

DETAILED LIST OF BUYERS
2018 STAMEGNA NETWORK: FOOD AND CONFECTIONERY
BUDAPEST
4-6 MARCH, 2018

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Allied Agro Ltd. (Africa)

Distributor

Attendee Position: Director

Allied Agro was incorporated in February 2005 with the aim and objective of Food processing and Export – Import services.

www.alliedagrow.com

Bijó Élelmiszer kft (Hungary)

Retailer, Distributor

Attendee Position: Purchasing director, International purchaser

Number of stores they work with: 950 stores



Bijo Food Ltd. is a wholesaler, retailer and web shop of bio products since March 2014. Bijo Food deals with appr. 17,000 different types of bio, reform and healthy products, most of them being food products.

BIJO runs their own store, a warehouse, and offices under one roof. The total area is 3600 sqm. For their daily work they use the latest technologies that help their daily operation and their employees' daily work.

The logistic system covers whole Hungary, and they also have customers from Slovakia, Slovenia, and Romania.

They have different webpages for their main products: www.bijo.hu, www.bijobolt.hu, and for branded and imported products: www.bjotermekek.hu

The annual revenue in 2017 is planned to hit 10 million euro, and they are aiming 30 million euro in a few years' time.

www.bijo.hu

Borro Czech spol s.r.o. (Czech Republic)

Retailer

Attendee position: CEO

Number of Stores: 350



Borro Czech spol s.r.o. is a dynamic company with many years of experience in the distribution of sweets, offer a wide range of sweets.

The sweets we mainly chocolates, candies, chocolates, lollipops, chewing gum, biscuits, sweets with a toy licorice. For companies produce gift boxes. Candies are suitable as a gift to schools to competition, parties, birthday parties, camps, Christmas, Easter and employment. We are a wholesaler that offers a wide range of confectionery of all kinds. We offer full service and advice. The sweets they distribute are mainly chocolates, candies, chocolates, lollipops, chewing gum, biscuits, sweets with a toy licorice. For companies produce gift boxes. Candies are suitable as a gift to schools to competition, parties, birthday parties, camps, Christmas, Easter and employment. We are a wholesaler that offers a wide range of confectionery of all kinds. They offer full service and advice.

www.borroczech.cz

BrandMix Kft. (Hungary)

Distributor

Attendee position: Owner, Buyer



BrandMix is a Retailer and distributor of premium sweets. It also markets high-quality products, which are proven quality in Europe delicacies. The BrandMix Ltd., provides the quality imported chocolates largest distributor in Hungary about 20 European manufacturers nearly 1100 product provides additional sales partners.

www.brandmix.hu

Brand Distribution Company (Poland)

Retailer

Attendee Position: Import director, Import specialist



Brand Distribution Group has identified your esteemed company and brands you hold in your portfolio to be of particular interest. We would be very much keen to discuss all available FMCG distribution opportunities. Brand Distribution Group is a group of companies that has been heavily engaged in international trade and distribution of FMCG brands across the world for over 25 years. We tend to work with widely recognized, international brands, leading distributors as well as directly with retail chains.

The group actively explores all available distribution channels such as modern trade, traditional market and also adding a substantial e-commerce exposure.

Please see some examples of our commercial activities in Poland below:

B2B Platform www.bd24.eu

B2C Platform www.bdsklep.pl

Currently they employ approx. 120 experts in various fields and generate a turnover of 50m+ Euro achieving stable level of growth YOY.

www.bd24.eu www.bdgrouppl

Coop Hungary ZRT. (Hungary)

Retailer

Attendee Position: Import Product Manager



Coop coverage of the country's largest domestic food chain, all of us "good neighbor." The slogan expresses the most important criterion of the network: the Coop almost everywhere, friendly, close to grocery store, part of everyday life. Is committed to improving the quality of the Hungarian commercial culture, in particular by the conditions of civilized personal selling and buying. More than 1,650 settlements, 3,000 shops customers. A day and a half million people are turning to a variety of store types. The population of the villages in the stores is geared to the general public and food chemical goods procurement opportunities in the villages and towns needed in everyday life, a larger area of shops compete with multinational chains.

www.coop.hu

Country Life (Czech Republic)

Distributor

Attendee position: CEO

Retail chains they supply: Tesco, Kaufland, Ahold, Rossman



Trading company based in Nenačovice, the Czech Republic. Company was founded in 1991, includes a wholesale with around two thousand items, six retail shops and two vegetarian restaurants in Prague. It also supplies to more than three hundred retail stores and has been successful in providing products into large food chain stores. Country Life purchases from more than two hundred suppliers from all over the world. Since 1991 they manage distribution to independent retail stores, e-shops and supermarket chains in the Czech Republic and beyond.

