TEAM OF PROFESSIONAL TECHNOLOGISTS HAS BEEN DEVELOPING THE PERFECT TASTE COMBINATIONS FOR BREAKFAST EVERY DAY. IN 2018, WE HAVE COLLECTED A LINE OF MORE THAN 20 FLAVORS AND COMBINED THEM UNDER THE BRAND "NUTSBEE". EACH OF THEM IS UNIQUE IN ITS OWN WAY AND EVOKES A RANGE OF GASTRONOMIC EMOTIONS. Key strengths / Innovation

- Total Sales (RU & International) 4 500 000 RU
- Total Market share (Russia & Other Countries)
- Russia 99.3 % China 0.7%
- Main relevant product groups within company Portfolio:
 - ✓ dried fruits and nuts
- Logo's of relevant brands:
- E-commerce: OZON, Beru, Wildberries
- Main buyers: Distributors, Retail
- Cooperate with:
- ✓ Russia: Home Deli (Izhevsk), SPAR (Udmurtia), Globus hypermarkets (Moscow and MD), EATLY (Moscow), Semya (Perm), Theorem Hypermarket (Chelyabinsk), Gur market Supermarket»

Gluten-free products

✓ Declaration of EAEU

What's in it for Partner?

chemicals, fillers or binders

Products are safe and EAC compliant

From the manufacturer

Points of differentiation compared with other market players?

- √ 100% natural ingredients
- ✓ A lot, there's a LOT of NUTS
- ✓ Without preservatives
- ✓ long shelf life from 6 to 12 months
- Convenient package. Packages with a ziplock
- ✓ Delay of payment





Email: golubeva@exportcenter.ru web: https://nutsbee.ru/









Private Label and White Label: Yes, conditions

Production of 100% natura products without any



DIA-VESTA

Short information

General and Financial Information

- Total Sales (RU & International) 1.7 millions \$
- Total Market share (Russia & Other Countries)
 - ✓80% Russia
 - ✓20% other countries
- Main relevant product groups within company Portfolio:
 - ✓ muesli
 - ✓ whole grain bars
 - ✓ protein bars
 - √pureed berries, jams, jelly from freshly frozen Siberian berries on fructose
 - ✓ fortified biscuits with wheat germ flakes and diet bran:
 - ✓ product line for weight reduction.
- Logo's of relevant brands: Dia-Vesta
- Currently present in: Kazahstan, Kyrgyzstan
- E-commerce: presented in Wildberries
- Main buyers: traders, distributors
- Cooperate with:
- ✓ Russia: federal retail chain Lenta, regional retail chains as Mariya-Ra, Bystronom, Gigant, Bahetle, Dobryanka
- ✓ Export: Ideal Kaz Trade (Kazahstan)
- Certification: Gost R 22000, ISO 9001-2015



Key strengths / Innovation

What's in it for Partner?

- Private Label manufacture of whole grain and protein bars from 4000 pcs
- ✓ High margin
- ✓ Wide range of thematic products
- ✓ Increasing demand

What's in it for Partner professional customers?

- eco-product without palm oil and GMO
- high quality of ingredients
- ✓ competitive price
- healthy snack

Limitations

- ✓ shelf life of product from 10 months
- don't need temperature regime





Points of differentiation compared with other market players?

- Innovation food based on scientific researches
- High quality raw materials
- ✓ Wide range of products
- Without GMO
- Competitive price

Address: Russia. Novosibirsk region. Novolugovoe town

REC Contact person: Anastasia Golubeva Tel: +7 (495) 9374747 ext. 1145 Mob: +7 (916) 1305477

Email: golubeva@exportcenter.ru web: www.natureda.ru www.dia-vesta.ru









YABLOKOV

General and Financial Information

- Total Sales (RU & International):
 - ✓ 2018 750 000 € (1 200 000 pcs);
 - ✓ 2019 656 250 € (1 050 000 pcs./9 months)
- Total Market share (Russia & Other Countries):
- Russia 2% (dried fruits), 34% (apple chips)
- Main relevant product groups within YABLOKOV Portfolio (attached): Apple chips, pear chips, snacks, healthy food
- Logo's of relevant brands:

Currently present in: Russia and Belarus

Points of differentiation compared with other market players?

- Biggest manufacture of apple chips in the Russian market with own technology and raw base - 1 000 000 special variety apple trees in our gardens (enough to produce 40 million 25 g packs of chips per year).
- Modern fully automated production line designed specifically for company requirements.
- Unique production technology minimum residual moisture; no oil, dyes and preservatives added.
- A wider distribution network in the Russian Federation compared to other brands of fruit chips. Warehouse capacities in Moscow and south of Russia (4D km from the seaport Tuapse).
- Top customer reviews and feedback compliance with tastes of the target audience

Key strengths / Innovation

What's in it for Partner?

- Stable supplier with guaranteed premium quality, own raw material base and uninterrupted continuous supply; Flexible options for product volume and package design;
- Marketing materials and brand adaptation could be applied according to the countries of presence

What's in it for Partner professional customers?

- Natural organic product recommended for kids from 3 vears old.
- Price is lower in compare with competitors;
- ✓ Constant demand by key target groups: supermarkets, cafés and bars, vending machines, schools, petrol stations.

Limitations

- There are no limitations determined. Product comes with Certificates of the Eurasian Economic Union.
- The HACCP Food Safety Management System (ISO
- 22000: 2005) has been introduced. Ready to accept an audit and pass the necessary verification procedure.

Address: 119602 Moscow, Russia. ul. Pokryshkina. dom 8. korp. 1. of. 9.

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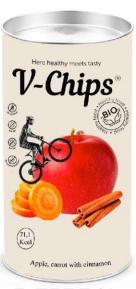
Mob: +7 (916) 1305477 Email: golubeva@exportcenter.ru web: http://yablokov-snack.ru/ Presentation '











#Кечипсы

-berencut-

V-Chips*



VEGGIECULT (LLC BIO TERRA)

A PRODUCT MADE WITH A UNIQUE TECHNOLOGY OF LOW TEMPERATURE DRYING OF VEGETABLES. WHICH ALLOWS TO SAVE UP TO 90% OF VITAMINS AND TRACE ELEMENTS CONTAINED IN FRESH VEGETABLES

General information

- Sales volume: 18 million rubles
- Russia / other countries: 70/30 %
- The main product groups of the company:
 - ✓- Dried vegetables for a snack
 - ✓- Dried vegetables for cooking
 - ✓ Cream soups take with you
- Logos of brands / companies
- E-commerce: OZON.Ru, beru.Ru, wildberries.Ru, ebay.Com
- Customer portrait: women and men who take care of their health and tend to eat healthy natural foods.
- We are currently working with:
- Kazakhstan, belarus
- Main buyers: azbuka vkusa (russia), kompass zdorov'ya (russia), sem'ya (russia), ashan (russia), cultura est' (russia)
- CERTIFICATION
- Еаэс № ги д-ги.Тр05.В.31278, еаэс № ги д-ги.Тр05.В.30182, еаэс № ги д-ru.Tp05.B.25822, eaэс № ru д, cn.Вя01.B.07015, pocc ru. As01.M.0242, pocc ru. As01.M.0242-1, pocc ru. As01.M.0242-2, pocc ru.31661.04act0

Points of differentiation compared with other market players?

▼ The product consists only of natural ingredients: vegetables, fruits and natural spices, the composition of the product does not include any gmos, oil or preservatives.

Key strengths / Innovation

- A new era in fast food and snack foods
- 100% unique, healthy and natural product in which all vitamins and nutrients are stored. A significant shift towards a healthy diet and lifestyle leads to an increase in demand for this product

What's in it for Partner?

- ✓ As a family business, the company is responsible for the quality of its product.
- Year-round marketing activities and marketing support
- ✓ We make healthy eating affordable
- ✓ Lack of distributors in countries with the exception of russia, kazakhstan, belarus and china

Limitation

✓ 300,000 packages per month







ADDRESS: 426039.228 NOVOSMIRNOVSKAYA STR.. IZHEVSK. UDMURT REPUBLIC. RUSSIA REC Contact person: Anastasia Golubeva Tel: +7 (495) 9374747 ext. 1145 Mob: +7 (916) 1305477

Email: golubeva@exportcenter.ru WEB: http://vegetablestime.com/







LTD TRADING HOUSE «BOGASHEVO FOOD COMPANY"

WILD PLANTS COMMERCIAL PROCESSING, PRODUCTION OF DIFFERENT FILLINGS, BERRY PURÉES FOR FURTHER COMMERCIAL PROCESSING. MANUFACTURE OF FINISHED GOODS.

General information

- Sales 133 393 152 Russian Rubles (US \$1 840 714);
- Distribution of Sales:
 - ✓ Russian Federation 97%.
 - Other countries 3%.
- Main relevant product groups within company Portfolio:
 - Natural marmalade;
 - Compound-jam
 - ✓ Mashed berries with sugar;
 - Berry nectar with prebiotic;
 - Toppings.
- Logo's of relevant brands: «Beauty will save the world» 🛛
- E-commerce: : Instagram, http://tdbpktomsk.ru/
- Main buyers: : Traders, Distributors, Retail

Points of differentiation compared with other market players?

- Custom production;
- Large assortment of products;
- Promotion support;

Key strengths / Innovation

What's in it for Partner?

- Custom production for distributing facilities under private label;
- Contract manufacturing for companies that sell jams, preserve, nectars and other products made of herries and fruits.

Benefits for distributors and commercial networks

- High margin;
- Fast delivery.

Limitation

Production volume: 50 tons of jam - 20 days.



Presentatior









PRODUCTION COMPANY ZAGOTPROM IS A RUSSIAN COMPANY SPECIALIZING IN THE HARVESTING. PURIFICATION AND PROCESSING OF WILD BERRIES COLLECTED IN THE REPUBLIC OF KARELIA.

· KARELIA.

General and Financial Information

- Total Sales (RU & International) 4 000 000 EURO
 - Total Market share (Russia & other Countries)
 - √ 50% Russia
 - ✓ 50% Other countries
- Main relevant product groups within company Portfolio:
 - ✓ IQF berries
 - ✓ Fresh berries
 - ✓ Natural berry puree
 - ✓ Berry concentrates
 - ✓NFC Juices
- Logo's of relevant brands:
- Currently present in:
 - Countries of the EU
 - ✓ China
 - Japan
- Main buyers: Producers/Traders/HoReCa
- Cooperate with: Valio DY (Finland), PepsiCo (Russia), Sava (Russia), Udarnitza (Russia)

Points of differentiation compared with other market players?

- ✓ free from GMO and preservatives.
- ✓ High-precision electronic cleaning and shock freezing preserve all the vitamins in
- All the products are manufactured in accordance with Russian GOST food standards and specifications as well as with the European legislation.
- \checkmark Zagotprom LLC strives to provide its customers with the finest berry products. Our operations comply with the FSSC 22000 product safety management system.
- Participant of many Russian and international food exhibitions.



What's in it for Partner?

- Electronic berry sorting line
- Developed infrastructure and logistics
- Competent staff
- 100% natural and healthy product, in which all vitamins and nutrients are preserved

What's in it for Partner Professional Customers?

Flexible payment terms for regular professional customers

Limitations

✓ Deep frozen



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Email: golubeva@exportcenter.ru web: www.zagotprom.com





Tea & Jam Honey & Gream





IS A TEA - PACKAGING FACTORY AND THE FIRST PRODUCER OF TEA AND COFFEE IN STICKS IN RUSSIA

General and Financial Information

- Total Sales (RU & International) 100 000 pieces.
 - Total Market share (Russia & Other Countries)
 - ✓ Russia Teatone covers 85% of it's market segment (tea sticks)
 - ✓ Other countries no mentionable share
- Main relevant product groups within Teatone Portfolio:
 - ✓ tea sticks for retail,
 - ✓ tea sticks for Horeca,
- ✓ tea bag for teapot,
- ✓ tea bag for cup.
- Logo's of relevant brands:



Currently present in:

- ✓ Russia, Estonia, Belorussia, Armenia, Azerbaijan, Mongolia, Uzbekistan, Hungary
- Main buyers: Traders and HoReCa
- Cooperate with: Metro (Russia)
- Certification: FSSC 22000 . HALAL KOSHER

Points of Differentiation compared with other market players?

- ✓ NEW, curious way of making/infusing tea
- √ 12 tastes
- ✓ Attractive price policy for foreign markets / local players are in other price
- ✓ Teatone stick unique pack
- ✓ Natural high-quality leaf tea inside the stick
- ✓ Replaces the tea spoon
- Does not make any droplets and splashes

Presentation Address: II, Lit. AB. Partizanskaya Street, Saint Petersburg, Russia REC Contact person: Anastasia Golubeva Tel: +7 (495) 9374747 ext. 1145

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Email: golubeva@exportcenter.ru web: http://teatone.su/en/

What's in it for Partner?

Private Labe

Reliable partner: wide export experience

Safety product: Stick made of food polymer material. Required safety tests passed.

Key strengths / Innovation

- Innovative patented package / patent № 119 326
- ✓ TRCU005/2011 EEU regulation pack safety
- ✓ Automated production line less human factor.
- ✓ Milky Dolong do not contain milk no import restrictions for milk products.
- ✓ Own original blend mixtures
- ✓ High production capacity

What's in it for Partner professional customers?

- ✓ Horeca special pack x 100stick / package
- New appearance of new brewing format
- ✓ Range of 12 tastes for Horeca

Limitations

 Registration \(\) necessity in absolutely new countries excluding Madrid





to Main L'ategories



KRASNODAR TEA UNION

"KRASNODAR TEA UNION" LLC IS THE MANUFACTURER OF THE LEGENDARY KRASNODAR TEA - THE SYMBOL OF BOTH KRASNODAR REGION AND RUSSIA. THE NORTHEST GROWN TEA IN THE WORLD AND THE MIRROR OF THE BEST RUSSIAN TRADITIONS.

Краснодарскій ^Чай

General and Financial Information

- Total Sales (RU & International) 3,5 mln Euro per year.
- Total Market share: Russia 95%, Other Countries 5%
- Main relevant product groups within company Portfolio:
 - ✓ green tea (leaf & sachted)
 - ✓ black tea (leaf & sachted)
 - ✓ tea with herbs (leaf & sachted)
 - ✓ tea with flavour (leaf & sachted)
- Logo's of relevant brands:
- Currently present in: EU, Canada, Ukraine, Kyrgyzstan, Armenia
- Main buyers: Traders
- Cooperate with:
 - ✓ Russia: Auchan, O'key, X5 Retail Group
- Export: Narodnyj (Kyrgyzstan), MAXIMA (EU), MEGO (Latvia), No frills (Canada),
- Freshco (Canada), Yummy market (Canada) Certification: № RU д.-RU.AП02.B.12925; № RU д.-RU.AП02.B.12923; № RU д.-RU.AП02.B.12927; № RU Д.-RU.AП02.B.12924

Ready to carry out the certification procedure under the conditions required by any country where Partner is present.

Points of differentiation compared with other market players?

- ✓ Inclement climatic conditions help to preserve the environmental friendliness and uniqueness of the product.
- Products consists on natural ingredients.
- A wide range of products in each product group.
- More than 60 awards for the quality and uniqueness of the product.
- Active participation in international professional exhibitions
- ✓ Attractive price policy

Key strengths / Innovation

What's in it for Partner?

- Production of natural and high-quality products
- Products are safe and EAC compliant. Declaration EAEU
- ✓ Competitive price
- Marketing and trade marketing activities
- Stable production volumes and stability in supply

What's in it for Partner professional customers?

- ✓ Supporting marketing projects (for example participation in PartnerExpo)
- Special promo packs production
- ✓ Horeca special pack
- Wide range

Limitations

- Registration necessity in absolutely new countries.
- ✓ Lack of distributors in countries excluding EU, Canada, Ukraine, Kyrgyzstan, Armenia
- ✓ Special local certifications, if needed



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Email: golubeva@exportcenter.ru

web: <u>www.krdtea.com</u>





SIBERECO

NATURAL PRODUCTS FROM SIBERIA

General and Financial Information

- Total Sales (RU & International) 40 mln Rub (2019)
- Total Market share (Russia & Other Countries) Russia: 98.8%. other countries: 1,2% (4th quarter of 2019)
 Main relevant product groups within company Portfolio:

 Kedrocofe (Pine Nut Coffee Substitute)

 - ✓ Chaga-tea
 - ✓ Elixir
 - ✓ Pine Nut Oil
 - ✓ Galipot

Currently present in: Russia, Kazakhstan

- Main buyers: Traders, On-line shops, Restaurants, Health Resorts
- Cooperate with:
- ✓ Russia: Arena, HyperGlobus, Clover, Ambar, Pobeda, EuroSpar, Pelican, Elisey, Planeta Zdorovya, Molniya Spar, Triumph, Valeo Farm.

SIBERECO:

- ✓ Export: Kazakhstan, IE Misakov, Inner Mongolia Baixiong Construction Engineering Co., LTD (China), Moldvegan Inc (Canada), IMAGIN GAP s.r.o. (Czech Republic).
- Certification: EAC N RU Д-RU.Aи88.B.00420/19; EAC N RU Д-RU.Пх01.B.12069/20; EAC N RU Д-RU.Aи88.B.00587/19; EAC № RU Д-RU.Au88.B.01375/19.

Points of differentiation compared with other market players?

- Products are perfect for maintaining immunity
- ✓ A unique recipe using natural ingredients
 ✓ Participant of Russian and international food exhibitions

Key strengths / Innovation

What's in it for Partner?

- Private Label
- From the manufacturer
- Products are safe and EAC compliant
- Great for maintaining the body thanks to the vitamins and trace elements contained in the products.

What's in it for Partner Professional Customers?

- ✓ High quality products
- ✓ Flexible terms of delivery and payment
- ✓ High margin.
- ✓ All conditions of cooperation are discussed individually, based on capacities and needs.

Limitations

- ✓ Kedrocofe (Pine Nut Coffee Substitute): 100 t/year
- ✓ Chaga-tea: 50 t/year
- ✓ Elixir: 150 000 1/year
- ✓ Pine Nut Oil: 35 000 I/year
- ✓ Galipot: 12 000 I/year

Address: 634034. Russia. Tomsk region. Tomsk. Belinsky st. 58/3.

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EMELYANDVSKAYA BIDFABRIKA WE FOCUS ON DELICIOUS AND HOLESOME FOOD FOR A HEALTHY AND FUNCTIONAL DIET

General and Financial Information

- Total Sales in Russia 1 400 000 Fur.
- Total Market share: 15% (Russia)
- √ 25% (Kazakhstan), 25% (Belarus).
- Main relevant product groups within Portfolio:
- Willow herb tea, willow herb tea with flavors,
- Pine cone jam.
- Logo's of relevant brands:
- Trademark:
- Brand: Emelyanovskaya biofactory
- Currently presents in: Belarus, Kazakhstan, Baltic countries.

Points of differentiation compared with other market players?

- The best value for money
- Lean business processes
- Client-oriented company Vivid and attractive packing
- Current market trends
- Volume and turnover
- Experience

Key strengths / Innovation

What's in it for Partner?



We realize resbonsibility for our obligations

What's in it for Partner professional customers?

- Cooperation with one of the biggest retailers of Europe and the world.
- Opportunity to offer quality product to different categories of buyers.
- New experience.
- Additional investments in development of new products. Limitations



Back to Main Categories

Address: bldg. 28. Emelyanovskoye Village. Kabozhskoye Rural Settlement. Khvoyninsky District. Novgorod Region, Russia, 174560 REC Contact person: Anastasia Golubeva Tel: +7 (495) 9374747 ext. 1145 Mob: +7 (916) 1305477

Email: <u>golubeva@exportcenter.ru</u> web: http://en.fabrikabio.ru/













OOO "HERBAL TEAS OF KHAKASSIA REPUBLIC"

PRODUCTION OF MULTICOMPONENT OF TEA FROM MEDICINAL HERBS. THE WILLOW-HERB FERMENTED.

General and Financial Information

- Sales volume (RUB/currency) 5000000 rubles per year Total Market share (Russia & Other Countries) Russia 100%
- Main product groups of the company
 - ✓ Herbal collections (multi-component herbal teas)
 - ✓ Ivan-tea fermented both pure and with additives of other h
 - ✓ Sagan-dailya
- Brand/company logos
- Currently present in: Russia
- Main buyers: Stores, HoReCa, pastry shops
- Cooperate with: : none Russia: a Network of eco stores Compass Health St. Petersburg
- Certification Declaration of conformity of the Eurasian economic Union EEU no. RU D-RU RADI, V. 02140/19

Points of differentiation compared with other market players?

- ✓ The most eco-Friendly food product of the Republic of Khakassia
- ✓ Herbalist in the 3rd generation, knowledge, experience
- ✓ A delicious mouthful of Siberian health
- ✓ Top grade quality!
- ✓ Participant of many Russian and international exhibitions 6. Does not contain GMOs. Only wild plants collected in the Sayan mountains.
- ✓ Family business, production.

Key strengths / Innovation

What's in it for Partner?

- Benefits for the importer The production of private label products: Yes, to be discussed
- Developing brand Growing demand for eco products
- ✓ Natural products of the highest quality
- Safe and healthy product of the EEU Declaration of conformity

What's in it for Partner Professional Customers?

- ✓ Active promotion of the brand and products in social networks: Instagram, Vkontakte, Facebook, OK
- ✓ Family business, and therefore the highest quality, since the reputation of three generations is a matter of honor
- Flexible payment system

Limitations

√ 1,5 tons of herbal teas a year



ФИТОЧАИ ХАКАСИИ



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MAGIC KAMCHATKA

SHORT INFORMATION: THE COMPANY IS ENGAGED IN THE PRODUCTION OF PRODUCTS FROM WILD PLANTS. THE COMPANY "KAMCHATETNOTOUR" IS THE SMALL BUSINESS

General and Financial Information

- Total Sales (RU & International) : 4 100 000 RUB 2019 3 980 000 RUB-2018
- Logo's of relevant brands:



- Rich/402105257722?hash=item5d9f574efa:g:~xUAAOSwdaxeV3sD
- Main buyers: customers aged 25-60 years, the company's product line is designed for people with average income and low
- Cooperate with: No
- Certification: EAC

Points of differentiation compared with other market players?

- It is collected and harvested by hand in the Sobolevsky district of Kamchatka (in the most ecologically clean region of Russia, where the population density does not exceed 0.2 people per square kilometer)
- Due to the high content of bioflavonoids and ascorbic acid, it has a beneficial effect on the body: increases immunity and resistance to various infections, strengthens blood vessels, removes heavy metals, cleanses the body in various intoxications, improves blood composition, normalizes blood pressure
- Ivan-tea is made from leaves of narrow-leaved cypress, which have passed a long fermentation. In this form, tea is stored longer, preserving its useful properties
- Does not contain caffeine, GMO.

Key strengths / Innovation

What's in it for Partner?

- Private Label and White Label: Yes
- Packaging does not harm the environment 22 PAP

What's in it for Partner Professional Customers?

- High quality products (Gold/ silver quality mark of the 21st century-2018, Environmentally safe product-quality Mark of the 21st century-2019
- ✓ A wide range of products for any market segment
- The packaging has been translated into English, Chinese and Korean. Inside each package is a colorful booklet
- For reliable protection of tea from moisture, sunlight and foreign odors and to preserve useful substances, the company uses modern multi-layer packaging

Limitations

Abkhazia (plants in any form); Algeria (plant products) :Bahamas (tea); Guyana (food); Egypt (plants); Iraq (tea); Iran (tea); Colombia (tea unprocessed or in bags); Libya(tea); Malawi (plants and plant products); Malaysia (plants and parts thereof); Nigeria(tea); Peru(tea); Poland (fresh or dried plants); Seychelles (tea); Turkev (tea







ALFIT PLUS

PLANT-BASED NATURAL PRODUCTS. ALFIT PLUS COMPANY IS ENGAGED IN THE DEVELOPMENT, PRODUCTION AND SALE OF HIGH-QUALITY HEALTH-PROMOTING, PREVENTIVE AND COSMETIC PRODUCTS ON A NATURAL PLANT BASE

General and Financial Information

- Total Sales (RU & International) 783,000 pieces
- Total Market share (Russia & Other Countries)
 - √ 85% (Russia)
 - ✓15% (Other Countries)
- Main relevant product groups within company Portfolio:
 ✓herbal teas of series "Phytol" in briquettes

 - ✓ Herbal teas in capsules

 - ✓ Herbal teas "AltaiPhyt" in drip bags
 ✓ Altai natural honey with herbal extracts
 ✓ Edible oils "Alfit Plus" with lecithin

 - ✓ Series of mono herbs "Alfit Plus"
 - √ Flaxseed porridges of series "Alfit Plus Diet"
- Logo's of relevant brands:
- Currently present in: Kazakhstan, Belarus, Serbia, Latvia
- E-commerce: www.ozon.ru, www.beru.ru , www.wildberries.ru, www.alibaba.com
- Main buyers: Distributors
- Certification: Certificate of state registration, Declaration

Points of differentiation compared with other market players?

