

Partnering Opportunity

Profile status : Published

Business Offer

An innovative Swedish plant-based beverage brand is looking for distributors

Summary

A Swedish food company with innovative plant-based beverages is looking for distributors, especially importers or wholesalers, which supply different trade channels such as retail, E-commerce and HoReCa (Hotel, Restaurant, Café) in order to have a successful distribution with a very performing product for consumers and HoReCa professionals. The product works smoothly well because of a very appreciated taste together with coffee, tea, smoothie, cereal or when cooking food.

Creation Date 15 February 2021

Last Update 04 March 2021

Expiration Date 05 March 2022

Reference BOSE20210211001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/3020c18b-3661-46e3-a1de-4ef654b1a1db>

Details

Description

The Swedish company was born in Malmö, Sweden, in 2018. The mission of the company is to make the world's best tasting, most sustainable and nutritious plant-based milk available for as many people as possible.

The company is set out to develop the best tasting non-dairy milk with the lowest carbon footprint possible. That's why they have chosen the extraordinary pea. A creamy texture and neutral taste means it can be used as milk, but without the aftertaste that other plant-based milks can give. The pea is one of the most sustainable plant-based protein sources, as it requires less water than almond or oat and is allergen and gluten free.

The pea allows the company to deliver its core values as a brand:

- Taste and Texture
- Nutritional
- Sustainable

The Swedish company is looking for distributors that are well established with all retailers from small high-end stores to large supermarkets and gourmet food halls, food service and have experience of working with FMCG (Fast-moving consumer goods) and HoReCa channels and large-scale retail trade.

Advantages and innovations

Provides a more neutral and creamy taste and texture

- Comes perfectly together with coffee & tea (Foam very well)
- Works well for cooking
- Far less sugar than oat milk and more protein
- Far less carbon, water footprint and land use
- Made in Sweden with best quality
- Perfect also for vegan and vegetarian
- Shelf life of 13 months from production– No waste
- Allergen free. (No soy, gluten, lactose, nuts)

Stage of development

Already on the market

Comments Regarding Stage of Development

The Swedish company has established distribution channels in several countries.

Keywords

Market

07002005	Other retailing
07003002	Health food
07003003	Soft drinks and bottling plants
07005001	Fast food restaurants
07005002	Other restaurants

NACE

I.56.1.0	Restaurants and mobile food service activities
I.56.3.0	Beverage serving activities

Network Contact

Issuing Partner

EU-Japan Centre for Industrial Cooperation

Contact Person

Rijnties Mark

Phone number

+8136040281

Email

info-eu@een-japan.eu

Open for EOI: **Yes**

Dissemination

Restrict dissemination to specific countries

Belgium, Canada, China, France, Germany, Italy, Japan, Poland, Singapore, Spain, Switzerland, United Kingdom, USA

Relevant sector groups

Agrofood

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2018

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Chinese
Swedish
French
Norwegian
Danish

Client Country

Sweden

Experience

- The BRC (British Retail Consortium) Global Standard for Food Safety - Grade A
 - Swedish food safety standard IP Food Processing.
- IP Food Processing certification covers requirements of hygiene, traceability and food safety according to the HACCP system

Partner Sought

Type and Role of Partner Sought

Distributors that are well established with all retailers from small high-end stores to large supermarkets and gourmet food halls, food service and have experience of working with FMCG and HoReCa channels and large-scale retail trade.

The partner's role will be to identify and contact potential customers through a variety of sources with a view to supplying products on a long-term basis; provide advice on pricing, regulations relevant to shipping, supply samples and take orders.

Type and Size of Partner Sought

SME 11-50,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Distribution services agreement

Attachments



product range 2021