

14 Απριλίου 2025

Επιχειρηματικές ευκαιρίες για τοπικές εταιρείες τροφίμων και ποτών

Το Κυπριακό Εμπορικό και Βιομηχανικό Επιμελητήριο (ΚΕΒΕ), υπό την ιδιότητά του ως εθνικός συντονιστής του Δικτύου Enterprise Europe Network (EEN Cyprus) και ενεργό μέλος της Τομεακής Ομάδας Αγροδιατροφής, θα ήθελε να σας ενημερώσει για την πρόσφατη συμμετοχή του στην έκθεση Salon Gourmets που πραγματοποιήθηκε στη Μαδρίτη της Ισπανίας - μια από τις κορυφαίες εμπορικές εκθέσεις της Ευρώπης για τα premium προϊόντα τροφίμων και ποτών.

Η παρουσία μας σε αυτή τη φημισμένη διεθνή έκθεση μας επέτρεψε να εξερευνήσουμε τις τελευταίες τάσεις της αγοράς, να εντοπίσουμε καινοτόμα προϊόντα και να δημιουργήσουμε άμεσες συνδέσεις με διεθνείς αγοραστές, διανομείς και επαγγελματίες του κλάδου που αναζητούν νέες συνεργασίες και ποιοτικές προσφορές από την περιοχή της Μεσογείου.

Με στόχο την ενίσχυση της εξωστρέφειας και της συνεργασίας, ενθαρρύνουμε τις Κυπριακές επιχειρήσεις του κλάδου τροφίμων και ποτών να αξιοποιήσουν τις νέες επιχειρηματικές ευκαιρίες που ανέδειξε αυτή η πρωτοβουλία. **Ακολουθούν προτάσεις συνεργασίας για εισαγωγές και εξαγωγές προϊόντων, οι οποίες μπορούν να αποτελέσουν τη βάση για νέες, δυναμικές συνεργασίες.**

Οι ενδιαφερόμενες εταιρείες μπορούν να έρθουν σε επαφή μαζί μας για να λάβουν περισσότερες λεπτομέρειες και να εκφράσουν το ενδιαφέρον τους για πιθανές συνεργασίες με εταίρους στο εξωτερικό. Μπορείτε να επικοινωνήσετε με το EEN Κύπρου στο eency@ccci.org.cy ή τηλεφωνικά στο 22889 769/49.

Με εκτίμηση,

Σώτη Χρίστου
Λειτουργός ΚΕΒΕ
Τμήμα Ευρωπαϊκών Θεμάτων και Προγραμμάτων
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14 April 2025

Business Opportunities for Local Food & Beverage Companies

The Cyprus Chamber of Commerce and Industry (CCCI), in its capacity as the national coordinator of the Enterprise Europe Network (EEN Cyprus) and an active member of the Agrifood Sector Group, is pleased to inform you of its recent participation in the Salon Gourmets Fair held in Madrid, Spain – one of Europe’s leading trade fairs for premium food and beverage products.

Our presence at this renowned international exhibition allowed us to explore the latest market trends, identify innovative products, and establish direct connections with international buyers, distributors, and industry professionals seeking new collaborations and quality offerings from the Mediterranean region.

With the aim of encouraging cross-border engagement and fostering collaboration, we encourage Cypriot businesses in the food and beverage sector to take advantage of the new business opportunities highlighted by this initiative.

Below, you will find collaboration proposals for the import and export of products, which can serve as a foundation for new and dynamic partnerships.

Interested companies are encouraged to get in touch with us to receive more details, express their interest in potential collaborations, or request support in connecting with partners abroad. You may reach EEN Cyprus at eency@ccci.org.cy or via phone on 22889 769/49.

We remain at your disposal for any further assistance and look forward to helping your business expand into international markets

Yours faithfully,

Soti Christou
CCCI Officer
Department of European Affairs & Programmes
Tel. 22889769, s.christou@ccci.org.cy
<https://een.ec.europa.eu>

14 April 2025

Are you a manufacturer and looking to export in the EU?