- Quality. There is quality and safety control the system of all stages is introduced on site productions. ISO 22000
- quality management system
- Environmentally friendly raw materials. Using the latest technologies and modern. equipment for the production of goods
- Using the developed unique recipe
- ✓ Affordable prices are customer-oriented; Sustainable product quality and stable corporate strategy

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What's in it for Partner?

Private Label

- A developing and promising brand
- High Demand
- Production of natural and high-quality products
- Products are safe and EAC compliant.
- The production capacity of the company allows us to quarantee the production of high-quality products in a short time
- We carry out the entire production cycle from certification to storage of the finished product

What's in it for Partner professional customers?

- Affordable prices oriented at the customer;
- Sustained product quality and stable corporate
- ✓ principles.

Limitations

✓ We are not limited in volume, all questions about deliveries are discussed in private







LIMITED LIABILITY COMPANY «ESPUMA»

ESPUMA IS A MOLECULAR GASTRONOMY CUISINE, A SOFT FOAMY SUBSTANCE RETAINING A GENUINE TASTE, FLAVOR, MINERALS AND VITAMINS OF THE ORIGINAL INGREDIENTS.

General and Financial Information

- Total Sales (RU & International) Espuma LLC is a young company. Production facilities allow for the production of a batch of goods up to 5 million pieces per
- Main relevant product groups within Company Portfolio:
- Produce four flavors:
 - ✓ Raspberry Espuma Space
- ✓ Strawberry Espuma Space
- Cherry Espuma Space
- ✓ Blueberry Espuma Space
- Logo's of relevant brands:
- Currently present in : Russian Federation
- Ready to deliver in : European Union country
- Main buyers: Traders/HoReCa
- Certification: EAC. ISO



Points of differentiation compared with other market players?

- ✓ Espuma Space Berry Mousse is a unique product with no analogs available in the international market. Based on the patented technology it is a new authentic healthy dessert containing no added sugars.
- Natural berries' mousse can be consumed as a stand-alone dessert or used as a topping or sauce for any products or dishes complimenting the natural berries taste. The Espuma Space mousse is 98.6% made of natural berries.
- The patented technology allows transforming virtually any food into the foamy mousse.
- \checkmark Literally no limits meaning you can make the mousse out of fruits, vegetables, confectionery, bread, cheese, meat and seafood - and many other types of food products.

Key strengths / Innovation

What's in it for METRO?

- ✓ Espuma is a guarantee of commercial success :
- ✓ For stores this is attraction of customers,
- ✓ Increase in the average spend,
- Availability of new items in the range;
- New product
- ✓ New taste
- ✓ New technology

What's in it for Partner professional customers?

- Support for marketing projects
- ✓ For coffee-rooms this is a unique dessert and premium topping.
- ✓ Natural product
- ✓ Great demand among women (Low calories, comfortable to use everywhere)

limitations

✓ Max productive capacity: 5 million pieces per month

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DYKAT

LLC COMPANY DYKAT IS A RUSSIAN PRODUCER OF FOOD. WE HELP PARTNERS AROUND THE WORLD TO SUCCESSFULLY EXPAND THEIR ACTIVITIES, CREATING TOGETHER SAFE PRODUCTS. WE ALSO TRY TO BE THE BEST PARTNER FOR OUR CUSTOMERS

General and Financial Information

- Total Sales (RU & International) 70,000 tons of raw materials (€ 32 mln) per
- Total Market share (Russia & Other Countries) 30% in Russia in the main (three) product categories.
- Main relevant product groups within Dykat Portfolio:
 - ✓ vegetable cream
 - whipping cream, confectionery chocolate glaze

 - ✓ boiled condensed milk











- Logo's of relevant brands:
- Currently present in: Russia, Mongolia, Kazakhstan, Uzbekistan, Armenia, Tajikistan, Azerbaijan, Kyrgyzstan.
- Main buyers: Traders
- Cooperate with: Magnit (Russia), SPAR (Russia), CONFILL (Russia). Certification: ISO 22000:2005

Points of differentiation compared with other market players?

- Favorable prices and product quality.
- ✓ A wide range of products in each product group.
- ✓ We purchase 70% of incoming raw materials directly from foreign colleagues.
- ✓ We produce 30% of the incoming raw materials at one of our milk processing
- Active participation in international professional exhibitions

Key strengths / Innovation

What's in it for Partner?





- ✓ Own logistics company.
- ✓ We guarantee:
- ✓ 10% cost optimization of ingredients for Pertner
- demand in the HoReCa sales channel and the production of confectionery products, cakes.

What's in it for Partner professional customers?

We provide customer support and product support:

- ✓ High-quality product, versatility in use;
- ✓ testing new products and evaluating new solutions in the industry **Limitations**
- Store at a temperature from 5 C to 20 C.
- Shelf life is from 6 to 12 months.





Address: Russia, Penza, Metallistov Str., 7



CJSC "PRODUCTION ASSOCIATION GUMMY" (CJSC PA "GUMMY")

THE RANGE OF PRODUCTS INCLUDE MORE THAN 2000 PRODUCT NAMES IN THE CATEGORY OF FOOD PRODUCTS FOR DAIRY, CONFECTIONERY AND BAKERY INDUSTRIES

General and Financial Information

- Total Sales (RU & International):
 23 224 616 kg; /2 112 611 464 RUB
- Main relevant product groups within company Portfolio:
 - ✓ The Logo's of relevange of products include more than 2000 product names in the
 category of food products for dairy, confectionery and bakery industries:
 - ✓ Confitures, Jems, Fruit and berry fillings, marmalades, puree
 - ✓ Confectionery Creams
 - ✓ Canned milk: confectionery creams, fondant
- Currently present in: Azerbaijan, Armenia, Kazakhstan, Uzbekistan, Tajikistan, Belarus, ETC.
- Main buyers: dealers/businesses
- Cooperate with:
 - √ Inmarco (Unilever), Unimilk, CBC Cheremushki, Testory, Wimm-Bill-Dann, Mars, Nestle and others
 - ✓ Moscow region: THREE-R; Cheremushki cond.Baloch.plant; Altervest the 21st century; Tatarstan Resp: SP'chev; Yip Yip Dillman Ziyatdinova.
 - ✓ IP "Shah-Import"(Kazakhstan); "Candy Raw Materials"(Kazakhstan); TOO "Milk Project"(Kazakhstan); IP Zhaishibekov(Kazakhstan); LLC "Onesta Group" (Kyrgyzstan)
- Certification:
 - ✓ Russia: company (country) ISO 22000:2005
 - ✓ China: CQC 2018

Points of differentiation compared with other market players?

- participated in international exhibition Sial, which took place in Paris, France in 2016. Fruit and berry filling "Cherry&rum, 70%, N" was accepted the product of the year.
- ✓ participated in international exhibition Sial, which took place in Shanghai, China in 2018. Caramelized milk, 11% fat was accepted the product of the year.
- participated in international exhibition GulFood, which took place in Dubai in 2018. Poppy filling, 30% was accepted the product of the year.

Key strengths / InnovationWhat's in it for Partner?

- Long-term work on the food ingredients market helps to achieve stable partnership with Russian and foreign companies.
- Production of natural and high-quality products
- ✓ Products' multifunctionality helps
- ✓ technologists, confectioners and
- ✓ bakers to realize their creative ideas
- ✓ Products are safe and EAC compliant.

What's in it for Partner Professional Customers?

- The most convenient terms of collaboration, consultations on each stage of collaboration, new product development to satisfy any need.
- The EBITOA profitability index had an upward tendency. It proved the optimization of PA Gummy JSC expenses

Limitations

CONFECTIONERY CREAMS: Airproof polymer packing with a liner, NET weight 13 kg. 6 months at temperature not more than $+20^{\circ}$ CAs for safety aspects meet the requirement of TP TC 021/2011 \ll 0n safety of food products \gg

THERMOSTABLE CONFITURES: 9 months at Temperature of 0 $^{\circ}$ C to +25 $^{\circ}$ C

Fruit and berry fillings for milk-based products (yogurts, curds, desserts, puddings, etc.) are meant for giving them certain taste and smell.: 4 months at temperature of 0° C to $\pm 10^{\circ}$ C



Catalog





General and Financial Information

- Total Sales (RU & International) 1756 097 EUR (2018)
- Total Market share (Russia & Other Countries)
- 19,4 % (2018, Russia)
 - Main relevant product groups within Peroni Portfolio:
 - ✓ Honey soufflé in rope jar, 250 ml / 30 ml
 - ✓ Honey soufflé, Compliment series, 250 ml / 30 ml ✓ Honey soufflé, gift sets 3*30 ml / 4*30 ml / 12*30 ml

 - ✓ Honey soufflé Öm Nom series (for children) 120 ml
- Logo's of relevant brands: PERONI
- Currently present in: Russia, Kazakhstan, Uzbekistan, Azerbaijan, Tajikistan, Belarus, Germany, the Netherlands, Poland, Japan, Qatar, UAE, Great Britain, France, Lithuania
- E-commerce: Amazone, Alibaba
- Main buyers: Traders/HoReCa
- Cooperate with: Auchan (Tajikistan)
- Certification: Full pack of export documentation for EU: Declaration of conformity, Biologically Safety Certificate, Certificate of Origin, Health Certificate (if needed)
 - Production doesn't require Veterinary certificate or Phytosanitary certificate.

Key strengths / Innovation

What's in it for Partner?

- Warehouse in Lithuania, shipments of already cleared goods across Europe
- Ready to export (Full pack of export documentation for EU)
- 100% unique, healthy and natural product, in which all vitamins and nutrients are preserved. Significant shift for healthy eating & lifestyle leads to growing demand for this product.

What's in it for Partner professional customers?

- ✓ As a family business, the company is responsible for the highest level of quality and after sales service.
- ✓ Year-round marketing activities and marketing support

Points of differentiation compared with other market players?

- Product consists only on natural ingredients: natural stirred honey, dried berries, nuts, fruits, the product doesn't include any GMO or preservatives.
- ✓ Our honey is a unique innovative product on both Russian and international markets. The product received SIAL China Innovation product award (2019)
- Regular participation in international exhibition
- ✓ A number of awards, that confirm the quality and innovativeness of the product: Product of the year (Worldfood, 2014, 2015), Best product of the year (Interfood,2015), Best innovative product (Prodexpo, 2016, 2017), London Honey Award 2019

Limitations

Production capacity is 400 000 items per month.



RUSSIAN

EXPORT CENTER

to Main L'ategories

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Presentation Catalog



THE COMPANY SAVA SPECIALIZES IN THE PRODUCTION AND SALES OF FOOD PRODUCTS MADE FROM WILD PLANTS THAT GROW IN SIBERIA AND THE ALTAI TERRITORY: WILD AND GARDEN BERRIES, MUSHROOMS, PINE NUTS AND VARIOUS KINDS OF HERBS. IT IS ENGAGED IN THE DEVELOPMENT AND PRODUCTION OF FUNCTIONAL FOOD AND SPECIAL DIETARY FOOD FOR THOSE PEOPLE WHO WORK IN HAZARDOUS CONDITIONS

General and financial information

- Total Sales 1 623 950 EUR (2019)
- Total Market share : Russia 90%, Other countries 10%
- The main product groups of the company:

 Vegetable milk "Pine nut milk"

 - ✓ Sweet groceries: berry preserves, jam, pine cone preserves
 - ✓ Directly expressed juices
 - ✓ Herbal teas based on rosebay tea.
- Logo's of relevant brands:







- Currently present in: Russia, China, Germany, Czech Republic, Kazakhstan, Taiwan, Switzerland, Malaysia,
- E commerce: OZÓN.ru, Alibaba, Wildberries.ru.
- Main buers: Traders/Retails
- Cooperate with:
- ✓ Russia: Auchan, x5retail, Lenta, Camelot-A, AD Thunder, Metro Cash and Carry, etc.
 ✓ Certification: GOST R ISO 22000-2007 (ISO 22000: 2005) and GOST R ISO 9001-2015; HALAL, KIWA

Points of differentiation compared with other market players?

- Own plantations of sea buckthorn and honeysuckle
- Natural ingredients
- Unique assortment
- Availability of successful product export cases

Key strengths/ Innovation

What's in it for partner?

- Private Label
- Quality control throughout the production process
- Unique products
- Marketing activities and marketing support

What's in it for partner professional customers?

- High and consistent quality
- ✓ Private Label
- Product shelf life from 12 months to 36 months

Limitations

- ✓ Individually discussed delivery quantum
- Temperature range from 0 to 25 degrees Celsius



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HONEY HOUSE» is a premium segment brand. Only the natural, graded honey, collected in the ecologically pure honey-bearing regions of Russia and abroad, is selected for the «HONEY HOUSE» line of products

Presentation

L'atalog

General and Financial Information

- Total Sales (RU & International): By the end of 2018 total sales in Russia reached 880 521 075,57 RUB. Export share is 2% of the total sales.
- Total Market share (Russia & Other Countries: about 74%.
- Main relevant product groups within company Portfolio:
 - ✓ Honev.
 - ✓ Confectionary
 - ✓ Herbs tea in pyramids
 - ✓ honey product with natural fillers
 - ✓ Crushed berry
- Logo's of relevant brands:
 The trademarks «Grandfather Hive», «Mother Bee», «Honey House», «HERBS AND BEE».
- Currently present in: China, Vietnam, Kazakhstan, Belarus, Armenia, Jordan, Japan, United Kingdom, Canada, US
- Ready to deliver in: EU countries, China (and eastern countries).
- Certification: HACCP, FSSC 22000, EFQM

Points of differentiation compared with other market players?

- ✓ We use only the highest quality raw materials from trusted suppliers that have passed the HACCP system and ISO.
- We use modern equipment and technologies.
- Strict quality control of manufactured products is carried out at all stage of production.
- Major retailers trust us to produce their privat labels.

Key strengths / Innovation

What's in it for Partner?

✓ Private Label

- All manufactured products comply with the quality and safety standards of HACCP and ISO certificates, also «MEDOVYY DOM» has the FSSC 22000 certificate, EFQM 2018, the Quality Prize of Government of the Russian Federation.
- The main clients are the largest federal and the regional networks countries, where we are present in.
- ✓ Will increase the recognition of products in the overseas market.

What's in it for Partner professional customers?

- ✓ Cooperation with Partner will Increase sales and export share in the total volume of sales.
- ✓ We develop successful activities in the direction of HoReCa, it is confirmed by contracts with Nestle, Hainz, Kellog's, Fazer, Desert fantasy.



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Back to Main Categories





TRADE HOUSE BAZER

EXPORT OF NATURAL ECOLOGICALLY PURE FLORAL HONEY PRODUCED IN SIBERIA AND ALTAI TERRITORY

trade house

General and Financial Information

- Total Sales (RU & International) 9 tons (2019)
- Total Market share (Russia & Other Countries)
- 100% China
- Main relevant product groups within company Portfolio:
 - ✓ natural flower honey
- Logo's of relevant brands: TRĂDE HOUSE BAZER
- Currently present in: China
- Main buyers: Traders/HoReCa
- Cooperate with:
 - Export: Beijing International Trade Company "JDYEAST" (China)
- Certification:
 - ✓ Food safety management system (HACCP) (01.01.2019)
 - Conformity mark "Russian Exporter" (21.12.2018)
 Conformity mark "Made in Russia" (01.03.2019)
 "ORGANICSTANDART" (25.10.2019)

Points of differentiation compared with other market players?

- collected by bees from mobile apiaries in ecologically clean regions of Siberia and Altai, apiaries are located in the state-designated nature reserves
- ✓ medicinal qualities of honey, preserved by special technologies.
- ✓ Ready to export (Full pack of export documentation for EU countries, countries of the Customs Union of the Eurasian Economic Union (EACU), China, India, United Arab
- Regular participation in international exhibition:
 - Russian Gastro Week (Germany, Azerbaijan)
 - ANUGA (Germany)
 - China International Import Expo (China)

Key strengths / Innovation

What's in it for Partner?

- product control at every stage: from production to delivery
- market orientation due to constant participation in specialized honey fairs
- individual approach to each partner
- ✓ flexible pricing
- Gentle packaging contributes to the maximum preservation of the beneficial qualities of a natural product

What's in it for Partner professional customers?

 Own certified production allows packing in any container under the brand name of the customer

Limitations

- ✓ Own apiary honey
- √ 100% natural product
- ✓ Production capacity of 50 tons per year
- Temperature required during transportation









BASHKIR HONEY

BASHKIR HONEY

General and Financial Information

- Total Sales (RU & International) -
- Total Market share (Russia & Other Countries -
- Main relevant product groups within Company Portfolio:
 - ✓ Flower honey in stick 10 gr.
 - ✓ Box of flower honey 10 gr:
 - ✓10 pieces in box
 - √50 pieces in box
 - √100 pieces in box
 - ✓ Flower honey 140gr, 320 gr, 800 gr.
 - ✓ Flower honey. Assorted nuts 300 gr.
 - ✓ Flower honey with Pine nuts 140gr.
 - ✓ Buckwheat-clover honey 140gr, 320 gr, 800 gr.
- Logo's of relevant brands:
- Main buyers: Traders/HoReCa
- Ready for operational certification in the specified countries (or in the countries where Partner is present)

Points of differentiation compared with other market players?

- The LLC Bashkir honey company, together with the GBU Bashkir research center for beekeeping and apitherapy, are the only owners of the certificate for the right to use the place of origin of the Bashkir honey product in Russia.
- ✓ The document issued by the Federal Service for Intellectual Property is confirmed by the conclusion of the Ministry of Agriculture of RUSSIA and the FONO of the Institute of Beekeeping of RUSSIA. It indicates that the product has unique quality
- ✓ We include a new product in individual packaging.
- Our honey is a natural product that does not have chemical additives.
- ✓ The value of honey is determined by the diastase number the number of enzymes per unit volume. The higher this number, the more valuable honey.
- ✓ In honey from the southern regions of the Russian Federation, the diastase number is 5-8, in the Altai up to 18, in the Bashkir 22-50.

Key strengths / Innovation

What's in it for Partner?



- ✓ the product does not require special storage conditions
- ✓ we are one of the largest suppliers of Bashkiria.
- Readiness for the strong joint marketing activities Bashkir honey is a repeated participant and winner of various food exhibitions and fairs.
- Availability to react on features of the each market with regard to design of the labels, grape varieties, price levels and other parameters
- ✓ we are constantly expanding our product line
- ✓ Reliable supplier full-circle production

What's in it for Partner professional customers?

- ✓ Honey in stick 10 grams perfect for customers HoReCa
- convenient packing of various volumes large wholesale and small wholesale
- New tastes of honey with nuts
- ✓ Best quality for best price.
- ✓ Bashkir honey is the best honey of the Russian Federation

Limitations

- Registration `necessity in countries excluding EU
- ✓ Lack of distributors in new countries excluding EU

✓ We just started export activities



RUSSIAN

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EXPORT CENTER 80



TAIGA ORGANICA CO., LTD

BRAND «TAIGA ORGANICA» TRANSLATES AS ORGANIC PRODUCTS FROM TAIGA FOREST. AND THIS NAME FULLY EMBODIES THE MAIN MISSION OF THE COMPANY: TO OFFER PEOPLE EXTREMELY USEFUL PRODUCTS FROM THE VERY HEART OF NATURE.

General and Financial Information

- Total Sales (RU & International): 15 mln RU
- Total Market share (Russia & Other Countries): China (80%), Russia (10%), Korea (5%), Taiwan (5%).
- Main relevant product groups within company Portfolio:
 - ✓ Natural Honey;
 - ✓ Nuts in Honey;
 - ✓ Cream-Honey with Berries and Nuts;
 - ✓ Natural Confiture;
 - ✓ Pine Cone Jam;
 - ✓ Natural Marmalade;
 - ✓ Herbal Tea:
 - ✓ Gift Packs.
- Logo's of relevant brands: TAIGA ORGANICA
- Currently present in: Russia, China, Korea, Taiwan
- E-commérce: Alibaba
- Main buyers: Russian, Chinese, Korean, Taiwanese Retail
- Certification: Certificate of Conformity № ST.RU.0001.P41144 dated 07.11.2018 to 06.11.2021; EAC N RU Д-RU.CП29.B.03381/18 dated 11.12.2018 to 10.12.2021.

Points of Differentiation compared with other market players?

- All our products are certified;
- ✓ We produce more than 100 types of products;
- ✓ We do not use artificial colours or additives;
- ✓ We take part in Russian and international exhibitions
- ✓ We have 15 years experience in beekeeping;
- ✓ We have unique brand packaging and stylish gift sets.

Key strengths / InnovationWhat's in it for Partner?

- ✓ Private Label:
- ✓ A developing and promising brand;
- ✓ High organoleptic characteristics of honey, indicating the quality and maturity of the product: low humidity of honey up to 18% and a high level of diastase about 30 units;
- ✓ Honey does not contain artificial additives, preservatives, antibiotics, exclusively natural and useful product;
- ✓ Products are safe and EAC compliant.

What's in it for Partner Professional Customers?

- As a family business, the company is responsible for the highest level of quality and after sales service;
- ✓ Trade Marketing activities realization

Limitations

- ✓ 8.000.000 units produce per year;
- 500.000 kg of honey sales per year, 90% abroad;



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AmurPcheloPRODUCT

"AMURPCHELOPRODUCT" COMPANY IS ENGAGED IN PROCESSING AND SELLING OF HIGH-QUALITY ENVIRONMENTALLY FRIENDLY HONEY PRODUCTS SINCE 1995. THE COMPANY HAS PRODUCTION FACILITIES FOR PROCESSING OF HONEY AND BEE PRODUCTS. TWO DUTLETS, DWN STORAGE FACILITIES

Amur Prod

General and Financial Information

- Total Market share (Russia & Other Countries) Russia-90%, China-10%
- Main relevant product groups within company Portfolio:
 - Different varieties of honey: flower, taiga, linden, buckwheat honey, in containers of 0.250; 0.350; 0.700; 1,400 and 34.0 kg, as well as honey for the confectionery industry.
 - Honey in cells
 - Flower pollen (protein-vitamin product);
 - Propolis (natural multi-purpose antibiotic);
 - Sbiten "Amursky" (a honey drink with herbs and spices: good for gastrointestinal, cardiovascular and immune system);
 - Honey compositions with bee products and extracts of wild plants with therapeutic characteristics:
 - Beeswax:
- Currently present in: Russia, China
- E-commerce : Alibaba Group
- Main buyers: a person who wants to purchase natural, environmentally
- friendly products which are good for health
- Cooperate with:
- distribution networks of Russian Far East
- Trading Company "Heihe Shuang Zi Feng E LLC"
- Certification:
 - ✓ GOST R 54644
 - ✓ STO 0131439820-001-2018
 - EAEU No. RU D-RU AI52 B.03853 dated 10/20/2018
 - ✓ HACCP certification (GOST R ISO 22000-2019 food safety),
 - ✓ GOST R 51705.1-2001
 - Registration in «Mercury». «Cerber» and «ASUS» systems.

Key strengths / Innovation

What's in it for Partner?

- We sell products in containers from 0,05 l to 200 l;
- Production under trademark of partner (conditions are discussed separately);
- ✓ Rental of production facilities;
- Organization of transportation at good price;
- Transportation in containers or by vehicles.

Points of differentiation compared with other market players?

- Good variety of products in different package;
- ✓ We adapt the product to the requirements of the buyer;
- ✓ We focus on recovery and prevention;
- ✓ Good image and reliability of the company;
- Qualified management staff.

