Centre for the Promotion of Imports from developing countries

SIAL 2016, 16-20 October, Paris
About CBI

CBI is the Centre for the Promotion of Imports from developing countries. CBI is part of the Netherlands Enterprise Agency (RVO.NL). Over the past 40 years CBI has supported thousands of European businesses in entering partnerships with suppliers in developing countries.

Commissioned by the Ministry of Foreign Affairs of the Netherlands, CBI aims to contribute to sustainable economic development in developing countries by expanding export from these countries.

We are active in various countries and sectors. We offer enterprises in developing countries a structured approach based on offering advice, counselling, and knowledge management. Together with organisations such as the International Trade Centre (ITC), Dutch embassies, the Netherlands Enterprise Agency, local authorities, and other bilateral partners, an individual approach can be created.

CBI focuses on the link between exporting small and medium-sized enterprises in developing countries and importing business in the Netherlands and other European countries. Throughout CBI’s process sustainability and corporate social responsibility remain factors that are of great importance to CBI.

In this brochure you will find more information about the companies that CBI is currently working with from Indonesia to Bolivia, in various sectors.
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CEREALS AND SNACKS

CBI introduces companies producing cereals and snacks at SIAL 2016. The organisations that are present produce a wide range of cookies, biscuits, bread and more. Snacks such as cardamom cookies, coffee cookies, pineapple and honey cookies, chia bars, soy cookies and granola cereal and bars are produced in Central America. Cereals and snacks are becoming more essential in the daily lifestyle. Especially bars are popular since people are trying to be healthier and eat responsibly.
Industrias Helios

Founded in 1976 we now have 3 generations working within our company. We are a craft bakery producing a wide range of toast breads, bread sticks, gourmet cookies utilising locally grown ingredients i.e cardamom cookies, coffee cookies, pineapple and honey cookies, chia sports bars, soy cookies, granola cereal and bars. Our products are widely distributed via Central America’s largest supermarket chains and we are now expanding into South America also. Our principal goal is to offer healthy and nutritional products that help our clients to have a better life. We strongly believe in giving back to the community, providing the same opportunities for men and women, and supporting good causes and sport events in the entire country. We believe in sustainable agricultural practices in order to take care of the environment. We look for innovation in products, raw materials and packaging. We are in the final stages of securing HACCP accreditation for our production facility.

Products  Bread, cookies, bars & cereals
Countries exporting to  Costa Rica, El Salvador, Honduras, Panama
Certification  GMP
OILSEEDS

The demand of oilseeds has increased within the European market. This increase is due to the fact that oilseeds contribute to physical benefits, and healthy diets. Various oilseeds are purchasable within the European market. The lesser-known seeds are becoming well-known by the public as ‘super foods’.

The companies present at SIAL offer a wide range of oilseeds such as chia seeds, sesame seeds and Andean seeds. These natural products are able to be processed into health bars, muesli bars and multi-fruit bars. Additionally, products such as chia puddings, smoothies, and marmalades are also produced with ingredients such as chia seeds.
GCP IMPORT EXPORT S.R.L. is a member company of POTENZA BUSINESS GROUP. The company was founded in 2012 with the objective to export all of the grain that the group produces and other grain produced in Bolivia.

Our group of companies handles the whole chain production of organic chia and other grains. We have our own production fields and a processing plant in Santa Cruz de la Sierra, Bolivia, and can guarantee the quality assurance of our product as stated on the certificates that we have been granted as the traceability for all of our products.

**Products**  
Chia Seed, Chia Flour, Chia Oil

**Countries exporting to**  
Germany, Denmark, USA, Canada, Asia

**Certification**  
Chia Seed Novel food notifications approved, Organic IMO (Quinoa)
CERES and BIOLATINA (Chia), ISO 22000 and Kosher Halal

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Agrotigre/Andes Harvest

Andes Harvest grows, processes and exports seeds, grains and pulses from two growing locations: Argentina (Anta del Dorado - 58.000ha) and Bolivia (AgroTigre - 14.000ha). We believe in the importance of raw material which is the base to provide a good and safe final product. Therefore we work from the beginning to provide a solid base to deliver to the highest-quality demanding markets. This is achieved under an integrated quality management system throughout the whole process (farming, preparation and processing). Under a HACCP program, we keep full traceability of the product and under sanitary conditions to assure comprehensive product definitions (clean, consistent and safe). All this is framed under a continuous commitment to provide positive impacts in the social environments where our activities are taken. Andes Harvest is a vertically integrated company providing not only quality control throughout the entire process but also being a competitive alternative to its customers.

