



**Meet us at SIAL!**

PARIS NORD VILLEPINTE

17-21 OCTOBER 2026

HALL 5A – H126

**Open Trade Gate Sweden and  
producers from Armenia, Colombia,  
Guatemala, Moldova and Ukraine**



# **A partnership to support food producers from Armenia, Colombia, Guatemala, Moldova and Ukraine**

Open Trade Gate Sweden (OTGS) partners with the German Import Promotion Desk (IPD) to support food producers from low-and middle-income countries.

Open Trade Gate Sweden is a part of the National Board of Trade which is a Swedish government agency.

The German Import Promotion Desk is funded by the Federal Ministry for Economic Cooperation and Development.

We bring to Paris carefully selected companies that match the needs of the European market. Several of the companies have long experience exporting to partners in the European Union as well as in other countries.

Check out the following pages to learn more about the OTGS' companies that you can meet at SIAL.

# DARMAN Herbal LLC



DARMAN  
ORGANIC  
HERBAL TEA

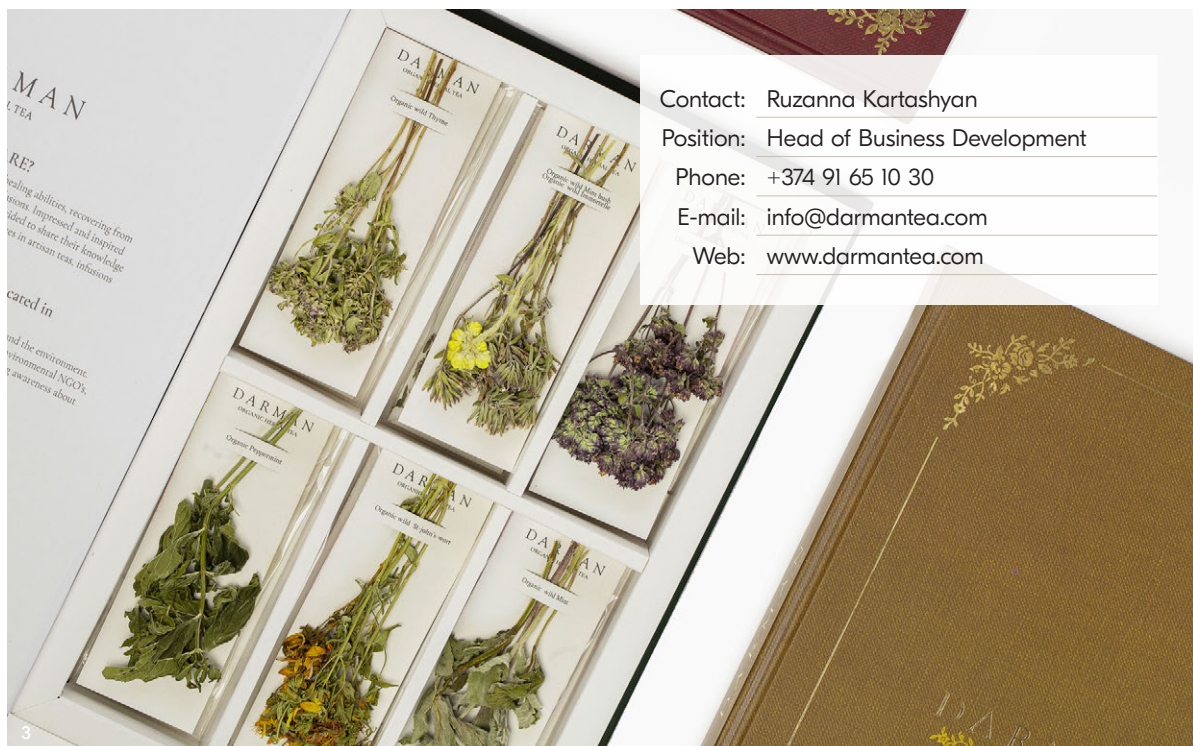
DARMAN Herbal Products is an Armenian specialty herbal company dedicated to creating premium caffeine-free infusions from carefully selected mountain herbs sustainably harvested in the pristine highlands of Tavush. Combining traditional herbal knowledge with innovative product development, DARMAN has introduced its patented Whole Plant Infusion concept, allowing consumers to experience the beauty, aroma, and authenticity of the entire herb in the cup. This distinctive innovation has attracted strong interest from European partners and established successful international collaborations. DARMAN's products stand out for their exceptional quality, natural origin, aesthetic presentation, and unique sensory experience, offering consumers a refined and memorable herbal ritual.