Limitations

We supply up to 19 000 kg at one time

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Catalog





FOREST BERRIES

QUALITY OF NATURE

POWER OF SIBERIA

WILD SIBERIA

Puree from Siberian berries are carefully harvestedand prepared according to gentle innovative technologies. Usedfor the preparation of high vitamindrinks.

WILD

General and Financial Information

- Total Sales (RH & International): 714 NNN.NN Furn w/n VAT (in Russia)
- Total Market Share: Market of Russia 0.5 %
- Main relevant product groups within Wild Siberia Portfolio:
 - ✓ "Wild Cowberry" blended berries
 - ✓ "Wild Cranberry" hlended herries
 - ✓"Wild Raspberry " blended berries
 - ✓"Wild Blueberry" blended berries
 - ✓"Wild Honeysuckle" blended berries
 - ✓"Wild Blackcurrant" blended berries

 - ✓ "Wild Sea buckthorn" blended berries
- Logos of relevant brands: Wild Siberia / Dikaya Sibir'
- Currently present in: Russia
- Main buyers: Traders and HoReCa
- Cooperate with: «Elit trade» Russia
- Certification: Ready for operational certification in the country

Points of differentiation compared with other market players?

- ✓ We are the only producer of blended wild berries in Russia
- ✓ We use wild growing berries from Siberia only
- ✓ We develop unique products with NO SUGAR and no GMOs which is in demand in Russia and all over the World.
- ✓ We are flexible in creating of a made by your request package which is to be paid by customers

Key strengths / Innovation

What's in it for Partner?

- ✓ The manufacturer "Wild Siberia" offers lucrative prices for the unique product
- ✓ The company is joung and fast developing.
- The product is a unique food from naturally grown in Siberia wild berries
- ✓ High quality and secure food product (clinically tested) formula)
- ✓ Our technologies allow to keep the taste of wild berries unchanged due to a process without use of any sugar or any substitutes of it. Blended berries of "Wild Siberia" can be recommended as dietary supplement and food aswell!

What's in it for Partners professional customers?

- Support of marketing projects such as participation in Anuga
- ✓ Production of exclusive promotional products and ads

Limitations

- ✓ We deliver according to our certification and are getting certified for your country
- We accept orders from 10 000 glasses per 35g to 100 000 glasses per 35g
- Our product should be delivered and stored in the temperature between 0°C and 25°C

Presentation





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MARAL ANTLER FARM "SIBIR"

WE BREED MARALS (SIBERIAN RED DEERS) IN ALTAI MOUNTAINS AND DEVELOP PRODUCTS TO MAINTAIN HUMAN HEALTH. OUR FOOD ADDITIVES ARE BASED ON PURE NATURAL RAW MATERIALS AND DESIGNED TO IMPROVE THE QUALITY OF PEOPLE'S LIVES. WE HAVE ALSO IRONDEER SPORT SUPPLEMENTS LINE WHICH IS FOR ROTH REGINNERS AND PROFESSIONAL ATHLETES

General and Financial Information

- Total Sales (RU & International) 1 mln RU (2019)
- Total Market share (Russia & Other Countries)
- 98% (Russia)
- 2% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ Maral Antler Velvet
- ✓ Pantohematogen (Dry Maral blood)
- ✓ Raw Honey with Maral Antler Velvet
- ✓ Sport Supplements (IRONDEER Element A, IRONDEER Element B)
- Logo's of relevant brands:
- Currently present in: Russia
- E-commerce: Alibaba
- Main buyers: Traders, Health resorts, Hotels, On-line shops
- Cooperate with:
- ✓ Russia: Baikal Residence, Gazprom Mountain Tourist Centre, Taiga Shop, Run Lab, Honey and Confiture, Chandelle Blanche Medi
- Export: Eco Forest Sibir s.r.o. (Chech Republic)
 Certification: EAC № RU д-RU.HOI2.B.I2355; EAC № RU д-RU.HOI2.B.I2364; EAC № RU д-RU.HOI2.B.I2052; EAC № RU.HA27.B.I0591/18

Points of differentiation compared with other market players?

- Natural compounds, transparent jars and capsules free of GMO, chemicals and impurities
- The highest concentration of active agents on Russian market
- ✓ Humane methods of extracting raw materials
- Complete production cycle





Key strengths / Innovation

What's in it for Partner?

- Private Label
- Production of 100% natural high-concentrated products without any chemicals, fillers or binders
- From the manufacturer
- Products are safe and EAC compliant
- Declaration of EAEU

What's in it for Partner professional customers?

- Our company is a family business so we are responsible for the highest level of quality
- ✓ Flexible payment terms for regular professional customers.
- Lack of distributors abroad

Limitations

- Maral Antler Velvet: 500 kg per year / 5000 units per year Pantohematogen (Dry Maral blood): 700 kg per year / 10000 units per year
- ✓ Raw Honey with Maral Antler Velvet: 2000 units per 1Q
- ✓ Element Á, Element B: 10000 units per year, 20000 units per vear













PRODUCER OF NATURAL PRODUCTS FROM GIFTS OF THE SIBERIAN TAIGA

General information

- Revenues 10 million rubles per year
- Sales are carried out in Russia, work has begun on the search for foreign partners.
- The main product groups of the company:
 - ✓ jam from wild berries, cones, herbs;
 - cedar products;
- ✓ tea based on siberian herbs;
- ✓ taiga snacks (fern, mushrooms);
- ✓ honey;
- ✓ authentic gift sets with products.
- Online store www.vsesvoe-sibir.com
- Main buyer: shops and retail chains of natural products, healthy food, gifts.
- All products has declarations of conformity of the customs union.
- We have an experience in supplying products to China, partners are being sought in Kazakhstan.
- Some partners: 2019 World Winter Universide in Krasnoyarsk, Administration of the Krasnoyarsk Region.

Main differences from current competitors on the market

- we use exclusively local wild raw materials
- we have a complete production cycle from the harvesting of raw materials to the supply of finished products
- at all stages of production we use manual labor providing the highest quality
- we produce products according to traditional recipes, without the addition of preservatives
- uniqueness of some products
- \checkmark attractive product design.

Key strengths / Innovation

What's in it for Partner?

- ✓ Unique local product
- Exceptional natural purity and benefits of siberian raw materials
- ✓ Traditional siberian recipes that translate local traditions
- Craftsmanship.

Benefits for distributors and retailers

- Favorable pricing
- Production of the product for specific orders, which ensures maximum freshness and shelf life
- Wide range from one manufacturer
- Product customization

Limitation

- Products require certification, taking into account the requirements of the importing country
- A significant increase in production may require additional time (1-2 months)
- Product customization









LTD TRADING HOUSE «BOGASHEVO FOOD COMPANY"

WILD PLANTS COMMERCIAL PROCESSING, PRODUCTION OF DIFFERENT FILLINGS, BERRY PURÉES FOR FURTHER COMMERCIAL PROCESSING. MANUFACTURE OF FINISHED GOODS.

General information

- Sales 133 393 152 Russian Rubles (US \$1 840 714);
- Distribution of Sales:
 - ✓ Russian Federation 97%.
 - Other countries 3%.
- Main relevant product groups within company Portfolio:
 - Natural marmalade;
 - Compound-jam
 - ✓ Mashed berries with sugar;
 - Berry nectar with prebiotic;
 - Toppings.
- Logo's of relevant brands: «Beauty will save the world» 🛛
- E-commerce: : Instagram, http://tdbpktomsk.ru/
- Main buyers: : Traders, Distributors, Retail

Main differences from current competitors on the market

- Custom production;
- Large assortment of products;
- Promotion support;

Key strengths / Innovation

What's in it for Partner?

- Custom production for distributing facilities under private label;
- Contract manufacturing for companies that sell jams, preserve, nectars and other products made of herries and fruits.

Benefits for distributors and commercial networks

- High margin;
- Fast delivery.

Limitation

Production volume: 50 tons of jam - 20 days.



Presentatior







THE LARGEST RUSSIAN COMPANY SPECIALIZING IN VEGETABLE AND DAIRY PRESERVATION, FRUIT FILLINGS AND DAIRY RAW **MATERIALS**

General and Financial Information

- Total Sales (RU & International) Annually for 2019 48 704 440 EUR
- Total Market share Russia 93% and Other Countries 7%
 - Main relevant product groups within company Portfolio: ✓ Beans (green peas, sweet corn, white and red beans)

 - ✓ Pickles (cucumbers, tomatoes, olives, mushrooms)
 - ✓ Tomato paste
 - ✓ Whole condensed milk
 - ✓ Caramelized condensed milk
 - ✓ Sterilized milk
- Logo's of relevant brands:
- Currently present in: Russia, the USA, Kazakhstan, Uzbekistan, Azerbaijan, Tajikistan, Belarus, Armenia, Kyrgyzstan, Turkmenistan, DNR, Mongolia
- E-commerce: Ozon, beru.ru, utkonos.ru
- Main buyers: Traders, Retail chains
- Cooperate with: Federal retail chains such as Metro, Auchan, X5 Retaiil Group, Lenta
- Certification: EAC, FSSC 22000, ISO, Halal, Made in Russia

Points of differentiation compared with other market players?

- One of the largest companies in vegetable and dairy preservation segment
- Two own production sites, one of them is the largest high-tech manufacturer in Russia, established in 1936
- The highest quality and healthy products (Healthy life-style trend)
- ✓ Long-shelf life of the products
- A wide distribution network in Russia, several warehouse capacities
- Export-orientated company with world-wide logistic chains
- A wide range of brands in various price segments
- Active participation in international and local exhibitions
- Registered TM

GRCONPRODUCT

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Key strengths / Innovation What's in it for Partner?

Private label branding

- Long-term partnership with reliable business reputation
- Experience in Russian and Foreign market for almost 30
- Éfficient marketing and trade marketing activities
- Flexible sales policy, bonus support
- Products are adopted to the areas of the Middle East and the Far East with the special requirements of storage conditions and transportation and can be adopted to other markets
- Stable consumption of canned products and growing demand for Russian goods guarantee profitability

What's in it for Partner professional customers?

The balanced brand profile includes products of all categories, formats and price segments

Different packages variations









JSC "C-PROJECT"

IS ENGAGED IN THE PRODUCTION AND SALE OF FOOD PRODUCTS (TM KARTOSHECHKA(INSTANT MASHED POTATOES)), TM EVERYDAY (MUESLI BARS, PROTEIN BARS, FRUIT BARS, GRANOLA, INSTANT CEREALS), TM LESNYE UGODYA AND TM POTAPYCH (NATURAL HONEY, DRIED MUSHROOMS, JAM AND JAMS), TM DOMASHNEE BISTRO (KVASS, MAIN DISHES, INGREDIENTS FOR BAKING) TM HUNGROW (CANNED, MEAT AND FISH PRESERVES)

General and Financial Information

- Total Sales (RU & International) more than 1000 million rubles in year
- Distribution of sales by country:

Russia 97%, (export: Belarus, Kazakhstan, Armenia, China, USA etc.)

- Main relevant product groups within company Portfolio:
 - instant products
 - healthy lifestyle Products
 - ✓ Sweet preservation (honey,jam)
 - ✓ Vegetable preservation meat preservation and fish preservation
- Logo's of relevant brands:
- Currently present in: Russia, Belarus, Kazakhstan, Armenia, China, USA etc
- E-commerce: ozon, wilberriers.ru,, yandex, ebay
- Main buyers: commercial information

Key strengths / Innovation

What's in it for Partner?

- Private Label and White Labelconditions
- Partnership with a well-knownof Russian market, reliable, creditworthy company
- 100% ready for export
- Wide range of food













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ECO-FACTORY SIBERIAN PINE

PRODUCES UNIQUE SIBERIAN PRODUCTS OF WILD-HARVESTED INGREDIENTS. FOUNDED IN 1999 THE FACTORY IS LOCATED IN THE ENVIRONMENTALLY CLEAN AREA OF TOMSK REGION — IN THE PETROVO VILLAGE, CLOSE TO THE SIBERIAN PINE FOREST, TODAY THE FACTORY HAS 7 WORKSHOPS WITH MORE THAN 3D UNITS OF MODERN EQUIPMENT PROVIDING FOR A WIDE RANGE OF PRODUCTS. THE TOTAL AREA OF PRODUCTION SPACE IS 4200 SQUARE METERS.

General and Financial Information

- Total Sales (RU and International): 700 mln Rubles a year
- Total Market share: Russia 95% & other countries 5%
 - Main relevant product groups within company Portfolio:
 - ✓ Pine nuts, pine nut oil and other wild products
 - √The sweets made of forest products
 - √ Healthy food, snacks
 - √ Herbal and pine nut drinks
 - **√**Honey
 - ✓ Gifts and Souvenirs from Siberia
 - √ Natural cosmetics
 - Logo's of relevant brands: see below
- Currently present in: Russia, Belarus, Kazakhstan, China, Germany, Italy, Latvia, Finland
- E-commerce: ozon.ru, siberia.eco
- Main buyers: food distributor / importer, trading company, retail chain, retail store, online store.
- Cooperate with: Russia INTERSPAR, AUCHAN, VkusVill, METRO, X5, RZD, Gazprom, DHL.
- Certification: 120 22000-2007. EAC. Organic (euro

Points of differentiation compared with other market players?

- √ Full production cycle from the Siberian taiga to store shelves.
- √ The production is certified according to the international quality standard ISO. *77*ППП-7ПП7
- ✓ 100% natural composition of forest products.
- √ The most important ingredient of our products pine nut is a source of nutrients. for the whole-body health

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Lahel
- Export clearance and customs documents
- ✓ Discounts from the base price
- ✓ Warehouse in Latvia, shipments of already cleared goods across the EU

What's in it for Partner Professional Customers?

- Budget for marketing and promotion
- ✓ Samples for tasting
- ✓ Branded retail equipment
- ✓ Advertising, POS and video materials

Limitations

- ✓ Temperature mode of transportation for some types of products in summer
- Licensing of certain types of products for export







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LIMITED LIABILITY COMPANY "OBOYAN CANNERY"

OBOYANSK CANNERY HAS BEEN SPECIALIZING IN THE PRODUCTION OF JAM, FILLINGS, FRUIT AND VEGETABLE PUREE, DRIED VEGETABLES AND FRUITS. NOT ONCE WON A PRIZE AT VARIOUS EXHIBITIONS AND WAS AWARDED A SILVER MEDAL IN THE NOMINATION "BEST PRODUCT"

General and Financial Information

- Total Sales (RU & International) 313339 thousand \ rub
- Total Market share (Russia & Other Countries) Russia 90% Export 10%
- Main relevant product groups within company Portfolio:
 - √ Jam.
 - ✓ fruit and vegetable puree,
 - ✓ tomato group.
 - ✓ dried vegetables and fruits.



- Logo's of relevant brands:
- Currently present in: Kazakhstan, Belarus
- E-commerce: https://agroserver.ru/
- Main buyers: Bakery manufacturers, wholesale warehouses
- Cooperate with: RPV-Trade (Kazahstan)
- Certification ISO 22000:2005

Points of differentiation compared with other market players?

- ✓ Experience (10 years of work)
- ✓ Favorable offers
- ✓ Timely execution of orders

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Key strengths / Innovation

What's in it for Partner?

Private Label

- Reliable supplier
- High quality
- Individual price conditions.

What's in it for Partner Professional Customers?

- Reliable supplier
- ✓ High quality
- ✓ Individual price conditions.

















KRODO

Since 2016 we have been producing natural nut butters using American grinders. We only use high-quality nuts from all corners of the world. A large variety of KRODO nut butters will help maintain your diet healthy and balanced.

General and Financial Information

- Total Sales: 3 000 000 RUB/a quarter
- Total Market share: Russia (100 %)
- Main relevant product groups within company Portfolio:
 - ✓ natural peanut butter;
 - ✓ natural crunchy peanut butter;
 - ✓ peanut butter with caramel:
 - peanut butter with protein powder;
 - peanut butter with chocolate;
 - ✓ natural almond butter:
 - ✓ almond butter with chocolate;
 - ✓ natural cashew butter;
 - ✓ cashew butter with chocolate:
 - ✓ natural hazelnut butter:
 - ✓ hazelnut butter with chocolate.
- Logos of relevant brands:
- Currently present in: Russia
- E-commerce: OZON, Wildberries, Fitomarket Evalar, Sportlane, Eco-store, Beru,
- Main buyers: traders, HoReCa, B2B, online grocery stores, fitness centers.
- Cooperate with: SPAR/SPAR Pharmacy (Russia)
- Certification: EAЭС № RU-Д-RU.AE56.B07860;

EAЭС № RU-Д-RU.AE86.B.00003

Points of differentiation compared with other market players?

- Traditional nut butter manufacturing methods.
- ✓ Using only high-quality nuts.
- ✓ Consistent product quality.
- ✓ Large variety of nut butters.
- ✓ Healthy ingrédients.
- ✓ Participant of Russia's leading Food Exhibitions.

- Private Label and White Label: No.
- Efficient supply chain.

What's in it for Partner?

- ✓ Flexible payment terms.
- We are ready to take part in promotional activities.

Key strengths / Innovation

Different packaging sizes are possible.

What's in it for Partner Professional Customers?

- Great corporate reputation.
- High demand on the market.
- A range of products is always evolving.
- ✓ We are seeking representatives outside of Russia.

Limitations

- ✓ Production capacity: 50 tonnes a month.
- ✓ No special storage conditions needed.









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MILKOVSKY REGIONAL PLANT OF FOOD PRODUCTS "UNET"

WE MANUFACTURE NATURAL PRODUCTS FROM KAMCHATKA WILD PLANTS AND GARDEN BERRIES FOR HEALTHY FATING

General and Financial Information

- Total Sales (RU & International): P27,8 mln w/o VAT (2019)
- Total Market share: Russia 100%
- Main relevant product groups within company Portfolio:
 - ✓ Drinks (fruit drinks, stewed fruit, jelly, nectars, birch juice)
 - ✓ Jams, confiture, fruit sauce
 - ✓ Syrups, berries puree
 - ✓ Berry marmalade
 - ✓ Artesian water (carbonated and non-carbonated water)
 - ✓ Salted bracken
- Logo's of relevant brands:
- Currently present in: Russia
- E-commerce: none
- Main buyers: Traders/HoReCa
- Certification: declarations of conformity №№ RU Д-RU.AД11.B.00000/19, RU Д-RU.АК01.В.08573/19, RU Д-RU.АК01.В.08571/19, RU.ПЩ01.В.12771 and RU Д-RU.AЯ59.B.01036 to technical regulations of the Customs Union

Points of differentiation compared with other market players?

- All products are manufactured only from Kamchatka wild and garden berries, GMO-free, chemicals-free
- Kamchatka is a region with wild and pure nature

Key strengths / Innovation

What's in it for Partner?

- ✓ 100% unique, healthy and natural product, in which all vitamins and nutrients are preserved
- ✓ Products are safe and compliant to technical regulations of the Customs Union

What's in it for Partner professional customers?

✓ flexible terms of payment

Limitations

none



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Presentation Catalog







DIA-VESTA

Short information

General and Financial Information

- Total Sales (RU & International) 1.7 millions \$
- Total Market share (Russia & Other Countries)
 - ✓80% Russia
 - ✓20% other countries



- ✓ muesli
- ✓ whole grain bars
- ✓ protein bars
- √pureed berries, jams, jelly from freshly frozen Siberian berries on fructose
- ✓ fortified biscuits with wheat germ flakes and diet bran:
- ✓ product line for weight reduction.
- Logo's of relevant brands: Dia-Vesta
- Currently present in: Kazahstan, Kyrgyzstan
- E-commerce: presented in Wildberries
- Main buyers: traders, distributors
- Cooperate with:
 - ✓ Russia: federal retail chain Lenta, regional retail chains as Mariya-Ra, Bystronom, Gigant, Bahetle, Dobryanka
- ✓ Export: Ideal Kaz Trade (Kazahstan)
- Certification: Gost R 22000, ISO 9001-2015



Key strengths / Innovation

What's in it for Partner?

- Private Label manufacture of whole grain and protein bars from 4000 pcs
- ✓ High margin
- ✓ Wide range of thematic products
- ✓ Increasing demand

What's in it for Partner professional customers?

- eco-product without palm oil and GMO
- high quality of ingredients
- ✓ competitive price
- healthy snack

Limitations

- ✓ shelf life of product from 10 months
- don't need temperature regime





- Innovation food based on scientific researches
- High quality raw materials
- ✓ Wide range of products
- Without GMO
- Competitive price



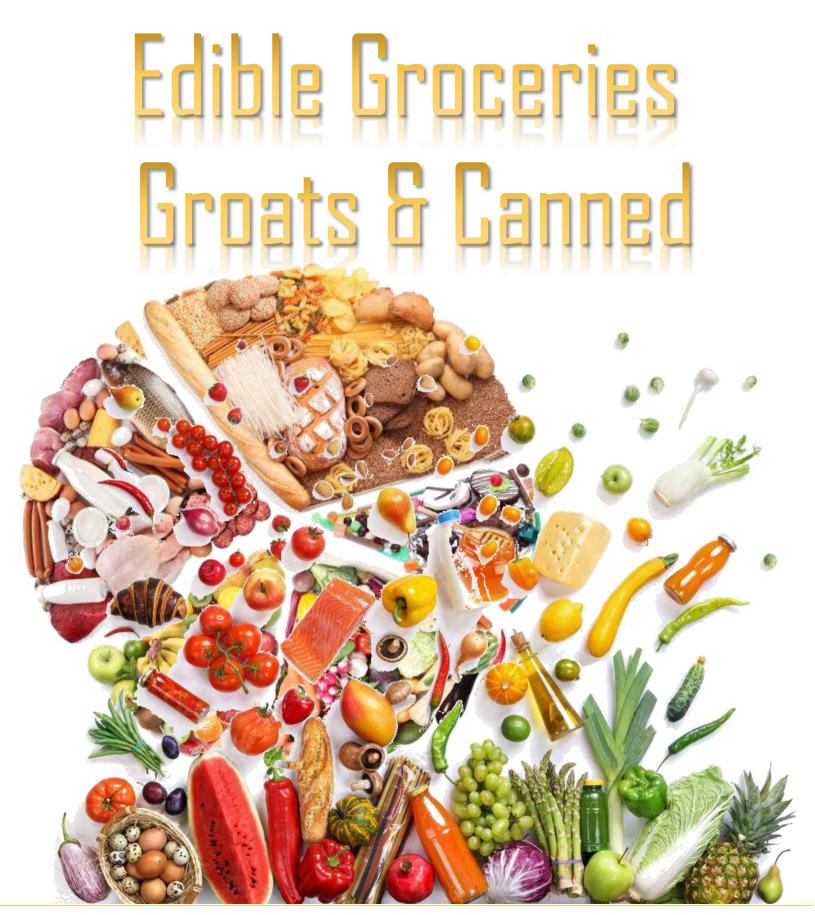
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NEFIS-BIOPRODUCT (BRAND MR.RICCO)

ONE OF THE LARGEST RUSSIAN PRODUCERS OF FAST MOVING CONSUMER GOODS (FMCG) - FAT AND OIL PRODUCTS

Macka

General and Financial Information

- Total Sales (RU & International) 200 mln EUR per year (for 2018)
 - Total Market share (Russia & Other Countries)
 - √ 13% (Total Russia market share)
 - √ 15% (Proportion of Export)
- Main relevant product groups within NEFIS-BIOPRODUCT Portfolio:
 - ✓ Mayonnaise Mr.Ricco "On quail egg" (1st place among mayonnaise on quail egg in Russia)
 - ✓Mayonnaise Mr.Ricco ORGANIC "With avocado oil" (First mayonnaise with avocado oil in Russia)
 - ✓ Ketchup Mr.Ricco "Tomato" Pomodoro Speciale
 - ✓ Sauce Mr.Ricco "Cheese"
- Logo's of relevant brands: Mr.Ricco





- Currently present in:
 - ✓ Kazakhstan and most of other CIS Countries, Georgia, LPR (LNR), DPR(DNR), USA, Vietnam, Mongolia, European Union, Moldavia, Israel
- Main buyers: Traders/HoReCa
- Cooperate with: Russia: Auchan, Metro C&C, X5 Retail Group, Tander (Magnit), Lenta Ltd. Eurotorg (Belarus), Small(Kazakhstan)
- Certification: Organic, ready for operational certification to any country of Partner presence

Points of differentiation compared with other market players?

