

VIRTUAL TRADE MISSION TO DENMARK

FOOD AND BEVERAGES SECTOR

26th – 30th October 2020

The Portuguese Chamber of Commerce and Industry together with The Danish Chamber of Commerce is organizing a **virtual trade mission to Denmark**, with **Portuguese companies from the food and beverages sector**. These companies are producers or distributors of the following products: **olive oil, wine, duck, cheese, sausages and ham, healthy food and supplements, carob related products, spirits, and snacks**.

The Portuguese Food Industry is one of the industries with the greatest weight in Portugal's economy, standing out in recent years for its impressive evolution, both in terms of turnover and exports. **In 2019 the Portuguese food industry reached record exports of five billion euros, to 185 foreign markets.**

This transformation is the result of the investment made in terms of **innovation, quality, and food safety**. The optimization of food distribution processes and the international promotion of this industry has resulted in a clear increase in the international recognition of the Portuguese Food Industry.

These **8 Portuguese companies** are interested in having virtual business meetings with **food importers / retailers / wholesalers / supermarkets / distributors / hotel chains and restaurants / possible representatives** for their products in Denmark.

The meetings are up to a maximum of **30 minutes per company and to be held between 26th and 30th October - day, time, and platform (Zoom, Teams, Skype, WhatsApp) to be indicated by the Danish company**. If any Danish company is not available during this period, we will manage to organize meetings on any other date available.

Please find detailed information about these 8 Portuguese companies below. Join us and **start doing business with Portuguese Exporters!**

Contacts to use for more questions and scheduling meetings:

Pedro Magalhães pmagalhaes@ccip.pt

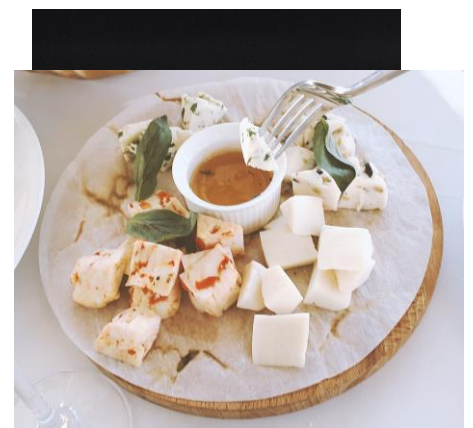
Jeppe Rønnebæk Kongsbak Jrk@danskerhverv.dk


Participant's Profile	
Company	Carob World
Website	https://www.carobworld.com/en/home/
Sector of activity	Manufacture of products derived from carob
Objectives in approaching the market	Find customers in the Danish market, in the areas of gourmet, healthy, premium, hotels, delicatessen, etc.
Type of contacts desired	Importers and Distributors that deal with Delicatessen, gourmet, premium, healthy. Also hotel and restaurant chains.



encostas d alqueva

Participant's Profile	
Company	Encostas de Alqueva Comercial, S.A.
Website	https://abegoaria.pt/en/
Sector of activity	Production and Marketing of Alcoholic Beverages
Description	We are a company dedicated to Modern Distribution with a capacity to produce wines with a high quality / price ratio. New Global Brand: Abegoaria: Wine, Olive Oil, Cheese, Sausages and Ham. It embodies all that we want to be and defines our purpose. A balance between reason and passion. Because nothing in life is important without a little passion and emotion.
Objectives in approaching the market	Introduction of references within Modern Distribution, expansion of contacts
Type of contacts desired	Wholesalers / Reatilers / Importers.