**Products we offer:** Specialty Herbal Teas – premium caffeine-free herbal infusions. Whole Plant Herbal Infusions – DARMAN's innovative and patented concept. Herb-Infused Seasoning Salts – combining natural Armenian stone salt with aromatic mountain herbs

**Quantities/Volume(s) per year in ton:**  
30,000 units

**Certifications:** e.g EU Organic, USDA, JAS, Kosher, Traceability System Certified, ISO 9001, Primus GFS (Global Food Safety)

**Source of raw material:** Wild harvest and own cultivation



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# Ara Gevorgyan Mishayi IE

**DONOS**  
DRIED FRUITS

Donos Dried Fruits is an Armenian producer and exporter of premium dried fruits established in 2018. We specialize in naturally processed dried apricots, peaches, pears, apples, prunes, and red plums, produced without added sugar or preservatives. Our products are exported to international markets, including France, Germany and the USA. Our unique selling proposition is the combination of traditional Armenian sun-drying methods, authentic fruit taste, and flexible export solutions, including bulk supply, retail packaging, and private label production tailored to customer requirements.

**Products we offer:** Dried Apricots, Dried Peaches, Dried Pears, Dried Apples, Prunes (Dried Black Plums), Dried Red Plums, Mixed Dried Fruit Blends. Available in bulk packaging (5 kg and 10 kg cartons), retail packs, and private-label formats

**Quantities/Volume(s) per year in ton:**  
150–200 metric tons

**Certifications:** ISO 22000:2018 9001, HACCP

**Source of raw material:** We source fresh fruits directly from local farmers and growers in Armenia, ensuring quality, traceability, and support for rural communities



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# Cacao Basico SAS



We produce single origin chocolates and cocoa products from the bean to bar. We want to produce the best chocolate for Colombia.

More than a treat, our products are a conscious choice, delivering sophisticated flavors, promoting self-care, and empowering the cacao producers and our customers in a journey of well-being.

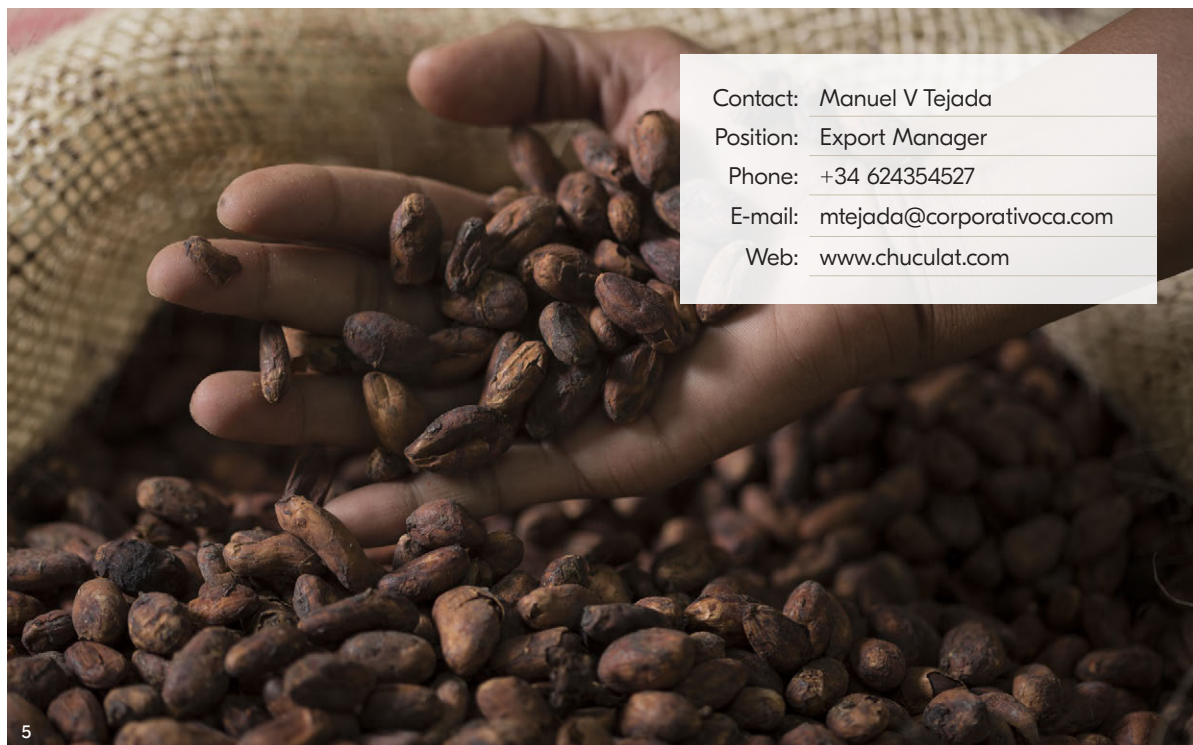
Choose purposeful indulgence. delight in the distinct harmony of flavors. Because our cacao and chocolate products aren't just a sweet escape; They are a commitment to your well-being and the well-being of the world.