- ✓ Unique taste, natural recipe
- ✓ Quality control from field to counter
- ✓ Wide assortment(mayonnaises, ketchups, sauces, sunflowerseed oil, jams)
- ✓ Roskachestvo Certificate (Rosquality)
- Annual participation in international exhibitions, and many awards in all trade groups
- ✓ Innovative PET-package

Key strengths / Innovation

What's in it for Partner?

Private Label

- ✓ Stable growing brand average growth for the last 8 years is (+18% Value / +21% Volume)
- ✓ Competitive price
- ✓ Marketing and trade marketing activities.
- Stable production volumes and stability in supply
- Mr. Ricco Mayonnaise and ketchups do not contain flavourings, colorants, conservatives, starch, GMOs and prohibited ingredients
- Active work with the HoReCa clients in all export countries.
- High quality and product safety

- What's in it for Partner professional customers?
 ✓ Special brand PROfood made for the HoReCa channel
- ✓ Well-known and demanded product
- ✓ Supporting marketing projects(for example participation in PartnerExpo)
- Trade marketing activities
- Special promo packs production, includina exclusive assortment

Limitations

- ✓ Available delivery types according to Incoterms: FCA,DAP, DDP (in case of full load transport unit)
- ✓ Payment methods: Prepayment, deferred payment (in the presence of a bank guarantee), irrevocable letter of credit
- ✓ Temperature conditions during transportation, storage and selling





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INKOM TORG, LLC (BRAND ALTAI FLAX)

General and Financial Information

Total Sales (RU & International) 2,1 mln Euro w/o VAT (Russia)
Total Market share (Russia & Other Countries (if any) We occupy a leading position in the
Russian market.

Main relevant product groups within Inkom Torg, LLC Portfolio:

- packaged edible flax seed oil of various production forms and volume;
- ✓ mixes of edible vegetable oils based on flax seed oil;
- ✓ massage oils in assortment;
- packaged flax seeds of various production forms prepared according to the special technology, including with the addition of the Adygei salt;
- ✓ flax seed jelly with the addition of natural berries in assortment;
- qift sets;
- ✓ and other types of products
- Logo's of relevant brands:



 Currently present in: Russia; China; Armenia; Kazakhstan. We have experience in export deliveries, for example, the chain of English stores Spinney's (United Arab Emirates), Egypt.

Points of differentiation compared with other market players?

- F-commerce:
- Main buyers: Traders/HoReCa
- Cooperate with:
- Russia: Lenta in 240 stores, Maria-Ra –in 1100 stores, Holiday in 300 stores, Auchan, Land, Bahetle, Baltic groceries, Siberian Giant, Aniks, etc. In the last three years, we also supply our products to the largest pharmacy chain in Russia (3 thousand pharmacies) - "Low Price
- Certification: provide if necessary

Key strengths / Innovation

What's in it for Partner?

- A steadily growing market for the consumption of flaxseed products worldwide.
- ✓ Recognizable brand.
- ✓ Own production. Guaranteed high quality and safety.

What's in it for Partner professional customers?

- Supporting marketing projects, for example participation in MetroExpo (We have experience in participating in international exhibitions)
- ✓ Trade Marketing activities realization
- Active informational support and promotion.

Limitations

- ✓ Registration` necessity in absolutely new countries except for the Eurasian Economic Union
- ✓ Lack of distributors in new countries excluding



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EFKO GROUP

RUSSIA'S LARGEST VERTICALLY INTEGRATED COMPANY PRODUCING SPECIALIZED FATS USED IN CONFECTIONERY, BAKING, AND OTHER SECTORS OF FOOD INDUSTRY. THE COMPANY IS ALSO A LEADER ON THE RUSSIAN MAYONNAISE, VEGETABLE OIL AND KETCHUP MARKETS, WITH WELL-ESTABLISHED BRANDS LIKE SLOBODA AND ALTERO **Key strengths / Innovation**

General and Financial Information

- Total Sales (RU & International)
- Total Market share (Russia): AC Nielsen YTD Apr'19 National Urban, Volume (branded business):

 - ✓ Mayonnaise #1 17,2% ✓ Sunflower/Corn oil #1 15,9%
 - ✓ Ketchup #4 7,3% ✓ Yogurt #5 4,4%
- Main relevant product groups within EFKO GROUP Portfolio:
 ✓ Маyonnaise СЛОБОДА **ЕFKO FOOD**

 - ✓ Mayonnaise EFKO Professional
 ✓ Sunflower/Corn oil СЛОБОДА

 - ✓ Sunflower/Corn oil ALTERO
 - ✓ Ketchup СЛОБОДА
- Logo's of relevant brands:
- Currently present in: Russia, Belarus, Kazakhstan,
- Kyrgyzstan, Ukraine, Armenia, Georgia, Azerbaijan, Tajikistan, Germany
- Main buyers: Traders/HoReCa
- Cooperate with: Russia (all national and international retailers), Germany (Real)

Limitations

✓ Temperature condition (mayonnaise)

What's in it for Partner?

- ✓ Strong brand
- ✓ High quality (production standards)✓ Stable and strong partner
- ✓ Market leader
- ✓ Own production

What's in it for Partner professional customers?

- Special products for professional customers (EFKO FOOD sunflower oil, mayonnaise)

 High quality (production standards)

 Stable and strong partner

- ✓ Own production

Points of differentiation compared with other market players?

- The leading company of the Eurasian Customs Union in the Fat&Dil market
- The Company manages a portfolio of strong federal brands in various price segments: Sloboda, Altero
- ✓ TOP-100 largest Russian private companies, according to Forbes
 ✓ TOP-3 largest companies of Russian agricultural sector
- ✓ TOP-10 largest companies in terms of sales volume in food industry, according to the ranking agency Expert-RA
- Unique for Russia focus on RSD and new innovative products development

Altero

Sloboda

Altero

CHOROGH DINGOR





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SPP YUG

AGRICULTURAL PRODUCTION ENTERPRISE "YUG" LLC HAS BEEN WORKING AT THE OIL AND FAT RUSSIAN MARKET SINCE 1989, SUNFLOWER OIL, CORN OIL, MAYO, KETCHUP, SAUCES, TOMATO PASTE

General and Financial Information

- Total Sales (RU & International) 2019: 54 000 tons
- Total Market share (Russia & Other Countries)
 - ✓ Russia 90%,
 - ✓Export 10%
- Main relevant product groups within SPP YUG LLC Portfolio:
 ✓ Sunflower oil (refined and unrefined) (0.5L, 0.9L, 1L, 1.8L, 5L)
 - ✓ Corn oil (refined) (1L, 1.8L, 5L)
 - ✓ Mayonnaise (fat 15%, 50,5%, 56%): doy pack, bucket, cup
 - ✓ Ketchup (any taste: tomato, barbeque, chili, lecho, hot, without sugar)
 - ✓ HoReCa: frying oils, Mayo 11 kg / 3 kg bucket, ketchup 0,8 kg.

Logo's of relevant brands:





- Currently present in: UAE, China, Jordan, Iraq, Armenia, Georgia, Azerbaijan, Uzbekistan, Kyrgyzstan, China, Saudi Arabia, Israel
- Main buyers: Retail Chains, Traders, HoReCa
- Cooperate with: Erevan City (Armenia), Narodniy (Kyrgyzstan), Makro (Uzbekistan), Magnit (Russia), OBA (Azerbaijan), X5 retail (Russia)
- Certification: declaration of conformity, Made in Russia, Russian Exporter, made in the Kuban, Quality mark

Points of differentiation compared with other market players?

- Unique bottle
- High quality (enzyme hydration of refining), NON GMO
- Natural ingredients
- Wide range of tastes/recipes of Mayo and Ketchup
- We produce food products based on vegetable oils and fruit and vegetable raw
- The refining process is carried out on modern equipment produced by the Swedish company Alfa Laval

Key strengths / Innovation

What's in it for Partner?





✓ Use L/C and bank guarantee

Offer a wide range of highly-demanded products

Reliable partner

What's in it for Partner professional customers?

- Production of HoReCa products according to special adapted recipes
- Wide product line for traders
- Various price segments
- Non GMÓ
- ✓ We respect consumers needs, today we offer a wide range. of highly-demanded products
- We produce products of various price segments, use a wide range of types, packaging sizes and wide variety of flavors Possibilities for the production; any kinds of sauces,
- including vegetable, fruit and other fillers, mayo and sauces of the HoReCa segment. Production of mayo and sauces is carried out on high-tech equipment of the German company

Limitations

- ✓ Mayo: shipment with temperature control (0 to +10 C)
- ✓ Ketchup: temperature of shipment and storage is 0 to +25 C
- ✓ Vegetable oil without limitation of shipment

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STM. PL. UTM











PRODUCTION OF UNREFINED COLD AND HOT PRESSED SUNFLOWER AND RAPESEED OILS. WE WERE THE FIRST COMPANY IN RUSSIA THAT LAUNCHED A FACTORY WITH A UNIQUE TECHNOLOGY OF THE PRODUCTION OF FIRST COLD PRESSED (EXTRA VIRGIN) SUNFLOWER OIL ON THE INDUSTRIAL SCALE

полезный продук

General and Financial Information

- Total Sales (RU & International) Annually for 2018 In Russia (\$ 2 880 000) Internationally (\$ 710 000)
- Total Market share (Russia & Other Countries)
 - ✓approx 0.2 % in Russia;
 - ✓ less than 0.01 % worldwide (according to 2016)
- Main relevant product groups within Company Portfolio:
 - ✓ Grocery products (vegetable fats)
- Logo's of relevant brands:
- Currently present in: Africa (Nigeria, Cote d'Ivoire, Benin, Togo, Ghana); Gulf (UAE United Arab Emirates, Qatar, Saudi Arabia); China (Shanghai, Harbin and Beijing) ; US of America (USA) (New York, Boston, Florida, Man) ; EU (European Union) - France (Paris) : Kazakhstan : Belorussia : Ukraine , some others.
- Main buyers: Traders / Retail chains of stores / HoReCa
- Cooperate with: Russia: Metro, X5 retail group [All store formats], Magnit, Spar, Lenta, Selgros, Vkus Vill
- Certification: Eurofins, EU declaration of conformity, EAC.

Points of Differentiation compared with other market Players?

- ✓ Best price for high quality and healthy product. (Best price to quality ratio)
- ✓ 100% natural healthy product . (Healthy lifestyle trend)
- Extra Virgin (cold pressing) technology
- ✓ Possible to make Private Label
- ✓ Export Department support
- ✓ Marketing support
- ✓ International certification
- \checkmark Producing the highest quantity of cold pressed sunflower (unrefined) oil in the world
- Active participation in international industrial and professional exhibitions

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Republic of Tatarstan, Russia

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Private Label



Key strengths / Innovation

High margin

- Products are adopted to German, French, Arab, Chinese markets and may be adopted to other markets.
- The highest production capabilities of extra virgin sunflower oil in the
- Reliable partner: wide export experience
- 100% natural product without any thermal and chemical treatment, preservatives or flavors, containing a large amount of vitamins and essential amino acids. Additionally, it should be noticed that our oil is universal - besides adding to salads, it can be fried, stewed, used in baking, etc..
- An analysis of the oil consumption market in the world shows that the demand for cold-pressed oils is increasing annually, as consumers as a whole have begun to monitor their health and so the quality of products they consume. In this regard, our cold-pressed (Extra Virgin) TM "Vivid" oil is the most promising product and rapidly growing in sales in the vegetable oil segment. (Upward healthy lifestyle trend)

What's in it for Partner professional customers?

- Can provide with different packaging variations as well as large ones, if needed.
- Universality of the product in terms of it's usability.

Limitations

- Special local certifications, if needed
- Registration` necessity in absolutely new countries
- Want to work with distribution centers directly





ack to Main Categories





«KUBANSKAYA SEMECHKA»

COMBINES CONVENIENCE AND BENEFITS WITH REFINED AND UNREFINED NATURAL DILS

General and Financial Information

Main relevant product groups within «Kubanskaya Semechka» Portfolio:

- ✓ The range of oils "Kubanskaya Semechka" combines convenience and benefits with refined and unrefined natural oils: corn, olive, sunflower and sunflower-olive mix 500 ML/1L/1.8L/5L
- Logo's of relevant brands: «Kubanskaya Semechka»



- Currently present in: Russia, United States of America, Armenia, Abkhazia,
 Azerbaijan, Afghanistan, Bangladesh, Belarus, Venezuela, Vietnam, Germany, Georgia,
 DNR, Israel, Kazakhstan, Kyrgyzstan, China, Latvia, Mongolia, Moldova, UAE, Palestine,
 Tajikistan, Turkmenistan, Uzbekistan
- Main buyers: Traders/HoReCa
- Certification: Full pack of export documentation for EU: Declaration of conformity, Biologically Safety Certificate, Certificate of Origin, Health Certificate (if needed)
 Production doesn't require Veterinary certificate or Phytosanitary certificate.

Points of differentiation compared with other market players?

- Dil are stored all useful natural substances.
- The oil contains a large amount of vitamin E and Omega-6 fatty acids. High degree of cleaning
- Original bottle made of high quality plastic
- Three-component branded cover Label with metallic inserts
- The oil meets all the characteristics of "Premium"
- The line of our oils "Kubanskaya Semechka" was released in an updated packaging - 11. / 1.81. / 31 / 51

Key strengths / Innovation

What's in it for Partner?

- "KPC" LLC Factory manufactures sunflower seeds into bottles of sunflower oil. Primary recycling – unrefined sunflower oil; Secondary recycling – refined deodorized sunflower oil. The Factory is located in the Korenovsky district, Krasnodar region, 353183, Russian Federation, Korenovsk, Mayakovsky street, 18
- Warehouse in Russia, Korenovsk city, shipments of already cleared goods across Europe
- ✓ Ready to export (Full pack of export documentation for EU)
- 100% healthy and natural product.

What's in it for Partner professional customers?

- 9 Hectare Total area of the factory
- Manufacturing Capacities:
- 500 ton per day sunflower seed processing
- 200 ton per day realease of refined deodorized sunflower oil of the highest quality
- ✓ trade marketing activities realization
- retro honuses

Limitations

- 6 000 000 bottles per month - refined sunflower oil of the highest quality





«DIL EXTRACTION PLANT «AMURSKY», LLC»

LARGE MANUFACTURING COMPANY ENGAGED IN THE DEEP PROCESSING OF SOYBEANS. THE PLANT IS LOCATED IN BELOGORSK, AMUR REGION. IT WAS ENLINDED IN 2004, FROM YEAR TO YEAR. THE PLANT INCREASES PRODUCTION VOLUMES, AND ALSO EXPANDS THE PRODUCT LINE

General and Financial Information

- Total Market share (Russia & Other Countries) Russia 77%, other countries 23%
- Main relevant product groups within company Portfolio:
 - ✓ hydrated soybean oil;
 - refined deodorized soybean oil;
 - refined non-deodorized soybean oil;
 - food soybean meal;
 - soy isolate;
 - ✓ dietary fiber:
 - combined feed for animals (including concentrate combined feeds)
- Currently present in: Russia, China, Japan, Korea, Vietnam
- Main buyers: trading and manufacturing companies from Russia, China, Vietnam, Japan and Korea
- Cooperate with:
- Companies from the Far East of Russia (has subsidiaries in different regions)
- Chinese, Japanese, Korean and Vietnamese companies (products is selling in 1500 shops in China (Shanghai, Changchun, Harbin, Qigihar, Mishan, Suifunhe, Mudanjiang, Heihe and other cities)
- Certification:
- The quality and safety of soybean oil meets the requirements of the Technical Regulations of Eurasian Customs Union 021/2011 and 024/2011;
- The food safety management system is based on the principles of HACCP and is certified according to the FSSC 22000 and meets the requirements;
- Certificate of Kosher;
- Declaration of conformity and guaranteed product quality parameters;
- Meet EAC (Eurasian Conformity) requirements;
- GOST 31760-2012

Key strengths / Innovation

- Production under trademark of partner (conditions are discussed individually);
- Refined deadarized saybean oil is fill in PET bottles volume of 0.87 - 1 - 2 - 4.78 and 5 liters metal canisters with a volume of 19 liters:
- Shipment is carried out:
- in bulk in railway tanks, tankers;
- in bulk in flexitanks:
- in bulk in 220 liters PVC barrels:.:
- by road, covered wagons, railway containers.

Points of differentiation compared with other market players?

- ✓ Good experience in export;
- Qualified specialists in the sales and marketing department;
- ✓ large volumes of production;
- ✓ the plant is equipped with advanced equipment;
- ✓ high-quality products from non-GMO soybeans, which was grown in the Amur Region using environmentally friendly
- ✓ Good image and reliability of the company;

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web http://amuragro.ru/







LLC «YUZHNY POLYUS»

The Yuzhny Polyus LLC Creamery, Kropotkin, Krasnodar territory produces natural sunflower oil. Our sunflower oil is "Top grade", it corresponds to GOST 1129-2013.

General and Financial Information

Sales volume: 2500 tons per month.

Distribution of sales volumes: Russia 20%, other countries 80%.

Main product groups of the company: Refined deodorized frozen sunflower oil Refined deodorized frozen rapeseed oil.

Logos:

Yuzhny Polyus KRASNODARSKOE OTBORNOE

Zhivoy Yantar

KRASNODARSKOE EXTRA

Deep-FRIED

Export experience: China, Denmark, Armenia, Kyrgyzstan, Uzbekistan, Tajikistan, Afghanistan, Malaysia, Israel, Palestine.

Presented on electronic platforms: EUROPAGES, Alibaba,

Agroserver, Flagship, FoodMarkets.ru, productcentre.ru, optlist.ru,

regtorg.ru/regtorg.com, agro-russia.com

Certification: Our sunflower oil "Top grade", complies with GOST 1129-2013, certificate of conformity ISO ST. RU. 0001. M0017466.

Key strengths / Innovation

Benefits for the importer
Production under private label
Delivery of sunflower oil in Russia and abroad by
road, sea and rail.
Packing of oil is carried out in PET bottles with a

capacity of 0.87 L, 0.9 L, 1L, 1.8 L, 2L, 3L, 4.5 L, 5L.

Limitations

Minimum shipment from 20 tons

Points of differentiation compared with other market players?

During the careful production process, the oil retains not only all its useful properties, but also becomes fragrant. The production process includes several cleaning processes, which removes harmful substances from the oil.

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web: www.so-pole.ru

Catalog







SHORT INFORMATION THE COMPANY «SOLNECHNIE DARY» PROCESSES SUNFLOWER SEEDS. IT PRODUCES ROASTED SUNFLOWER SEEDS, PEELED SUNFLOWER KERNELS, AND COLD-PRESSED SUNFLOWER OIL

СОЛНЕЧНЫЕ ДАРЬ

General and Financial Information

- Total Sales (RU & International) 2 049 227 \$ (2018)
- Total Market share (Russia & Other Countries) 100 % (2018, Russia)
- Main relevant product groups within company Portfolio:
 - ✓ fried sunflower seeds
 - ✓ sunflower kernel, peeled
 - ✓ sunflower oil
- Logo's of relevant brands: SOLNECHNIE DARY
- Currently present in: retail network
- E-commerce: X 5 Retail Group, MACHUT, MAPUS PA
- Main buvers:
- Cooperate with:
 - ✓ Russia: company (country) EA3C N RU Д-RU.AЖ30.B.00718/19
 - ✓ EA3C N RU Д-RU.AЖ30.B.01037/19

Points of differentiation compared with other market players?

- ✓ high profit
- ✓ favorable price
- ✓ quality product
- ✓ uninterrupted delivery
- ✓ high turnover

Key strengths / Innovation

What's in it for Partner?

- **Private Label**
- A developing and promising brand
- High Demand
- Production of natural and high-quality products
- Products are safe and EAC compliant. Declaration EAEU

What's in it for Partner professional customers?

- ✓ Trade Marketing activities realization
- ✓ Revenue contract
- Extensive experience working with large networks
- ✓ The company has been on the market for 12 years, longterm contracts
- ✓ High demand range

Limitations

- ✓ deliveries from 1 pallet
- the shelf life of seeds is 6 months
- ✓ the shelf life of the oil is 12 months.
- ✓ The production capacity of the company is 500 tons per month



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Email: golubeva@exportcenter.ru web: <u>WWW.COЛНЕЧНЫЕ-ДАРЫ.РФ</u>







AGROSOUZ LLC

PRODUCER OF THE ROASTED SUNFLOWER AND PUMPKIN SEEDS, PEANUTS AND SWEET BARS

General and Financial Information

- Total Sales (RU & International) 25 thousand tons in year
- Total Market share (Russia & Other Countries) 6%
 - Main relevant product groups within AGROSOUZ Portfolio (Snack category):
 - ✓ roasted packaged sunflower seeds

 - ✓ roasted packaged pumpkin seeds
 ✓ roasted peanuts (natural and salted)
 - ✓ sweet bars
- Logo's of relevant brands:
- Currently present in:
 - ✓ the UŚA, Canada, Israel, New Zealand, Australia, EU and CIS countries,
 - ✓ Gulf countries, Baltic countries, Vietnam
- Main buyers: Traders
- Cooperate with: "Magnit", "X5" (Russia); Rewe, Edeka, Coop, Dohle, Bünting, Bela, Bonus, Globus, Karstadt, Markant, Muster, Petz, Stroetmann, Tegut ZLTR, Mix markt (Germany); Keshet Teamim, TIV-TAAM, ROSMAN, DUTY-FREE FOOD SHOP, Eliseevsky (Israel); Freshco, Coppas, No frills (Canada), Carrefour (UAE)
- Certification: Eurasian Economic Union declaration of conformity of
- 17.07.2019. ISO 22000:2005

Points of differentiation compared with other market players?

- Natural snack. Product without any chemical additives, non-GMO, big kernel inside;
- Bright taste. Confectionary variety of sunflower seeds differs from materials by flavorful eating qualities;
- Healthy snack. Meet modern consumers needs, keeping a healthy lifestyle;
- Unique product. This kind of sunflower seeds is grown only on the territory of Russia and has unique natural taste;
- ✓ Mass-consumption product with "virus" effect, inclining a consumer to a new purchase again and again;
- Product with high shelf-life 9 months;
- ✓ Target audience: all age groups (93% from 15 to 60 years old);
- ✓ High-marginal product;
- Quick-turnover product. Turnover from distributor's warehouse to end-consumer purchase is about 3 weeks;
- Bright eye-catching design

Key strengths / Innovation

- What's in it for Partner?
- ✓ Snack with high culture of consumption;
- ✓ Growing trend of healthy snacks consumption;
- ✓ Marketing capacity of sunflower seeds in Europe according to different research is 3,1 billion euro (890
- thousand tones) per year;
 Nowadays "AgroSouz" LLC has great experience in working at the European market The product is mass sold at Mix Markt, ethnic and national markets;
- ✓ AgroSouz LLC is certified according ISO 22000;
- ✓ AgroSouz LLC produces and supplies products to the European market according to the European legislative requirements for packaging and labelling.

What's in it for Partner professional customers?

- ✓ Natural snack;
- ✓ Healthy snack. Meet modern consumers needs, keeping a healthy lifestyle:
- ✓ Unique product. This kind of sunflower seeds is grown only on the territory of Russia and has unique natural taste:
- ✓ Nutrient snack;
- ✓ Snack «to go»

Limitations

Custom duty - 12,8 %

Russian Snack Nº1

from Russia with love



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Email: golubeva@exportcenter.ru web: https://agrasauz.org.https://agrasauz.net.https://goldengift.hk





















ALTAI FLOUR MILLS CO., LTD. (GRANA, JSC)

Short information

General and Financial Information

- Total Sales (RU & International): USD 10 mln / EUR 9.5 mln
- Total Market share (Russia & Other Countries):
 - ✓ 0 % Russia
- **√**100 % Export
- Main relevant product groups within company portfolio:
- ✓ Wheat Flour
- ✓ Wheat Bran
- ✓ Cereals













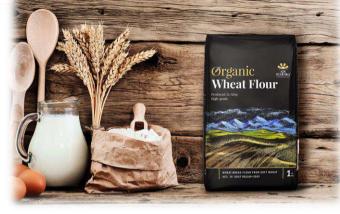
- Currently present in: China, Vietnam, Thailand, Indonesia, Tajikistan, Kyrgyzstan, Armenia, Uzbekistan, Afghanistan, Syria, African countries
- E-commerce:
- Main buvers: Traders
- Cooperate with: United Nations World Food Programme, foreign traders / importers of food products all over the world.
- Certification: ISO 22000, ISO 9001, SNI 3751:2009, Ecological Certificate, Declaration of Conformity, Health / Quality Certificate (per shipment), Phytosanitary Certificate (per shipment), Certificate of Origin (per shipment), Non-GMO Certificate (per shipment). Radiation certificate (per shipment). Ready for operational certification in the Partner's country

Points of differentiation compared with other market players?