**Products**  Chia seed, sesame seed, white kidney beans, red dark kidney beans, black beans, green mung beans and popping corn

**Countries exporting to**  Germany, Saudi Arabia, Australia, Denmark, Egypt, UAE, Spain, Greece, India, Israel, Italy, Japan, Malaysia, Mexico, New Zealand, Netherlands, UK, Singapore, Thailand, Tunisia, Turkey, USA

**Certification**  HACCP, Kosher, ISO 22000, NOP and EU Organic
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CAC Trading

CAC Trading is a company focused 100% on organic products sourced from Nicaragua. We currently have EU certification for chia, coffee, cacao, sesame and peanuts. We are working on a transition for moringa seeds, oil and powder. Additionally, we strive to help small organic farmers in Nicaragua. We will work to improve their technical and financial know how, so we can be agents of change in our community, in a way we can improve the quality of life of our growers, and at the same time, build a sustainable business for our partners, one that will trade high value nutraceuticals, with at least 80% of the value added in Nicaragua. We have been doing business with North America and the EU for five years. We have also been doing business with Japan for two years.

Products Chia, sesame, peanuts, coffee, cacao, moringa
Countries exporting to USA, Germany, Japan, Costa Rica and Mexico
Certification USDA NOP Organic, EU Organic
Chia Corp

We are main growers, distributors and exporters of Chia seed in South America. Pioneers in growing Chia seed with our own selection and improvement program developed throughout 10 years of expertise. More than 10,000 hectares in Argentina, Ecuador and Bolivia, and growing. Quality control in every step of the whole process under the supervision of the best specialists and professionals in the field. We have cleaning facilities in Argentina, Ecuador and a brand new one in Santa Cruz de la Sierra, Bolivia. Warehouses in USA (California and New Jersey) and in Rotterdam, with stock all over the year. Novel Food permission to import chia directly to European countries. Conventional, Organic black and white chia.

Products  Conventional and organic chia seeds
Countries exporting to  Australia, Canada, Denmark, Israel, Japan, Netherlands, UK, Singapore, Taiwan, US, Vietnam
Certification  ISO 22000, Organic NOP & USDA, HACCP, Kosher, FDA Inspected
Gold Foods

Gold Foods is an agro-industrial company created to face the strong demand for high quality products in the different continents. 25 years of experience makes the company a reliable and recognised in many countries. We offer traceability and good care of a product from the planting, cropping, processing and to packaging. We manage the exportation as well. Our mission is to promote and show Bolivian product as one of the best in the market. Our commitment with the environment and the community makes us enjoy what we do.

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**Products**  Chia, quinoa, amaranth, sesame seed
**Countries exporting to**  Europe, Asia, UK, USA
**Certification**  EU Organic, NOP, JAS
Semear Group SRL, a family group with more than 20 years producing excellent food in Bolivia, with participation in major markets. Semear is becoming one of the three most important exporters of Bolivian chia. Our company has extensive experience in the international market and is located in Santa Cruz de la Sierra, the Bolivian economic and industrial centre.

We have intensive production due to the excellent weather conditions and soil. Our production area offers unparalleled quality. Our production plan has a strict quality control at all stages, from planting to the time of export.

Semear is active in planting, harvesting, processing and exporting chia seeds internationally. With full collaboration in the entire chain of production, cleaning, export and marketing in our product destination. We provide traceability of each ton of the field or production to the end customer.

**Products**  Chia

**Countries exporting to**  Germany, Denmark, France, Malaysia, UK, US

**Certification**  ISO 22000, Kosher, Halal, Organic
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**Solum**

Solum was born as an agricultural development project in Bolivia. We are a young company with a team of professionals who are experienced in different engineering branches and have extensive work experience in large companies in the agricultural, food, energy and health sectors. Our main field of expertise is in the production of chia.

Our values are integrity and a strong commitment to quality. We know our product; we know our customers’ needs and strive to meet them.

We are a flexible, creative and innovative trading company devoted to sustainable agribusiness. We believe this is essential to deliver a product that satisfies international standards. Our work involves creating a safe working environment and directing our attention towards the conservation of nature in our area.

**Products**  Organic chia and Andean seeds  
**Countries exporting to**  USA, Canada, Australia, UK  
**Certification**  Kosher, HACCP, USDA Organic, EU Organic
Granicorp

Granicorp is a company which produces chia seeds in Bolivia under a sustainable system. Chia seeds are the richest natural source of omega 3 (linolenic acid), an essential fatty acid that our body is unable to produce and must be assimilated from external sources such as fish or plant products such as chia seeds. We control the entire process, from sowing and harvesting to cleaning and packaging (vacuum and Polypropylene bags). Granicorp started a reforestation project. By replanting strips of trees a natural wind barrier will be created which is also better for the crops. There are also steps taken in recycling. We export to the USA, Europe and Australia, assuring purity and microbiological safety in our seeds. Since this year we have the ISO 22000 certification.