Modern distribution center, over three thousand food items in our range from all over the world. More than 300 products under COUNTRY LIFE brand. Own restaurants, fleet, team of sales representatives.

www.coutrylife.cz

Comperio s.r.o. (Czech Republic)

Distributor

Attendee position: Business Development Manager

Retail chains they supply: 70 customers in Czech Rep. and Slovakia



Comperio s.r.o. was founded in Prague at the turn of the millennium, in 1999. Our company has been initially focused into the cooperation especially with small and middle sized producers who were looking for the special and high quality meat products. Within the following years we have gradually decided to extend our product portfolio. Thus that we have started to search across the Europe another fine food products which were missing by the Czech consumers and our company has to amplified little by little more and more.

Just for a long time we do supply all the most important international chains, cash and carry shops, wholesale stores in the Czech Republic and we are also interested in the traditional market. We keep an exclusive cooperation with our business partners regarding to the offer of their original brand and the TOP products are sold under our own private label - brand Brick. We do care about the development of the Brick products with an intend to produce still high quality articles but competitively different and cost-effective goods.

www.comperio.cz

DELMART S.R.O. (Czech Republic)

Retailer

Attendee Position: Purchasing Manager

The logo for DELMART, featuring the word "DELMART" in a white, sans-serif font centered on a dark olive green rectangular background.

DELMART in Czech network of supermarkets in area of Prague with focus on quality foods. We offer wide assortment of fresh and dry foods, beverages, wines with producers and also our own labels. We look for new suppliers to add another products to our assortment in different product categories.

www.delmart.cz

Demak Food A.S. (Turkey)

Distributor

Attendee Position: PL manager

Retail chains they supply: Migros, Metro, Carrefour, Macro Center,



Demak Food A.S.. was established in 2001 and located in Istanbul, Turkey. As the company's business expanded Demak Food Ltd. was nominated as an exclusive distributor for many worldwide food producers. With each year the company is working on newer and better ways to improve and enhance the business.

Demak Food A.S. is the biggest follower of international food industry to introduce world new outcomes to Turkish market. Demak Food A.S. is the only authorized importer and distributor of worldwide leading food producers that he presents in Turkey.

The company also presents their own brand "DFS" for Horeca. Through this channel Demak Food Services aims to supply the needs of Horeca market in the most efficient and affordable way. Proven quality service and products, reliability and customer satisfaction while exploring the tastes of the world is our main objective. Our close relationships with our business partners help us to provide products representing the highest standards. Within the passing years new lines of products introduced has contributed to a substantial increase in our sales

<http://en.demaktrade.com>

Derby Ingredients Ltd (United Kingdom)

Distributor

Attendee Position: Senior Trade Manager, Senior Manager



Derby Ingredients Ltd. is a British trading company specialized in supply chain management. We are importers, exporters and distributors of a complete assortment of nuts, dried fruit and edible seeds. We offer high quality bulk products to processors, packers and high-end retailers.

We are IFS approved for the import, export and trading of Nuts, Dried Fruit and Seeds.

www.derbyingredients.com

Emirates Fine Foods LLC (UAE)

Distributor

Attendee Position: CEO

Retail chains they supply: Carrefour, Aswaaq Supermarket, Lulu Supermarket



Our company Emirates Fine Foods is importing, buying and selling high quality perishable products from Rungis, the largest Wholesale market in the world located near Paris in France and from other market all over the world: South Africa, Japan, and Australia.

Emirates Fine Foods is also in constant contact with most of the companies, importers, wholesalers, processors or even retailers involved in the food industry and can put you in touch with these trade partners.

We are able to work with all categories of products, including:

Delicatessen and grocery products

Dairy products, cheeses and creams

Meat, poultry products

Seafood: fish and shellfish

Bakery and pastry trade

Fresh fruits and vegetables

Dried fruits

Sauces and seasonings

Organic products

Beverages

www.emiratesfinefoodsllc.com

Glatz Hungary Kft. (Hungary)

Distributor

Attendee position: Marketing manager



Glatz Hungary Kft. is the Hungarian subsidiary of the Austrian firm Glatz GmbH & Co KG. The Austrian mother firm with a yearly turnover of 160 Mio EUR celebrated its 120. Anniversary in 2012.