- 100 % Organic
- Strict Quality and Phyto Control: internal (lab), external (state and surveyor)
- Large-scale mass production, modern equipment and high professionalism of technical specialists
- Modern packaging equipment of European production
- Positive reputation in Russia and other countries, global trading experience

Limitations

- ✓ MOQ: 1x20' container, 1x20MT truck, 1x67.5MT or 65.7 wagon
- ✓ Special conditions for acceptance and storage of goods in warehouses (temperature, humidity etc.)



Key strengths / Innovation

What's in it for Partner?

- Private Label
- Brand design support
- Quality guarantee, safe and healthy products
- Reliable and strong packaging
- Free samples
- Various modes of transport (sea / land): containers, wagons, trucks
- High quality service:
 - The best conditions and prices
 - ✓ Flexible payment conditions
 - ✓ Product quality according customer requirements
 - Lossless and timely delivery
 - ✓ Tracking of goods in transit

What's in it for Partner professional customers?

- Ready for any audit and survey control
- Guaranteed quality control and traceability of every item
- Fortification of wheat flour with vitamins and minerals (if necessarv)
- Technological support for adapting of wheat flour to the final product
- Private label and individual marking
- Reliable packaging able to withstand long time delivery and multiple transshipments







THE BEST MILL OF RUSSIA. THE VOLUME OF GRAIN PROCESSING UP TO 500 TONS / DAY.

General and Financial Information

- Sales in 2019 amounted to 500 million rubles / 60 thousand tons of products
- Geography of sales Central regions of Russia
- Main relevant product groups within company Portfolio:
- ✓ baking flour
- ✓ Pasta flour
- ✓ confectionery flour
- ✓ flour for home baking
- Logo's of relevant brands:





- Main buyers: large bakery and confectionery enterprises, retail chains.
- Cooperate with Russia: company (country)
 - ✓ «Auchan» (Russia),
 - ✓ «x5 Retail Group» (Russia),
 - ✓ «LENTA» (Russia).
- ✓ «TANDER» (Russia),
- ✓«Okey» (Russia)

Points of differentiation compared with other market players?

- ✓ We process grain grown only in ecologically clean regions, away from industrial
- ✓ High level of production safety certification
- ✓ Flour without chemical improvers and bleaches
- ✓ Eco-friendly 2-ply paper packaging
- ✓ Flour contains only natural vitamins and micronutrients of processed grain
- ✓ Premium product at medium price

Key strengths / Innovation

What's in it for Partner?

- ✓ Possibility of production under Private Label
- ✓ Bright premium packaging design draws customer attention
- The ability to be included in the container train directly from the loading station reduces delivery time and minimizes logistics costs
- ✓ The qualitative difference between the 2-layer packaging allows you to maintain a marketable appearance during repeated movements
- High quality and natural product will enhance the reputation of the importer company

What's in it for Partner Professional Customers?

- ✓ The ability to be included in the container train directly from the loading station reduces delivery time and minimizes logistics costs
- Reliability of packaging during multiple movements.
- ✓ Premium product unparalleled even in the Russian market

Limitations

- Possibility of shipment up to 1.5 thousand tons per month
- Shipment is 20 feet, containers and boxcars
- 100% prepayment







LTD "KHLEBOZAVOD #1"

'KHLEBOZAVOD №1" IS THE LARGEST PRODUCER OF BAKED GODDS AND FLOUR CONFECTIONERY FROM MARI EL REPUBLIC. LOCATED IN THE EUROPEAN PART OF RUSSIA

General and Financial Information

- Total Sales (2019) 377 mln RU Total Market share (Russia/Other Countries)
- Russia: 100%
- Main relevant product groups within company Portfolio:
 - ✓ Frozen semi-finished products (dough)
 - ✓ Frozen bakery products
 - ✓ Sugar confectionery (marmalade, berries in sugar)
- Logo 's of relevant brands: Khlebozavod №1
- Currently present in: Russia
- Main buyers: Retail chains, HoReCa
- Cooperate with:
- ✓ Russia: X5 Retail Group (Pyaterochka, Perekrestok, Karusel), Magnit, VkusVill
- Certification: in the process of obtaining HACCP certification
- ISO 22000

Points of differentiation compared with other market players?

- ✓ Using high-quality and natural ingredients
- ✓ Production of "Khlebozavod №1" has been repeatedly awarded high ratings at various competitions and exhibitions
- ✓ The technology of cooking artisan bread consists in a long cold fermentation, so that the bread gets a richer aroma and taste
- ✓ Unique recipes (a series of yeast-free bread "Legenda Mari")

Key strengths/Innovation

What's in it for Partner?

- The possibility to produce under private label
- Flexibility of assortment and composition

What's in it for Partner Professional Customers?

- Sales promotion with btl-events (tastings)
- Providing pos-materials (leaflets, catalogs)
- ✓ The flexibility to set prices of products.

Limitations

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LENINGRAD FLOUR AND FEED MILLING PLANT NAMED AFTER S.M. KIRDV (KIROV'S MILL)

General and Financial Information

- Total Sales (RILS International) 14 NOO NOO NOO RIL (2019)
- Total Market share (Russia & Other Countries)
- 80%(Russia)
- 20% (Other Countries)
- Main relevant product groups within company Portfolio:
 - ✓ All varieties of wheat and rye flour;
 - ✓ Flour according to customer specification;
 - ✓ Semolina:
 - ✓ Wheat and Rye bran;
 - ✓ Wheat Germ flakes:
- Logo's of relevant brands:
- Currently present in: Russia, China, Thailand, South Korea, UAE, Armenia, Brazil, Iraq. Vietnam.
- E-commerce: Alibaba
- Main buyers: Specialized Importers/Traders/ Factories / Bakeries / Confectioneries
- Cooperate with: Fazer, Mondelez, Chipita, Kellogg's, Orion, Lotte
- Certification: ISO 22000, FSSC 22000, Halal certificate
- Full set of export documentation: Declaration of conformity, Certificate of Origin, Phytosanitary certificate.

Points of differentiation compared with other market players?

- ✓ Product is made of natural ingredients only and free from any GMO, or preservatives.
- ✓ Productivity up to 1,200 tons of wheat flour per day. ✓ More than 35 types of flour are produced.

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label
- ✓ Widest range of specialized flour.
- ✓ Product development assistance
 ✓ Production of 100% natural products without any chemicals
- ✓ Well-known international supplier of wheat flour
- ✓ Largest Mill in Europe

What's in it for Partner Professional Customers?

- ✓ Successful experience in the industry for 80+ years
- located in St. Petersburg (one of the largest seaports in
- ISO 77000. ESSC 77000. HACCP

Limitations

 \checkmark Production capacity is 30 000 metric ton of wheat flour per month

Address: Russian Federation. 192019. St. Petersburg. 45 pr. Obuhovskoy oborony

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WE GROW GRAINS, PRODUCE AND PACK CEREALS,

FLAKES, AND FLOUR.



Agricultural holding

OODWILL

AGRICULTURAL HOLDING «GOODWILL» ONE OF LARGEST PRODUCERS IN RUSSIA OF CROPS GROWN BY THE AGROHOLDING: BUCKWHEAT, DATS, BARLEY, PEA, MILLET

General and Financial Information

- Total Sales (RU & International) Total sales is over 15 000 000 kg.
- Total Market share (Russia & Other Countries)
- Products under the brand "Goodwill":
- These products are packaged from 0.4 kg to 5 kg. and small sachet for fast health breakfast (40g). Goodwill products correspond to the international standards ISO 22000:2005 that regulates international requirements for foodstuffs safety.
- Main relevant product groups within company Portfolio:
 - ✓ oat flakes for healthy food
 - ✓ different cereals and groats
 - ✓ baker's heat flour
- Logo's of relevant brands:
- Currently present in: : USA, Canada, Israel, China, Argentina, Mongolia, Vietnam, Japan and other countries(including the European Union).
- Main buyers:

AND WHEAT

- Cooperate with:
- ✓ Russia: company (country)
- ✓ Export: company (country)
- Certification ISO 22000:2005

Points of differentiation compared with other market players?

- The quality of the grain is monitored at air separators and the photoelectronic separator, which is intended for electronic and optical sorting of products, making the final product 99.9% pure
- ✓ The deep processing technology of the grain allows to retain vitamins and mineral substances in the upper layer of the grain, which, when used with ordinary technologies, are lost due to cleaning and polishing

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. Address: 659540. Russia. Altai territory. Sovetsky region. Sovetskoye village. Altaisky pereulok

What's in it for partner?

Key strengths / Innovation

- Guaranteed income from daily-demand products.
- Marketing support for the product:
 - Pallet display:
 - Promotional events ("yellow price tag", special product offers):
 - Promotional offers for the end consumer (+20% free gift, contests, prize drawings);
 - Decoration of sale points, and additional layout spaces;
 - Participation in joint activities with retail outlets catalogs;
 - Presentations. motivation fnr programs sales representatives.
- Deliveries from the manufacturer ("first-hand"). Full cycle: grow, process, peel, package and deliver grains to sales outlets.
- Bright design of our products, attracts the attention of customers on the shelf.
- Eco-friendly products from the foothills of altai mountains (certificate of high environmental standards (in compliance with gost and tu standards)

Limitations

√ 78 000 tons of products produced by the agrobolding each

'35 000 tons of buckwheat a year.



EXPORT CENTER ack to Main Categories













AGROPROM

AGROPROM LLC WAS FOUNDED IN 2009 ON THE BASIS OF THE TULA FLOUR MILL. TODAY, THE COMPANY IS ONE OF THE LARGEST PRODUCERS OF INSTANT CEREAL FLAKES IN THE CENTRAL REGION OF RUSSIA

General and Financial Information

- Total Sales (RU & International) 300 000 000 RUB/year
- Total Market share (Russia & Other Countries) Russia 95% / Georgia, Latvia 5%
- Main relevant product groups within company Portfolio:
 - ✓ Narada buckwheat flakes
 - ✓ Narada Hercules flakes
 - ✓ Narada pea flakes
 - ✓ Narada flakes 4 cereals
 - ✓ Narada nat flakes.

The production is certified according to GOST R ISO 22000-2007.

Points of differentiation compared with other market players?

- ✓ Instant flakes are produced on modern equipment from Schule (Germany).
- Our own laboratory and highly qualified personnel allow us to produce products of the highest quality.
- ✓ NARADA cereal is a product without food additives and genetically modified organisms. All natural vitamins and trace elements, as well as dietary fiber and essential amino acids are preserved in the production process.

Key strengths / Innovation

What's in it for Partner?

- Production under private label: Yes
- ✓ Terms of delivery: FCA Tula, Russian Federation
- ✓ With each shipment of Goods delivered, the Supplier must provide:
- Invoice, Waybill (6 copies), Quality certificate, copy of the declaration of conformity, Phytosanitary certificate. The supplier is obligated to put the mark "Release permitted" on the CMR

What's in it for Partner Professional Customers?

- ✓ Production under private label: Yes
- ✓ delivery to RC Central Federal district
- ✓ electronic document management
- ✓ delay of 40 calendar days

Limitations

- ✓ Cardboard packs of 400 g.
- ✓ Pack of 18 pcs. (864 pcs on a pallet)
- ✓ expiration date 12 months





web: http://www.tulamelzavod.ru/



LTD SIBBIOPRODUCT

IS A RUSSIAN COMPANY FOUNDED IN 2014 BY A GROUP OF COMPANIES TDS -GROUP THAT EXPORTS ORGANIC PRODUCTS WORLDWIDE.

General and Financial Information

- Total Sales (RU&International) 600 mln RU
- Total Market share (Russia & Other Countries)
 - √25% (Russia)
 - √75% (Other Countries)
- Main relevant product groups within Company Portfolio:
 - ✓Wheat (milling & feeding)
 - ✓ Barley
 - ✓ Dats (normal & gluten free)
 - ✓Buckwheat
 - ✓ Flaxseeds (brown & golden, 99.95)
 - ✓ Peas
 - ✓ Rapeseed
 - √Horse beans
 - ✓ Rye
 - ✓ Triticale
 - ✓ Soybeans
- Logo's of relevant brands:
- Currently present in:Denmark, Latvia, Hungary, Estonia, Czech Republic, Netherlands, The United Kingdom, Lithuania, Germany, Canada
- Main buyers: Traders
- Cooperate with: Saxon Agriculture (The United Kingdom, Germany), DF INTERNATIONAL BV (Netherlands), Eko Farm UAB (Lithuania), Freedom agri s.r.o. (Czech Republic), SIA Scandagra Latvia, FFM Europe B.V. (Netherlands), FIELD FARMS MARKETING LTD. (Canada).
- Certification: according to the regulations of the Commission of the European Communities: No 834/2007, 1235/2008
- according to the National Organic Program USDA

Points of differentiation compared with other market players?

- ✓ One of the largest exporters of organic agricultural products in Russia in 2018 and in 2019.
- ✓ The total cultivated area of our farms is more than 15,000 hectares and it continues to grow
- ✓ We collaborate permanently with laboratories of research institutes
- ✓ We are a member of Russian organic associations and cooperate with international certifying bodies

What's in it for Partner?

- ✓ A developing and promising brand
- ✓ High Demand
- Production of natural and high-quality products
- Products are safe and EAC compliant. Declaration EAEU

What's in it for Partner professional customers?

Trade Marketing activities realization

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"C-PROJECT"

IS ENGAGED IN THE PRODUCTION AND SALE OF FOOD PRODUCTS (TM KARTOSHECHKA(INSTANT MASHED POTATOES)), TM EVERYDAY (MUESLI BARS, PROTEIN BARS, FRUIT BARS, GRANDLA, INSTANT CEREALS), TM LESNYE UGODYA AND TM POTAPYCH (NATURAL HONEY, DRIED MUSHROOMS, JAM AND JAMS), TM DOMASHNEE BISTRO (KVASS, MAIN DISHES, INGREDIENTS FOR BAKING) TM HUNGROW (CANNED, MEAT AND FISH PRESERVES)

General and Financial Information

- Total Sales (RU & International) more than 1000 million rubles in year
- Distribution of sales by country:

Russia 97%, (export: Belarus, Kazakhstan, Armenia, China, USA etc.)

- Main relevant product groups within company Portfolio:
 - instant products
 - healthy lifestyle Products
 - Sweet preservation (honey,jam)
 - ✓ Vegetable preservation meat preservation and fish preservation
- Logo's of relevant brands:
- Currently present in: Russia, Belarus, Kazakhstan, Armenia, China, USA
- E-commerce: ozon, wilberriers.ru,, yandex, ebay
- Main buyers: commercial information



Key strengths / Innovation

What's in it for Partner?

- Private Label and White Labelconditions
- Partnership with a well-knownof Russian market, reliable, creditworthy company
- 100% ready for export
- Wide range of food









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Catalog







SIBIREAN FIBER

IS THE LARGEST RUSSIAN COMPANY SPECIALIZING IN PRODUCTION OF HEALTHY DIET GOODS WITH A HIGH CONTENT OF DIETARY FIBER. THE COMPANY WAS FOUNDED IN 2002. THE FACTORY AND OFFICE ARE LOCATED IN TOMSK. IN THE CENTER OF WESTERN SIBERIA. DURING THE PRODUCTION, THE COMPANY ACTIVELY USES ECO-FRIENDLY AND WILD-GROWING PRIMARY PRODUCTS

General and Financial Information

- Sales volume: produce more than 2,412,000 tons of products per year
- Distribution of sales volume: 90% Russia, 10% other countries.
- Main comp Siberian Fiber
 - Siberian Bran
 - Solid Beverages: Detox Smoothies
 - any's groups:
 - Extruded Products: Healthy Snacks, Healthy Lunch, Dinner, Supper
 - Plant-based stuffing: Vegan stuffing
 - Porridge
 - Healthy Desserts: Pudding
 - Fitness and Sports Phyto drinks
 - Chia Seed Oil
 - Herbal Tea
- Logo's of relevant brands:



- Currently present in: Russia, Kazakhstan, Turkmenistan, Belarus, Azerbaijan, Latvia, Estonia, Germany, Kyrgyzstan, China, Mongolia E-commerce: : Amazon, Wildberries
- Main buyers: Distributor, Trade Networks, Web-Platforms, Telemarket, Traditional Retail
- Cooperation with major market players: Russia-X 5 Retail Group, Auchan, Lenta, Magnet, Dixy, Oka'y; Turkmenistan, Turkey -Halk Market; Estonia - L Cosmetics
- Certification: Complete package of export documentation for EAC, Declaration of conformity, Certificate of origin

Points of differentiation compared with other market players?

- ✓ The products consist only of natural ingredients, dried berries and fruits, without GMOs and preservatives.
- ✓ The products of "Siberian Fiber" are natural and effective products for prophylactic. Each production line consists of a whole complex of soluble and insoluble plant fibers.
- ✓ These products improve the diet quality and prevent many diseases and health problems.
- ✓ "Quality, efficiency and safety" is the company's motto. There are more than 150 items of various products in the company's collection: exclusive mixes of dietary fiber with wild berries and herbs, unique extruded products, solid beverages - detox smoothies, functional breakfasts, fitness and sports mixed drinks, weight-loss and wellness programs. The products of Siberian Fiber are sold in many foreign countries on different continents.

Strength/Innovation

Benefits for the importer

- Expanding and flourishing brand
- ✓ High demand
- ✓ Natural and quality products manufacturing
- Products are safe and meet the EAC requirements.
- The EEU Declaration of the
- Manufacture under private label: Yes

Benefits for distributors and commercial network:

- As a family business, the company is responsible for the highest level of product quality.
- This nutrition trend is a long-term global trend, demand for functional products is constantly increasing.









CJSC ALEYSKZERNOPRODUKT NAMED AFTER S. N. STAROVOITOV

CJSC "ALEYSKZERNOPRODUKT" IS A POWERFUL AGRICULTURAL COMPLEX WITH THE COMPLETE TECHNOLOGICAL CYCLE OF GRAIN GROWING AND PROCESSING, MANUFACTURING AND PACKAGING.

General and Financial Information

- Total Sales (RU & International) 8 647 603 thousand rubles
- Total Market share (Russia & Other Countries) Russia 89%, Other Countries 11%
- Main relevant product groups within company Portfolio:
 - ✓ "Aleyka" The flour, grains, pasta, cereal flakes and vegetable oil ✓ dry full-ration food " dilly"

 - ✓ Vitamin-mineral premixes for farm animals and poultry "Pribavlai-ka"
 - ✓ combined feeds
 - ✓ premixes
- Logo's of relevant brands:







- Currently present in 12 branches in such cities as Barnaul, Biysk, Abakan, Blagoveshchensk, Bratsk, Irkutsk, Vladivostok, Krasnoyarsk, Neryungri, Tyumen, Chita and Ulan-Ude, as well as joint trading enterprises in Mongolia and China
- Cooperate with: "Anix", "Maria-RA", "Magnet", "Holdi ""Lenta", "Maria-RA", "anix", "Bahetle", "Bystronom", "Farmer-center", " traffic Light»
 Export: company (country) Mongolia, China, Kazakhstan, Belarus, Uzbekistan.
- Certification full package of export documentation, Declaration, certificate of conformity, certificate of origin, phytosanitary certificate.

Points of differentiation compared with other market players?

- The products of JSC "Aleyskzernoprodukt" were awarded with medals of the international exhibition "Environmentally friendly and safe products "and the Federal program "Russian quality".
- It is included in the prestigious and iconic register of the "100 best goods in Russia" and is a winner of the "Best Altai product "competition.
- food safety management system based on the requirements of ISO 22000:2005, ISO/TS 22002-1: 2009, as well as additional requirements of FSSC 22000.

Key strengths / Innovation

What's in it for Partner?

- Production of 100% natural high-quality natural products, in which all vitamins and nutrients are preserved.
- The products are safe and meet EAC requirements

What's in it for Partner Professional Customers?

- The company is responsible for the quality of the product.
- Year-round marketing activities and marketing support.

Limitations

- In 2019, 451,407 tons of grain were processed.
- The total production output for 2019 is 475,853 tons.

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TRADING FIRM "ALTAYSKAYA SKAZKA" and Mills "ROSA"

General and Financial Information

- Main relevant product groups within company Portfolio:
 - ✓ Natural traditional groats (Buckwheat, Spelt, Dat groats, rice, millet etc.)
 - √ The instant flakes
 - √ The wheat flour
 - ✓ Group B pasta
- Logo's of relevant brands: ALTAYSKAYA SKAZKA and ROSA
- Currently present in: Germany, Israel, Canada, China, Mongolia, Kazakhstan, Turkmenistan, Tajikistan, Kyrgyzstan, Uzbekistan
- E-commerce: Ozon, Beru
- Main buyers: Traiders
- Cooperate with:
- ✓ Russia: Auchan, Lenta, X5 Retail group, Magnit
- Export: Lackmann Fleisch-und Feinkostfabrik GmbH Germany, Uniservis Israel, East-West food Distribution - Canada, Jiu Ruan Import and Export Co., Ltd. - China, BOSA IMPEX - Mongolia, Karina-Distribution - Kazakhstan, IP Ovezmyradov A.T. -Turkmenistan, Kapital-T - Tajikistan, Numen-service - Kyrgyzstan, Asian National Distribution - Uzbekistan
- Certification: Full pack of export documentation: Certificate of conformity, certificate of fumigation, Certificate of Origin of Goods, declaration of conformity

Points of differentiation compared with other market players?

- We fabricate 10 000 tons of groats every month and have one of the productive works in Russia.
- ✓ The key priorities are balance of high-quality, health and technologies.
- ✓ Altay grains from environmentally friendly fields
- ✓ A wide range including over 90 positions.
- Unique goods produced under the innovative technologies

Key strengths / Innovation

What's in it for Partner?

- Private Label and White Label: The turnover of 1 SKU should be at least 20 tons per month
- ✓ Flexible pricing policy
- Delivery by rail and by sea
- ✓ A reliable partner with a history proven over the decades.

What's in it for Partner Professional Customers?

- The products of «Altayskaya skazka» are high-quality, safe and healthy. We have the certificate "Environmentally Friendly and Safe Products". Also, production according to the international system of quality and food safety management ISO 22000-2007.
- The instant flakes are produced using the unique technology POS («Preparation own sap»). This technology has no analogues.
- Effective marketing programs







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Presentation







JSC MAKFA

MAKFA is the leader in the market of pasta and flour in Russia, a large producer of cereals and cereal flakes. MAKFA brand is in the TOP-5 suppliers in the world of pasta producers.

General and Financial Information

- Total Sales (RU & International) Total sales in 2019 more than 200 million euros Total sales in export – more than 16 million euro;
- 🗸 Total Market share (Russia & Other Countries) 90 / 10 % (Russia/Other Countries):
- Main relevant product groups within company Portfolio:
 - ✓ MAKFA Bronze pasta
 - ✓ Livingood pasta
 - Livingood cereals (buckwheat, millet, pearl barley);
 - ✓ MAKFA Flour all-purpose (2,0 kg)

✓ Logo's of relevant brands:





Livingood

- Currently present in: United Arab Emirates, USA, Israel, United Kingdom, China, Germany, Japan, Czech Republic, South Korea, Thailand, Canada, Jordan, Iran, Greece, Tunisia, Lithuania, Oman, Moldova, Georgia, Belarus, Kyrgyz Republic, Armenia, Uzbekistan, Azerbaijan, Mongolia. Tajikistan, Abkhazia, Kazakhstan, South Ossetia
- ✓ E-commerce: Amazon (UK)
- ✓ Main buyers: distributors, traders, HoReCa
- ✓ Cooperate with:
- ✓ Russia: company (country) Auchan, METRO cash & carry,
- ✓ Export: company (country) Germany Monolith, Mix Markt; UK Monolith UK; UAE -Kosmonte foods, Gulfco; Israel – Dolina Trade; USA – Mamtakim Inc.
- Certification 31100678 FSSC V5 22000; 508352 FSSC V5 22000; 31100106 FSSC V5 22000; 506166 FSSC V5 22000

Points of differentiation compared with other market players?