**Products we offer:** Chocolates and cacao derivatives

**Quantities/Volume(s) per year in ton:**  
20 metric tons

**Certifications:** Organic certification in process

**Source of raw material:** We source our single-origin cocoa beans from associations of small-scale farmers. Our focus is on the Amazon region of Colombia



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# Girones SAS

*Chocolate*  
***gironés***<sup>®</sup>

Gironés is a Colombian chocolate company founded in 1970, based in Santander, the country's top cocoa-growing region. Known for its family -and community- focused approach, it produces high-quality cocoa-based products with full traceability from farm to factory. Gironés combines tradition with innovation to offer a wide product portfolio, including customized, private label, and white label options, and is recognized both locally and internationally for its premium chocolate brand DAVIDA Chocolates.

**Products we offer:** 1. Raw materials (cocoa nibs, cocoa liquor, chocolate coatings). 2. Finished product: 2.1 Fine Chocolate confectionery: (chocolate bars, chocolate-based snacks,

chocolate-based dragees). 2.2 Traditional hot/ cold chocolates: (Table chocolates in a variety of flavors and weights, in tablet or powder presentation, sugar-free products, sweetened with stevia, chocolate powder with sugar, natural cocoa powder, among others). 2.3 Other products: (Coffee, Cremarroz rice-based beverages, among others).

**Quantities/Volume(s) per year in ton:**  
2,400 metric tons/year

**Certifications:** HACCP, Kosher

**Source of raw material:** Associations and cacao bean-producers

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|-----------|-----------------------------------------|
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# Highland Fresh Foods

## Palo Blanco S A



Palo Blanco Fresh Foods is a family-owned Guatemalan exporter with almost a century of experience in agriculture and international trade. We are a food innovation company specializing in premium frozen fruit and avocado-based products designed for convenience. Using High Pressure Processing (HPP) technology and SQF-certified food safety standards, the company delivers clean-label products with extended shelf life while preserving fresh taste, nutrition, and quality. Most of our raw fruits come from rainforest certified fields.

Its competitive advantage lies in full supply chain control, strong traceability, proven export expertise and commitment to quality and sustainability.

**Products we offer:** Frozen products derived from avocados, bananas and plantains

**Quantities/Volume(s) per year in ton:**  
Depends on the product

**Certifications:** Kosher (some products), SQF

**Source of raw material:** own cultivation



|           |                                                                                                                                                              |
|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|
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# Azamet Pro SRL


**AZAMET**

We are Azamet Pro, a family-owned food manufacturing company from Moldova with more than 18 years of experience in producing premium cold-pressed oils and gourmet dressings. Under our Biateca brand, we offer a portfolio of 28 SKUs, produced from carefully selected raw materials, most of which are sourced locally.