They offer:

Competent and qualified staff

Close relationship with purchasers of food retail chain .Relationship to local and international chains

Services of high quality

Risk sharing, easier market expansion

Passion & Motivation

Efficient distribution:

2 Key Account Managers

3 Regional Leader

10 Sales Representatives

www.glatz.co.hu

Hermes Commerce R Ltd. (Bulgaria)

Distributor

Attendee position: Member of Board

Retail chains they supply: Metro, Billa, LIDL, Kaufland, Fantastico



Hermes Commerce R Ltd. was established in 1990 year. We are importing more than 700 different food stuffs from many countries – Hungary, Holland, Italy, Czech Republic, Poland, Greece, Indonesia, Thailand, Philippines etc. We are official importer and distributor for Bulgaria of such companies as: Heinz, Friesland, Koch's, Kluth, Losos Ltd., Dutch Lady, Rafaelo Salgado, Suessina, Animex and etc. We are supplying all the biggest International Key Accounts in Bulgaria / Metro Cash & Carry, BILLA, CBA, RAMSTORE, HIT, Kaufland and Domestic Key Accounts / Fantastico, Familia, etc as well as we are supplying retail customers. There is well developed distribution net all over the country

www.hermesfoods.com

Hortus Medicus Oü (Estonia)

Distributor

Attendee position: Member of Board

Retail chains they supply: 110 stores across Estonia



Hortus Medicus is Estonian capital based company. Main areas of business are import, representation and resale of food, food supplements, and medical devices. Company's clients are supermarkets (direct distributors), pharmacies (through pharmaceutical wholesalers) and end consumers via web-shop www.hortusmedicus.ee

Company was established at 2010 by representation of foreign manufacturers who was interested to enter into Estonian pharmacy market. At the end of 2014 we entered into food market. Our aim is to find new good suppliers with interesting products for supermarket shelves to strengthen our everyday collaboration with food retail channels.

www.hortusmedicus.ee

Hun-Trade Kft. (Hungary)

Distributor

Attendee Position: Executive Director

Retail chains they supply: Tesco, Auchan, Spar, Interspar, DM, Rossmann, Brendon, Reál, CBA



2007: establishment of the company. Retail expert founders in sales and marketing and highly operational contact base presence in all relevant retail chains contractual partners for transport, logistics, merchandizing, financial independence with Constant turnover development.

Area of activities: local retail, wholesale market

Activities: full scale distribution, brand introduction and brand building

Our policy: working with a limited number of products, brands, segments, while offering tailor made marketing and brand building to our carefully selected partners.

Our position & capabilities: rather unique and specific due to our direct contacts and close communication with buyers, category managers

www.huntrade.hu

Integral Group Company (Egypt)

Distributor

Attendee Position: Chairman & owner



IntegralGroup

Our group began as individual companies in the early 1980s, & joined to Form "integral "in 1994. Our professional sales staff, warehouses in Alexandria & Cairo & our own Transport vehicles distribute our products all over Egypt & give us the ability to present our product at competitive prices. Our administrative headquarters is located in Alexandria the main port of Egypt, our branch in Cairo is concerned with the distribution.

www.integralgroupeg.com

Klelia SA (Greece)

Distributor

Attendee Position: Managing director

wine & beer

Since 1922 KLELIA S.A. distributes high quality products that enhance taste satisfaction. Our objective is to attain the highest possible level of consumer satisfaction within the dry food and beverage categories. Every single product of our company must give satisfaction to the consumer and profit to our distributor. Our goal for this event is to source products that fit in our portfolio and have not been distributed in Greece in the past.

www.winebeer.gr

Kompas Shop d.d. (Slovenia)

Retailer

Attendee Position: Brand Manager



Kompas MTS d.d. was founded in 1951, with its mission being to provide goods and services at Slovenia's international borders. Kompas MTS d.d., became a public limited company in 1991, and the ownership restructuring process was successfully completed in 1995. In 2017 we rename it to KOMPAS SHOP. The company's 25 shops have a total net surface area of 42,690 square meters and are located at Slovenia's main border crossings with Italy, Austria with one shop located in central Slovenia. Kompas Shops are open every day of the year – including Sundays and Bank holidays. Every shop has a wide range of selected world-renowned brands on offer. Our customers can choose from a variety of well-known tobacco products,

luxury cosmetic products, alcoholic and non-alcoholic beverages, food products, technical equipment and toys, as well as an appealing range of luxury leather goods, fashion jewelry, gifts and high-quality clothing.

www.kompas-shop.si

May & Raeburn (United Kingdom)

Distributor

Attendee Position: Sales Director



May & Raeburn has been an established brand builder in the UK for nearly 70 years.

