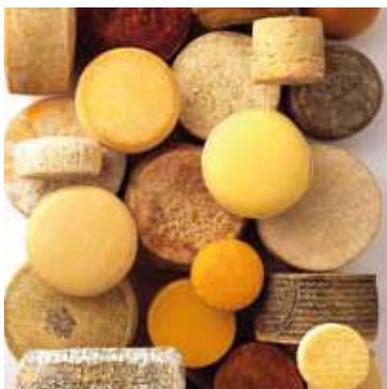




SPAIN'S food manufacturers

A PRESTIGE BOOK

2nd edition



Spain's food manufacturers

A PRESTIGE BOOK

2nd edition

SPAIN'S
food manufacturers

A PRESTIGE BOOK

2nd edition

Project Management & Publisher:

Beatriz Rodríguez | Spanish Food and Drink Industry Federation

Contents & Writing:

Manuel Sueiras | Manululu Comunicación

Layout:

Ana Díaz

Photographs:

Copyright ICEX / Dpto. Multimedia, Miguel S. Moñita y Lucía M. Diz, Blanca Berlín, Juan Manuel Sanz, Toya Legido, Fernando Madariaga. 123RF / Alvaro German Vilela, Thitisak Mongkornipath, josepizarro, Gustavo Toledo, Tatjana Baibakova, Marco Mayer.

The photographs appearing in each one of the companies' pages are the copyright of the corresponding companies.

No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by any means including photocopying, electronic, mechanical, recording or otherwise, without the prior written permission of the right holders, application for which must be made to the publisher.



C/ Velázquez, 64 - 3º
28001 Madrid - Spain
(+34) 91 411 72 94
discoverspain@fiab.es
www.fiab.es

Supported by:



This symbol throughout the book marks the companies that are strongly export oriented, either because they export large volumes or because a large percentage of their production goes to foreign markets



The provinces marked in red refer to the areas where the companies represented in this book manufacture their products.



Index

- 10 **A brief history of the Spanish Food and Drink Industry**
- 14 **A strategic sector of the Spanish economy**
- 18 **A journey through the regions of Spain: gastronomy, food and tourism**

SECTORS

- 28 **Olive oil**
- 32 Aceites Valderrama
- 36 Acesur - Aceites del sur
- 40 Deoleo
- 44 Goya
- 48 Hazienda La Rambla
- 52 Olivar de Segura
- 56 Olive Line International
- 60 Rafael Salgado

- 64 **Olives & Pickles**
- 68 Aceitunas Torrent
- 72 Agro Sevilla
- 76 Ángel Camacho Alimentación
- 80 Goya
- 84 Jolca
- 88 Manzanilla Olive
- 92 Olive Line International

- 96 **Meat products**
- 100 Covap
- 104 ElPozo Alimentación
- 108 Embutidos La Hoguera
- 112 Incarlopsa
- 116 Montesano
- 120 Noel
- 124 Grupo Empresarial Palacios Alimentación

128 Canned vegetables, prepared dishes, rice & others

- 134 Audens Food
- 138 Congelados de Navarra
- 142 Ferrer
- 146 Helios
- 150 Litoral
- 154 Platos Tradicionales
- 158 Ebro

162 Sea products

- 166 Connorsa - Conservas del noroeste
- 170 Friobas Basilio
- 174 Pescaviar
- 178 Porto-Muiños

- 182 **Biscuits, chocolate, sweets & snacks**
- 186 Chocolates Valor
- 190 Delaviuda
- 194 Galletas Gullón
- 198 Mielso
- 202 Facundo
- 206 Grefusa

210 Spices, sauces, coffee & infusions

- 214 Hijos de Salvador López S.L.
- 218 Chiquilín spices
- 222 Netasa
- 226 Solís
- 230 Verdú Cantó Saffron Spain
- 234 Pharmadus Botanicals

238 Dairy products and mineral water

- 242 Quesos Corcuera
- 246 Quorum Internacional
- 250 Sant Aniol Mineral Water

- 254 **Wine, beer and other alcoholic beverages**
- 258 Bodegas Ayuso
- 262 Estrella Damm
- 266 Estrella Galicia
- 270 Félix Solís Avantis
- 274 González Byass
- 278 Pernod Ricard Bodegas
- 282 Vinigalicia



A brief history of the Spanish Food and Drink Industry

The Spanish Food and Drink industry is one of the most ancient ones and has had a very significant impact on the world's diet. Spain's unequalled conditions for agriculture and rearing livestock, (due to its very varied climates and geography) has fostered the development of an industry that nowadays holds one of the top positions worldwide (we are the 8th exporter worldwide and the 4th in the EU). A journey through Spain inevitably implies a journey through its food industry.

The great variety of cultures who have passed through Spain over the ages have left an indelible mark on food processing and conservation techniques, many of which are still in use today. The first settlers of the Iberian Peninsula, the Celtiberians, manufactured cold meats and cured ham as far back as the third century B.C. And although manufacturing techniques have evolved considerably since then, we can say that Spanish ham curing tradition is rooted in millennial conservation techniques. Nowadays Spanish cured ham is considered amongst the best in the world.

Spain is the number 1 worldwide producer of olive oil, one of our hallmarks. We owe this to the Phoenicians and Greeks, who not only introduced their production techniques to the Iberian Peninsula, but also traded our oil all throughout the *Mare Nostrum*, where it was considered the finest quality oil available. Spain is the world's largest producer and exporter

of olive oil; with 260 varieties of olives it boasts the broadest diversity of this fruit in the world.

But it is to the Romans that we owe some of our cuisine's characteristic dishes. They taught us wine growing and wine making techniques making Spanish wines some of the most sought-after of the whole Empire. Currently Spain is the 3rd wine producer in the world and the one with the most hectares of vine plantations; Spanish wine is considered one of the best in the world. The Romans also taught us innovative food conservation methods such as salting fish, brine and vinegar, methods that are used extensively in modern Spanish canning industry.

Many centuries after the fall of the Roman Empire came Arab splendor. This civilization, which inhabited Spain during 8 centuries, was our teacher in manufacturing a number of products, and introduced methods which would significantly improve food production. They were the ones who perfected oil extraction. Their contribution was so significant that the Spanish word for oil comes from the Arab *al-zait*, meaning "olive juice". They were also the ones who introduced farming and processing sugar cane as well as the manufacture of a number of sweets. Many of them are still an integral part of our cuisine and enjoyed internationally as is the case with marzipan and nougat.

