

Fresh and frozen fish from Greece for a balanced Mediterranean diet

Summary

Profile type	Company's country	POD reference
Business Offer	Greece	BOGR20231003012
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Andrii KUTS	3 Oct 2023 2 Oct 2024	3 Oct 2023

General Information

Short summary

A Greek SME specialised in processing and trading fresh and frozen fish is looking for commercial partners (distributors or supermarket chains) in order to import and distribute its products on foreign markets.

Full description

This is a Greek company that began its initial activity as a commercial operation with the trading of all kinds of fresh and frozen fish. More recently, the management decided to expand into the manufacturing and processing of the products it has been trading for decades. The first step for this new activity was the construction, full licensing and commissioning of a fresh and frozen fish processing unit. The facility is housed in an existing property owned by the company, with a surface area of approximately 500 square meters. This new unit has a large range of EU-certified product codes and processing activities such as repackaging freshly-caught fish, frozen fish, and filleting of fish.

Now the company has fully-functioning manufacturing facilities for the filleting of fresh fish (such as bream and sea bass), approved in compliance with the relevant European certification standards.

The client is interested in offering its products to trading partners abroad for the conclusion of commercial agreements, preferably with large distributors or supermarket chains in order to make available its fish products (bream and sea bass fillets).

Advantages and innovations

The company's comparative advantage over the competition is its exceptional knowledge of the raw materials (fish and seafood). This means that it is the only fish processing company in Greece with the capacity and know-how to fillet sea bass and bream. Its staff also have an excellent understanding of the principles of a balanced and healthy Mediterranean diet.

The client is aware of the need for sustainable and responsible production, particularly in recovering and reusing production waste to help the circular economy. Therefore, it is offering its by-products for use in secondary processing, such as the production of fishmeal, fish oils, and other related products.

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

Sustainable Development goals

- **Goal 12: Responsible Consumption and Production**
- **Goal 3: Good Health and Well-being**

Partner Sought

Expected role of the partner

The client is interested in finding a large customer (distributor, chain of super markets, etc.) in order to make available its fish products (bream and sea bass fillets).

It is also keen on finding a customer to purchase the by-products of its filleting process (innards, heads, etc.) for the production of fishmeal, fish oils, and other related products.

The client is willing to consider all types of the possible cooperation within the scope of its business offer.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 11-49**
- **Big company**
- **SME 50 - 249**

Dissemination

Technology keywords

- **08002003 - Safe production methods**

Targeted countries

- **World**

Market keywords

- **007003005 - General food products**

Sector groups involved

- **Agri-Food**

Media

Images



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