As a privately owned, family company, M & R have long standing relationships with all major retail chains in the UK and Eire supplying all customers warehouses daily from one of its several warehousing operations. M & R has an infrastructure to support and develop brands in line with clients agreed brand plans and has a team of experienced Sales Negotiators who regularly meet all customers and clients to agree brand plans and agree objectives. Key areas of expertise would be Pet Food, Snacking, Chilled Foods, Bakery and Confectionary. M & R are open to have discussions with key potential exporters who are looking to build a sales platform in the UK and Eire retail supermarket sectors.

www.mayandraeburn.co.uk

Mold Retail (Moldova)

Retailer

Attendee Position: Head of Imports



“Moldretail Group” chains of supermarkets (grocery stores) which are called “Linella” and “Unimarket” we have around 70 stores all over the Republic of Moldova. Regarding the market share we are the leaders on our internal market. There are different segments of stores from small stores (convenience stores) to Supermarkets (from 1000sqm).

www.linella.md

Nordic Food Partners A/S (Denmark)

Distributor

Attendee position: Business Unit Director

Retail Chains: DSG, COOP, Aldi, Lidl, Rema, Spar



For more than 10 years, Nordic Food Partners has been involved in both organic crop cultivation through direct investment in Thailand and Argentina, and has been operating with formalized partnerships in both Uruguay, Pakistan and most recently Cambodia. Our unique facilities in Denmark enable us to continue and execute the organic spirit from the country of origin through complete supply chain control, extensive purification of organic raw materials, freezing / upgrading and packing in exclusive packaging. This is done at our own factory in Højslev, Denmark, under the supervision of Danish authorities and according to Danish food safety standards. Our efforts on Organic are based on the belief in cleaner products without pesticides for the benefit of humans now and in the future, as well as a CSR dimension. This set-up both allows and requires better settlement of prices to the world's many poor farmers and a generally active approach to creating a sustainable future for all. NFP is KRAV certified as an example of this, and several of our formalized partners are FAIR TRADE certified and play a major role in the fight against poverty in the poor countries.

www.nordicfoodpartners.dk

Norma K.S. (Czech Republic)

Retailer

Attendee Position: Buyer



NORMA, k.s. retails food, dairy products, meat products, frozen food, wine, fish, alcoholic, and non-alcoholic beverages through grocery stores. The company was incorporated in 1992 and is based in Prague, Czech Republic.

www.norma-online.cz

Perfection Foods Ltd (United Kingdom)

Distributor

Attendee Position: General Manager

Retail Chains you currently supply: Tesco, Asda, Morrison's, M&S

Number of Stores you work with: 15.000



They are a family run business established for over 17 years. They are a UK based distributors of cakes and have their own logistics and sales operations. They supply to most of the UK supermarkets, coffee shops and airlines.

They have their own high end Coffee shop outlets around the UK and are looking for high end products.

www.perfectionfoodsltd.co.uk

Power & Beauty LTD (Georgia)

Distributor

Attendee Position: General Manager, Project manager

Retail chains they supply: Carrefour



Our company is the distributor of beauty products, for the following brands:

Moroccan oil, Revlon Professional, Orly, Gehwol, Janssen, Lakme, Olaplex, Kryolan, Curaprox, Swiss den.

From 2018 we are interested to add to our portfolio food brands.

Including Snacks, Coffee/Tea, Canned Food, Fish/Seafood, Non-Alco Beverages, Baby Food, Confectionary.

www.profbeauty.ge

Rila Feinkos-Importe GmbH Co. Kg (Germany)

Distributor

Attendee Position: Purchasing manager



For more than 48 years, RILA – a family-owned company located 30 km east from Osnabrück – is one of the most important producers and importers of fine food.

The focus of attention are the constantly growing customer requests.