Our key strengths are sustainable zero-waste production, full transparency, and a strong focus on quality and innovation. We operate according to FSSC 22000 food safety standards and transform production by-products into valuable food ingredients. With many years of export

experience, we have successfully developed partnerships across international markets, from the United Kingdom to Japan. Our products have received international recognition several years for their quality, taste, and sustainable approach.

**Products we offer:** Cold-pressed oils,  
Gourmet dressings

**Quantities/Volume(s) per year in ton:**  
e.g 900 metric tons

**Certifications:** FSSC 22000, EU Organic, Kosher

**Source of raw material:** Collaborations with  
Moldovan farmers



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# Pomul Regal



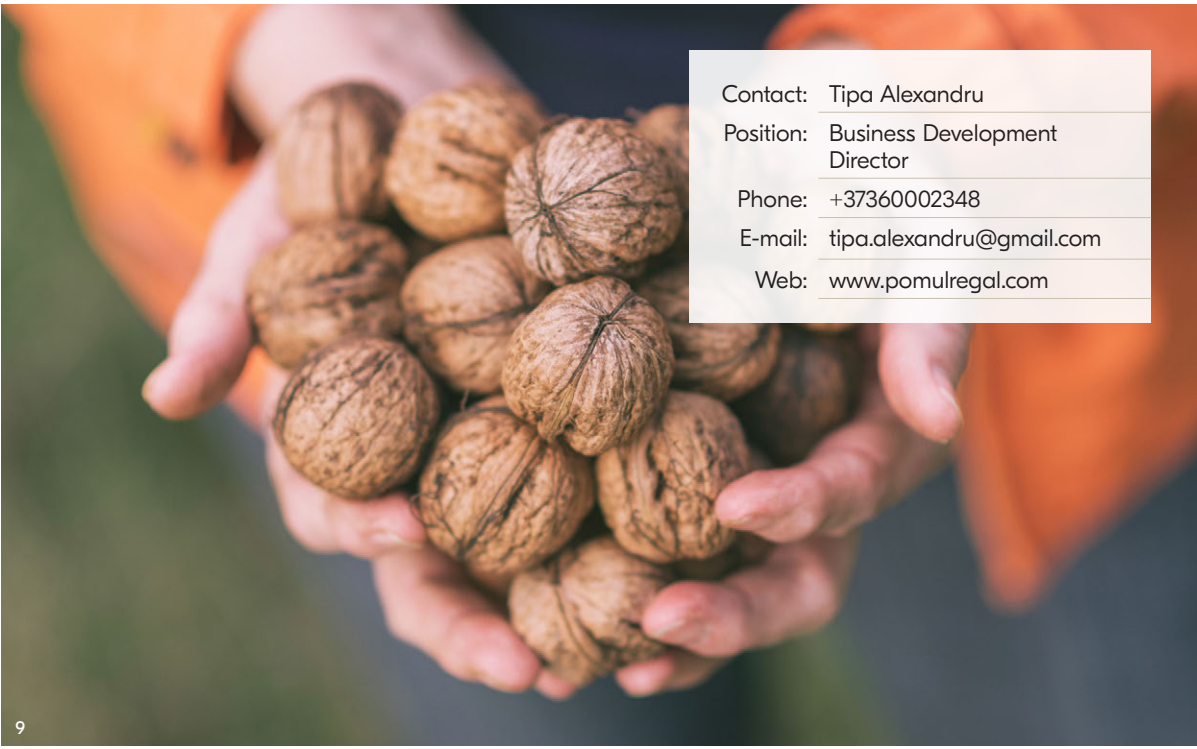
Pomul Regal is a vertically integrated walnut producer and processor from Moldova. We manage our own orchards and operate modern processing facilities offering washing, drying, cracking, AI-powered optical sorting, vacuum packaging and cold storage. We specialize in premium walnuts and walnut kernels with full traceability from orchard to finished product. Certified to ISO 9001 and ISO 22000 standards, we supply high-quality products for retail, food manufacturing and private label customers. Our focus is on innovation, consistency and the development of value-added walnut products for international markets.

**Products we offer:** Walnuts in shell, walnut kernels (halves, quarters and pieces), vacuum-packed walnut kernels, walnut ingredients for bakery, confectionery and food manufacturing, value-added walnut products and Nucata® premium green walnut liqueur.