- The range of products is more than 150 SKU;
- ✓ MAKFA is one of the top 10 world pasta producers, the No. 1 brand in Eastern Europe according to Euromonitor 05/2017. Brand No. 1 in Russia according to Nielsen 2017;
- 98 out of 100 buyers know the MAKFA brand, 80 out of 100 choose MAKFA products, 68 out of 100 customers are loyal to the MAKFA brand according to TNC Gallup Agency 2017:
- Ability to adapt to the market (adaptation of packaging, product composition, etc.);
- \checkmark The volume of pasta production is 190 000 thousand tons per year, flour 500 000 thousand tons per year.

Key strengths / Innovation

What's in it for Partner?

- Private Label and White Label: Yes/No , conditions
- ✓ Possibility to work with a reliable company with more than 80 years of history;
- The company is developing its own brands, is ready to invest in promotion and advertising;
- Company is ready to consider various terms of payment for deliveries:
- Production volumes allow you to scale the business for export destinations.

Innovations

- ✓ MAKFA Bronze paste is made on the basis of bronze die. equipment. Pasta of this line has a special porous surface, which allows the pasta perfectly absorb the sauce and become more saturated;
- Production of the Livingood functional product line:
- New pasta range Livingood pasta with oats. Livingood pasta are made by adding cereal additives and oat beta-glucan. Dat beta-glucan naturally reduces cholesterol. Livingood is the choice for consumers who are looking for healthy alternative:
- New pasta range Livingood Energy. Energy pasta is high in protein (21 g/per 100 g). Pea protein isolate is plant-based protein extracted from the yellow pea. Protein is an essential macronutrient that supplies the energy needed to keep the body functioning during activities of daily life. Protein contributes to a growth in muscle mass and to maintenance of normal bones:

Limitations

- Storage at a temperature not exceeding 25C and relative humidity not more than 70%
- Minimum Delivery Amount 1 machine / 1 container 20 or 40HC feet



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ASSOCIATION «SOYUZPICHSHEPROM»

SOYUZPISHCHEPROM IS A GROUP OF COMPANIES PRODUCING WHOLESOME AND TASTY FOOD PRODUCTS FOR THE ENTIRE **FAMILY**

General and Financial Information

- Total Sales (RU & International) 300 000 000,00 \$ per year
- Total Market share (Russia & Other Countries) approx 3%
- Main relevant product groups within Company Portfolio:
 - ✓ Pasta products,
 - ✓ Dat flakes.
 - ✓ Multi-grain cereals
 - ✓ Porridges with natural ingredients
 ✓ Groats, Groats in boil in bag
 ✓ Wheat flour

 - ✓ Sunflower oil
 - ✓ Extra virgin oil (Mustard oil, flaxseed oil, sunflower oil)
 - ✓ Plant based drinks (Dat kissel, yogurt, plant based UHT drinks)
 - ✓ Crispbreads, Corn flakes
- Logo's of relevant brands:















- ✓ Russia, Kazakhstan, Uzbekistan, Turkmenistan, Mongolia, China, Israel, UAE, USA, Canada
- Main buyers: Traders/HoReCa
- Certification: ISO 22000:2005, Halal certificate, Yuniscan/GSI Rus

Points of differentiation compared with other market players?

Private Label

- ✓ Today "Soyuzpischeprom" is a technological complex of the newest equipment of the world's leading brands: Buhler AG, Fava, Mill servis,
- Hartmann, Linko, Zucami, Big Datchmen, Muyang and others
 The main competitive position of "Soyuzpichsheprom" is combining a few
 big food manufacturers of South Ural region in one structure. It allows
 following one quality policy, using common manufacture and investment strategies and using complex professional help
- As far as all business processes are made inside one enterprise, the holding company controls each production stage and supplies it with quality

Key strengths / Innovation

What's in it for Partner?

- Stable production volumes and supply stability
- With one contract you can get a wide range of products
- Sustainable logistics system
- The company has a great export experience.
 The products are exported to CIS and non-CIS countries: USA, Canada, UAE. China and other countries.

What's in it for Partner professional customers?

- There are a products for daily use in our assortment
- ✓ Products are ready to satisfy the needs of each client
- "Dr.Naturi" is a line of balanced and light food products

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NUDEL PRODUCTION GMBH IS ENGAGED IN THE PRODUCTION AND SALE OF PASTA UNDER THE FILLINI TRADEMARK

General and Financial Information

- Total Sales (RU & International) \$ 1 million per month with VAT
- Total Market share (Russia & Other Countries)
- ✓ In Russia: Nudel Product is one of the 15 largest companies in the industry that provides 85% of market needs in pasta, and in 15 representation-leading retail chains. The share is 2.8%
- Main relevant product groups within Nudel Produktion Portfolio:
- ✓ durum wheat pasta
- Logo's of relevant brands:



- Currently present in:
 - ✓ Republic of Belarus, Kazakhstan, The Republic of Abkhazia, Moldova, the Pridnestrovian Moldavian Republic, North Ossetia
- Main buyers: Traders
 - Cooperate with: Russia: "Magnet", "Auchan", "Globus", "Coswell", "major League", "Semiserif", "Admiral", "Petrovich", "hostess", "Caravan", "Pokapoka", "Win", "Bayram", "Family", "Universal"
- Certification:
 - ✓ Declaration of conformity GOST 31743-2017,
 - ✓ Certificate GOST R ISO 22000

Limitations

✓ Necessary to register in completely new countries

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What's in it for Partner?

Private Label



Key strengths / Innovation

- product which is in the commercially successful price segment (average, average +)
- competitive in relation to foreign-made analogues product
- high turnover;
- increasing the average check
- extra profit.

What's in it for Partner professional customers?

- ✓ special events with a price reduction
- ✓ premium pasta: group A, group B; ✓ food additives and dyes free;
- ✓ GMO free:
- ✓ a unique range of packaged products;
- ✓ convenient packaging for the consumer from 300 g up to 5kg

Points of differentiation compared with other market players?

- ✓ the commercially successful price segment (average, average +);
- ✓ competitive in relation to foreign-made analogues;
- ✓ high turnover;
- ✓ increasing the average check;
- ✓ extra profit;
- ✓ more than 18 years in the market;
 ✓ without food additives and dyes;
- ✓ GMO free;
- ✓ quality management system and product safety meets the requirements of GOST R ISO 22000









FAST COOKER.

HAPPY FAST COOKER

General and Financial Information

- Total Sales (RU & International): 7182050 USD
- Main relevant product groups within company Portfolio:
 - ✓ instant oatmeal and buckwheat cereals
 - ✓ instant mushed potato
 - ✓ Instant noodle
 - ✓Instant sooups
- Logo's of relevant brands:
- Currently present in:
 - ✓ Belarus
 - ✓ Mongolia
 - ✓ Tajikistan
- E-commerce: E-bay
- Main buyers: Convenience store, Supermarket, Distributors
- Cooperate with: Magnit, Lenta, Svetofor, Maria-ra.
- Certification: NºRU Д-RU.A979.B., 05648 30.10.2015;

Points of differentiation compared with other market players?

Happy

- \checkmark We are a Russian manufacture of instant foods with more than a 15 years
- ✓ All products are made exclusively from high-quality ingredients, pass the state certification and meet all the quality standards
- The production is carried out on modern, reliable and high-tech equipment.
- Our potato and oatmeal flakes are from the best Russian manufactures. For our instant noodles we use only premium flour.

Key strengths / Innovation

What's in it for Partner?

- Production on modern equipment
- Natural ingredients
- ✓ Low prices

Limitations

Expiration date 12 months



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AIDIGO

MANUFACTURER OF SPICES. SEASONINGS AND IVAN-TEA General and Financial Information

- Total Sales (RU & International) 6 MIn EURO
- Total Market share (Russia & Other Countries):
- Spices, Seasonings 1,2% (Russia)
- Ivan-tea 6,5 % (Russia)
- Main relevant product groups within company Portfolio:
- ✓ Spices and seasonings Aidigo
- Spices and seasonings Perches
- ✓ Ivan-tea
- Logo's of relevant brands:
- Currently present in:
 - ✓EU (Ivan-tea): Germany, Spain, France, Italy, Switzerland, Sweden, Czech Republic, Cyprus, Belgium, Netherlands, Poland
 - ✓ Belarus (Ivan-tea and Spices/Seasonings)
 - ✓ Kazakhstan (Ivan-tea and Spices/Seasonings)
 - ✓ China (Spices/Seasonings)
- E-commerce: Alibaba, Ozon
- Main buyers: Traders/HoReCa
- Cooperate with company (country): «Auchan» (Russia, Tajikistan), X5 (Russia), Lenta (Russia), Okey (Russia), Selgros (Russia),
- Certification: Declaration of conformity, Certificate of Origin (Ivan-tea and some seasonings), ISO 22000:2005

Points of differentiation compared with other market players?

Seasoning "Aidigo" - the optimal ratio of price and quality Ingredients:

- 100% natural product
- A rich composition of spices of the highest grade
- Do not contain salt! It is important for consumers who care about their health.
- Do not contain starch, rice, wheat flour, maltodextrin, yeast extracts!

- Environmentally friendly natural product.
- A wide range and different types of packaging.
- Wide representativeness and high quality product

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Key strengths / Innovation

What's in it for Partner?

- ✓ A developing and promising brand Ivan-tea
- ✓ High demand for healthy foods:
- IVAN-TEA IMPROVES IMMUNE SYSTEM
- IVAN—TEA CONTAINS LOT OF VITAMINS AND MINERALS
- IVAN TEA DOES NOT CONTAIN COFFEE
- ✓ Production of natural and high-quality products
- ✓ The brightness of the aromatic portrait of seasonings. "Aidigo" meets the expectations of the consumer.
- Seasonings Aidigo satisfy the consumer tendency to try new tastes and combinations of European cuisine
- Products are safe and EAC compliant. Declaration EAEU

What's in it for Partner professional customers?

- High level of service.
- ✓ Tade Marketing activities realization.
- ✓ Possibility of deferred payment
- ✓ Presence of a distributor in the EU (Ivan-tea)

Limitations

Storage condition: temperature 0-25°C







Pita Chips

Time to try pita bread baked from the healthy ingridients



PITA CHIPS «AZAR»

PRODUCER OF THE FIRST PIT SNACKS IN RUSSIA

General and Financial Information

- Total Sales (RU & International): 6 mln RU/ 92000 Euro
 - Total Market share (Russia & Other Countries)
 - Russia 75%
 - China 15%
 - Ukraine 5%
- Germany- 2% Belarus - 2%
- Kazahstan 1%
- Main relevant product groups within company Portfolio:
 - ✓ Pita chips, 80 g., 250 g.
 - ✓ Chips from lavash 100 g., 150 g.
- Logo's of relevant brands:
- Currently present in:
 - **√** Russia
 - ✓ Kazahstan
 - ✓ China
 - ✓ Relarus
- E-commerce: Alibaba.com (https://zastolya.trustpass.alibaba.com)
- Main buyers: Traders/Retail
- Cooperate with: Metro cash and carry, Auchan, X5 retail group, Lenta,
- Certification: Declaration of conformity, Biologically Safety Certificate, Certificate of Origin, Health Certificate (if needed)

Points of differentiation compared with other market players?

- BEST PRICE: We constantly monitor the world market prices for snacks to make sure our prices are always cometative
- FREE ADVARTISING We provide free POSmaterials with each new order
- QUALITY ASSURANCE: We guarantee the refund in case of delivery of damaged goods or low quality goods
- eco-friendly replacement to unhealthy ordinary, potato chips



Dita Chips

Private Label

✓ FAST AND INEXPENSIVE LOGISTICS: Delivery to seaports in Novorossiysk and St. Petersburg at the expense of the Supplier

Key strengths / Innovation

✓ Unique taste and recipe

What's in it for Partner professional customers?

- As a family business, the company is responsible for the highest level of quality and after sales service.
- ✓ Year-round marketing activities and marketing support
- ✓ Every snack TM "Azar" is manufactured with the highest quality standards, and high-tech equipment.
- ✓ Pita chips is eco-friendly replacement to unhealthy ordinary, potato
- ✓ The recipe of preparation of pita chips embody one of the most important lines of russian cuisine - naturalness and simplicity of the used ingredients

Limitations

- Production capacity is 1 200 000 items per month.
- Possibility of export deliveries of our company 25 Forty-Foot Container per Month







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AGRICULTURAL CORPORATION. THE MARKET LEADER IN RUSSIA AT CANNED VEGETABLE PRODUCTS

General and Financial Information

- Total Sales (RU & International)
 - ✓£55 mln w/o VAT,
 - ✓ Metro Russia €1,5 mln (+32% vs 2017)
- Total Market share (Russia & Other Countries
- ✓1,7% in Value among 500 players (Total Russia)
 Main relevant product groups within "Ruspole Brands" Portfolio:
 - ✓ Beans (green peas and sweet corn)
 - ✓ Pickles (cucumbers, tomatoes, peppers etc.)
 - ✓ Vegetable garnish and salads (ready-to-serve)
 - ✓ Sauces & Vinegar (ketchup, mustard, horseradish, adzhika etc.)
- Logo's of relevant brands: UNCLE VANYA™



- Currently present in:
 - ✓ Ukraine, Kazakhstan, Kirgizia, Estonia, Germany (ethnic stores), USA, Canada, Israel, Australia, China, S.Korea, Bulgaria
- Main buyers: Traders & HoReCa
- Cooperate with: Russia: Metro, Auchan, Globus
- Certification: ISO 22000, FSSC 22000 (in process), CERTIFIED by Halal, Kosher and UK VEGAN society

Limitations

- (UNCLE VANYA brand registration is in process (TBD Q1 2020)
- ✓ FSSC 22000 is in process (TBD by Q2 2020)...

Presentation Catalog

Points of differentiation compared with other market players?

- UNCLE VANYA is the undisputable leader in pickles category in
- ✓ ESTABLISHED IN 1999 20 years of deep expertise as a modern. grower and producer (3 factories in the south of Russia)

 THE FINEST QUALITY & Naturality (no GMD and no artificial
- preservatives)
- CERTIFIED by Halal, Kosher and UK VEGAN society ...

 VARIETY OF PRODUCT MENU 50 items in 4 product groups made by traditional and unique recipes
- ✓ The one from other canned vegetables producers who is an active Exhibitor in international professional exhibitions

Key strengths / Innovation

What's in it for Partner?

- ✓ long-term partnership
- The best quality, risk-free and original recipes in coupe with the breath-taking visual impression of jars
- ✓ Brand building focused

What's in it for Partner professional customers?

- Active Trade-marketing to generate high demand and costumers loyalty
- ✓ Repeatable best quality and reliable supply
- ✓ Special event e.g. degustation etc.





web: http://en.dyadya-vanya.ru/



SAUERKRAUT KOREAN SALADS

PICKLES AND MARINADS

SNACKS, SALADS AND SOUPS

READY-TO-EATPRECOOK **ED VEGETABLES**

DESSERTS AND FRUITS

ECHO LLC

PRODUCER OF PICKLES, FERMENTING, MARINADE SALADS AND READY-TO-EAT PRECOOKED VEGETABLES IN VACUUM PACKAGING UNDER THE «BELORUCHKA» TRADEMARK. PRODUCTS ARE COOKED WITH LOVE FOR LOVED ONES

General and Financial Information

- Total Sales (RU & International):
 - ✓ Russia (2018) 1 649 878 USD
 - ✓ Australia (2017-2019) 675 742 AUD
- Total Market share (Russia & Other Countries):
 - ✓ Russia 25%
 - ✓ Australia 15%
 - ✓ Other (Canada, New Zealand, Kazakhstan) 60%
- Main relevant product groups within ECHO Portfolio:
 - sauerkraut, pickled vegetables, salads, jams
- Logo's of relevant brands:

«Beloruchka»



- Currently present in: Russia, Kazakhstan, Australia, New Zealand
- Main buyers: Traders/HoReCa
- Cooperate with:
 - ✓ Russia: AUCHAN, METRO C&C
- Certification:
 - ✓ FSSC 22 000
 - ✓ ISO 22 000
 - ✓ EAC

Points of differentiation compared with other market players?

- All production based on natural products and spices
- The composition of our products includes vegetables grown in ecologically clean areas of our country, natural spices and additives
- ECHO is the only company in Russia that has experience in exporting sauerkraut
- Shelf life of goods up to 6 month

Key strengths/Innovation

What's in it for Partner?

- Special tax regime for exporters of Russian goods
- Ready to make sauerkraut under the Pertner brand
- Well-built transportation logistics
- Experience in the Russian and foreign markets more than 15 years

What's in it for Partner professional customers?

- Traditional Russian food
- High quality
- We use best natural ingredients
- Healthy food
- You can use it like salad, or add to burgers and another meals
- Participation in MetroExpo
- Trade Marketing
- Special promo packs production, including exclusivity items

Limitations

- Storage temperature: 0° to 6°
- Payment term from date of delivery: 25 days
- Shelf life of goods: up to 6 month
- Lack of distributors in new countries excluding EU







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PROROSTKI COMPANY

PROROSTKI COMPANY IS THE ONLY MANUFACTURER OF MICROGREENS AND SPROUTS IN THE KRASNOYARSK REGION. IT PRODUCES OVER 15 TYPES OF SPROUTS/SEEDLINGS AND WHEATGRASS JUICE. IN 2016 PROROSTKI COMPANY LAUNCHED A NEW ASSORTMENT LINE - MARINADES WITH SPROUTS. IN 2018 THE COMPANY MADE A NEW AND ABSOLUTELY UNIQUE PRODUCT - LIVING GRANOLA OF SPROUTS. ALL PRODUCTS HAVE CERTIFICATES OF QUALITY, NOW THE COMPANY IS SHARING ITS EXPERTISE AND TECHNOLOGIES WITH OTHER CITIES IN RUSSIA AND ABROAD.

General and Financial Information

- Total Sales: 8 billion Rubles
- Total Market share (Russia & Other Countries)
 - √99% (Russia)
 - √ 1% (Other Countries)
- Main relevant product groups within Company Portfolio:
 - ✓ Sprouts/ seedlings
 - ✓ Breakfast cereals of sprouts granola in assortment
 - ✓ Marinades of mash sprouts in assortment
- Logo's of relevant brands:
- Main buyers: healthy life style supporters, healthy food customers, sportsmen/ supermarkets with healthy food section; fitness centers, spa retreats
- Main buvers:
 - ✓ Russia: Eco Group, Giperglobus
- ✓ Export to: Kazakhstan, Armenia
- Certification for Russia and EEU, non-GMO Certificate.

Points of differentiation compared with other market players?

- All products are made of sprouts.
- Sprouts are dried at low temperatures, what enables to keep all nutrients and vitamins.
- Granola doesn't contain sugar, no conservatives or colorants.



- ✓ A developing and promising brand in the healthy food and lifestyle sector
- Products can be sold under store brand
- Production of natural and high-quality products
- Products are safe and EAC compliant.
- ✓ Declaration EAEU
- ✓ Natural product with preserved vitamins and ferments.

What's in it for Partner professional customers?

- Optimal balance of healthiness, value, uniqueness and reasonable price
- The healthy food market is growing and this products get more in demand
- There are no similar products on the market

Limitations

Products are made for a certain order, there are no product items on the warehouse. Therefore 14 days are required to prepare a large order.



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ERCONPRODUCT

THE LARGEST RUSSIAN COMPANY SPECIALIZING IN VEGETABLE AND DAIRY PRESERVATION, FRUIT FILLINGS AND DAIRY RAW **MATERIALS**

General and Financial Information

- Total Sales (RU & International) Annually for 2019 48 704 440 EUR
- Total Market share Russia 93% and Other Countries 7%
- Main relevant product groups within company Portfolio:
 - ✓ Beans (green peas, sweet corn, white and red beans)
 - ✓ Pickles (cucumbers, tomatoes, olives, mushrooms)
 - ✓ Tomato paste
 - ✓ Whole condensed milk
 - ✓ Caramelized condensed milk
 - ✓ Sterilized milk
- Logo's of relevant brands:
- Currently present in: Russia, the USA, Kazakhstan, Uzbekistan, Azerbaijan, Tajikistan, Belarus, Armenia, Kyrgyzstan, Turkmenistan, DNR, Mongolia
- E-commerce: Ozon, beru.ru, utkonos.ru
- Main buyers: Traders, Retail chains
- Cooperate with: Federal retail chains such as Metro, Auchan, X5 Retaiil Group, Lenta
- Certification: EAC, FSSC 22000, ISO, Halal, Made in Russia

Points of differentiation compared with other market players?

- One of the largest companies in vegetable and dairy preservation segment
- ✓ Two own production sites, one of them is the largest high-tech manufacturer in Russia, established in 1936
- The highest quality and healthy products (Healthy life-style trend)
- ✓ Long-shelf life of the products
- A wide distribution network in Russia, several warehouse capacities
- Export-orientated company with world-wide logistic chains
- A wide range of brands in various price segments
- Active participation in international and local exhibitions
- Registered TM

GRCONPRODUCT

Key strengths / Innovation

What's in it for Partner?

- Private label branding
- Long-term partnership with reliable business reputation
- Experience in Russian and Foreign market for almost 30
- Éfficient marketing and trade marketing activities
- Flexible sales policy, bonus support
- Products are adopted to the areas of the Middle East and the Far East with the special requirements of storage conditions and transportation and can be adopted to other markets
- Stable consumption of canned products and growing demand for Russian goods guarantee profitability

What's in it for Partner professional customers?

The balanced brand profile includes products of all categories, formats and price segments

✓ Different packages variations

Special promo production







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Ice cream & Dairy Products





KHLADOKOMBINAT NO. 3

General and Financial Information

- Total Sales (RU & International)
 - ✓ Year 2018: RU 6 000 tons; International 48 tons.
- Total Market share (Russia & Other Countries)
 - ✓ Russia (Ural Federal District) 20.1 %
 - ✓ Other countries 48 tons
- Main relevant product groups within Khladokombinat No. 3, LLC Portfolio:
- Logo's of relevant brands: GOSTOVskiy, Time to fly
- Currently present in:
 - ✓ Russian Federation
 - √ China
 - √ Kazakhstan





- Main buyers: Traders, HoReCa
- Cooperate with: Auchan (Russia), Metro (Russia)
- Certification: ready for prompt certification for specified countries

Points of differentiation compared with other market players?

- Khladokombinat No. 3, LLC is a largest manufacturer of ice cream in Russia.
- The company possesses the registered trademark "GOSTOV®sky plombir", which made the TOP-10 Bestselling Products in the Ural Federal District of
- Every hour more than 20 000 units of ice cream in different packaging come off our company's production line.
- For production of ice cream, the company uses only natural high quality ingredients and natural milk.
- GMO-free.

Key strengths / Innovation

What's in it for Partner?

Private Label



- Our factory is constantly modernizing for production process.
- Our company pays special attention to the product safety issues. We've implemented the integrated quality management system for food safety ISO 9001:2015 and FSSC 22000.
- We acquired the license for our own sanitary and epidemiologic inspection laboratory. There is a III level Compartment.
- During the year, the company participates in the prestigious Russian and international trade exhibitions - "Quality Assurance", "UralProdExpo", "Agroforum", "Dairy products quality festival". And everywhere our company's products won the most prestigious awards.
- Khladokombinat No. 3, LLC is certified for export to China, Mongolia, Tajikistan, Kazakhstan, Belarus, Armenia, Kyrgyz Republic.
- Khladokombinat No. 3, LLC is a supplier of the products ice cream under its own "Metro trademark - 2.5 kg ice cream containers; 1,5 kg "Metro chef" and 70 g "ARO" wafer cups. We've been supplying 26 different products to the Metro Cash & Carry stores under the following trademarks: "GOSTOV®sky plombir", "Vremya letat!®" and others.