With intensive personal efforts and commitment, Ursula and Helmut Richter laid the cornerstone for this company in 1969.

Today the 4 following ranges of products determine the product portfolio:

1. RILA Ethnic Food
2. RINATURA Organic- and Whole Foods
3. Jürgen Langbein – For Fine Dining
4. Exquisite Brands in Exclusive Distribution

www.rila.de

Ritex Gourmet (Poland)

Distributor

Attendee Position: Sales Director



The company was established in the nineties. They are importer and distributor on the polish retail market, collaborating with gourmet chains like: PIOTR I PAWEŁ, ALMA MARKET, STOKROTKA, SPOŁEM, TESCO, CARREFOUR, K&M DELIKATESY, TOP MARKET and other small chains and shops. They are present in around 300 shops in whole Poland in in all regions, concentrated in the large cities : Warszawa, Krakow, Poznań, Wroclaw, Gdańsk, Łódź, Szczecin, Lublin, Zielona Góra, Płock, Rzeszów etc.

They are importing the products from whole world: Italy, England, Spain, France, Sri Lanka, India, Brazil etc. They are distributors of premium, gourmet products like coffee, tea, sea salt, jams, oli of oil, vinegar, BIO, vegan products, products without gluten.

This year they received award „EAGLE OF DISTRIBUTION 2016-2017” of FMCG products. They have also been selected and rewarded from many companies of FMCG range

www.ritex.pl

Sevco LTD (Russia)

Distributor

Attendee position: Director



Retail chains they supply: distributing to more than 10 000 stores all over Russia, Belarus Kazakhstan and Armenia

We working with big range of food product: grocery, gastronomy, canned vegetables, confectionery.

We have: An effective system of development of new products to the Russian market

Own system of merchandising

Modern warehouse Class A area of over 15,000 square meters.

A wide range of food products, offered clients, with nearly 2000 SKU.

The considerable portfolio of brands of the Company consisting of nearly 160 trademarks

Well-established system (Contract - Delivery - Customs) of imports of goods from more than 20 countries

Sweet Project Solution Kft. (Hungary)

Distributor

Attendee position: Owner, Managing director

Retail chains they supply: distributing to 40 chains in Hungary

Import and distribution of premium chocolates, biscuits and other gourmet fine food.

Distribution to big chains of confectionery products or snacks. Also distributors of Coffee, Tea, Diet and Organic/Natural products to Delicates, Organic and Gourmet shops.

Sweet Solution

www.sweetsolution.hu,

retail webshop: www.csokoladenet.hu

Taste of America (Spain)

Distributor

Attendee Position: CEO



Taste of America is an import and distribution company with a retail chain division since 1995. Our customers include Carrefour, Auchan, El Corte Ingles, Starbucks, Repsol, covering FMCG, Convenience, Horeca, Eco channels. We are specialists in helping our customers differentiate from the competition with innovative and value driven brands like Little Miracles, Made Good snacks, illy RTD coffee and more. Responding to the market demand for healthy and sustainable products, we have extended our Organic and Free-From ranges and are looking to solidify this focus.

www.tasteofamerica.es

The integrated Marketing Est (Jordan)

Distributor



Attendee Position: Trade Manager

We would like to take this opportunity to introduce to you ourselves as an old Trading House and International Representatives dealing in General Trade since 1981 for Jordan and other Middle East Markets, as well as some African Markets. since we start we were concentrating on most of European, South America & Far East Countries to obtain our customers' needs and requirements , and we are now specialized in selling and promoting any Goods and Products ,and we can say that we are enjoying very good turnover and contacts with several reliable Suppliers in the following fields :-

- 1) Fresh Frozen Beef Meat and Beef Cuts
- 2) Fresh Frozen Chicken and Chicken Parts
- 3) Frozen Fish and Fillet
- 4) Fresh and Frozen Lamb Meat.

www.integratedest.com

Winiciative Ltd. (Spain)

Distributor

Attendee Position: General Manager



Winiciative Ltd. Is a company based in Spain, dedicated to the export of wines and Gourmet products (chocolates, canned food, specialties) to the Baltic States, Georgia, UK. We are always looking for new business possibilities and currently we are in a process of opening a culinary school in Madrid.