**Products**  black and white chia seeds  
**Countries exporting to**  Germany, Australia, Spain, Norway, US  
**Certification**  ISO 22000
**Natural Crops**

Natural Crops is a Bolivian company, pioneer in the planting, production and marketing of chia. We have our own and associated producers, with over 10 years of experience in the sector. Natural Crops mainly grows conventional chia and black and white organic chia. Used in different industrial sectors such as pharmaceutical, cosmetic, food and feed. We manage our products from the planting, until the place of delivery defined by our customers, thus ensuring the traceability of our products.

We have 50,000 hectares of own and associated producers, making Natural Crops the largest company in Bolivia of its sector.

Our production chain has its own equipment and facilities, for different processes; planting, harvesting, cleaning, packaging and storage.

Our production plant has a production capacity of 5 tonnes per hour and count with a 6 cold chambers with temperature and moisture controlled, with storage capacity for 4800 tons.

**Products**  Chia Seeds  
**Countries exporting to**  Korea, Japan, Europe, USA  
**Certification**  ISO 22000, HACCP, Halal, Kosher, Organic Jas, NOB, EU by Ceres
HONEY AND SWEETNERS

Honey and sweeteners are a low-calorie replacement for sugar. Placing honey or sweeteners in products provides it of a sweet taste and automatically changes it into a healthier product. Honey and sweeteners are in great demand since the European consumers are strongly aware of obesity and are trying to combat this. Moreover, the demand for natural sweeteners is increasing since the industry is looking for a new and alternative sweetener that can be used in food products.
Tranex is a 100% Guatemalan company with operations since 1979. For many years we produce and follow the consumers wishes and requirements and play a vital and active role in the alimentary and bakery industry. Our product line has increased considerably year after year. We produce bee honey, maple syrup, glass sugar, baking powder and fine pastry. Food safety is our main interest. We are in the process to be certified FSSC 22.000 by the beginning of 2017. We have a strong quality policy aiming for good service and high quality products. Tranex has been consolidating itself on the market covering the national networks in the food distribution. Recently we have started to export to the USA market, Central America, France, Spain and Panama with a private label.

Products  Honey, icing sugar, baking powder, fondant, Premix (Premezcla).
Countries exporting to  USA, El Salvador, Nicaragua, Honduras, Costa Rica, Panama, France, Spain
Certification  HACCP, BRC, FSC22000 in process

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Agrocolmena

Agrocolmena is a company that produces and commercialises premium honey from coffee plantations, hevea trees, ipomea flowers and multiflora from tropical forests in Guatemala. Our mission is to provide bee products of the highest quality, ensuring total reliability to our customers. Our vision is to be positioned in the national, regional and international market as a multidisciplinary consortium in beekeeping with first class products and services. At Agrocolmena we are dedicated to the production and marketing of products from the hive, nature is our main input. We strive for complete customer satisfaction through products that exceed their expectations. Based on meeting quality objectives according to their physicochemical characteristics, aware of the market dynamics and their increasing demands, our services are provided along the supply chain under high quality standards and professional instructors with updated technical-scientific knowledge.

Products Honey
Countries exporting to EU, Central America
Mieles Joya de Cerén

Mieles Joya de Cerén is a family company from El Salvador. We are a honey producer and exporter. We have over 40 years of experience producing honey, and we have been exporting to Europe and Central America for more than 18 years. Our honey is polyfloral from native tropical flowers of El Salvador, which gives our honey a unique scent, taste and colour. We work continuously to train our suppliers: small and medium beekeepers from our country. For export, our honey meets all the quality and food safety requirements of our customers. ‘When the bees and flowers come together, the honey of Mieles Joya de Cerén appears... We are sweetening the world from El Salvador.’

Products  Honey, cream honey spread, propolis, balsam
Countries exporting to  Germany, Spain, France, Italy, Netherlands, Costa Rica
Certification  HACCP
VAPE MIEL

VAPE MIEL has been exporting natural bee’s honey from Central America for over 30 years. Our world class product continues to be in demand. It benefits from a strong taste and deep aroma thanks to a collection of wild forest flowers along rolling volcanic hills. We offer a fitted product for industrial and commercial applications in bulk or retail/private label. Our interest is in developing other exports from our country. El Salvador, has allowed us to offer a beehive product such as propolis along with the natural food-pharma additive balsam or balsam of Peru.