The discovery and conquest of America was a turning point for food consumption throughout the planet. From America





the Spaniards brought products like tomato, potatoes and paprika. Where would the food industry be without these products? They were also the ones who brought chocolate from America, sweetened it for the first time and sold it, spreading its consumption to the rest of the world. Innovative conservation systems were imported from America such as lyophilization, or freeze-drying, a technique that is widely used in the food industry.

The Spanish Food and Drink Industry owes some of its success to French discoveries. By chance in 1840, soon after the Napoleonic invasions, the Spaniards discovered preserved foods coming from a sunken French ship off the coast of Galicia. Thus the sterilization technique was implemented, a true revolution for the Spanish canning industry. Thus the fish and seafood sector began its unstoppable growth that led it to reach a position of worldwide leadership. The fruit and vegetable sector also benefited from this as it allowed for the transformation of fruit and vegetables and their distribution beyond our borders. Today Spain is one of the top tinned food producers in the world.

Soon afterwards, in 1850, the development of industrial cooling set a new landmark. Not only did it allow the Spanish fishing industry (already well known since Roman times) to extend its fishing territory to faraway seas and return with its catch still fresh, but it also opened the pathway for the creation and expansion of an entire sector of frozen and refrigerated products which has an ever growing importance in our industry.

And in the twentieth century the rural exodus brought new changes in Spain's food industry. If until then the population was primarily rural and lived off the land, moving to the

What distinguishes the Spanish industry is the considerable improvement of its products' quality, ranked amongst the best in the world

city implied greater dependence on processed food. This accelerated mechanization giving way to the implementation of the latest technological advances in food manufacturing.

Spain's entry in the EU (1986) implied the great step into foreign markets. From that point onwards exports have grown incessantly. On the other hand, the influx of foreign capital and know-how allowed for the fast modernization and globalization of the industry.

Having entered the third millennium, what distinguishes the Spanish industry is the considerable improvement of its products' quality, ranked amongst the best in the world; the implementation of research, development and innovation; the application of cutting edge technology; the diversification of its offer; the implementation of complete traceability and the special emphasis placed of client satisfaction.

A strategic sector for the Spanish economy (*The sector today*)

The Food and Drink Industry is a key piece of the Spanish economy. During the economic crisis, this sector has remained strong, growing and solidly driving the economy. It is currently the number 1 industrial sector in Spain in terms of revenue, the 4th in Europe by volume (after Germany, France and Italy), and the one with the biggest growth within the Euro zone.

In 2014, the 28,343 companies that make up the Industry closed the year with net sales of 93.000 Mill. €, equivalent to 3% of the Spanish GDP. Furthermore, the combined turnover of all the players involved in the food sector, namely the agriculture industry, drinks and distribution (including hotels and restaurants) accounts for over 20% of the country's GDP.

But this data is only one of the aspects of the Food and Drink Industry's importance for the country. There is much more behind it: terrain, culture, tradition, modernity and values that very few sectors can boast.

To start off with, the Spanish agro-industry is closely linked to the agricultural and livestock sectors, from which it obtains most of its raw materials. These in turn depend on the Industry to place large production volumes, given that it processes over 70% of agricultural production.

Due to this tight link, the improvements and innovations in irrigation techniques, farming, harvesting and livestock

rearing developed by the Spanish agriculture and livestock sector have had a direct repercussion on the Industry, which has benefited from its increase in productivity.

The Industry directly employs 480,000 people, equivalent to 20% of industrial employment. Given that most of the factories are located close to their supply of raw materials, the Industry acts as a motor of rural development and is essential for generating employment in rural areas.

It must be said that, as a key link in the food and agriculture chain, it is responsible for the supply of over 120 million safe, quality meals every day, 2/3 of which in homes, 1/3 of which in hotels and restaurants.

On the other hand, the food and agriculture industry plays a significant role in perpetuating and passing on Spanish culture, recovering indigenous animal species, strengthening the production of traditional products, rescuing ancient food manufacture and conservation techniques - which combines with the latest technology - and spreading Spanish culture and cuisine through its products.

The agro-industry has also favored the development of regional specialties protected by Regional Designation (such as wines, meats, vegetables etc.), which, in an ever more globalized world, helps to differentiate Spanish production





linking it with the land where the products are made, and improving its international competitiveness.

Spanish cuisine's growing strength, currently at the top of the international scene, along with the millions of tourists who visit our country every year - discovering a rich and varied food culture -, have contributed to creating a very positive image of the Spanish Food and Drink Industry.

The Industry has taken advantage of the situation by penetrating foreign markets, highlighting the success of Spanish cuisine. The progressive and constant penetration of its products abroad has yielded a positive commercial balance. Spanish food and drink exports - which in 2014 reached 24.018 Mill. € - account for 10% of all Spanish exports. This same year the sector consisted of 12,401 export companies. In fact, Spain is responsible for 7.3% of the European Union's overall food exports.

The most sought-after products abroad are, in the following order: pork meat products (13.4%), olive oil (12.1%) and wine (10.7%). These are followed by frozen fish, fruit juices, bakery products, spirits, olives, canned fish, and soya oil. The primary destination for these products are the EU - with France, Italy and Portugal at the top, taking in 43.6% of our exports - the USA, Japan and China.

Some of the aspects which position us as one of Europe's foremost food and agriculture sectors, are the high level of investment in research, development and innovation, the investment in processing technology, as well as food traceability and safety. 7.8% of industry exports made between 2012 and 2013 were the result of Spanish companies' R&D. Life sciences and technology have given

Spanish cuisine, currently at the top of the international scene, has contributed to creating a very positive image of the Spanish Food and Drink Industry

way to new manufacturing and conservation processes that are giving longer shelf life and availability to food produced in Spain.

The Spanish industry reacts quickly to new market trends. In the face of consumer's growing concerns about health and nutrition, the Industry has reduced the amount of salt, sugar and fat in its products, has launched light versions of its products and has developed new organic ranges as well as ranges that cater for people with specific nutritional problems (allergies, intolerances etc.).

Spanish companies seek the balance between efficiency, animal welfare, society's needs and caring for the environment, efficiently managing energy and water resources, and doing its best to keep air and water pollution to a minimum.