WORLDWIDE  BRANDS

www.winiciative.com

Worldwide Brands Ltd. (United Kingdom)

Attendee position: Commercial Director, Managing Director

Retail chains they supply: Tesco, Asda, Sainsbury's, Waitrose, Ocado, Holland & Barrett, Superdrug, Co-op, Morrisons

Worldwide Brands is an experienced and professional company offering a Sales, Marketing, Logistics and Administration service for Brand owners wishing to work on an exclusive basis in the UK and Ireland.

Their business model is all about 'focus' so that we gain a clear understanding of the brands and products we represent their market sectors and the opportunities including Private Label.

They specialize in the sales and marketing of Ambient Foods and Health and Beauty products from around the world.

www.worldwidebrands.net

Aal Mir Trading Co. LLC (United Arab Emirates)



Attendee position: President and General Manager.

Aal Mir Group of Companies, the UAE's leading distributor of internationally renowned confectionery and FMCG products from all over the world. Aal Mir Group of Companies has been an established part of Dubai's commercial landscape since 1980. The highly successful company was set up by a dynamic entrepreneur Mr. Motaleb Vakhshouri.

During its initial stage the prime focus was on Confectionery range. Gradually as the market was shifting from wholesale concept to the modern trade, the company started adapting to the changes and began importing different lines of food & non- food items in UAE & Oman. Today, Aal Mir Group is proud to supply an impressive portfolio of internationally recognized brands and to be one of the leading full-fledged distribution, logistics and marketing company covering each and every corner of the market.

www.aalmir.com

Sweet Garden Co. LLC (United Arab Emirates)



Attendee position: Sales Manager

After tremendous success of Aal Mir Trading Company in distribution of confectionary products in UAE and Oman, the group has decided to establish an independent distribution company in parallel to Aal Mir Trading Company. Sweet Garden General Trading Company was established in 1989 and has since become one of the largest and most successful companies in UAE and Oman in distribution of confectionary products. Since its inception, Sweet Garden has had independent Logistics, Sales and Marketing departments. Sweet Garden shares other departments with Aal Mir Trading Company.

Through this practice of having a twin distribution companies, Aal Mir Group has managed to successfully implement immense competition between these two Sales teams to maximize sales and establish long-term and sustainable growth

www.sweetgarden.org

Donier Gastronomy (FINLAND)

Distributor

Attendee: CEO and Account Manager

D O N I E R
GASTRONOMIE

Donier Gastronomie is a whole sale company founded in 2003. The company is focusing on import of dairy products, poultry, meat and premium products. Big part of our customers are restaurants, markets and specialized food stores. We are also working with most of the major whole sellers in Finland both in horeca and retail sector. At the moment we have import from France, Spain, Italy, Netherlands, Belgium, Denmark, Germany, Estonia, Greece, UK and Sweden. Both frozen and fresh products are imported on weekly basis direct or thru our terminal in Paris. We are constantly looking for new interesting product and competitive pricing in all our product categories. Flexibility, reliability of delivery and active product development are qualities we appreciate in our supplier relationships.

www.doniergastronomie.fi

Amin Trading Company (Egypt)

Distributor

Attendees: CEO and Managing Director

Amin Trading company since 1994, Capital is 6 million \$. Sole agent for Nestle Purina & American Garden in Egypt with growing business in FMCG with 134 SKUS and 24 new launches in 2018. Covering 837 selling point. 70 employee, 11 delivery trucks, 2 warehouses (3000 m2 & 1000 m2) with capacity of 60 containers. ur directional strategy for 2018 is broadening our products` lines.



Bickery Food Group (Netherlands)

Distributor

Retail chains they supply: Albert Heijn, Jumbo, Super Unit members and all wholesalers

Attendee Position: CEO and Business Development Manager

Number of stores they work with: 10,000 stores



Bickery Food Group is the number one distributor/importer of International Premium Brands of Food & Beverage in the Dutch market, with a history of branding, marketing, product innovation and ambition. Our company is a competitive leader in selling, marketing and distributing of international premium brands to the big chain supermarkets (85% sales coverage), wholesales (70% sales coverage) and Food Services (75% sales coverage). Our company has strong position and has a respected name as a "brand builder" in our market territory.