**Products**  Honey, cream honey spread, propolis, balsam

**Countries exporting to**  France, Germany, Spain, Costa Rica

**Certification**  HACCP

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SPICES AND HERBS

CBI’s spices and herbs sector includes various companies worldwide that offer a diverse selection of products. Because the companies in this sector come from all over the world, they can offer spices such as cardamom, vanilla, nutmeg and cinnamon which are native in their respective areas. Due to the variety of products, these companies present interesting products which are not grown in Europe. These products are especially interesting due to the movement towards exotic cuisines.
Cafinter

Cafinter is a second generation family business established in 1990. The two generations have some 30 years combined experience in the cultivation, selection and export of quality spices and seeds from Guatemala to discerning buyers across the globe. Working in conjunction with many of the indigenous communities throughout Guatemala and with the integration of our technology and machinery we are able to guarantee the highest quality there is to offer, supported by our dedicated customer service. These communities depend on agriculture, so we work together to support their innovating process so they can practice sustainable agriculture. Through sustainable production they can become highly productive and specialised communities. We hope that by embracing the organic concept our growers can enjoy the benefits of earning a bonus over and above that available for conventional material. Grown and gathered in the rainforests and mountains of our beautiful country, we offer many different spices with the best quality and attention to every stage in the supply chain. We welcome your interest and hope we can be of service to your company in the very near future.

Products  Cardamom, annatto Seeds, allspice, ramon nuts, cassava, turmeric
Countries exporting to  Germany, Canada, Netherlands, Philippines, US, Middle East
Certification  USDA Organic and Kosher

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Rivexport, S.A. / Spicex, S.A.

Rivexport, S.A./Spicex, S.A. is a member of the Chamber of Commerce of Guatemala, Cardamom Exporters Association of Guatemala and the Non-Traditional Products Exporters Association “AGEXPRONT”. For exports or in transit in the USA, our company is registered with FDA authority. The cardamom operation is now in its 15 year of successful activity and we have recently made a significant investment in upgrading our cleaning and packing facilities in Cobán and Guatemala City. We have secured GMP accreditation and are in consultation stage to secure HACCP certification for all our products. Our processing plants reclassify our cardamom offering premium and selected qualities carefully selected by size and colour.

Our cardamom is 100 % natural, healthy and an ecological product licensed by the Guatemalan Agricultural Ministry. As a second generation business we pride ourselves in working with and supporting indigenous peoples in the highlands of Guatemala and consider their health and wellbeing as an integral part of our business success.

Products  Cardamom, all spice, annatto seeds and dry lemon
Countries exporting to  Europe, United States, Israel
Certification  FDA and Certificate of Good Agricultural and Manufacturing Practices and HACCP in process
Minex International

Since 1977, Minex International caters in the fields of processing, manufacturing, packaging and exporting of salt products. We believe in quality, honesty and appropriate outputs, pleasing the needs of our customers. A purposely built large production unit and deep-rooted links with salt producing areas enables us to process and manufacture salt products that match international product standards. Minex International is member of the Karachi Chamber of Commerce & Industry (KCCI), Private Label Manufacturers Association (PLMA) and Pakistan Mineral Development Cooperation (PMDC).

**Products**  Natural pink salt (fine, coarse, chunk, extra fine), natural white salt (fine, coarse), black salt (fine, coarse, extra fine)

**Countries exporting to**  Germany, Austria, Belgium, France, Italy, Netherlands, UK

**Certification**  Halal
Mitra Kerinci

Mitra Kerinci is an integrated tea plantation and processing factory. We are located in South Solok, West Sumatra, Indonesia and mainly produce green and black tea. We also produce specialty tea like white tea, red sinensis and green sinensis. We have 2.025 acres of tea plantation with a production of 4.8 million kg’s of tea production per year. Our capacity for green tea is 70 ton fresh leaves per day and 25 ton fresh leaves for black tea per day, making us the largest green tea factory in south east Asia. Our tea has unique midland characteristics with strong colour and taste as well as quick brewing. Located in the unique topography of West Sumatra, our tea products have 19% tannin content; the highest tannin compared to other tea plantations in Indonesia. In addition to our export, we are the market leader for ready-to-drink material products in Indonesia (LIKI brand).