A journey through the regions of Spain: gastronomy, food and tourism

In Spain gastronomy, nutrition and tourism are closely interlinked. Spanish gastronomy has always had a playful edge, which goes further than its merely nutritious function and is related to sharing – with friends, colleagues or family – in a fun and cheerful context. Furthermore, the Spanish diet is part of the Mediterranean diet, offering a great range of products whose quality is recognized worldwide, and becoming more so every day. On the other hand, the recent development of highly creative and innovative, cutting-edge cuisine, has raised the interest of millions of gourmets. If to this we add the attractive tourist options our country has to offer thanks to its privileged geographical position, climate, year-round sunshine and guaranteed fun, the result is a significant flow of gastronomic tourism, which grows year after year.

The three sectors combined are crucial for the Spanish economy, as they account for 25% of GDP and employ over 3 million people. Both the food and tourist sectors have remained strong and even grown in spite of the crisis. Specifically, the Food and Drink Industry, grossing € 93,238 Mill. in 2014, has experienced some of the biggest growths of the EU.

Some figures will suffice to prove our country's position as world food power. It is the number 1 producer and exporter of olive oil and olives in the world and the 2nd wine producer. It holds 1st place as fish producer in the EU and

the 2nd as pork meat exporter. Its exports have doubled over the past 13 years and already account for 22.5% of the manufacturing industry. One of the reasons for this success is the increase in the quality of its food and agricultural products over the past years, whose perception has improved exponentially. Proof of this is the fact that there are currently 300 types of food with a quality guarantee specific to their origin.

Spanish gastronomy has one of the best reputations on the international scene. In a short lapse of time it has gone from being a great unknown to reaching the first positions in the international ranking. Proof of this is that 2 out of the 10 best restaurants in the world in 2015 were Spanish: El Celler de Can Roca, and Mugaritz. In this sense Spain is the only country in the world to place 2 of its chefs on this exclusive podium. In 2016 the prestigious Michelin guide awarded 8 restaurants in Spain three stars, 20 restaurants two stars and 146 one star, with San Sebastián (Basque country) in the second place worldwide in terms of Michelin stars per capita.

Nowadays Spanish cuisine is considered one of the most imaginative and original ones in the world thanks to the audacity of a handful of chefs who have known how to combine traditional elements with the most daring and groundbreaking creations. Spearheading this movement is Ferrán Adrià, whose restaurant, el Bullí was named the best restaurant on the world for four years running.





Taking up the torch is El Celler de Can Roca, run by the three Roca brothers, named best chef, best pastry chef and best sommelier in the world in 2016 respectively. The key to these chefs' success is their ability to exploit the great variety and richness of our cuisine and food products bringing it up to date and taking it to surprising and unsuspected extremes.

Our gastronomy, which is based on the duality of raw material/product, traditions/innovation and prestige/creativity, has a great importance in the Spanish economy and social life through the restaurant business, a sector that grossed almost 103,313 Mill in 2014. €. Another significant figure of Spanish gastronomy are the sector's 300,000 establishments, shared between restaurants, bars and catering companies. As a curiosity it is interesting to note that Spain is the second country in the EU in terms of bars per capita: 132, only beaten by Cyprus.

Spain has been a favorite holiday destination for years. In 2014 it held the 3rd place worldwide with over 65 million visitors a year, who spent € 65,200 Mill. (a figure only beaten by the USA). What is new is that the number of international tourists who come to Spain for the food keeps growing. In 2014, 9.5 million people said they had taken part in some gastronomic activity in our country. What tourists seek when they come to Spain is a unique holistic experience. What is fascinating about Spanish gastronomy is the great diversity of products and recipes and the manners of preparation. They also look for pleasant treatment, and a fun, relaxed and comfortable environment.

In Spain any excuse is good to go out for tapas or to have lunch or dinner with your friends. Any celebration comes

Those who visit Spain will be surprised by the richness and diversity of our dishes, which vary dramatically from one tip to of the country the other

with abundant and delicious feasts and all kinds of drinks. Those who visit Spain will be surprised by the richness and diversity of our dishes, which vary dramatically from one tip of the country to the other. Each region, each province, and almost every town has its own culinary specialty. This is due to the great variety of climates, terrains, altitudes and seas it is blessed with. And of course it is thanks to the legacy of the countless people and cultures, which have inhabited it and do so to this day.

On the other hand, creativity is nothing new and has always been one of the calling cards of Spanish gastronomy. Mayonnaise, for instance, is a Spanish invention, native to Mahón (Balearic Islands) and adopted with great success by the Napoleonic troops. And it was also a Spaniard who invented puff pastry in the 17th century, today the indispensable base of confectionery. The world famous flan and *churros* are also Spanish creations.

One of the most representative elements of our gastronomy is tapas, small portions of food which are served in bars to accompany drinks. Apparently they originated in Andalucía, where the barkeepers used to cover the sherry glasses with a slice of ham or *chorizo*. They have not lost their popularity over the centuries, quite the contrary in fact, and have become a way of eating which has caught on all over the world through the exportation of tapas bars. Tapas can be a simple morsel to accompany a good glass of sherry or a beer as in Andalucía, or bigger dishes, as in the center of the Peninsula. In the north and especially in the Basque country, La Rioja and Santander they have become an institution. There they are called *pinchos*, and they are different from all others in Spain in that they are delicacies held together with a piece of bread by a toothpick. Going for tapas transcends nutrition. It is a way of socializing, of meeting up with friends for drinks and enjoying some of the most typical products our gastronomy has to offer.

One cannot actually talk about a unique Spanish gastronomy as such. Each region, depending on its products, climate and the personality of its people, has its own. We could say that Spanish gastronomy is actually made up of the 17 autonomous regions that constitute our country.

Although there are many differences between regions, one of the culinary specialties adopted by the whole country, and without a doubt the most archetypal, is Spanish *tortilla* (potato omelet). It is eaten as an appetizer, tapa, lunch or dinner, and there is not a picnic without one. It also allows for many variations, like the Santanderinas which include sauces, salads, ham, etc. or the Sacromonte *tortilla*, created by the gypsies of Granada.