**Quantities/Volume(s) per year in ton:** Up to 500 metric tons of walnuts in shell and 150 metric tons of walnut kernels annually.

**Certifications:** ISO 9001, ISO 22000

**Source of raw material:** Own walnut orchards and selected walnuts sourced from trusted local growers in Moldova through Walnut Line Producers' Cooperative. Collaborations with Moldovan farmers



|           |                               |
|-----------|-------------------------------|
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# ALTE Foods LLC



Alte Foods LLC is a Ukrainian producer of premium IQF berries, offering raspberries, wild and cultivated blueberries, strawberries, and other berries in both conventional and organic formats. With a modern processing facility built in 2021, equipped with an OctoFrost freezing tunnel and Bühler Sortex optical sorting technology, we process up to 3,000 tons annually. Sourced from contracted farmers, our products benefit from full traceability and strict quality control. Certified to BRC, Organic, and Kosher standards, we meet the highest food

safety requirements and provide reliable solutions for industrial, retail, and foodservice customers worldwide.

**Products we offer:** frozen raspberries, frozen strawberries, frozen blueberries

**Quantities/Volume(s) per year in ton:**  
3,000 tons

**Certifications:** BRC GS, Kosher, EU Organic standards



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# HLIBO



LTD Orex Distribution (TM Hlibo) is a vertically integrated Ukrainian bakery producer specialising in premium ambient-stable and frozen products, specifically hot dog buns and burger buns with sesame seeds. By controlling the entire supply chain – from local farming to our group's own milling and elevator facilities – we guarantee 100% raw material quality and price stability.

We combine FSSC 22000 – certified food safety with advanced ambient technology, delivering an impressive 2–3 month shelf life at room temperature. This removes the need for cold-chain logistics, offering exceptional cost efficiency and maximum flexibility for international retail and foodservice partners.

**Products we offer:** High-quality burger buns (Sesame, Maxi, Black Sesame, Brioche-style) and hot dog buns

**Quantities/Volume(s) per year in ton:**  
6,600 metric tons

**Certifications:** ISO 22000:2018 (Certificate № UA.ODS-480 / QS); Food safety: FSSC 22000 (Version 5.1, Certificate № 44 295 24370027)

**Source of raw material:** We used full batch traceability system, strictly GMO-free production, and regular independent laboratory testing to ensure full compliance with EU food safety requirements



|           |                                      |
|-----------|--------------------------------------|
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# Vinnytsia Food and Gustatory Factory, Private JSC



Vinnytsia Food and Gustatory Factory is a family-owned Ukrainian food manufacturer operating since 1999. The company specializes in mustards, horseradish sauces, oat snacks, and other condiments under the BXC and Delicco brands. With certified quality systems (FSSC 22000, ISO 9001, ISO 22000), its own laboratory, and private-label production experience, the company serves major retail chains and international partners. Located in Vinnytsia, Western Ukraine, it benefits from efficient logistics to EU markets. The company combines authentic Eastern European recipes, high product quality, competitive pricing, and flexible manufacturing capabilities.

**Products we offer:** mustards, horseradish sauces, vegetable sauces, ketchup, mayonnaise

**Quantities/Volume(s) per year in ton:**  
6,250 tons

**Certifications:** FSSC 22000, ISO 22000, ISO 9001, Kosher, Vegan (horseradish, mustard, vegetable sauces)

**Source of raw material:** Ukraine, EU



|           |                                                               |
|-----------|---------------------------------------------------------------|
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# Open Trade Gate Sweden



Open Trade Gate Sweden (OTGS) is the National Board of Trade Sweden's trade promotion initiative that supports companies in low- and middle-income countries in strengthening their capacity to export to Sweden and the EU. Through training, coaching, matchmaking, and tailored support, we help companies become export-ready, open doors to the Swedish and European markets, and build long-term business relationships. Our primary sectors are food, textiles, and tech—areas with potential to meet Swedish demand.

Our current projects are in the food, textile and IT-sector and focus on countries in Eastern Europe, South America and Africa.

## **More information about us:**

Open Trade Gate Sweden | Kommerskollegium

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