Products  Green tea with 12BN grades (0902), black tea with flowery pekoe grade (FPEKO) (0902), red sinensis with sun dried sinensis tea (0902), green sinensis with sun dried sinensis tea (0902) and first leave bud (silver needle) tea (0902)
Countries exporting to  Morocco, Taiwan, France, Netherlands
Certification  No certificates
Zaiqa Food Industries began its operations in 1996 as a spice processing company, and later diversified into various food products. Today, our products are part of thousands of kitchens worldwide with the brands of ZAIQA & TOOBA, our pride and joy of the company. Since the beginning, we have been focused to produce top quality food products for our consumer. By implementing total quality management in our production system and business practices, we ensure the finest produce. Next to our certified quality standards, we follow the ASTA standards for raw material acceptance and cleanliness criteria for single plain spices.

Products  Spice mixes (biryani range, curry range, BBQ range & vegetable spice mix range), plain spices (chilli, turmeric, coriander, cumin etc.) cooking paste (ginger / garlic paste), sauces (green chilli, mint, coriander etc.), fried onion, vermicelli

Countries exporting to  USA, UK, KSA, Australia, Canada, South Africa, Kuwait, Bahrain, Sri Lanka, UAE

Certification  ISO22000:2005, HALAL and BRC
The companies participating in the programmes within the Processed Fruit & Vegetables and Edible Nuts sector offer products made from pitahaya, coconut, pineapple, hibiscus flower, baobab and much more. From these delicious fruits and vegetables, products ranging from exotic fruit purees and fruit juices to coconut oil are made. Furthermore, most of the companies strive for organic and sustainable production of their products aiming to produce the best available products on the market. As such, these companies offer exclusive and exotic products from Nicaragua to The Philippines and Senegal, and bring something new to the European market.
Since 2006, Burke Agro de Nicaragua, S.A. has specialised in transforming tropical fruit into high-quality natural juices, purees, dried ingredients, and snacks. Burke Agro offers a variety of tropical fruit, but focuses on organic and fair trade pitahaya, mango, pineapple, passion fruit, banana, and cashews from Nicaragua. The company provides unmatched traceability and transparency by sourcing, processing, and exporting all of its products. To achieve this goal, Burke Agro has built long-term relationships with selected growers and pioneers socially and environmentally responsible business practices. Burke Agro supplies to the ingredient, beverage, and natural food industries. With an emphasis on customer satisfaction, Burke Agro offers turnkey manufacturing solutions such as private label, co-packing, and more.

Products  All natural, solar dried organic fruits and cashews; Frozen fruit purees and juices; Organic fruit powder
Countries exporting to  USA, Switzerland, UK, Brazil
Certification  USDA Organic, Earth Kosher, EU Organic, Fair Trade, Vegan Verified, Non-GMO Project
CocoPlus Aquarian Development Corporation

Established in 2005, CocoPlus Aquarian Development Corporation manufactures organic Virgin Coconut Oil, known to be the healthiest dietary oil on earth. The company is capable of producing at least an average of 5000-8000 litres per month using fresh wet centrifuge method. This type of method produces the best quality virgin coconut oil. The manufacturing plant is located south of Manila, the province of San Pablo, Laguna where coconut trees are abundant. At CocoPlus our primary concern is the health of the consumers. In order to ensure freshness and quality the organic virgin coconut oil is processed under strict quality standards. In 2006, Cocoplus captured the interest of the international market and had its first export venture in the Kingdom of Saudi Arabia and Nigeria. The following year the Japanese market saw the numerous health benefits and the potential of VCO, that same year the Cocoplus virgin coconut oil was the first VCO brand registered under the Ministry of Health in Japan. With this vast experience in the export world, CocoPlus guarantees that you get only the best VCO product there is, at world class standards. At Cocoplus, there is nothing healthier and there is nothing more beautiful than what is natural!

Products  Virgin coconut oil
Countries exporting to  Japan, Australia
Certification  Organic (EU, USDA, JAS)

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Fruitales

Processed fruits and vegetables from Senegal. For over a decade, Fruitales has been selecting the best of what nature offers locally to create a range of products bursting with authentic flavours. Hot pepper purées, hot pepper sauces (classic, mango, lime), jams (hibiscus flower, baobab fruit, mango, ginger), syrups (hibiscus flower, tamarind, lime, ginger, kinkeliba), hibiscus leaves purée, dried hibiscus flowers (karkadé), herbal tea and more.