Depending on its gastronomic uses, Spain can be divided into four great regions: the East with its rice dishes, the South with its fried foods, the North with its stews and the center with its oven baked dishes. The climate, the proximity to the sea, and the access to irrigation are the main factors that have shaped Spain's gastronomic production, not to mention its millenary habits and customs.

The sunny east coast is the country's greenhouse. Located right next to the Mediterranean, the regions of Valencia and Murcia are renown for their light and mild climate. So much so that they have become one of the tourist hotspots of Spain, attracting millions of people every year. Its success is due, not only to its guaranteed sunshine, magnificent beaches and the many wonders this land studded with almond, orange and fruit trees has to offer, but also to its cuisine.

The Arabs, apart from developing an ingenious irrigation system, which turned the Spanish East coast into an orchard, brought rice farming to Spain in the 8th century. Here rice is prepared in a thousand different ways (*paella*, *arroz caldoso*, *arroz a banda*, etc.). It's amazing to see how people from Valencia turned paella, a dish of humble rural origins, into the "Spanish" dish par excellence. Its popularity has exceeded our borders and paella can be found in many restaurants abroad. On the other hand, almond-based sweets like turrón (nougat) are also extremely popular both nationally and abroad.

Andalucía, the southernmost region, boasts an enormous historical and cultural heritage rooted in its Arab past. Some of its most famous symbols, such as the Alhambra - the voluptuous oriental palace that seems to come right out of The Thousand and one Nights -, Seville, bullfighting and

flamenco, as well as its whitewashed towns, spectacular religious celebrations, beautiful beaches and sunny climate, have turned it into a huge attraction for international tourism.

A journey through these lands will delight the visitor with seas of olive groves so it should come as no surprise that fried food is one of its specialties. Two of its distinguishing hallmarks are *pescado frito* (small morsels of battered fish) and cold soups, like gazpacho - another one of Spain's best-known dishes worldwide - *ajoblanco* or Cordoba's *salmorejo*. Jerez, (whose name, too difficult to pronounce for Anglophones lent its name to Sherry) and its fortified wines is another focal point for visitors. Its peculiar screed ageing method has yielded one of the most extraordinary wines in the world with great character.

The West of the Peninsula is a land of great pastures, under whose helm oak forests indigenous cattle and pigs graze. The region of Extremadura, bordering with Portugal, is where some of the great conquistadores came from and the chosen place for retirement for Emperor Charles I of Spain and V of Germany. The city of Mérida, with its roman theatre, one of the best preserved in the world, or the monumental cities of Cáceres and Trujillo are some of its attractions. Some of its shining gastronomic standards are *pimentón* (paprika powder), pork products and some of the most sophisticated cheeses in Spain, such as torta del Casar or torta de la Serena. South of Extremadura is the Andalusian province of Huelva, where some of Spain's finest cured hams come from.

The Castile *meseta*, which covers the entire central region of the country, is a huge plateau many hundreds of meters

One cannot actually talk about a unique Spanish gastronomy as such. Each region, depending on its products, climate and the personality of its people, has its own cuisine

above sea level. This absence of coasts has forged its history, so during centuries it was permanently at odds with its neighbors. Hence the profusion of castles scattered all across its territory. Some of its attractions are the impressive gothic cathedrals and towns like Toledo, the ancient imperial capital, or Segovia with its fairy-tale castle and imposing roman aqueduct in the middle of the city.

Its extreme climate (cold winters and torrid summers) and scorched land have led the two Castiles to specialize in grain farming, setting aside vast tracts of land for this crop. The livestock that is best suited to this climate are sheep and goats, so that oven-baked suckling lamb or goat are worth a detour, as is suckling pig, a dish for which Segovia is famous. Manchego cheese, Alcarria honey, Burgos blood sausage, the renowned Ribera del Duero wines or Toledo marzipan are some of its gastronomic hallmarks.



In the middle of Castile lies Madrid, which boasts a first class cultural offer, especially with its famous “Art walk” comprising of the Prado, the Thyssen and the Reina Sofía museums. It is renowned for its busy nightlife and its restaurants. Its archetypal dish is *cocido*, which combines different types of meat, vegetables and chickpeas.

Galicia and the Cantabrian coast are a world apart. Here there was hardly any Arab penetration, so the culture is far more rooted in Celtic and Normand origins than the rest of Spain. One of its nerve centers is Santiago de Compostela, town of medieval origin and destination of pilgrims who, for centuries, have walked the path of the Camino de Santiago. San Sebastián (Basque Country), in whose old town one can enjoy some of the finest *pinchos* in Spain, also boasts one of the most beautiful urban beaches in the country.

Abundant rain and pastures have allowed for the development of a powerful meat and dairy industry, some of the greatest representatives of which are Galician Beef and Cabrales cheese. Galicia and the entire Cantabrian coast have historically lived looking out at sea, reaping exquisite fish and seafood from its waters. Most of Galician specialties are seafood, which are simply boiled in water, or at most have a dash of olive oil, such is the case of a *feira* style octopus whose only condiment is a sprinkle of *pimentón* (paprika powder). Galician canned fish have become famous abroad, as have anchovies from Santander.

On the Cantabrian Sea, dishes are more sophisticated, with stews such as Asturian *fabada*, *cocido montañés* from Santander, or the hake or cod stew for which the Basques are famous. It was precisely in the Basque Country where the real Spanish gastronomic revolution began, and where

Galicia and the Cantabrian coast are a world apart since there was hardly any Arab penetration, hence the culture is far more rooted in Celtic and Normand origins than the rest of Spain.

a great number of chefs who have been awarded Michelin stars are found.

South of the Basque Country lies la Rioja, land of many religious monuments and considered the cradle of the Castellan language. Apart from its obvious historical and artistic attractions, la Rioja is renown for its excellent wines, which spearheaded Spanish wines for years. Although they have been considered some of the best wines in existence, the wine growers of this region constantly surprise the world year after year with their excellent quality.

At the northeastern end of the Peninsula lies Cataluña, an autonomous region with idiosyncrasies all of its own.

It enjoys a privileged location, combining the beach with the Pyrenees, medieval monuments with exquisite modernist gems. It also treasures invaluable works by Gaudí, Picasso and Dalí. The Barcelona Olympics were the springboard that launched Barcelona as one of the world capitals of modernity and design. Because of all this, of its Mediterranean climate, and ever increasingly because of its cuisine, the flow of tourist never ceases.