What's in it for Partner professional customers?

- Consistent high quality, confirmed by numerous international certificates.
- Huge range of types and flavors.
- Liberal pricing policy, special offers and tasting sessions.
- Colorful high quality package that perfectly keeps the product's shape and preserves the product's taste.

Limitations

The product requires to maintain proper temperature control (minus 18 degrees Celsius) during transportation, storage and sale.





ick to Main Categories

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ICECRO

HEALTHY AND NUTRIENT-RICH PRODUCTS WITHOUT THE EXCESS CALORIES

General and Financial Information

- Total Sales (RU & International) 200 million RUB (2018)
- Total Market share (Russia & Other Countries) Russia 195 million RUB;
 Export 5 million RUB
- Main relevant product groups within company Portfolio:
 - ✓ VEGAN line: lactose-free ice cream made of coconut milk and rice milk, for children who react allergically to lactose, and for vegans and vegetarians
 - ✓ YOGA line: hand-made diet ice-cream made of fresh fruits and berries with healthy herbs and spices
 - ✓ SORBETS: high-fiber frozen fruit desserts (sorbets) made of fresh fruits and berries, which contain a huge amount of vitamins
 - ✓ FROZEN FRUIT TEA: pre-packaged frozen fruits and berries ready to make fruit and berry-tea
- Logo's of relevant brands: IceCro brand
- Currently present in: Russia, Kazakhstan, Belarus, UAE
- E-commerce: Metro C&C, Vkusvill, Aushan, Perekrestok, Azbuka
- Main buyers: Traders/HoReCa
- Cooperate with: "Metro C&C" (Russia), Vkusvill" (Russia), "Aushan" (Russia), "Perekrestok" (Russia), "Azbuka Vkusa" (Russia)
- Certification: EAC, HCC

Points of differentiation compared with other market players?

- ✓ natural ingredients only (natural milk, puree from farm-fresh and GMO-free fruits and berries)
- ✓ diverse and unique flavors
- ✓ suitable for vegans, athletes, diabetics, and everyone who loves ice cream
- ✓ innovative Ice Cream Format
- carefully chosen Farm Products

Key strengths / Innovation

What's in it for Partner?





- ✓ Ability to understand your requests and demands
- Our managers will help you choose assortment and orices
- ✓ A developing and promising brand
- ✓ Unique and healthy products
- The latest health trends raise the demand for IceCroproducts

What's in it for Partner professional customers?

- IceCro is reliable and provides support for the quality of its products
- ✓ Marketing support
- ✓ Useful properties and natural composition
- ✓ Organic Sweeteners
- ✓ All products have a naturally rich taste

Limitations

- ✓ Storage conditions -18 ° C
- ✓ Production limit 25 tons per day

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NOVOSIBKHOLOD OJSC (BRAND POLARIS)

ONE OF THE LARGEST AND MOST EXPERIENCED MANUFACTURERS OF ICE CREAM IN RUSSIA

General and Financial Information

- Total Sales 16 000 tones
- Total Market share (Russia & Other Countries) 90%/10%
- Main relevant product groups within company Portfolio:
 - ✓ Ice cream.
- Currently present in:
 - ✓ China
 - ✓ Vietnam
 - ✓ Mongolia
 - ✓ Indonesia



- Cooperate with:
 - ✓ Auchan (Russia)
 - ✓ Circle K (Vietnam)
- Certification: Russian Exporter

Points of differentiation compared with other market players?

- ✓ Wide range of assortment
- ✓ Natural ingredients
- ✓ Following all the trends of the market
- ✓ High quality of ingredients and package
- ✓ Modern equipment

What's in it for Partner?

Private Label

- ✓ Marketing Support
- ✓ Lenient bonus system for long term partners

Key strengths / Innovation

- ✓ Wide range of products
- ✓ Unique tastes

What's in it for Partner professional customers?

- √ Flexibility
- ✓ Marketing support
- ✓ New kinds of ice cream every year
- ✓ Development of special kinds of ice ream for every particular market

Limitations

✓ Longer time for first shipment for new markets





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YOSHKAR-OLA COLD STORAGE FACILITY LLC

NATURAL DELICIOUS COW'S AND GOAT'S MILK ICE CREAM, DAIRY-FREE FROZEN DESSERTS, FROZEN BERRIES, VEGETABLES AND MUSHROOMS FROM A RUSSIA'S ECO-CLEAN REGION, MARI EL REPUBLIC, FERMENTED ROSEBAY-BASED TEA DRINKS WITH BERRIES, GINGER AND THYME,

мариайс

General and Financial Information

- Sales volume (RUB / foreign currency) ₽193,423,913
- Sales volume distribution (95/5. %)
- Our main product groups
 - Cow's milk ice cream
 - Goat's milk and butter ice cream
 - Dairy-free frozen desserts
 - Frozen berries, mushrooms and vegetables
 - Fermented rosebay-based tea drinks
- Brands'/companies' logos
- Currently present in:
- Demonstrated on the e-platforms: https://www.yola-mkt.ru/
- We come up with a niche product with each product line being developed for a certain target audience
- Cooperation with the market majors:
 - √ Russia: VkusVill LLC, Tander JSC, X5 Retail Group, Spar
 - ✓ Export: Asyl-2000, Estau Company (Kazakhstan)
- HACCP certification

Points of differentiation compared with other market players?

- Small-scale manufacturing of niche products for a certain target audience at optimal price in the shortest possible time
- Quick launch of new products

Strong points / Innovations

What's in it for Partner?

- **Private Label**
- Private labeling with an individual approach
- ✓ Wide selection of products and package options.

Benefits for distributors and retail chains

- High-margin products
- Unique items
- Provision of retail equipment
- Marketing assistance / Marilce products promotion

Limitations

- Temperature requirements for storage and transportation
- Mandatory certification
- Shelf life







STAVROPOLSKY DAIRY PLANT JSC

WE MANUFACTURE A WIDE RANGE OF TRADITIONAL DAIRY PRODUCTS USING CLASSIC TECHNOLOGIES AND GOSTS, INCLUDING DRINKING MILK, CREAM, KEFIR, RYAZHENKA, VARENETS, MATSONI, TVOROG, ICE CREAM, SOUR CREAM, BUTTER, CHEESE AND MANY MORE. WE ARE ALSO DEDICATED TO THE PRODUCTION OF INNOVATIVE AND FUNCTIONAL FOODS, WHICH ARE DEVELOPED IN COLLABORATION WITH LEADING EXPERTS IN THE FIELD OF FOOD SCIENCE

General and Financial Information

- Total export sales: \$180,600
- Export share in sales volume: less than 1%
- Main relevant product groups within company Portfolio:
 - ✓ Ice cream
 - ✓ Chocolate glazed curd snacks



- Logo's of relevant brands:
- Currently present in: Israel, United Arab Emirates
- E-commerce: not represented
- Main buyers:
 - ✓ Domestic: Metro Cash&Carry, Tander (Magnit), X5 Retail Group, Lenta
 - ✓ Importers: Romark Trade, Star Ice Ltd
- Certification: Free Sale Certificate (REC), Made in Russia (REC), ISO HACCP

Points of differentiation compared with other market players?

- Stavropolsky Dairy Plant was founded in 1928, and since then it continues as a supplier of high-quality natural products. Nowadays, a total of up to 400 tonnes of milk from the best farms of Stavropol Region comes to the plant daily. Our assortment consists of more than 500 items.
- ✓ You can always find our fresh and affordable products in dairy shops of Stavropol and Stavropol Region – new production delivery twice a day!

Key strengths / Innovation

What's in it for Partner?

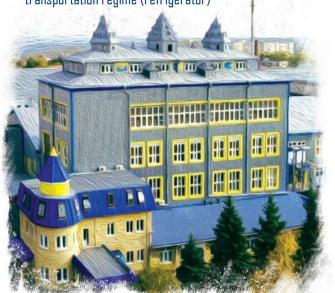
- ✓ Production under Private Label: Yes
- ✓ Both Private Label and White Label can be an option

What's in it for Partner professional customers?

- Absence of distributors abroad
- The high quality of products ensures its guaranteed safety for a consumer

Limitations

 Specialized logistics of the products with a special transportation regime (refrigerator)



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Presentation Catalog







Meat & Fish products Delicacies





RESOURCE GROUP OF COMPANIES

Poultry meat exporter #1 in the Russian Federation

General and Financial Information

- Total Market share (Russia/Other Countries): 84/16%
- Main relevant product groups within company Portfolio:
 - ✓ poultry meat
 - ✓ sunflower nil







- Main buyers: retailers, distributors, traders, HoReCa etc.
- Cooperate with:
- Russia: X5Retail Group, Auchan, Metro Cash and Carry, KFC etc.
- Export: Tyson, Carqill, COFCO, Almunajem Group etc.
- Certification: FSSC 22000, GULFTIC-ICSC HALAL, MOCCAE, ESMA, SFDA etc.

Points of differentiation compared with other market players?

- ✓ The first and unique slaughterhouse in Russia, specializing in the production of exclusively halal
- \checkmark The only Russian company which guarantee complete absence of import components containing GMOs. in our feed formula.
- \checkmark We have all the opportunities for the organic production (our poultry assets are located in the ecologically clean regions of the Russian Federation).
- \checkmark We deliver final products by different types of transport, including our own fleet of trucks and rail cars.
- ✓ We use the technology of shock freezing for maximum preservation of the nutritional value of poultry

Key strengths / Innovation

What's in it for Partner?

Opportunity and successful experience in manufacturing products under private lahel. conditions are discussed individually

What's in it for Partner Professional Customers?

- Office in Dubai, UAE
- Stocks of poultry meat products in the UAE ensures regular deliveries to the network for distributors in the Gulf countries

Limitations

- ✓ No supply limits
- ✓ Limitations on storage conditions in accordance with the specification and product storage standards



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DAMATE Group

Dietary, hypoallergenic, low cholesterol product. The rich content of vitamins and minerals distinguishes the turkey from other types of meat.

General and Financial Information

- No1 in Russia
- Nº4 in Europe
- Nº10 in world DAMATE Group is the Russian agricultural holding, developing 3 businesses: turkey meat production, dairy farming, lamb production and milk processing. Facilities are located in Penza, Tyumen and Stavropol regions.
- Main relevant product groups within company Portfolio:
 - ✓ Wide range of turkey meat products (more than 400)
 - ✓ More than 100 dairy products
 - ✓ About 30 lamb products
- Logo's of relevant brands:







- Currently present in:
- Export to 16 countries (UAE, Saudi Arabia, Kuwait, Iran, Serbia, China, Hong Kong, Ghana, Liberia, Benin, DR of the Congo, Gabon, Belorussia, Kirgizia, Armenia, Azerbaijan.
- E commerce: dxbbg.com
- Main buers: Traders/Retails

Certificates:

- ESMA
- MNCCAF
- ✓ Halal certification issued by Saudi Food and Drug Authority Halal certification center

Key strengths/ Innovation

- ✓ DAMATE Group has vertically integrated structure with full production cycle "From field to fork", that gives independence of prices from feed costs
- Quality and safety control at each stage of production
- ✓ Advanced packaging solutions
- ✓ Wide range of turkey meat products, including cuts, patties, marinated products, and deli meat
- ✓ Stable supplies
- ✓ Well-established logistics

Limitations:

✓ Storage and transportation at -18C

























ENGAGED IN MANUFACTURING AND SALE OF TURKEY PRODUCTS SINCE 2000

General and Financial Information

- Total Sales (RU & International) 36 000 tons of turkey meat a year
- Total Market share: 10% total turkey products in Russian Federation
 - ✓ Largest producer of turkey products in Russia
- Main relevant product groups within Krasnobor Portfolio:
 - ✓ Snacks
 - ✓ Turkey cooked sausage
 - ✓ Cooked-smoked turkey meat products



- Current presence in: Russia, Hong-Kong, Belarus, Armenia, Vietnam, China
- Main channels: Retail, HoReCa
- Cooperate with TOP Russian market chains: AUCHAN, X5RETAIL Group, O'key, Azbuka Vkusa, Globus, Victoria, Lenta, Vkus Vill and other major partners
- Certificate Halal RR-318Q0023/181000015
 - ✓ ISO certificate 22000: 2005
 - ✓ FSSC 22000

Points of differentiation compared with other market players

- ✓ World-class quality
- ✓ More than 50 SKU, the range varies from raw to further processed turkey products
- Cutting-edge unique production technologies

Key strengths / Innovation

What's in it for Partner?

Private Label

- ✓ High-margin product
- ✓ Delivery service providing handling orders in a timely manner within 2 days, delivery "just in time"
- Recognized turkey brand, experience delivering products to federal chains for more than 10 years
- ✓ Strong team of experts

What's in it for Partner professional customers?

- ✓ Trusted partner since 2000
- ✓ World-class high quality products without GMD
- ✓ Reliable packaging
- ✓ Wide assortment of high nutrition value products

Limitations

- Storage temperature varies from 0 to 6 C
- ✓ Shelf life varies from 30 days to 90 days, depends on conditions and product









KUZNETSOV MEAT PRODUCTS COMPANY

General and Financial Information

- Total Sales (RU & International) 5 842 364\$ (for 2018)
- Total Market share (Russia & Other Countries)
 - ✓ Russia 1%
- Main relevant product groups within Kuznetsov Meat Products Company Portfolio:

 - ✓ Dumplings "Premium" 500g
 ✓ Dumplings "Premium" 1000g
 ✓ Dumplings "Royal Viands" 500g
 ✓ Dumplings "Pork and beef" 800g
 ✓ Dumplings "Beef and herbs" 800g
- Logo's of relevant brands:

Currently present in:

- ✓ Russia.
- Main buyers: Traders/HoReCa
- Cooperate with:
- Russia: Metro, X5 Retail Group, Lenta, Magnit Certification: ISO 9001:2008; HASP

Limitations

- Min delivery quantity 20 tons
- Conditions of carriage no more than -18°C
 - Lack of distributors in new countries

Key strengths / Innovation

What's in it for Partner?

- company focuses on a healthy lifestyle.
- natural product, chilled meat raw materials
- high-quality ingredients and unique recipe
 - Great priority for our company is taste of the product and the convenience of cooking

What's in it for Partner professional customers?

Variety of packaging in size diversity of product for costumers

Points of differentiation compared with other market players?

Quality of production is certified quality management system conforming to requirements of the interstate standard GOST ISO 9001-2011 (ISO 9001:2008) and system of voluntary certification of HACCP conforms to requirements of GOST R 51705.1-2001 and GOST R 54762-2011/ISO/TS 22002-1:2009.

The company conducts a careful selection of raw materials, conducts an audit of suppliers, monitors compliance with internal quality standards at all stages from the purchase of raw materials and production of the product to delivery to the final consumer



(Моя Узола



Email: golubeva@exportcenter.ru web: https://kuznetsov-foods.ru







AGAMA GROUP COMPANY IS A NATIONAL LEADER IN FROZEN FISH AND SEAFOOD CATEGORY

General and Financial Information

- Total Sales (RU & International) 117 mln dollars w/o VAT (Russia)
- Total Market share (Russia & Other Countries
- 37% Frozen Shrimps (Total Russia, AC Nielsen)
 18% Frozen Seafood (Total Russia, AC Nielsen)
- 22% Frozen Fish fillet (Total Russia, AC Nielsen)
- Main relevant product groups within AGAMA GROUP Portfolio:
 - ✓ Frozen Fish fillet
 - ✓ Frozen Shrimps
 - ✓ Frozen Seafood



- Logo's of relevant brands: AGAMA
- Currently present in Russia.
- Main buyers: wholesale chains, retail chains, HoReCa
- Cooperate with Russia: Metro Group, X5 Retail Group, Magnit, Lenta, Auchan, Globus, Azbuka Vkusa, O'Key.
- Certification:

 - ✓ Quality management systems FSSC 22 000; ✓ ISO 22 000; CH numbers (CH 25M and CH-5IM),
 - ✓ CCIC certification.

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Email: golubeva@exportcenter.ru web: http://agamabrand.com/en/

Key strengths / Innovation

What's in it for Partner

Private Label



- ✓ 21 years in the frozen food market
- ✓ 2 own production plants help to deliver stable quantity
- √ 17 500 tons production capacity per year.
- ✓ Sales expertise
- ✓ Applicable international standards
- ✓ All necessary certificates including veterinary certificates
- ✓ HACCP management system principles

What's in it for Partner professional customers?

- ✓ High quality products help customers round the world have a healthy lifestyle
- ✓ Full range of fish/seafood/shrimps with unique taste from Russian seas
- ✓ Products without addivities
- ✓ Freshness is guaranteed by the shock freezing
- ✓ Lab quality control

Points of differentiation compared with other market players?

- "Product of the year"
- frozen seafood brand in Russia
- Eco products from Russian seas
- high quality without additives
 - High technology equipment (Marel, Baader, Ishida, Multivac) National winner of TV consumer tests in Russia







FOSFOREL

THE FOSFOREL IS SUCCESSFUL SEAFOOD COMPANY SINCE 1996 AND DELIVERS ITS PRODUCTS UNDER TM ATLANTIKA, FOSFOREL AND FISH MILE. OUR COMPANY HAS A POWERFUL PRODUCTION STATE EQUIPPED WITH HIGH TECHNOLOGICAL EQUIPMENT ALLOWING TO WORK WITH MAXIMUM EFFECT.

General and Financial Information

- Total Sales (RU & International): Ru: more than 1 billion rubles International: more than 100 thousand euro
- Total Market share: 5% Russia. 1% other countries
- Main relevant product groups within Fosforel Portfolio:
 ✓ preserves, cold and hot smoked fish, salted fish.
- Relevant brands logo: TM Fosforel, TM Atlantica
- Currently, it is present in: Russia, Kazakhstan, Kyrgyzstan.
- Main buvers: Traders/Retail
- Cooperate with:
 - ✓ Russia:X5Retail Group, Magnit, ASHAN, OKAY, Lenta, BILLA, Victoria, Dixi, Magnum.
 - ✓ Export: LINA trade (Kazakhstan), Ideal market (Kazakhstan)
- Certification: Full pack of export documentation for EU: Declaration of conformity, Biologically Safety Certificate, Certificate of Origin, Health Certificate

Points of differentiation compared with other market players?

- Product exclusivity. Some production range is unique according to the originality of formulation and packages in Russia
- ✓ Fixed weight
- ✓ Continuous refreshing of choice of goods
- ✓ Minimum quantity is enclosed in the package.

Key strengths / Innovation

What's in it for Partner?

Private Label

- ✓ Ready to export (we have all EU export documents)
- ✓ Production of natural and high-quality products
- ✓ High demand.

What's in it for Partner professional customers?

Our trade marks are presented on the shelves of the global and local stores throughout the territory of Russia, Kazakhstan, Kyrgyzstan.Regular product range updates. A wide range of tastes and categories of fish.

Limitations

- Lack of distributors in countries excluding except Russia, Kazakhstan
- ✓ Special thermal conditions
- ✓ Storage temperature varies from -5 to +5 C

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LLC "LUNSKOYE SEA"

PRODUCTION OF FISH ROE, CAVIAR, SEAFOOD AND FISH COOKING

General and Financial Information

- Total Sales (RU & International) 841 mln RU (2019)
- Total Market share (Russia & Other Countries)
- 90% (Russia)
- 10% (Other Countries)
- Main product groups of the company
 ✓ Caviar of partial breeds of fish

 - ✓ Salmon caviar
 - ✓ Simulated salmon and sturgeon caviar
 - ✓ Seafood in oil and brine
 - ✓ Seafood creams and rietas
 - ✓ Salads
- Our brand:
- Represented in countries: China, USA, UAE, Kazakhstan, Belarus, Ukraine, Moldova. Kyrgyzstan, Romania
- E-commerce: ALIBABA.COM
- Main buyers: retail chains, distributors, wholesalers
- Cooperate with:
- ✓ Russia: X5 retail group, TC Светофор, TC SPAR и др.

International certificates of conformity ISO and HASSP

Euronumber and Chinese room of the plant





Key strengths / Innovation

What's in it for Partner?

- Production white and private labels
- High quality natural ingredients.
- Working directly with the manufacturer Accreditation for deliveries from the EU, USA, China, EAEU

What's in it for Partner professional customers?

- Bright and ergonomic packaging
- ✓ 100% quality guarantee
- ✓ Individual terms of cooperation
- Delivery, certification, customs clearance
- Transportation options: land, air, sea

The requirement for transportation

- ✓ The products have a shelf life of 6 to 12 months.
- Temperature range from -2 to +4

We offer a wide range of highly liquid and high-quality products in the middle price segment. Only natural high-quality ingredients are used for production.

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VOSTOCHNY BEREG LLC

FISH-PROCESSING FACTORY VOSTOCHNY BEREG IS A LARGE ENTERPRISE WITH A PROCESSING ABILITY OF MORE THAN 500 TONS OF SALMON PER DAY. RAW MATERIAL FOR MANUFACTURING IS FISH, CAUGHT IN RICH AND ECOLOGICALLY PURE AREAS OF KARAGINSKIY GULF OF BERING SEA

General and Financial Information

- Total Sales (RU & International): ₽2388,73 mln/\$8,13 mln (2019)
- Total Market share (Russia & Other Countries):
 - √ 81,5% (Russia)
- ✓ 18,5% (Other Countries)
- Main relevant product groups within company Portfolio :
 - ✓ Frozen Pacific salmon, Pacific salmon milt and roe;
 - ✓ Salted Pacific salmon caviar (grain)
 - ✓ Salted and frozen Pacific salmon caviar (grain)
- Logo's of relevant brands:



- Currently present in Russia, Belarus, Moldova, Georgia, Switzerland
- E-commerce: none
- Main buyers: Traders / HoReCa / End consumers
- Cooperate with:
- ✓ Russia: Metro, Azbuka Vkusa, Organic market "Ugleche pole", Fresh Market 77
- Certification: production is certified to the requirements of ISO9001-2015, ISO22000:2007 and HACCP (certificate of conformity RU.008.C.0302 dated 03/06/2019 to requirements of GDST R 51705.1-2001)

Points of differentiation compared with other market players?

- Manufacturing in the fishing area.
- Transportation of raw fish for processing keeping it live
- ✓ It takes no more than 3 hours from catching to the end of processing

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Catalog

Key strengths / Innovation

What's in it for Partner?

- Manufacturing of natural and ecologically pure products in the fishing area
- Unique technology of the moment processing of freshly caught fish, due to which all vitamins and high dietary properties and nutrients are preserved.
- ✓ Čertificate Made in Russia
- Products are safe and EAC compliant

What's in it for Partner professional customers?

 Long shelf life (12 months), adapted packaging (caviar (grain))

Limitations

Compliance with the temperature conditions







THAN 2D YEARS HOLDS SOLID POSITION ON THE MARKETOF IMITATION CAVIAR AND FISH RILLETTES. IN SEGMENT OF IMITATION CAVIAR "EUROPROM" IS UNDISPUTABLE LEADER OF THE RUSSIAN MARKET. ASSORTMENT OF DUR COMPANY COUNTS MORE THAN 50 SKU OF FISH GASTRONOMY. PRODUCTION VOLUME - MORE THAN 40 MILLION ITEMS PER YEAR. OUR PRODUCTS ARE DIRECTLY SHIPPED TO MORE THAN 16 COUNTRIES

General and Financial Information

- Total sales 1,6 billion roubles (2019)
- Total Market share (2019)
 - Russia and CIS countries 95%
 - Other countries 5%
- Main relevant product groups within Company Portfolio
 - Caviar imitation
 - Rillettes (fish and seafood)
 - Caviar and fish sauces
 - Seaweed salads
- Logo's of relevant brands:

РУССКОЕ ЧУДО° Здоровье



икра царская®







- Currently present in Russia, CIS countries, EU countries (Finland, Germany, Holland, France, etc.), China, USA, Japan, Tanzania, Lebanon, Israel, UAE and others.
- E-commerce: Alibaba.com: amazon.com
- Main buyers: federal and local retail chains, traders, Horeca
- Cooperate with: «X5 Retail Group», Auchan, Metro, «Spar», etc.
- Certification: full pack of export documentation for EU.





Points of differentiation compared with other market players?