The below business opportunities are for you

Country of origin: Belgium

The Belgian company is searching for a **producer who can create a nut bar** according to the following specifications:

Requirements:

- **No honey, agave, or any sugar-based binders or coatings**
- The bar must consist **only of nuts, seeds, and cocoa butter as the binding agent**
- **Production must take place in Europe**

A recipe is available and can be shared with the producer

A **Belgian, independent family business** specializing in B2B wholesale and delivery of sweets, snacks, and drinks.

They are continuously looking for **new, unique, and high-quality sweet products** to expand their assortment.

- Innovative sweets, chocolates, biscuits, candy bars, and snacks
- Distinctive products with market potential in Belgium

Country of Origin: Denmark

Danish food tech startup is looking for a **chocolate co-manufacturer** with the ability to produce traditional chocolate B2B formats from alternative ingredients (instead of cacao and cacao butter).

Weekly production volume: 500 kg - 1 ton +

Allergens: Manufacturer needs to be able to handle a product containing gluten
Confidentiality: Manufacturer needs to be willing to sign NDA
Storage: Offers storage of pre-processed ingredients and finished product
Distribution: Can ship directly to our customers if need be

A **Danish** food ingredients company that develops savory flavor solutions from upcycled raw materials.

The company is looking for:

Organic side streams, larger supply needed:

Apple Ingredient, Chicken B wing, Chicken back carcass, Mushrooms Ingredient, Lentil Ingredient, Leek Ingredient, Onion Ingredient

And for new projects:

Fish Ingredient, Plant Proteins (preferred organic - but conventional is also an option)

Country of origin: France

A French company has specialised in manufacturing of liquid food supplements. The SME seeks **manufacturer or provider of natural Chlorophyllin Sodium Magnesium, with a Chlorophyll content of over 95%, in liquid or powder (soluble in water) form.**

Technical Specification:

The product must be free of:

- EtO (ethylene oxide)
- Heavy metals
- PAHs (polycyclic aromatic hydrocarbons)
- Residues of extraction solvents (ethanol, acetones, etc.)
- Pesticides

Vegan certification is required.

Certification available (AB, Iso2000, ISO9001, HACCP, etc.).

A supplier agreement is sought with a long-term partner to provide raw material 75kg per order 3 times a year delivered in France/Brittany including transport.

A **French** sales agent specialising in food distribution is looking for European food producers wishing to offer their products on the exciting French wholesale and retail market.

With privileged contacts with the leading brands on the French market, he offers full assistance from negotiation to delivery, including advice on administration and logistics.

With 10 years of experience in helping foreign companies expand their presence in the **ethnic food sector**, particularly in the **fresh and frozen** categories, he's a true expert.

His goal: To secure regional and national listings by building strong relationships with wholesalers and ensuring distribution to their central warehouses.

Country of origin: Greece

A Greek SME based in Athens, specializes in the production of high-quality products based on organically cultivated aronia berries and other prime-grade fruits. The company is dedicated to health and wellness through nutrition by offering natural juices and smoothies rich in antioxidants, developed through advanced research and strict quality standards. By leveraging its expertise in organic superfoods and premium product offerings, the company aims to increase its export potential, strengthen brand awareness, and form long-term, sustainable business relationships.

The company is seeking suppliers and partners with production processes for organic produce.

Suppliers: Potential partners should have reliable sources of fruit and vegetables rich in vitamins and/or protein that can be delivered fresh for processing as superfoods
Partners with food processing plants: must be able to process fresh organic fruit & vegetables without impairing their health benefits.

- Secret know-how (in case of co-production partners).

The ideal partner should be experienced in the agrifood sector and committed to sustainable and high-quality food production.

A Greek distillery, located in Patras, specializes in production and sale of alcoholic beverages. The company has a long tradition in distillery sector and is looking for partnerships under a commercial agreement.

The company operates as a fully equipped, state-of-the-art spirits laboratory with robust mass production capabilities using the original recipes and traditional techniques since 1893. In 1930, the company was awarded its first official recognition in Brussels, Belgium, receiving the top prize at the International De Enfant Exhibition for the exceptional quality of our Ouzo and Tentoura liqueurs crafted by the founder.

Moreover, the use of 100% natural extracts in its production is recognized as a significant advantage of the distillery. The well-organized complete examination of each bottle being marketed ensures product safety and full compliance with the highest of standards.