Products  Hot pepper purées (classic or with ginger), Hot pepper sauce (classic, with mango, or with lime), Jams (hibiscus flower, baobab fruit, mango) and ginger jelly, Syrups (hibiscus flower, tamarind, lime, ginger, kinkeliba), Hibiscus leaves purée, Madd (Saba senegalensis), Dried hibiscus flowers (red or white), Baobab fruit and Kinkeliba leaves

Countries exporting to  Germany, Austria, France, Netherlands, United States

Certification  Ecocert for select products (dried hibiscus flowers)
Kokoby Food Processing

Kokoby Food Processing Company Limited was incorporated under the Companies Code 1963 (ACT 179) as a limited liability company, on the 3rd day of September 2007. We produce tropical fruit purees for industrial and commercial use. We also produce fruit juice blends and mineral water for the consumer market. We specialise in producing top quality products. We have invested in infrastructure that, from the onset, was geared towards producing products that would exceed international standards. We believe that quality matters, the reason for our relentless efforts to produce top quality fruit purees. Our raw materials are supplied by Global Gap Certified farms. This ensures that our products are free from excessive pesticide use. Our agronomists ensure we are getting the best raw material by conducting regular visits to our suppliers’ farms.

**Products**  Fruit purees and fruit juices  
**Countries exporting to**  Senegal, Sierra Leone, Burkina Faso  
**Certification**  ISO 9001 : 2008
KF Nutrifoods

KF NUTRI FOODS INTERNATIONAL manufactures and exports high and consistent quality products since 2008. Our product line consists of the following: banana chips, desiccated coconut, virgin coconut oil, coconut milk, coconut water, granulated coconut charcoal, coconut charcoal briquettes, coconut fiber, coconut peat. Our export markets are the USA and Asian and European countries. Our company is HACCP and Kosher certified.

Products  Banana chips, desiccated coconut, virgin coconut oil, coconut milk, coconut water, coconut juice, coconut fiber, coconut peat, coconut shell charcoal, coconut charcoal briquettes
Countries exporting to  Germany, China, South Korea, Japan, Netherlands
Certification  HACCP, Kosher

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Viet Ha Cashew Import Export JSC., is a member of HAPRO group. We are professional manufacturers and exporters in Vietnamese cashew industry. Annually, we export 300 FCL cashew kernels of all kinds. Our products’ quality and food safety are managed and controlled in accordance with ISO 22000: 2005, HACCP, BRC issue 7 Grade A. Our main markets are the countries in Europe, America and Australia. Besides, we also supply products to the markets requiring the certificates of Halal and Fair Trade. Our products are manufactured under AFI 1999, AFI 2012 specifications and any of your further quality requirements. We have the traceability system of products; if you detect any products’ defect caused by us, we will bear the costs of remedy actions, product recall and replace the other shipment immediately.

**Products**  Cashew kernels of all kinds  
**Countries exporting to**  USA, Netherlands, Sweden, Switzerland, UK, Germany, Poland, France, Australia, New Zealand, Thailand and China  
**Certification**  ISO 22000:2005, HACCP, BRC ISSUE 7, Fairtrade, Halal

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**NaFoods Group JSC**

Na Foods Group JSC., is among the leading fruit and vegetable growers and processors in Vietnam, specialising in fruit juice, NFC, puree, concentrate and IQF. The biggest items are passionfruit, gac fruit, soursop, dragon fruit and calamansi. Founded in 1995 and located in North Vietnam, our factory is certificated by SGF, BRC, Kosher, Halal, ISO. We sell to food companies throughout the world. Our team works with some of the world’s largest agricultural conglomerates and distributors to deliver local grown produce to global clients on par with international standards. We have experience sourcing with over 30 different fruits and vegetables, and capacity to process 200 metric tons of raw materials per day.

**Products**  
Fruit and vegetable juices and purees

**Countries exporting to**  
New Zealand, Malaysia, Singapore, Canada, Israel, Puerto Rico, Senegal, Philippines, Jamaica, Indonesia

**Certification**  
BRC, SGF, ISO 22000, Kosher, Halal.

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- **Location**: Vinh City, Vietnam
Yuasa Food

YUASA FOOD BERKAH MAKMUR (YF), established in 2001, is active in the production of processed carica (yellow mountain papaya) and in many kinds of final products such as cocktails, juice, syrup, and sweets, packed in glass jars and plastics pouches. Carica is a unique fruit, produced only in Dieng Highlands, a beautiful place known as one of the tourism destinations in Indonesia, which has a traditional culture, specific soil and climate. The factory is located in the Wonosobo, Central Java, Indonesia, close to the Dieng area. Yuasa Food works closely with more than 100 farmers as plasma farm to support the factory production and ensure the sustainable supply of our products. Production capacity is more than 30 MT/month, and HACCP certified. Yuasa Food’s vision is to produce the best carica made from healthy raw materials (free from chemicals) and to be an active social entrepreneur by working with local farmers, to increase their welfare.