The evolution that Catalan cuisine has experienced lately has been spectacular. It has produced chefs of the stature of Ferrán Adrià, Joan Roca or Carme Ruscalleda (the only woman in the world to hold seven Michelin stars), just to mention a few. Its culinary tradition includes simple dishes such as bread and tomato, which has become rooted all throughout Spain; vegetarian dishes like *escalibada* or *calçots*; or more sophisticated ones like seafood *zarzuela* or fish soups known as *suquets*. All of this accompanied by some of the most international wines such as Penedès or Catalan cava, which rivals French Champagne.

Navarra is world famous for the spectacular running of the bulls of San Fermín, when thousands of young people gather to run in front of wild bulls through the streets of Pamplona. The rest of the year people from Navarra enjoy top quality products such as asparagus, chorizo, cheese and vegetables; and drink Somontano or local rosé wines. Nearby Aragón, one of Spain's great kingdoms has magnificent natural landscapes. Here some of Spain's most impressive settings can be found, such as the Ordesa Natural Park or the Pyrenees, making it one of the best destinations for skiing. Apart from Aragón trout, the region is known for Teruel cured ham, its cheeses, vegetables or comfit fruit dipped in chocolate.

And finally we have the islands. The Balearic Islands have become a magnet for travelers worldwide, especially the whitewashed Ibiza, famous for its carefree atmosphere and huge nightclubs. Mallorca, an old time refuge for artists such as Chopin, boasts great beaches, the ancient city of Palma and quaint little towns. Off the shores of Africa surge the Canary Islands, with a climate so mild that they have become the favorite spot for millions of European holiday-makers. These volcanic islands offer truly spectacular landscapes dotted with dormant volcanos and splashed with lava of all colors. Both Archipelagos have developed a very unique gastronomy. Some of the highlights of the Balearic Islands are *sobrasada* (a kind of chorizo paté) and *ensaimada* (a very light pastry). The Canary Islands are well known for their cheeses, Malvasía sweet wines grown on volcanic soil, and *papas con mojo* (boiled potatoes with a hot, spicy sauce).

And after this brief journey through the landscapes, flavors and dishes of Spain, the only thing left to say is that the Spanish Food Industry, through its prepared and packaged products, hopes to preserve our traditional foods making them accessible both to those who live in our country and to those who want to enjoy their tastes beyond our borders. Obviously to truly get to know the treasures which Spain has to offer the best thing to do is to come and visit, discover it, live it and savor any of its countless specialties under its light and sunshine.



Olive oil



Olive oil

Olive farming began over 5000 years ago in the Middle East. The Phoenicians and Greeks introduced it to the Iberian Peninsula, but it was the Romans who extended its farming and improved oil production techniques. Not only was Hispania the primary oil producer of the Empire, but its oils were also considered the highest quality.

It was used to oil athletes and kings, as a beauty and hygiene product, for burning in lamps and temples or as lubricant for agricultural tools. The Arabs perfected the oil extraction technique. Indeed the Spanish word for oil, *aceite*, comes from the Arab *al-zait* meaning olive juice. Centuries later it was the Spaniards who, during the 16th and 17th centuries, brought olive trees to America, extending its farming throughout many regions of the continent.

The olive tree, a typically Mediterranean tree, requires a lot of sunlight, mild winters, warm, dry summers and rain during the rest of seasons. Its growth is very slow and it does not yield fruit until at least 5-10 years after its plantation. It reaches maturity at 20 and attains its splendour between 35 and 100-150 years of age. It can live up to hundreds of years but the quality and quantity of its olives decreases dramatically.

The variety of flavors and aromas of the olive oil is due to the diversity of climates and microclimates existing in

our country and to the diversity and richness of our soil, something which does not occur in any other producing country. To this we need to add the over 260 varieties of olives produced in Spain, among which the Picual – which accounts for 50% of olive farming in Spain – Cornicabra, Hojiblanca, Arbequina, Lechín de Sevilla, Verdial, Empeltre and Picudo stand out.

The result of such a variety of olive trees, climates, altitudes and soils is an extremely diverse range of olive oils with different sensory characteristics. Thus we can find smooth and sweet oils, oils with a strong character and body or even bitter or spicy ones. But the quality they all share is their fruity and intense fragrance.

Olive harvesting – towards the end of autumn and the beginning of winter –, can be performed manually, hitting the tree with long rods, or using machinery which shakes the tree to release its fruit. Once collected, the olives are taken to the mill or oil press for processing during the 24 hours following their harvest. Only this way can prime quality oil be obtained. Once the olives have been cleaned of twigs and washed they are pressed into a paste.

In the traditional oil extraction process, the paste is placed in baskets that are then pressed to obtain an oily juice, composed of oil and water. Once decanted, the oil and water separate naturally due to their difference in density. Another

Spain, with 300 Mill. olive trees, is the first producer and exporter of olive oil in the world

method is the continuous system or centrifuge separation. One litre of water is added to each Kg of paste and a horizontal centrifuge separates the oily juice from the solid matter. The juice is then placed inside a vertical centrifuge that separates the oil from the water. It is fundamental that during the process the temperature does not exceed 35°C. Between 4 and 5 Kg of olives are necessary to make 1 litre of olive oil.

The olive oil is then stored in tanks made of inert materials such as stainless steel or glass tiles until its sale. In order to let the oil mature and prevent oxidization it is kept between 15°C and 18°C, avoiding any exposure to light. Unlike the extraction of other vegetable seed oils, which requires solvents for their manufacture, the production process of olive oil is completely natural.

The main olive oils on sale are extra virgin olive oil (maximum acidity 0,8°); virgin olive oil (2°) and olive oil (3°), made by refining virgin olive oil. Unlike wine, olive oil does not improve with time, so its consumption is recommended during the same year of production.

Currently Spain is the number 1 oil producer in the world. The farmed area (over 300 Mill. olive trees across an area larger than 2 Mill. Has.) accounts for 25% of all the olive farming surface worldwide. Its average annual production is 1.250.000 T, reaching 1.8 Mill T during recent campaigns. By region, the production is shared between Andalucía (80%), Castilla-La Mancha (7%), Extremadura (5%), Catalonia (3,5%) and the rest of Spain (4,5%).