The company is also certified to uphold these rigorous standards, holding certifications such as ISO 22000:2018 and FSSC 2200.

Sustainability and Environmental Impact: At the company, sustainability is woven into every step of the process. Beyond the solar-powered operations, the packaging is sourced from recycled materials, which can also be fully recycled after use. This commitment to renewable energy and 100% recyclable packaging underscores the dedication to reducing waste and lowering our environmental impact, all while crafting exceptional spirits responsibly.

Country of Origin: Italy

Italian company, with more than 30 years of experience in producing and commercialising local and **exotic fruit** is looking for suppliers of exotic fruit.

My client is seeking reliable suppliers of exotic fruits to meet the increasing demand for exotic fruit boxes. Products of particular interest are: mango, pineapple, papaya, coconut, passion fruit (maracuja), and other exotic fruits.

Italian company of innovative high quality **frozen foods** gives the possibility to foreign companies in the frozen food industry to enter the Italian retail market.

Choosing this company means finding the right partner to establish the products in the Italian market, because the services this company offers are comprehensive: market analysis, sourcing, product development, marketing and sales strategy (definition of a unique selling proposition), operative sales support (including translation, adaptation of packaging according to Italian and European legal food guidelines), negotiation with

retail buyers, logistics (centralized warehouse for groupage, picking and distribution), promotion (traditional media, online, POS activities, etc.), reporting.

The company's values are innovation, top quality, high standard, passion, and personal business relationship.

Country of origin: UK

The United Kingdom-based company develops innovative, functional seaweed-based ingredients and materials to enhance People Health and Ocean Health.

Through its proprietary green processing technology, the company extracts maximum value from sustainably farmed seaweed to produce high-purity bioactives for health and skincare, superfood ingredients for humans and pets, and innovative materials including, a fully biodegradable seaweed-based ink for packaging and textiles.

The company's business-to-business (B2B) model supplies sustainably sourced, traceable ingredients to help companies meet UN Sustainable Development Goals (SDG) targets and consumer demand. By driving demand for seaweed – a low-resource crop requiring no land, freshwater, or fertilizers – the company supports ocean health, biodiversity, and food security, plus contributes to six UN SDGs.

The company is looking for:

- **Introductions to investors**
- **Introductions to customers/strategic partners** – Introductions across the nutraceutical, cosmeceutical, food, pet food, materials, textiles sectors

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Yours faithfully,

Soti Christou
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Are you involved in the F&B sector and looking to import?

Please check out the below Spanish manufacturers!

Region	Product	Info
CASTILLA LA MANCHA	Olive Oil	<p>Company name: ACEITES VALDEZARZA Web: www.aceitesvaldezarza.com</p> 
CASTILLA LA MANCHA	Olive Oil	<p>Company name: CASAS DE HUALDO Web: https://casasdehualdo.com/</p> 
COMUNIDAD VALENCIANA	Olive Oil	<p>Company name: OLIVAR DEL AZARAQUE S.L Web: http://www.aceitedelcaminodeanibal.com</p> 

<p>CATALUÑA</p>	<p>Olive and seeds oils</p>	<p>Company name: OLIS FAUGES Web: https://www.fauges.com/en/products/olive-oils/</p> 
<p>CATALUÑA</p>	<p>Extra virgin olive oil encapsulation</p>	<p>Company name: CAVIAROLI Web: https://www.caviaroli.com/</p> 
<p>CASTILLA LA MANCHA</p>	<p>Handmade sheep cheese production with DO Manchego</p>	<p>Company name: ARTEQUESO Web: https://www.artequeso.com/</p> 

<p>CASTILLA LA MANCHA</p>	<p>Cheese with DO Manchego</p>	<p>Company name: DEHESA ARDALES Web: https://dehesaardales.com/</p> 
<p>CASTILLA LA MANCHA</p>	<p>Cheese with DO Manchego</p>	<p>Company name: ESPERANZA DEL CASTILLO Web: https://quesosesperanza.com/</p> 
<p>ISLAS BALEARES</p>	<p>Cheese with DOP Mahón Menorca</p>	<p>Company name: FORMATGES LA PAYESA MENORCA, S.L. Web: http://www.quesoslapayesa.com</p> 