Products  Processed carica (yellow mountain papaya) in many kinds of final products such as cocktails, juice, syrup, and sweets, packed in glass jars and plastic pouches.
Countries exporting to -
Certification  IMB, PIRT, HO, SIUP and TDP, PIRT license from Indonesian Health Office, HACCP, Kosher Certificate from Indonesian Ulama Council and Barcode Certificate from GS1, Indonesia

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Zéna Exotic Fruits SARL

ZENA represents reliable, high quality, all natural foods produced by a socially responsible, owned by a family, and run by a woman. We have developed national and international markets by providing authentic, natural, and flavourful products that are 100% African. Each year, the company turns nearly 900 tons of fresh fruit and vegetables into all natural jams, jellies, marmalades, fruit butters, syrups, drinks, nectars and pepper sauces. We are especially proud to be the first company in Senegal to export to the American market under AGOA and to be the first company in Senegal member of the US Chamber of Commerce as well. Thanks to the fruit of its perseverance and commitment, Zena Exotic Fruits has successfully won the national Oscar of quality in Senegal and the European Oscar of quality delivered by the Global Trade Leaders in 2014.

**Products**  Exotic jams, jellies, syrups, drinks, pepper sauces

**Countries exporting to**  Africa, France, Spain, Netherlands, Italy, Switzerland, Germany, UK, USA, Canada, UAE, Japan

**Certification**  ISO 9001 : 2008, FDA registration
GRAINS AND PULSES

Grains and pulses are essential products in any lifestyle. From the more classic rice and noodles to the increasingly popular quinoa, they can be eaten during any meal. With the increasing awareness of the importance of a healthy lifestyle in Europe, quinoa is becoming a staple product for many people. The rice companies have an expertise in different rice varieties such as basmati rice, brown rice, and also rice noodles. The products in the grains and pulses sector are carefully monitored and grown in the fields of Vietnam and Pakistan allowing for the production of products native to their country.
Kanwal Trading Company

Kanwal Trading Company was founded in the year 2000 based on a long history of entrepreneurial spirit over 4 generations. Kanwal’s young and energetic directors are committed to the delivery of the best quality product in a timely fashion and a professional manner. Kanwal has been exporting in bulk to several international markets without compromising on quality. Its professional and efficient deliveries have ousted many of its competitors from the international markets.

Products  Rice (5%, 10%, 15%, 25%, 100% broken, long grain basmati, white rice and parboiled), sesame seeds (hulled and natural), guar seeds, red chili (whole)
Countries exporting to  Bulgaria, China, UAE, Georgia, India, Malaysia, Niger, Nigeria, Singapore, Sri Lanka, Taiwan, Vietnam
Kausar Rice General Mills

Kausar Rice & General Mills, established in 1974, a progressive third-generation family business, specialised in milling, processing and packing of rice for export markets of brown, white, parboiled & steamed rice (basmati & non-basmati varieties). At Kausar, we procure our paddy rice primarily from the river basins of Ravi and Chenab, in the rice-rich plains of the Province of Punjab in Pakistan, to ensure the unique aroma and special taste that makes our rice the most favoured in the world. We value the trust & confidence of our customers by adopting total quality management standards to be the best in the world of graded, polished & sorted grains of rice.

Products  Basmati, non-basmati rice: brown (non-milled), basmati, non-basmati rice: white, parboiled, steam (milled)
Countries exporting to  Croatia, Kuwait, Oman, Saudi Arabia, Turkey, United Arab Emirates, United Kingdom
Certification  ISO 22000:2005

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Lotus Rice

Lotus Rice Company is a manufacturer specialising in premium fragrant rice products. Lotus rice has been exported to more than 20 countries and is a trusted supplier to many food distributors and retailers. Our rich heritage and years of expertise in rice production are present in each step we take to produce the finest grade rice, from seed selection, planting and harvesting, to processing and packaging. We ensure that great care is given to our rice as it travels from our plant to your dinner table. We go one step further by launching LOTUS Rice brand to the world market. Cultivated with care, passion and dedication in the best environment of the Mekong Delta and processed using modern processing lines and the most advanced colour sortexed machine, LOTUS Rice represents the best, superior quality rice in Vietnam.

Products  premium jasmine fragrant rice, superior sushi rice, premium long grain white rice
Countries exporting to  South Africa, Germany, Saudi Arabia, Argentina, Australia, Azerbaijan, Benin, Burkina Faso, Canada, Cape Verde, China, Congo, Ivory Coast, UAE, Russia, France, Ghana, Hong Kong, Iran, Mali, Mauritania, Mayotte, Moldavia, Mongolia, Oman, Qatar, Czech Republic, UK, Singapore, Togo, Turkey, US, New Caledonia
Certification  ISO 22000, HACCP, BRC, KOSHER, FDA
Vifon Joint Stock Company

As a leading manufacturer in the food industry of Vietnam, Vifon Joint Stock Company with the trade mark VIFON has been well known to the consumers in our Vietnam and all over the world. After 50 years of establishment and development, Vifon not only achieves the trust and love of Vietnamese people but also develops export market to 60 countries in the world. VIFON’s products such as instant noodles, instant rice noodles, chili sauces, and soy sauces, are produced under the certified quality management system ISO9001:2008, HACCP, IFS. Production capacity: 200,000 tons annually.