- Manufacturing in the fishing area
- Transportation of raw fish for processing keeping it live
- It takes no more than 3 hours from catching to the end of processingR&D department. Europrom was the first producer, which presented on the Russian market caviar imitation, which bursts in your mouth as natural, and vegan caviar imitation without any fish components.
- Company regularly creates and launch new
- products (new tastes and products
- categories)
- Flexibility and personal service

Key strengths / Innovation

What's in it for Partner Professional Customers?

Private Label

- Wide list of products, possibility to produce according to the customer requirements
- Strong R&D department

What's in it for Partner Professional Customers?

✓ Marketing support

Limitations

Storage and transport conditions (0°C - +5°C) Production capacity - 20 500 tons per year



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«KALA JA MARJAPOJAT» LLC

RAINBOW TROUT FARMING, HIGH-QUALITY FISH PRODUCTS, AND CAVIAR MANUFACTURE

General and Financial Information

- Total Sales (RU & International) 2000 tons of salmon trout per year
- Total Market share (Russia & Other Countries) Russia 100%
 - Main relevant product groups within company Portfolio:

 Rainbow trout (chilled and frozen)

 - ✓ Trout caviar
 - ✓ Trout fish products (salted, smoked, preserves, semi-finished products)
 - ✓ Veterinary fish oil
- Logo's of relevant brands: «Kala ja marjapojat»
- Currently present in: Russia
- Main buyers: traders fish processing companies
- Cooperate with:
- Russia: «ROK-I», «Baltiyskiy Bereg», «Asto», «Putina», «NORTH-EAST COMPANY», «Maouros»
- Export: JV «Santa Bremor» (Belarus)
- Certification: Yes

Points of differentiation compared with other market players?

- \checkmark The full production cycle from trout cultivation to the manufacture of fish products
- Trout processing in manufactory with modern equipment. Production control based on the HACCP system
- Own refrigerators and freezers for storing products
- Confirmation of product quality by medals of international food exhibitions

Key strengths / Innovation

What's in it for Partner?

- Private and white label
- Own fleet of refrigerated vehicles
- ✓ Entered in Cerberus registry
- Set of documents and certificates for products

What's in it for Partner Professional Customers?

- Cooperation with the manufacturer, which ensures the quality of products at all stages - from its manufacture to delivery to the buver
- Years of experience growing rainbow trout
- ✓ A wide range of products

Limitations

Discussed depending on the type of product





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NIZHNEVARTOVSK FISH-CANNING FACTORY "SANTA MARIA", LLC

FISH PROCESSING ENTERPRISES

General and Financial Information

- Total Sales 2 231 702 cans/year (2019)
- Total Market share: Russia 80%; Other Countries 20%.
- Main relevant product groups within company Portfolio:
- ✓ Canned fish: Ruff smoked freshwater in oil, Tourist breakfast (fish, rice, onions, tomato paste, spices), Perch with vegetable garnish in tomato sauce, Vendace fried in oil, Pike fried in tomato sauce, Ide fried in tomato sauce.
- Logo's of relevant brands:
- Currently present in: Russia, Kazakhstan, China, Serbia



- E-commerce: Alibaba.com, Epinduo.com, Wildberries.ru, Ozon.ru
- Main buyers: Traders/HoReCa
- Cooperate with:
- ✓ Russia: Lenta, Maria Ra, Yamaltorgpit
- ✓ Export: TOO L5 (Kazakhstan), Epindo (China), MDS 024 (Serbia)
- Certification: : Full pack of export documentation for China, Serbia, CIS countries.

Points of differentiation compared with other market players?

- PRODUCED IN ENVIRONMENTALLY FRIENDLY ZONE. Fish are caught in the
- environmentally friendly Ob River in Nizhnevartovsk district of Ugra. QUALITY CONTROL. In our own laboratory, we conduct strict quality control of
- products at each stage of production every day.
- SWEDISH EQUIPMENT, The installation of equipment was carried out by the Swedish
- company Foodko, which has forty years of experience in the design and manufacture of production equipment for the food industry that meets international standards.
- TASTY AND USEFUL RECIPES. We manufacture products using proven traditional recipes.

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Key strengths / Innovation

What's in it for Partner?

- Export experience
- ✓ High Demand
- ✓ World quality standards
- Stream production, large volumes
- Unique varieties of fish

What's in it for Partner professional customers?

- ✓ The company is responsible for the highest level of quality and after sales service.
- Competitive prices

Limitations

✓ Transportation conditions: refrigerator





L'atalog





Paper, Disposables & Hygiene





SOEMZ

SDEMZ IS THE FIRST AND ONLY COMPANY IN RUSSIA FOR SMALL-SCALE PRODUCTION OF PULPERCARTON PRODUCTS AND PACKAGING

General and Financial Information

- Total Sales (RU & International): 2019 3 516 000 €
- Total Market share (Russia & Other Countries):

SOEMZ is the only one molded pulp producer in Russia (excl. egg packaging) and the market share is different in segments of product usage (from 3% to 100%)

- Main relevant product groups within SOEMZ JSC Portfolio:
 - ✓ Apple trays
 - ✓ Lattuce trays
 - ✓ Cup and food trays and carriers
 - ✓ Inserts in cosmetic sets
- Logo's of relevant brands:



- Currently present in: USA, Finland, Romania, Republic of Moldova, Ukraine, Germany, Belarus, Kazakhstan
- Main buyers: Horeca/Traders Huhtamaki, OPTICOM, GDC EAC, HAAS,, Abrau Durso, Kraftway, Trial Market, Mistery
- Cooperate with: USA <u>PackagingNow</u>, Finland <u>Famifarm Oy</u>, Romania - S.C. JUST SEVEN S.R.L., Republic of Moldova - <u>ArtehPlast</u>, Ukraine - Procter & Gamble Trading Ukraine, <u>Alfa Pack-Ukraine LLC</u>, Germany - <u>Holz & Pack Maier</u>, Belarus - <u>GeckoCaps LLC</u>, Kazakhstan -KazArStroy
- Certification: MSDS Paper pulp products (EU), RoHS, SVHC.

Points of differentiation compared with other market players?

- ✓ Flexible and small-scale production (40 types of products in 10 colors)
- Innovative properties of products depending on the scope of application:
- ✓ Moisture resistance
- ✓ Moisture absorption
- ✓ Deferred biodegradation
- Unique mechanics and design strength properties

Key strengths / Innovation

What's in it for Partner and professional customers?

In the context of ban of the use of major plastic products and packaging in European Union since 2021 we would like to present molded pulp advantages:

- ✓ 100% sustainable solution. Waste paper trays biodegrade in less than few months.
- ✓ Longer lifetime for a product
- Gather extra moisture and condensate
- ✓ Better protection for fruits and veggies
- Paper trays is a fresh look of your product for a modern customers



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PAPIRURRUS

Production of biodegradable, compostable paper disposable utensils

General and Financial Information

- Total Sales (RU & International)
- 4500000 RUR
- Total Market share: 100% Russia.
- Main relevant product groups within company Portfolio:
 - ✓ paper disposable utensils,
 - √ holiday goods

- Logo's of relevant brands:
- Currently present in: Russia
- E-commerce: https://market.ekspa.io/
- Main buyers: Cafes, canteens, pizzerias; takeaway food trays; bakeries and confectionery; Food delivery services Markets of different formats, catering companies with their own culinary production; Agencies for the organization of picnics and away holidays; Retail

Points of differentiation compared with other market players?

- ✓ Price Favorable terms of cooperation
- **✓** Quality
- ✓ Favorable terms of cooperation

Key strengths / Innovation

What's in it for Partner?

Private Label

- ✓ Environmental cleanliness and hygiene make the use of paperware absolutely safe
- Products suitable for cold and hot drinks/dishes
- ✓ Paper does not change its properties when in contact with food, does not interrupt the taste of products
- ✓ Convenient advertising platform
- ✓ Favourable terms of cooperation



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Presentation













PolyER INDUSTRY

I FADERS DESIGNING AND MANUFACTURING POLYMER FOOD PACKAGING

General and Financial Information

- Total Sales (RU & International) 58 ml Euro (Russia, EC,CIS)
- Total Market share (Russia & Other Countries)
 - √ 15 % Russia.
 - √4 % International
- Main relevant product groups within PolyER Portfolio:
- ✓ PET Containers for cold products
- ✓ PP Containers for hot and cold products
- ✓ PET Cups
- ✓ PP Cups
- ✓ Sealing trays
- ✓ Custom designed, unique portion controlled single or multi-packs in a variety of materials PolyER
- Logo's of relevant brands:
- Currently present in:
 - ✓ UK, Germany, Poland, Hungary, Sweden, Czech Republic, Ukraine, Baltic countries. Ukraine, Kazakhstan and most of other CIS countries.
- Main buyers: Traders, HoReKa
- Cooperate with: Russia Metro, Globus, Auchan, Ferrero, Lactalis, Axfood/Dagab (Sweden), Maxima Group (Baltic), Rimi (Baltic)
- Certification: ISO 9001, ISO 14001, FSSC 22000, Sedex

Limitations

Limitations - full truck load delivery

Key strengths / Innovation

What's in it for Partner?

- ✓ The combination of high product quality and best price.
- ✓ Many years of successful experience with Russian, European clients and HoReKa

What's in it for Partner professional customers?

- ✓ Combination of high quality and best price
- ✓ Capacity duplication providing supply stability
- ✓ Many years of successful experience with HoReKa
- ✓ The full offers' system for custom designed products: from idea, structure, design and selection of the material to production and adjustment for automatic packaging lines
- ✓ Custom printed: We offer decoration of Cups, containers made of PP and PET by the method of dry offset printing up to 8 colors and shrink label

Points of differentiation compared with other market players?

- We add value to our customers of understanding their requirements and providing a comprehensive design and manufacturing service of thermoformed packaging by delivering exceptional quality products and services
- We have long-term experience of cooperation with our clients include Russian and EU Retailers, global brands, own label producers and manufacturers







DELTA PACK FLEXO & ROTO

Films and packages production

General Information about company

- Total Sales 1025773 RUR w\o VAT
- Total market share Russia 97%, Belorussia, Kazahstan, Armenia -3%
- Main relevant product groups: packaging production and and new packaging solutions:
- Roll packaging (flexo & roto)
- PE films for milk and milk products
- Finished packages (pouches, gasset, two & three seams packges)
- PE packages with reinforced handle and without
- Films for printing and lamination
- Logo
- Currently present in:
- Russia, Belorussia, Kazahstan, Armenia



- Main buyers:
- ✓ Russia: LLC TD Kholding, LLC Kubanskiy Combinat Khleboproductov, JSC Wimm Bill Dann, Essen Production, LLc Kuban Papir, LLC Kuhmaster, LLC Lamb Westom White dacha, LLC SAF NEVA, JSC AKKOND etc.
- ✓ Armenia: LLC Grand Candy.
- Export: LLC Interpaper, LLC SIPTO (Belorussia) LLC Grand Candy (Armenia), LLP Molkom Pavlodar (Kazahstan), Enteprener Grachiova (Ukrain)
- Certification: FSSC 22000 including ISO 22000:2005, ISO\TS 22002-4:2013)
- Audit: NBC Universal
- OFFICIAL FACTORY APPROVAL for cartoon heroes printing

Key strength & Innovation

- Full production cycle
- New developments and solutions
- PE films for printing and lamination
- Own storage facilities

Limitations

✓ individual for discussion.

The main differences from existing competitors?

- Full production cycle
- Multilayer films production by the blow extrusion
- New developments and solutions
- Materials reserving
- paint mixing station Full (allows to produce paints in accordance with international standards)
- round the clock shipment
- engineering and technical support, with a visit to the customer
- own logistic company
- using and control the the personal account on the company's website by the customer









Veiro Professional

JSC STG HYGIENE TISSUE COMPANY

General and Financial Information

- Total Sales (RU & International) 7,8 bln Rub
- Total Market share 11-12% (Russia & CIS)
- Main relevant product groups within company Portfolio:
 - ✓ Mother-reels
 - ✓ Personal & public hygiene tissue products



- Logo's of relevant brands:
- Currently present in: Germany, Poland, Serbia, Czech, Romania, Baltic countries
- Main buyers: Distributors, Retail
- Certification:
- ✓ Russian National Standard System,
- ✓ FSC (mix, recycled)
- ✓ ISO 9001 / 14001 / 45001 / 50001

Points of differentiation compared with other market players?

- ✓ Full-stage production
- ✓ Innovation equipment
- ✓ Unique production technology (refined waste paper

Key strengths / Innovation

What's in it for Partner?

- Private Label
- ✓ Reliable supplier
- ✓ Wide products range
- ✓ Unique products (from refined waste paper)
- ✓ Tailor-made attitude
- ✓ Flex pricing

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ECOARMY

PRODUCTION OF DISPOSABLE ECO-FRIENDLY WOODEN TABLEWARE

General and Financial Information

- Total Sales (RU & International) 5 mln rub/ 3000 euro
- Total Market share (Russia & Other Countries)
 - ✓ Russia-10%
 - ✓ Europe 90%
- Main relevant product groups within company Portfolio:
 - ✓ Disposable wooden eco-friendly tableware
- Logo's of relevant brands:
- Currently present in: France, Belarus
- E-commerce:
- Main buyers:
 - ✓ Wholesale bases
 - ✓ Wholesale Networks
 - ✓ Eco Shopping
 - ✓ Grocery chain stores
 - ✓ Recreation facilities
 - √ Food courts
 - ✓ Restaurants
- Certification: FSC

Points of differentiation compared with other market players?

- ✓ Production without chemistry and glue
- ✓ Proximity to the main market
- ✓ FSC certification.
- ✓ Own raw materials

Key strengths / Innovation

What's in it for Partner?

- Environmental friendliness
- Practicality
- ✓ High demand for products
- ✓ Low market price
- ✓ Excellent quality









ET-GROUP

DISTRIBUTES THE ENVIRONMENT FRIENDLY DISPOSABLE WOODEN TABLEWARE MADE OF BIRCH. TABLEWARE DOESN'T CONTAIN GLUE, INK. BLEACH AND OTHER CHEMICALS

General and Financial Information

- Total Sales in Russia: The company is new, start of sales is planned for august-september 2019 in other countries: The company is new, start of sales is planned for august-september 2019
- Main relevant product: Big plates, spoons, forks
- Logo's of relevant brands: Brand is not protected. Ready to use Partner trade mark.
- Currently present in: Russia.
- Certification: ready to certify on demand

Points of differentiation compared with other market players?

- We produce it from wood which makes it environment friendly, esthetic and attractive comparing to analogues of this product category
- ✓ This products comply with new European legislative requirements
- ✓ Tableware doesn't contain glue, ink, bleach and other chemicals.

Key strengths / Innovation

What's in it for Partner?

- LLC «ET-Group» is a new company. It was founded as a distributor of the disposable tableware
- It is a part of coumpany group together with LLC Mechanics which started this project a year ago. LLC Mechanics has 5 years experience in cooperation with X5 Retail Group and Tander
- Our company is interested in development of business relations with EU and CIS countries in the nearest future
- Cooperation with our company will help you to meet the national needs in ecofriendly disposable tableware

What's in it for Partner professional customers?

- Development of new markets.
- ✓ Increase in sales.
- ✓ High quality and ecofriendly disposable tableware.

Limitations

Restrictions depend on the purchased product range

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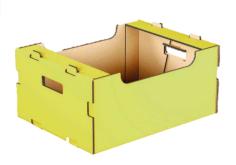












SFT GROUP

A RUSSIAN PARTNER FOR CORRUGATED PACKAGING SOLUTIONS

General and Financial Information

- Total Sales in 2018: 365 million USD.
- Total Sales (RU & International) in 2018: 450 million sqm of corrugated packaging
- Total Market share in 2018 (Russia & Other Countries)
 - ✓ Russia 7% of corrugated packaging market (a market leader) Main relevant product groups within SFT Group Portfolio:
 - ✓ The whole range of corrugated packaging products with full color printing:
 - individual types of custom-designed packaging
 - shelf-ready packaging
 - 4-flap boxes
- Currently present in:
 - ✓ Russia
- Main buyers: Magnit, Sportmaster, Ozon, Wildberries, Pepsico, Heinz, Carlsberg-Baltika, Kerama Marazzi
- Certification: ISO 9001:2015, FSSC 22000, FSC, SEDEX (SMETA)

Limitations

SFT Group offers services for the production and the supplyers of corrugated packaging solutions (e.g. die-cut tray) to Partner distribution centers and retail chain in Russia.

Key strengths / Innovation

What's in it for Partner?

- The turn-key packaging supplier: expertise, design, construction, production, technical service
- Convenient location: one of our factories is located in Tver region, between Moscow and Saint Petersburg. We also operate factory in Tula region – 230 km from Noginsk.
- Packaging solutions that ensure high production, logistic and marketing results.
- ✓ A reliable partner: we produce corrugated packaging for Partner suppliers of FMCG/food
- ✓ The quality management systems of our factories complies with the requirements of the international standards
- ✓ High production capacity

Points of differentiation compared with other market players?

- ✓ We guarantee high quality being a vertically integrated holding: we collect recovered paper, produce paper, board and packaging solutions.
- Effective logistics on all wide geography: we operate 4 corrugated plants that cover the whole Central part of Russia.
- A great experience of working for agriculture industry (fruits/vegetables): we take about 50% of the South Russia corrugated packaging market.

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CLARITY THE BIGGEST RUSSIAN MANUFACTURER OF PVC CLING FILMS FOR FOOD WRAPPING

General and Financial Information

- Total Sales (RU & International) 10 000 tons per year
- Total Market share (Russia & Other Countries)
 - √12% Russian market
 - ✓0,5% foreign market
 - Main relevant product groups within CLARITY Portfolio:

 ✓ Blown type PVC Cling Film for handwrap

 - Blown type PVC Cling Film for machine packaging
 Cast type PVC Cling Film for handwrap

 - ✓ Cast type PVC Cling Film for machine packaging.
 - ✓ Printed PVC Cling Film for machine packaging
- Logo's of relevant brands: CLARITY
- Currently present in:
 - ✓ Russia, İtaly, Kazakhstan, Azerbaidjan, Uzbekistan, Armenia, Jordan, İsrael, Vietnam, Belarus, Kirgiziya, Moldova

CLARITY

- Main buyers: Traders
 - Cooperate with: in Russia Metro, MAGNIT, SPAR, BILLA, ASHAN
- Certification:
 - ✓ Declaration of conformity (Russia)
 - ✓ EU Certificate of compliance

Points of differentiation compared with other market players?

- Company CLARITY have different types of production equipment. BLOWN type of extrusion. CAST type of extrusion.
- Rewinding equipment allow us to produce small rolls (on cores with diameters 25mm, 38mm, 50mm). ...
- Flexo printing machines permit us to print on our own films.
- Big capacity of production equipment allow us to produce orders in short time.

Key strengths / Innovation

What's in it for Partner?

- ✓ Cooperation with CLARITY will allow Partner to reduce costs for PVC Clina Films
- ✓ High production capacity allow to produce and export orders in a short time

What's in it for Partner professional customers?

- ✓ highest standards of products
- ✓ Possibility of changing product properties, according wishes of customers

Limitations

- CAST Type films for handwrap 9-20mic 2500 mt length max.
- BLOWN Type films for handwrap 8-20mic 6000mt length max.
- BLOWN Type films for machine packaging 14 (7+7)mic minimum
- Printed PVC Cling films 8 colours maximum
- Films meets requirements of EU Regulation about overall and specific migration (Factor 2 and Factor 3)

Address: Russia, Nizhni Novgorod district, Dzerzhinsk town, East Industrial Zone bld.4

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ack to Main Categories





Heat-shrink film

Decorative sleeve and packaging



Heat-shrink bands



Shrink label



Heat-shrink bundling film



Garden, vegetable garden and landscaping



The device for putting on shoe covers



Other products

LLC Trade House UpakTrade

The manufacturer of PVC shrink films and products from it

General and Financial Information

- Total Sales (RU & International): 560 million rubles / 7,7 million dollars
- Total Market share (Russia & Other Countries): Russia 70%, export 30%
- Main relevant product groups within company Portfolio:
 - ✓ Color and decorative PVC shrink sleeve
 - ✓ Shrinkable PVC bands for sports nutrition, pharmaceuticals, cosmetics
 - ✓ PVC heat shrink cap on the bottle 1,5-19 litres
 - ✓ PVC shrink cap for beer kegs
 - ✓ PVC shrink shoe covers
 - ✓ PVC shrink bands for gas valves



- Logo's of relevant brands: Don-Polymer, Print Polymer Packaging
- E-commerce: Google Merchant, Trade Key, Alibababa, Global Souces, Trade India, Weiku, Labels and labeling, Suppliers.com, Go4WorldBusimess, GMDU.net, MadelnChina, Unipack.ru, Pulse Tsen, All Biz, Metaprom.ru, PromPortal.su, Mercatos.com
- Main buyers: B2B
- Cooperate with:
- ✓ Russia: company (country): Legrand, Unifol, Starless, Vino Grande, Aquamarket,
- 🗸 Aqualife, Gamma Cosmetics, Sestritsa, Noringa,Spring of Prikamie, Uyut, Idigo,
- PilotPro, Bavaria, Divo, Recar, Farmstandart, Key Water. Aqualine, Altaimetupak,
- Mercury, Royal Water, World of life water, Legend of Baikal, Proflex, Sivma group,
- Rusal. Russian Profile
- ✓ ✓ Export: company (country): Alkovin Belarus, Efes Kazakhstan, Rusnak Moldova, ✓ Ararat Armenia, Orhei Vit Moldova
- Certification: ISO 9001:2015; EEC-Declaration of conformity

Key strengths / Innovation

What's in it for Partner?

- ✓ Private Label
- Discounts for large volumes
- ✓ The exclusivity of the product
- Custom packaging solutions

What's in it for Partner Professional Customers?

- The only manufacturer in the Russian Federation that produces the entire range of packaging from PVC shrink film: cap, band, sleeve, half-sleeve, label
- The only Russian manufacturer of a heat-shrink cap with a top-disk for beer kegs
- The only russian manufacturer and supplier of printing canvas for printing houses, canvas for automatic production of alcohol caps
- the only manufacturer in Russia that offers packaging solutions for any non-standart container and individual order

Limitations

Transport and storage temperature -5+20C





web: https://don-polymer.com/



MECHANICZ

General and Financial Information

- Total Sales (RU & International):
- ✓ Over 15 mln \$ in 2017-2018.
- ✓ Bulk of sales is made via major Russian retailers such as Tander and X5.
- Total Market share Russia & Other Countries: 90% in Russia
- Main relevant product groups within Mechanicz Portfolio:
 - ✓ Reinforced thermal covers
- Logo's of relevant brands:
 - ✓ Brand is not protected.
 - ✓ Ready to use Partner trade mark.



- Currently present in: Russia, Croatia, Kazakhstan
- Main buyers: large retailers
- Cooperate with: Russia: Tander and X5, Kazakhstan: Magnum Cash&Carry
- Certification: ready to certify on demand

Points of differentiation compared with other market players?

- Our company quaranties our clients the best value for money.
- ✓ All our products are made of high-quality safety materials under control of high-skilled specialists.
- We are a client-oriented company and ready to produce goods according to the technical characteristics and requirements of the customer.
- ✓ Guarantee period is 12 months
- ✓ Life period is 5 years
- Working temperature range of thermal cover is from -30°C to +30°C

Address: 23, Musa Jalil - Dukhovskaya str., Veliky Novgorod, Russia

- ✓ Thermal covers (TCE) produced by our company allow to withdraw from using the thermoboxes without losing of the operational requirements.
- The cost of one thermal cover usage is much lower than the cost of the thermobox of similar capacity.

Key strengths / Innovation

What's in it for Partner?

- Mechanicz company designs and produces thermally insulated containers and Mechanicss has been developing this branch for more that 7 years.
- All our products are made of solid materials and tested in contemporary research laboratories.
- The company offers large mass products as well as individual ones according to specifications and terms provided by the customer.
- We use and implement new technologies and our experience.
- Our company quarantees the quality of our products.

What's in it for Partner professional customers?

- Solving of new complicated technical tasks and implementation of innovative technologies of thermal insulation in logistics and food industry.
- Development of new markets. Increase in sales.

Limitations

- ✓ production capacity of 18000 items per month
- we are considering the opportunity to work on Factoring financing platform

Presentation



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