Furthermore Spain is the number 1 exporter worldwide, reaching over 170 countries across the 5 continents. In the past 10 years we have exported a yearly average above 700.000 T, reaching as much as 1.1 Mill T. in some campaigns. This is due to our oils' outstanding quality, subject to the strictest controls both on behalf of the producers themselves as of the competent authorities. There are currently 9 extra virgin olive oil Protected Designations of Origin: Baena, Sierra de Segura, Sierra Mágica, Priego de Córdoba, Sierra de Cazorla, Les Garrigues, Siurana, Montes de Toledo, Bajo Aragón and at least six other ones in the process of being recognized.



Aceites Valderrama

Environmentally friendly organic oils

Aceites Valderrama is the brainchild of Jose I. Millán Valderrama, whose family has been growing olives for olive oil production since 1853. He spent his childhood surrounded by olive groves and, at the age of 25, got involved in computer science. He became director of a German company where he learned and applied three basic business concepts: enthusiasm, the passion for a job well done and constant innovation.

This experience put to use in olive cultivation, and a passionate team of motivated people, gave rise to the range of Valderrama extra virgin olive oils found today at the world's best tables. This is seen in the many testimonials from distinguished restaurants including over 80 Michelin star restaurants throughout Europe, Asia and America. Such renowned media as the Washington Post in the USA and Japan's famous culinary magazine CHEF91 has praised the excellent quality of Valderrama extra virgin olive oils. For the past two consecutive years, the New York International Olive Oil Competition awarded Valderrama the gold award. The Valderrama new line of organic olive oils also received an award at Biofach, the largest organic food fair.

Valderrama olive oils are unmistakable for their smoothness and aroma, which carefully preserves the memory of the field and fruit in the bottle; for the natural freshness of a product cold-pressed at 19°C/66,2°F just one hour after being picked; and for its delicate, smooth, clean and

Our philosophy is to produce extra-virgin olive oils of the highest quality, making better oil every year





balanced aroma with long finish that enhances the flavour of foods.

Valderrama's philosophy and mission is to produce the highest quality extra virgin olive oils from year to year. To accomplish this it is essential that the oil be produced from healthy olives at optimal ripeness, and that they come from our fully proprietary olive farms in Cordoba (370 acres) and Toledo (425 acres), agriculture-friendly environments where we use ecological farming methods and the most modern water, energy and fertilizer optimization techniques. Consequently, part of our production is fully certified organic.

We grow 6 varieties of olives at our farms: Arbequina, Hojiblanca, Picudo, Ocal, Picual and Cornicabra. Our single varietal oils are produced from these olives, and are cold pressed at 19°C/66.2°F less than an hour after the olives are picked in order to make very fresh, smooth, and aromatic olive oils. To ensure the maximum quality of each of the oils, we have a sophisticated laboratory, where, in addition to measuring acidity, peroxide values, etc, we also analyze and track polyphenols and fatty acids with gas liquid chromatography, measure bitterness with a UV spectrometer, and aroma with an electronic nose.

These parameters are constantly evaluated during the process to change the factory settings and thereby obtain the best aroma and flavour from each variety.

We design our single varietal olive oils at Valderrama to fit every food and culinary use, especially for salads, fish, pasta, and grilled or fried meat.

Valderrama



Founded in: 2001

Productive capacity: 350 T

Number of employees: 20

Export markets: USA, Japan, UK, China, Holland, Germany, South Korea, Sweden, Belgium

Products: Extra Virgin Olive Oil. Single varietals: Arbequina, Hojiblanca, Picudo, Ocal, Picual and Cornicabra. Organic extra virgin olive oils. Smoked olive oil. Natural truffle oil and Sherry vinegar

Brands: Valderrama, Don Millan and Oleum del Molino

Certificates: IFS, BRC Y FDA

Contact: Miguel Millán. General Manager
mmillan@valderrama.es
Aceite de Oliva Valderrama, S.L.
Anabel Segura, 10.
28108 Alcobendas (Madrid) Spain
Tel: +34 916502919
www.valderrama.es



Aceites La Española

With internationalization as a flag

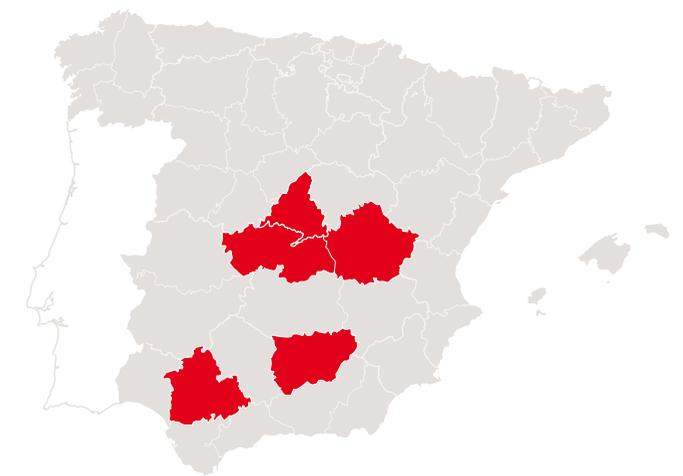
La Española is the image of Spain as a brand. It represents a sector in which we are world leaders and it transmits our cultural values through the brand's name and the image of a Spanish woman in the olive groves on the label.

Our respect for tradition is in no way incompatible with innovation being a trademark of La Española oils, where day after day we develop new top quality, healthier, more sustainable products, adapted to each market's characteristics. This dedication and personalization has led us to be present in 100 countries, being leader in 20 of them.

Aceites La Española is the most innovative company in the oil sector, having launched over 20 innovative product ranges over the past 15 years. We pioneered enriched and functional oils, aromatic oils, extra virgin and single-variety oils as well as exclusive sauces.

With over 170 years' experience, La Española has become an expert in the olive grove's complete management cycle. This shows in everything we do: the 7 plants spread across Andalucía and Castile, which include milling, refining, bottling and marketing olive oil. Our comprehensive management also shows in the extraction and preparation of vegetable oils, notably sunflower oil, or the production and distribution of vinegars, mayonnaises, sauces, dressings and pastas.

Being leaders in many of the over 100 countries to which we export our products directly, has made the international market account for approximately 45% of our revenue





Acesur, the group to which La Española belongs, is the unquestioned leader in its sector - through its division Enersur -, in its industrial activities in the management of residues coming from the olive groves, biomass production, cogeneration or production of biodiesel.

