

Slovenian Company looking for partners in the confectionery and food industry for high-quality, certified raw materials

Summary

Profile type	Company's country	POD reference
Business request	Slovenia	BRSI20231227019
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement Outsourcing agreement Supplier agreement	• World
Contact Person	Term of validity	Last update
Andrii KUTS	27 Dec 2023 26 Dec 2024	27 Dec 2023

General Information

Short summary

Established in 1992, this Slovenian company is a major supplier in Europe and SIS for cocoa powder, butter, and beans from Asia and Africa.

Full description

The Slovenian company, established in 1992, has emerged as a significant supplier in the European and SIS markets for cocoa powder, cocoa butter, its substitute "lauric", desiccated coconut, and cocoa and coffee beans from Malaysia, Indonesia, India, and Madagascar.

This subsidiary supplies various products, including desiccated coconut, cocoa powder, and cocoa butter, all certified with HACCP, ISO, and FSSC22000. The company collaborates with the top ten largest European cocoa product manufacturers like Cargill and Barry Callebaut, ensuring a wide reach in the market.

Furthermore, it serves as the official representative for Ukrainian producers of sugar, sunflower oil, margarine, sweeteners, and pectins, establishing itself as a reliable partner for Ukrainian products in Slovenia. Based in Ljubljana, the company is committed to supplying premium quality confectionery raw materials at competitive prices, focusing on customer satisfaction and market demands.

Advantages and innovations

As a reliable representative of Ukrainian producers in the EU market, the company excels in integrating Eastern European production capabilities with the diverse needs of the European consumer base. Their position facilitates access to high-quality Ukrainian products, ensuring compliance with stringent EU standards. With a keen understanding of both Ukrainian production and EU market trends, they innovate and adapt to evolving consumer demands. Their focus on sourcing a wide range of quality products aligns with EU expectations for safety and sustainability. This strategic role enhances cross-border trade relations, contributing to a more integrated European market. Committed to quality and customer satisfaction, they play a key role in the supply chain, offering innovative solutions for the EU market's changing needs.

Technical specification or expertise sought

The company emphasizes the need for proficiency in delivering premium quality confectionery raw materials at competitive prices in the European market.

Stage of development

Already on the market

IPR Status

No IPR applied

Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 12: Responsible Consumption and Production**

Partner Sought

Expected role of the partner

Ideal partners include businesses in the confectionery, ice-cream, chocolate, and glaze industries, looking for reliable sources of cocoa powder, cocoa butter, lauric cocoa butter substitute, desiccated coconut, and tropical fats. They would benefit from engaging with partners who require consistent, high-quality raw materials certified by HACCP, ISO, and FSSC22000.

The company is also interested in partners who value strong supply chain relationships, as evidenced by their partnerships with some of the largest European cocoa product producers and Ukrainian producers of sugar, sunflower oil, margarines, sweeteners, pectins, and more. They are looking to collaborate with businesses that seek a reliable supplier of these products in Slovenia and potentially in broader European markets.

Moreover, partners who are open to engaging with a company that combines a deep understanding of traditional confectionery raw materials with a modern business approach would be ideal. The company's philosophy of offering premium quality at reasonable prices makes them a suitable match for businesses seeking cost-effective yet high-quality ingredient solutions.

In essence, the company aims to form mutually beneficial partnerships with businesses that share a commitment to quality, reliability, and value in the confectionery and food production sectors.

Type of partnership

Commercial agreement

Outsourcing agreement

Supplier agreement

Type and size of the partner

• **SME 50 - 249**

• **SME 11-49**

Dissemination

Technology keywords

- **08001004 - Food Processing**
- **08001002 - Food Additives/Ingredients/Functional Food**
- **08001003 - Food Packaging / Handling**
- **08001005 - Food Technology**

Targeted countries

- **World**

Market keywords

- **09005 - Agriculture, Forestry, Fishing, Animal Husbandry & Related Products**

Sector groups involved

- **Agri-Food**