Since in 1979, the secret weapon of success of Bickery Food Group is the valuable know-how of the Dutch market, selecting competitive products, proficiency on building the product brand, strategic knowledge in

positioning the brand and strong expertise in gaining the biggest market share in the Dutch market. Through our fine selected assortment with exclusive products, extensive services and customer value focus, places us to be the first choice business partner of big Supermarket chains and Food Services in the Netherlands. We serve solid stepping stone to our business partners for their product availability, brand visibility and activation. To help the Brand Owners realize their brand ambition and to achieve their next level of success.

www.bickery.nl

Randler Group (Romania)

Distributor

Attendee Position: Purchasing Manager, General Manager

Retail chains they supply: Rewe, Kaufland, Carrefour, Auchan, Metro, Real, Selgros, Profi, etc.

Number of Stores they work with: 3000



Randler Group has over 15 years of experience in commerce specifically in import and distribution of food products and it is an importer and distributor in Romania for various brands. It employs a total number of 120 employees half of which are directly involved in the activities of sales. Company is always trying to surprise and satisfy the clients.

www.randler.ro

Wanis Ltd (United Kingdom)

Distributor

Retail chains they supply: Tesco, ASDA, Morrisons, Sainsburys, Waitrose, COOP

Attendee Position: Director and Buyer



Wanis International Foods is a leading distributor and wholesaler of quality World Foods. We offer over 8000 products from across the globe including Africa, the Caribbean, Asia and the Far East as well as offering our customers a range of everyday grocery lines. Our customers shop with us at our 120,000 sq. ft. depot in East London, and we also deliver to them anywhere in the UK as well as exporting to over 20 countries around the world. We service all of the UK's major supermarkets, independent retailers as well as foodservice and catering sector. We're the one-stop-shop for everything you need to know about growing your world food and drinks sale.

Top Sweets GmbH (Germany)

Distributor

Retail chains they supply: Aldi, Rewe, Edeka, Netto, Norma, Metro

Attendee Position: Sales Manager



Number of stores they work with: 420

The company Top Sweets is known as a specialist for the Private Label business but also moulded in the typical Label business. Today we present you our new product "Pure Fruits - 100% Fruit" which is our answer to the futuristic urban and healthy lifestyle.

RO EURO DISTRIBUTION. (Romania)

Distributor

Attendee Position: Director

Number of store they work with: 40 DISTRIBUTORS -10,000 SHOPS

RoEuro Distribution is an importer and make distribution in all Romania. WE have suppliers from UE, Italy Hungry Poland etc

LOGIND FOODS SRL (Romania)

Distributor

Attendee Position: Administrator

Number of store they work with: 30 Distributors 2 National Distributors

IMPORTATOR COMPANY: BIG SUPPLIER IS BALCONI FROM ITALY.

Hungaro Impex Kft (Hungary)

Distributor

Attendee Position: Purchasing Manager

Retail chains they supply: Metro, Auchan, Hungarian chains (Real, CBA, Coop) and traditional wholesalers

We have been acting mainly on the Hungarian market as food importer/distributor since 2000. We managed to increase our sales turnover year by year, well exceeding HUF 4 000 000 000 this year (13,5 million EURO). Half of our imported goods go to different chains, another 50 % to the private trade. A few years ago we also started with the cosmetic-household articles.

www.hungaroimpex.hu



Aagrah Restaurants (United Kingdom)

Retailer



Attendee: Managing Director

Aagrah is UK's and Europe's largest Kashmiri restaurant with 12 branches across Yorkshire, a purpose built conference and banqueting centre, The Midpoint Suite, on border of Leeds and Bradford, seating 450 employing 300 staff. Aagrah also have a share of the home dining market with their popular Tarka Sauces, available in Asda, Coop and now Morrisons supermarkets.

Manchester Super Stores (United Kingdom)

Retailer



Manchester Super stores is one of the largest Asian grocery retailers in the north, Manchester Super stores has evolved beyond providing basic grocery staples and become known as a tourist and destination store. Our reputation is built on being known as the information specialist on all things Asian and part of our mission is to educate the customer on all aspects of Asian culture. Manchester Super store's pre-eminence among Asian stores comes from its use of modern technology, its emphasis on cleanliness and its adherence to its business philosophy.

www.manchestersuperstores.com/

Del Pierre Central Europe KFT (Hungary)

Distributor



Retail chains they supply: Auchan, Tesco, Spar, Metro, CBA, Reál, Coop, DM, Rossmann.