<p>CASTILLA LA MANCHA</p>	<p>Fine pork meat products</p>	<p>Company name: CARNICAS 7 HERMANOS Web: https://www.7hermanos.com/</p> 
<p>CASTILLA LA MANCHA</p>	<p>Serrano and Iberian hams production</p>	<p>Company name: JAMONES EL CHATO Web: http://www.jamonserranoelchato.com</p> 
<p>CASTILLA LA MANCHA</p>	<p>Serrano and Iberian hams production and sausages</p>	<p>Company name: MIGUEL ESPAÑA E HIJOS Web: https://espanahijos.com/</p> 

<p>COMUNIDAD VALENCIANA</p>	<p>Canned tomato vegetable</p>	<p>Company name: ESTILO KIKI Web: https://estilokiki.com/</p> 
<p>CASTILLA LA MANCHA</p>	<p>Fish semi-preserved (Anchovies, smoked sardines, salmon, cod etc)</p>	<p>Company name: KIELE Web: https://www.kiele.es/</p> 
<p>COMUNIDAD VALENCIANA</p>	<p>High quality fish and seafood</p>	<p>Company name: ATCCIO MAR Web: http://www.atcciomar.com</p> 

<p>CATALUÑA</p>	<p>Bluefin tuna</p>	<p>Company name: BELLFEGÓ Web: https://balfego.com/fr/</p> 
<p>COMUNIDAD VALENCIANA</p>	<p>Tiger nut</p>	<p>Company name: CHUFAS BOU Web: http://www.chufasbou.com</p> 
<p>COMUNIDAD VALENCIANA</p>	<p>Organic walnuts</p>	<p>Company name: LA COTIZADA Web: http://www.lacotizada.com</p> 

<p>COMUNIDAD VALENCIANA</p>	<p>Iced snacks</p>	<p>Company name: NOKU MOCHI Web: http://www.nokumochi.com</p> 
<p>GALICIA</p>	<p>Organic and dehydrated seaweed and products made with seaweed</p>	<p>Company name: ALGAS ATLANTICAS ALTAMAR Web: http://www.mardeardora.es</p> 
<p>GALICIA</p>	<p>Canned: tuna, mussels, squid, razor clams, scallops, octopus, cockles, clams, etc.</p>	<p>Company name: CONSERVAS LA BRUJULA Web: https://conservaslabrujula.com/</p> 

<p>GALICIA</p>	<p>Gourmet fish and seafood preserves</p>	<p>Company name: CONSERVAS RAMON PEÑA Web: https://conservasramonpena.com/</p> 
<p>COMUNIDAD VALENCIANA</p>	<p>Homemade jams and bakery products</p>	<p>Company name: PRODUCTOS ANTICH Web: http://www.productosantich.com</p> 
<p>COMUNIDAD VALENCIANA</p>	<p>Rice</p>	<p>Company name: TARTANA FOODS Web: https://ricetartana.com/</p> 

<p>COMUNIDAD VALENCIANA</p>	<p>Roasting, packaging and distribution of coffee</p>	<p>Company name: CAFES GRANELL Web: https://cafesgranell.es/es/</p> 
<p>CASTILA LA MANCHA</p>	<p>Tinto de Verano, sangría and other wine derivatives</p>	<p>Company name: SANDEVID Web: https://sandevid.com/</p> 
<p>CASTILLA LA MANCHA</p>	<p>Wines production and aging</p>	<p>Company name: BODEGAS BARREDA Web: https://www.bodegas-barreda.com/</p> 

<p>COMUNIDAD VALENCIANA</p>	<p>Wine</p>	<p>Company name: BODEGAS SENTENCIA Web: http://www.bodegassentencia.com</p> 
<p>COMUNIDAD VALENCIANA</p>	<p>Wines</p>	<p>Company name: BODEGA VIÑAS DEL PORTILLO Web: http://www.canasybarro.com</p> 
<p>CATALUÑA</p>	<p>Sparkling Wines</p>	<p>Company name: GRAMONA Web: https://gramona.com/</p> 