Being leaders in many of the over 100 countries to which we export our products directly, has made the international market account for approximately 45% of our revenue. Our growth in exporting bottled Spanish olive oil is a reference point, and we are among the top four major exporters and bottlers of olive oil in the world. Our ever increasing worldwide presence has led our international structure to noticeably grow over the past years with 3 storehouses in the United States and as many spread through the Czech Republic, the United Kingdom and Lithuania. We also have commercial offices in China, Portugal, Brazil, the United Kingdom and the United States.

One must also underline that La Española has established itself as the Spanish oil company with the highest sales in Latin America, placing itself in a privileged position in over half of the continent's countries such as Columbia, Paraguay, Peru, Ecuador or Brazil. Furthermore, La Española has a very relevant presence in as far-flung places with such high growth perspectives as New Zealand, China, Saudi Arabia or India.



Founded in: 1840

Productive capacity: Volume of oils and sauces sold (2014): 170 Mill. l (over 200 Mill. units sold). Annual refinement capacity: 175.000 l

Number of employees: 550

Export markets: 100 countries among which it is worth noting USA, Brazil, Germany, Australia and Japan. Others worth mentioning are: UK, South Korea, China, Mexico, Ireland, Lithuania, Poland, Colombia, Singapore, Russia, Finland, Ecuador, Dominican Republic, Sweden, Norway, Hungary, Slovakia, Taiwan, Pakistan, New Zealand, Czech Republic, Iraq, Iran, Philippines, Indonesia, Panama

Products: Extra Virgin Olive Oil, olive oil, olive pomace oil, sunflower oil, grape pip oil, corn oil, soya oil, blended, sauces, mayonnaise, condiments, vinegars and pastas

Brands: La Española

Certificates: BRC, IFS, OHSAS 18001, ISO 9001, ISO 14001, Kosher, AEO, Halal

Contact: International Department
Ctra. Madrid- Cádiz, Km. 550,6
41703 Dos Hermanas (Seville) Spain
Tel.: +34 954 690 900
www.laespanolaaceites.com



Deoleo

Ambassadors for the Mediterranean diet for over 150 years

Carbonell, which will turn 150 in 2016, is the biggest selling Spanish olive oil in the world and the main ambassador for olive oil outside our borders.

Since its foundation in Córdoba in 1866, quality, innovation and the vocation for export have been the company's hallmarks, the very same that still inspire Deoleo's strategy and have allowed, two centuries later, for the group's brands to be present in all five continents and be leaders in the main markets they operate in.

Carbonell is tradition, taste and quality, and of course innovation, since it has known how to adapt to new consumer demands with totally pioneering packaging and formats. In 1910 it introduced canned oil on the market; in 1960 it was the first oil brand to incorporate glass, in 2005 it surprised everyone with its *Tetra Pak* packaging and in 2012 it revolutionised the market with its spray formats.

All this without losing its essence from Córdoba and Spain, manifest in its iconic Andalusian woman on her labels, an *art nouveau* icon from the beginning of the century that has crossed borders and that consumers in half the world associate with Carbonell olive oil.

150 years later the brand still maintains its roots. The Carbonell factory in Alcolea (Córdoba) is the biggest olive oil packager in the world. There, a network of farmers

Deoleo is world leader in the sale of packaged olive oil. The group's main three brands are among the top ten selling brands in the world





supplies Deoleo with olive oil straight from their presses, guaranteeing the conservation of its properties and an unparalleled taste.

The laboratory at this factory is the main olive oil laboratory in Spain - certified by the International Olive Council (IOC) - a pioneer in olive oil quality assessment and innovation of functional products.

The group's main three brands are among the top ten selling brands in the world (Bertolli - nº 1, Carbonell - nº 2 and Carapelli - nº7) and have not only conquered traditional olive oil consuming markets - such as Spain and Italy - but also other countries where consumption of this product is growing considerably, like the USA, Germany, The Netherlands, Mexico, Japan or Australia.

The group markets its products in over 80 markets, has proprietary factories in Spain and Italy and commercial delegations in another 15 countries.



Founded in: 1866

Productive capacity:

Revenue 2015: 817,3 Mill €

Refining capacity: 980 T/day - 600 at the factory in Alcolea and 380 at the factory in Inveruno (Italy)

Number of employees: 718 (December 2015)

Export markets: Over 100 countries across five continents, among which we would like to highlight the USA, France, Germany, Japan, Columbia, Australia, Mexico and Chile

Products: Extra Virgin Olive Oil, virgin olive oil, and refined olive oils, vinegars and sauces

Brands: Carbonell, Bertolli, Carapelli, Hojiblanca, Koipe, Sasso, Fígaro, Elosúa, Giralda, Louit

Certificates: BRC, IFS, Kosher, ISO 9000, ISO 14000 and organic

Contact: Departamento Internacional

Parque Empresarial Rivas Futura

C/ Marie Curie, 5-7, 4ª pta.

Edificio Beta

28521 Rivas Vaciamadrid (Madrid) Spain

Tel.: +34 91 558 9505

www.deoleo.com



Goya

If it's Goya it has to be good

With a proven track record of over 40 years in the city of Seville, Goya En España is a leading company in olive oil, table olive and caper exports.

From its modern headquarters, located at the heart of the biggest olive and olive oil production centre in the world, Goya En España exports to the five continents.

It all starts in the olive groves where the main ingredient for our delicacies comes from. Our olives are harvested following a great tradition of Mediterranean flavours.

Our respect for age-old wisdom, coupled with the value we place on innovation, can be enjoyed in each of our products. That is why we continue working with the same recipe we used when we opened our first factory in Spain in 1974.

Goya olive oils, have been named "Best buy" by consumer associations, winning several gold medals at international contests, and are endorsed by international quality label institutions such as ChefsBest, Laur Konsument and iQTi.

Consumers rely on our dependability. Part of the Goya family, the largest Hispanic food company in the United States, we believe in excellence. We have achieved our reliability through the dedication of our employees, from the executives to the operators.

Goya olive oils have been named "Best buy" by consumer associations, winning several gold medals at international contests, and are endorsed by international quality label institutions such as ChefsBest, Laur Konsumenta and iQTi





That is why we proudly join the great Goya family in saying the phrase that has long identified us as a company: "If it's Goya... it has to be good!"