**Products**  Instant noodles, instant rice noodles, instant porridge, instant bean thread, chili sauces, soy sauces, soup powder  
**Countries exporting to**  Over 60 countries worldwide such as: France, Germany, The Netherlands, USA, Russia, Cambodia, Singapore, Thailand, Australia, Canada, and South Africa  
**Certification**  ISO9001:2008, HACCP, IFS, Halal, the IUFoST Global Food Award 2010, 2012

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Short overview of programmes

Bolivia
In the chia sector, we are coaching a group of companies who are considered frontrunners in chia exports. By supporting these frontrunners, we want to give the whole chia supply chain a boost.

Nine chia companies, covering 65% of the current Bolivian production, became ProChia Bolivia. Together they want to assure a sustainable value chain for Bolivian chia. Furthermore, they work together to reach high standards by ensuring high levels in quality and corporate social responsibility.

Central America
The Agro Food Central America programme aims to increase exports from four countries: El Salvador, Honduras, Nicaragua and Guatemala. It covers a wide range of agricultural food products, from coffee, honey and nuts to fresh fruits and vegetables.

Central American countries traditionally export to the region and to North America. To diversify export markets and to benefit from the Association Agreement between Central America and the European Union (ratified in 2012), CBI developed this programme.
Indonesia & Philippines
This programme is aimed at connecting exporters of food ingredients from Indonesia and the Philippines with businesses in the European food industry. The exporters in the Philippines have already developed brands. Our focus here is on helping them get more business in Europe. In Indonesia we are coaching a selected group of small and medium-sized enterprises and we are working with local business support organisations and ministries responsible for export promotion of the sector. Our interventions are primarily focused on export marketing, market intelligence and effective trade fair participation.

Pakistan
The Pakistan programme is aimed at connecting exporters of natural ingredients from Pakistan with European businesses in the food processing, cosmetics – or cosmeceuticals – and pharmaceutical industries. Pakistan has a good range of products. There is a lot of demand in Europe for natural ingredients in different industries. The programme for Natural and Food Ingredients Pakistan aims especially at enabling Pakistan’s small to medium-sized enterprises to enter the European market. Many of the products these companies sell are unique to Pakistan. Together they make up a broad offer that is interesting to European buyers.
**Vietnam**
The Vietnam programme is aimed at connecting exporters of food ingredients from Vietnam with businesses in the European food industry. There is a lot of demand in Europe for food ingredients. In this programme we have producers of cashew nuts, fruit juices, and noodles and many other products. In Vietnam we are working on branding the food ingredients sector as a whole. For instance, we are assisting with the development of a sector export marketing plan.

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**Africa**
This programme covers five West African countries: Benin, Burkina Faso, Ghana, Mali and Senegal. Our goal is to help producers and exporters of natural ingredients in these countries establish sustainable trade relations with European importers.

Many of the ingredients we are working with are unique to West Africa. For example, the companies produce exotic fruit juices and purees, herbal teas, and syrups. This means the companies selling these products can have a strong competitive position on the European market.

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Indonesia, Pakistan, The Philippines

1. Kausar Rice & General Mills
2. El Wadi Export and Import
3. Yuasa Food
4. Zaiqa Food Industries
5. KF Nutri Foods International
6. Cocoplus Aquarian Development Corporation
7. Mitra Kirinci – Liki Tea
8. Kanwal Trading Company Pvt Ltd
9. Edao International Trading
10. Minex International

Stand: 8 H 002

Fine Foods from Central America

1. Industrias Helios
2. CBI Information Desk
3. Cafinter
4. Excard
5. CAC Trading
Stand: 8 A 069

ProChia Bolivia

1. GCP
2. Goldfoods
3. Granicorp
4. Agrotigre/Andes Harvest
5. Chiacorp
6. Semear
7. Natural Crops
8. Solum

Stand: 5b J 074

Honey from Central America

1. Tranex
2. Agrocolmena
3. VAPE Miel
4. Mieles Joya de Cerén
Stand: 5c E 069

Beverages Nicaragua and West Africa

1. Fruitales
2. Burke Agro
3. Zéna Exotic Fruits SARL
4. Kokoby Food Processing