

Визуализация продукции компании

Красивые изображения продукции/услуг

Должна привлекать внимание!

Наименование компании

Кратная информация(описание на 2-3 строки)

Основная информация о компании

- Объем продаж (руб/валюта)
- Распределение объемов продаж (Россия/другие страны в %)
- Основные продуктовые группы компании



- Логотипы брендов/компаний
- Currently present in:

- Представлены на электронных площадках:
- Портрет основного покупателя:
- Опыт сотрудничества с крупными игроками рынка:
- ✓ Россия: наименование партнера
- ✓ Экспорт: наименование партнера (страна)
- Сертификация

Сильные стороны/Инновации

Выгоды для импортера

- ✓ Производство под СТМ : Да/Нет (условия)



Выгоды для дистрибьюторов и торговых сетей



Основные отличия от действующих конкурентов на рынке?



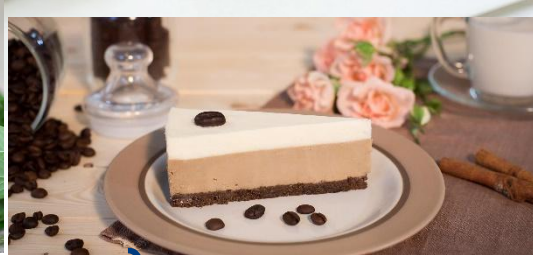
Ограничения по поставкам



Адрес:
Конт.лицо:
Тел.:
Моб.тел:
Email:
web:

Презентация
Каталог
Видео





GURMANOV (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)
 - ✓ 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 №RU Д-РУ.АЯ52.В.02873



Key strengths / Innovation

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

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» (№RE.18.00206 from 21/12/2018 to 20/12/2020; EAC №RU Д-РУ.АЯ52.В.02873).
- ✓ Participant of many Russian and international food exhibitions.



Presentation Catalog



RUSSIAN EXPORT CENTER 2

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*Welcome to the world
of taste and beauty!*

PERONI

PERONI IS A RUSSIAN PRODUCER OF UNIQUE AND INNOVATIVE PRODUCT – HONEY-SOUFFLÉ

General and Financial Information

- Total Sales (RU & International) 1 756 097 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 Om 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.



Presentation

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RUSSIAN
EXPORT CENTER



NEW

Маральник Сибирь
Основан в 1957 году

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 BOTH BEGINNERS 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
 - ✓ Pantohepatogen (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. (Czech Republic)
- Certification: EAC № RU Д-РУ.НО12.В.12355; EAC № RU Д-РУ.НО12.В.12364; EAC № RU Д-РУ.НО12.В.12052; EAC № RU.НA27.В.10591/18



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
- ✓ Pantohepatogen (Dry Maral blood): 700 kg per year / 10000 units per year
- ✓ Raw Honey with Maral Antler Velvet: 2000 units per 1Q
- ✓ Element A, Element B: 10000 units per year, 20000 units per year

Points of differentiation compared with other market players?

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

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