Retail Sector
Virtual B2B Event
14 – 25 JUNE 2021

DISCOVER THE RETAIL SECTOR PRODUCT POTENTIAL OF DEVELOPING AND EMERGING COUNTRIES

IPD presents selected exporters from Colombia, Ecuador, Ethiopia, and Sri Lanka.

MEET NEW SUPPLIERS VIRTUALLY.
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Import Promotion Desk (IPD) – Cost- and risk-optimised sourcing from new markets

Despite the postponement of the PLMA trade fair in Amsterdam, IPD continues to give European importers the opportunity to get to know new trading partners. With the Virtual B2B Event “Retail Sector” IPD provides a perfect alternative for importers to establish contacts with reliable exporters producing for the retail sector.

IPD presents 8 selected companies from Colombia, Ethiopia, Ecuador and Sri Lanka, offering a wide range of natural ingredients such as processed hot peppers, fruit pulps, avocado and coconut products, quinoa baking mixes, teff pasta and many more.

IPD is the German initiative for import promotion that connects European importers with these carefully evaluated exporters. Our goal is the sustainable and well-structured import promotion of special products from selected developing countries and emerging markets – under compliance with high quality, social and environmental standards.

We introduce exporters from our partner countries to the EU market and assist them in setting up trading relations. For European importers we open up new supply markets in the partner countries and support them in the complex purchasing process.

Reduce your initiation, negotiation and control costs with IPD.

We have the contacts, information and communication channels to your new suppliers.
Our services for you are neutral and free of charge.

All IPD companies were carefully selected and prepared by IPD to start exporting to the European market.

On the following pages you will find detailed information about our exporters. We establish direct contact to these new suppliers and organise online b2b meetings!

Get in touch with us!

IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organisation and partner of German business. We are funded by the Federal Ministry for Economic Cooperation and Development (BMZ).

More information about IPD and our individual services at www.importpromotiondesk.de
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ANABANA is a company located in the heart of Colombia specialized in growing and processing soursop fruit (Guanabana), using environmental and socially responsible practices. Because they grow and process all their own products, they have full traceability and control. Today there is a team of 75 people, motivated and committed to meet and exceed the expectations of their customers from the seed to the final product. ANABANA wants their customers to enjoy the healthy properties and bring Guanabana flavour directly to the consumer in a wide range of products.

Guanabana is a tropical fruit that has a well-balanced flavour, both sweet and acid, ranging between pineapple and strawberry. It has been championed for its wide-ranging health benefits, it is a powerful antioxidant, and it is also a great source of vitamin C and fibre. Guanabana is mostly used for juices, smoothies, ice creams, dairy products and baked goods.

PRODUCTS & QUANTITIES PER YEAR
Total production capacity of 300t per year in following presentations
+ Guanabana aseptic puree / 100g
+ Guanabana juice drink / 330ml
+ Pitted Guanabana chunks / 200g and 450g
+ Guanabana Powder / 250g
+ Frozen Guanabana Slice / 330g

CERTIFICATIONS
+ GLOBALG.A.P. (Crop for Processing)
+ FSA (Farm Sustainable Assessment)
+ KOSHER

SOURCE OF RAW MATERIAL
+ Anabana’s own farm
Productos del Campo
San Gregorio

Since 2003, San Gregorio has offered innovative products, based on tropical fruits, that are tailor-made to meet the customers’ needs. Their products are easy to use and they guarantee permanent stocks. Principal customers are restaurants and industry.

The staff are dedicated people who are willing to learn. Around 40% of the staff at their processing plant have some kind of disability.

San Gregorio adheres to clean agriculture principles in their work on the crops where their fruit comes from, thus lessening the environmental impact of their activities. They forge long-term relations with their suppliers, based on principles of trust, sustainability and fair purchase prices.

PRODUCTS & QUANTITIES PER YEAR
+ Avocado products (High Pressure Processing (HPP)) / 960 t
+ Fruit pulps (e.g. mango, feijoa, lulo, passion fruit, soursop, golden berry) / 720 t
+ Frozen fruit pulp blends / 240 t
+ Coconut lemonade / 540 t

CERTIFICATIONS
+ HACCP
+ GMP
+ KOSHER
+ FSSC22000

SOURCE OF RAW MATERIAL
+ Small farmers, many of them members of cooperatives and applying Good Agricultural Practices
Uchu Spice

We know you care about where your ingredients come from – we do, too. With 35 years of experience, advanced manufacturing techniques, and state-of-the-art facilities, Uchu Spice have mastered the art of growing, producing, and processing a wide array of chili pepper varieties. They work with hundreds of independent smallholder farmers across Ecuador and Peru to successfully export the highest-quality processed specialty hot peppers in the market. They are hot pepper experts who strive to provide their clients with the most unique and flavorful combinations to spice up their businesses! Uchu Spice offers various hot peppers in powder, flake, smoke, brined, mash and puree form to spicy food creators around the world. Although they believe their product’s quality and diversity is unparalleled, their entrepreneurial roots and spirit are still alive and active. Uchu Spice looks forward to connecting with importers, and if what they offer is not what you were looking for, reach out to them anyway – they love challenges that trigger their imagination and give them a reason to create something new!