Participant's Profile	
Company	Marinhave S.A.
Website	http://www.marinhave.pt/en/
Sector of activity	Duck slaughterhouse
Description	<p>Marinhave began its production of ducks at Quinta da Marinha in the late 1960s, its production at the time being only 400 ducks a week, part of which was sold live in local markets in that region and another part slaughtered using traditional artisanal means and sold as whole carcasses.</p> <p>It is the oldest and only company in the poultry sector in Portugal that is dedicated solely to the production of ducks.</p>
Objectives in approaching the market	Open the Danish market. We export to several countries in Europe, but not yet to Denmark.
Type of contacts desired	<p>Local supermarkets with the dimension to buy complete containers.</p> <p>Local wholesalers with the dimension to buy complete containers</p> <p>Chinese wholesalers who supply Chinese business (supermarkets, restaurants)</p>
Comments	<p>In all markets to which we export, we work extensively with Chinese wholesalers, as the duck is a product of massive consumption in Chinese restaurants. In most cases (not to mention 100%), Chinese restaurants are served by Chinese wholesalers, not "local" wholesalers. In all countries there are Chinese wholesalers, who supply Chinese stores, supermarkets, and restaurants. It is the same in all countries to which we export. In relation to the Danish market (excluding the Chinese market there may be), it is a people that consumes a lot of duck at Christmas. During the year it consumes less, but still, it consumes quite a bit.</p>





Participant's Profile	
Company	Olive Oil Partners
Website	https://abegoaria.pt/en/
Sector of activity	Olive Oil Export
Description	Olive Oil Partners is a company engaged in the selling of Extra Virgin Olive Oil in International Markets. We have identified opportunities in various markets and developed a business model in which we focus on the quality of olive oil and its various types, combined with competitive pricing. Our product range consists exclusively of Extra Virgin Olive Oil.
Objectives in approaching the market	Obtain contacts with retail chains (Modern Distribution) of national and Nordic expression, as well as with distributors who manage to distribute in stores of regional dimension.
Type of contacts desired	Retail Chains and Distributors.



GOLDNUTRITION®

Participant's Profile	
Company	Eco-Nutraceuticos SA
Website	https://goldnutrition.pt/en/
Sector of activity	Food Supplements and Functional Foods
Description	12 years of experience in the nutrition and wellness market. The passion and conviction that quality is non-negotiable have turned an idea into a brand. Several ambassadors (Olympic athletes, coaches, doctors, nutritionists, and influencers) have come to join us in our journey in becoming the "face" of their favorite nutrition's brand.
Objectives in approaching the market	Develop sells in supermarkets.
Type of contacts desired	Wholesaler and Supermarket Chains / Importers and Distributors / Buyers in the category of healthy food, health and well-being.



OATS & WHEY



OATS READY TO MIX



CEREAL BAR



LOW SUGAR 30 G



VEGAN BIO BALL MINI



VEGAN BIO BALL BOMB



CHOCO&NUT

Participant's Profile	
Company	CNA - Companhia Nova de Aguardente, Lda
Website	http://canningsgin.com/
Sector of activity	Spirits drinks
Description	Made in Madeira Island, surrounded by the vast Atlantic Ocean, Canning's Gin recipe includes plants and fruits from the local natural forest Laurisilva (UNESCO natural World Heritage). Hints of passion-fruit and other exotic flavours give it an unique flavour created by Filipe Canning Clode. In 2018 Canning's Gin won the Gold Medal in the International Wine and Spirits blind taste competition.
Objectives in approaching the market	Find a local Distributor in Denmark. Ideally distributors that deal with product distribution and marketing in the country.
Type of contacts desired	Importers and Distributors of Spirits and beverages.



Santos & Seixo

Participant's Profile	
Company	Santos & Seixo Wines Distribuição, lda
Website	http://www.santoseseixo.pt/?idioma=en
Sector of activity	Wines
Description	Santos & Seixo is a project with the ambition to present high quality wines from different regions of Portugal using the best grapes each region has to offer.
Objectives in approaching the market	Enter the market with new importer.
Type of contacts desired	Wine Importers / Distributors.





Participant's Profile	
Company	Rialto - Indústria Alimentar, Lda.
Website	http://www.santoseseixo.pt/?idioma=en
Sector of activity	Food
Description	Rialto aspires to be a reference company in its sector of activity, developing and making available a wide variety of high-quality food products that contribute to a better life and a healthier diet.
Objectives in approaching the market	Obtain direct contact with large distribution chains, importers / distributors, food service and industry, to be represented in all business areas in which we usually operate.
Type of contacts desired	Large distribution chains, importers / distributors, food service and industry: Coop, Dansk, Dragofa, Aldi, Bama e Picadeli.