Attendee Position: Import Manager

Number of stores they work with: 810

Del Pierre Central Europe Ltd. is a contemporary distributor company founded in 2004 that presents foreign and native brands on the Hungarian food market. Our goal is to represent traditional values and innovation simultaneously in the food trading business

OJK (Iceland)

Distributor

Attendee Position: Managing Director

Number of stores they work with: 500



OJK is one of the bigger wholesales in Iceland - selling and distributing food/candy/horeca/non-food - products to the Icelandic market.

Lulu International Group (United Arab Emirates)

Attendee position: Manager FMCG Imports.



LuLu Group International is a highly diversified entity with operations spanning a vast geographical landscape. Spearheaded by the retail division, LuLu Group has interests in Hypermarkets, Shopping Malls, Imports & Exports, Trading, Shipping, IT, Travel & Tourism and Education. With an annual turnover in excess of US \$ 6.9 billion and staff strength of over 40000, LuLu Group is considered a major player in the economic scenario of the Middle East. A true follower of ethical business practices, LuLu Group is a key partner in the development of the community.

www.lulugroupinternational.com

ECE Entrée S.ro (Czech Republic)

Retailer

Attendee Position: Director

We offer fast-moving goods at great prices designed for daily daily consumption. Interesting microwave popcorn flavors ranging from classic salty to unusual, eg apple & cinnamon, chili etc.

At the most festive moments for your kids, we offer highly desirable children's champagne with Disney and Warner Bros. motifs - Hannah Montana, Pirates of the Caribbean, Smile, Tom & Jerry and others that you surely enjoy with children.

www.ece.cz

Bryden PI Ltd. (Trinidad Tobago)

Distributor

Attendee Position: Business Development Manager

Retail chains they supply: Pricemart, Massy Supermarkets, Tru Valu, X-tra Foods etc.



One of the largest Distribution companies in Trinidad and Tobago with key multinational brands represented not just in Trinidad but the wider Caribbean. The organization is valued at approximately \$72million USD/year. 6 Divisions – All channel focused and supported by their own sales, merchandising and marketing teams. State of the art warehouse management system. Over 465 employees Partners in Barbados, Guyana, Suriname and smaller islands throughout the Caribbean.

Tesco (Hungary)

Retailer



Attendee Position: Category Buying Manager
Number of stores they work with:

In March 2015 we brought our four businesses in Central Europe together to create a single business unit working across Czech Republic, Hungary, Poland and Slovakia, with one leadership team. The aim of this change is to make our business in Europe more competitive, simplify the way that we work and make us more agile, allowing us to respond more quickly to our customers' needs.

Our One Europe leadership team is spread across the four countries in which we operate in Central Europe and is supported by teams based country as it is important that we have local experts on the ground to help us serve local customers.

The entry to the Hungarian market in 1995 marked the first foray into the Central Europe region when we acquired 26 S-Market stores. Today, they operate over 200 stores across the country, which together directly contribute over 1 percent of GDP to the country's economy. They're also the third largest employer in Hungary.

In Hungary they have a strong focus on sourcing products from local suppliers. Local products account for around 85% of our sales, and some categories are even higher. In order to foster local production, they've developed a support network for our local suppliers, including seminars and a suppliers' academy. Their efforts in Hungary have been successful and our suppliers export more than £100 million worth of products from the country to the UK.

Khashram Est. for Import & Export (Jordan)

Distributor

Attendee Position: Purchasing Manager

Retail chains they supply: .

Traditional and old whole sellers & distributor since 1990 for Jordan market and we are dealing in following fields:-

- (1) Nuts
- (2) Cashew Nuts
- (3) Green Coffee
- (4) Skimmed and Full Cream Milk Powder
- (5) Refined Cooking Oils i.e. Corn Oil, Sunflower Oil, Soya Oil
- (6) All kinds of Starch
- (7) Chocolates and Bonbon
- (8) Cocoa Powder alkaline 10/12% Fat for Chocolate
- (9) Rice
- (10) Sugar

(11) All kinds of Canned Food

Sevco Ltd (Russia)

Distributor

Attendee Position: Director

Number of stores they work with:



We are working with big range of food product: grocery, gastronomy, canned vegetables, and confectionery.

- We have: An effective system of development of new products to the Russian market
- Own system of merchandising
- Modern warehouse Class A area of over 15,000 square meters.
- A wide range of food products, offered clients, with nearly 2000 SKU.
- The considerable portfolio of brands of the Company consisting of nearly 160 trademarks
- Well-established system (Contract - Delivery - Customs) of imports of goods from more than 20 countries

www.sevco.ru