PRODUCTS & QUANTITIES PER YEAR

+ Over 2,000,000 kg of fresh hot peppers processed in 2020 into dry and wet ingredients

CERTIFICATIONS

+ FSSC 22000
+ KOSHER

SOURCE OF RAW MATERIAL

+ From over 500 independent small holder farmers in Peru and Ecuador
Quinoa Cotopaxi was founded in 2014. The company is the result of over 100 years of hard work, effort, and passion of a family dedicated to agriculture. The company grows its own quinoa to assure high-quality raw materials under the best agricultural practices. Quinoa Cotopaxi cares about social commitment and supports two projects with indigenous groups in Ecuador. The company teaches indigenous women agricultural practices that help them obtain profits from their crops. They also support the project “Yachay Kawsay”, a Saraguro bilingual indigenous school in the South of Ecuador and the IMA foundation to support education for people with down syndrome.

Quinoa Cotopaxi creates products that are gluten-free and dairy free made with quinoa, under the best standards. By using quinoa, the golden grain of the Incas, the company provides high protein and 100% natural ingredients in each product. Quinoa Cotopaxi produces its own brand as well as under white label.

**PRODUCTS & QUANTITIES PER YEAR**
- Quinoa in grain (Total capacity of 300 t)
- Quinoa baking mixes (banana cake mix, brownie mix, cupcake mix)
- Quinoa blend with dried vegetables, herbs and spices (Tomato, Red pepper, Mushroom)

**CERTIFICATIONS**
- BRC Start
- HACCP

**SOURCE OF RAW MATERIAL**
- Own quinoa cultivation
- Other materials from certified providers

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Lovegrass Ethiopia is on a mission to share the benefits of Ethiopian teff with the world. In doing so they will ensure a fair market for the Ethiopian farmers whose age-old farming techniques have remained unchanged for millennia.

Teff is an extremely versatile grain native to Ethiopia and Eritrea. Its flour can be used in a wide variety of recipes and food products including our most exciting innovation yet: 100% Teff Pasta! Teff is a nutritional powerhouse – it is naturally gluten free and contains prebiotics, essential amino acids, low GI carbs, and is a good source of protein, calcium & iron. In 2018, Lovegrass has proudly announced to now share their range of teff based food products with the global market.

PRODUCTS & QUANTITIES PER YEAR

+ Ethiopian teff and teff based products / 5,000 mt
+ Oil seeds and pulses, sesame, niger seeds, linseeds, etc. / up to 10,000 mt
+ Soya and soya-based products

CERTIFICATIONS

+ ORGANIC EU
+ FAIRTRADE
+ HACCP

SOURCE OF RAW MATERIAL

+ From own farm and small to medium scale farmers
The Ceyshine Corporation is a pioneering supply company known for its world-class R&D and OEM manufacturing capabilities. Their mission is to deliver affordable, safe and high-quality spices, food ingredients, essential oils and colorings that help companies prevail over their businesses.

They are supporting 6700 farmers through our farmer cluster program promoting sustainable organic cultivation in Sri Lanka.

The Ceyshine Corporation has been utilizing novel value added GREEN technologies in an ultra modern 4-acre facility in Southern Sri Lanka. Their product portfolio has 70 natural ingredients. They do not use additives, chemicals or preservatives in any of their products.

PRODUCTS & QUANTITIES PER YEAR
+ Food ingredients from plants / 20 t
+ Cinnamon bark & essential oils / 4 t
+ Natural fruit extracts / 80 t
+ Natural food colorings / 20 t
+ Aroma fragrance flower oils / 10 t

CERTIFICATIONS
+ GMP
+ HACCP
+ ISO 22000

SOURCE OF RAW MATERIAL
+ Farmer clusters in Sri Lanka
Asantesana Limited is a Ghanaian papaya and passion fruit producer and experienced exporter. The papayas and passion fruits are grown under distinguished conditions and undergo strict quality control measures.

Asantesana’s seasoned team ensures smooth export handling. Client specifications and expectation are excellently and promptly catered for.

Freshness and high-quality delivery is Asantesana’s hallmark.

**PRODUCTS & QUANTITIES PER YEAR**
- Spices (e.g. black pepper, white pepper, cinnamon, clove, nutmeg, mace, ginger, turmeric)
- Herbs (moringa, lemongrass, curry leaves)
- Coconut produce (virgin coconut oil, desiccated coconut, coconut flour, coconut milk)

**CERTIFICATIONS**
- HACCP
- ISO (22000, 9001)
- KOSHER
- ORGANIC (USDA, EU)
- HALAL
- FAIR FOR LIFE
- RAINFOREST ALLIANCE

**SOURCE OF RAW MATERIAL**
- 100% naturally grown via Verger’s partner-farmer network
Waguruwela Oil Mills is the leading manufacturer in Sri Lanka for all types of coconut products. Since 2013 the company has been able to conquer the coconut export industry together with their 450 highly skilled employees.

It is the only factory in Sri Lanka which produces extra virgin organic coconut oil with 100% sediment and 100% mold free. Furthermore, it is the only exporter of coconut milk in Sri Lanka who supplies coconut milk produced under strict quality standards and social requirements.

The company adopts modern and environmental friendly manufacturing processes and is supported by the latest laboratory facilities and dedicated staff, to ensure product safety and quality conformance.

**PRODUCTS & QUANTITIES PER YEAR**

- Virgin coconut oil / 3,750 t
- Coconut cream / 9,750 t
- Coconut milk / 9,750 t
- Coconut butter / 1,250 t
- Coconut flour / 1,875 t
- Desiccated coconut / 1,250 t

**SOURCE OF RAW MATERIAL**

- Organic coconuts from the coconut triangle of Sri Lanka

**CERTIFICATIONS**

- ORGANIC (EU, NOP, USDA)
- HALAL
- KOSHER
- BIO SUISSE
- FAIRTRADE
- NATURLAND
- JAS
- ISO 22000
- BRC A for issue 8,
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