Goya En España, S.A.U. was created in 1974 by Antonio Unanue to ensure the best olive and olive oil production and packaging in the world. Our exports volume has placed us among the largest exporters of these products from Spain according to ASEMESA and ASOLIVA.

Everyone wins with Goya: we offer quality at a fair price and we look after the interests of our distributors and take care of our customers. We work closely with them in foreign markets to build our brand and ensure a common growth.

Goya Extra Virgin Olive Oil is prepared with an eye for every detail. Each stage in its production goes through a strict quality control process, including the selection and filtering of Extra Virgin Olive Oil. To ensure its consistency, our professional team tastes over 2000 samples representing lots that come from the finest stock of our Spanish suppliers. Of these, they select fewer than 100 lots that eventually become the unique "coupage" from which Goya's Extra Virgin Olive Oil is made. The final product is known for its brilliant colour, and an aroma that transports the consumer to the fields of Andalusia.

In 2016 we will launch our GOYA® Gazpacho, GOYA® Vinegars and GOYA® Organic Extra Virgin Olive Oil, complying with our vocation of bringing Spain flavours to the world.

Founded in: 1974

Productive capacity: 15 million bottles of olive oil in 2015

Number of employees: 27

Export markets: China, Dominican Republic, Ecuador, El Salvador, Honduras, Japan, Nicaragua, Nigeria, Poland, Puerto Rico, Republic of the Congo, United Kingdom, USA, etc.

Products: Goya "Único" Extra Virgin Olive Oil, Goya Extra virgin olive oil, Goya olive oil and Goya light flavour olive oil

Brands: Goya

Certificates: BRC "Grade AA", IFS V6 "Higher level", ISO 9001-2008, HACCP, Kosher, C-TPAT

Contact: Antonio Carrasco. General Manager
info@goyaspain.com

Goya En España, S.A.U.

Pol. Ind. La Red Sur, C/ 9

41500 Alcalá de Guadaíra (Sevilla) Spain

Tel.: +34 955 632 032

Fax.: +34 955 632 134

www.goya.com



Hazienda La Rambla

Natural by tradition

Hazienda La Rambla is a medium-sized company founded by a group of professionals with over 25 years' experience in manufacturing, marketing and exporting natural foods, especially olive oil, vinegar, olives, dried fruit, grape seed oil and vegetable preserves (such as artichokes), etc.

Our company is completely committed to the quality of its products. We believe integrity to be fundamental for doing business. Working for the long run, Hazienda La Rambla projects a new way of doing business. We aim to share not only our ethical principles but also our passion for natural food with professionals and companies from the whole world.

This new way of doing business implies passionately fulfilling our five basic directives on a daily basis: ethically fair commerce, consistent quality, excellent service, competitive prices and a broad range of natural products.

We are located in the North-East of Spain, in the province of Lérida, where our farmland properties are. The most representative of them is Finca Atalaya, located in Omellons (Lérida), where Arbequina variety olive trees grow. In this dry land farm, with extensive groves and century-old olive trees, we obtain the Extra Virgin Olive Oil we sell under the brand Único.

Our five directives are: ethically fair commerce, consistent quality, excellent service, competitive prices and a broad range of natural products





We also supervise our suppliers, located in different regions of Spain, to ensure that the quality of the prime materials they deliver is consistent. These oils are then packaged under our brand La Rambla, which enjoys the most prestigious international certificates such as ISO, BRC, IFS, Kosher, Halal and the region's own Designation of Origin.

Our international activity centres on exclusive agreements in each of the market we are present in - Europe, North America, Central America, Asia and Russia, whether with representative agents and/or exclusive importers.

We designate all our resources towards supporting the products we market under the La Rambla brand through promotional and advertising activities. We pursue a long term positioning in keeping with the intrinsic quality of La Rambla's products.

Our mission consists in distributing quality traditional natural food, produced through processes which preserve the environment, and in sharing our values and benefits with the whole chain of consumers, producers, distributors, and shareholders, always committed to a social project aimed at helping those most in need.



Founded in: 2009

Productive capacity: -

Number of employees: -

Export markets: UE, USA, Canada, Brazil, Russia, Japan, China, Indonesia, Thailand, the Philippines, Vietnam, Puerto Rico, Uruguay, Guatemala, Nicaragua, Honduras, El Salvador, etc.

Products: Extra Virgin Olive Oils: Special Coupage "Fusion"; Single varietal 100% Arbequina, 100% cornicabra and 100% Picual; 100% organic Arbequina; infused with white truffle, thyme, lemon, basil, chilli pepper, garlic. Vinegars: Jerez Reserva, tarragon, garlic, apple, Modena Balsamic. Olives: manzanilla whole green, pitted manzanilla, stuffed with natural anchovies and natural piquillo peppers, pitted black. Grape seed oil, natural artichokes, marinated artichokes

Brands: LA RAMBLA

Certificates: ISO, IFS, BRC, Kosher, Halal, DO, Organic

Contact: Carlos Matillas. International Manager

Manel Cucurull. International Manager

carlos@haziendalarambla.com

manel@haziendalarambla.com

Calle S. Pere Claver, no. 22 - 2º - 5a

25300 Tárrega (Lleida) Spain

Tel.: +34 973 5022 64

questions@haziendalarambla.com

www.haziendalarambla.com



Olivar de Segura

Much more than Extra Virgin Olive Oil

With more than 30,000 hectares of mountain Olive groves, 13 mills and an average production of 20,000 tons of olive oil, over 4,500 associated small family farmers joined forces to set up this cooperative whose main purpose is to offer consumers the fruit of the most beautiful olive groves in our land. A highly organic system value allows us to maintain the balance between quality production and the conservation of our natural heritage.

Our fields are located in the "Sierra de Segura Natural Park", the largest natural protected area in Spain. In 1983, UNESCO declared these mountains Biosphere Reserve through the Man and Biosphere Program (MAB) and in 1988, the EU declared the natural park as Special Zone for the Protection of Birds (ZEPA) as part of the Natura 2000 network.

The extra virgin olive oil we produce comes primarily from the Picual variety of olives, prevalent in our geographical area (approximately 97 % of the olive grove). This variety offers a very unique olive oil distinguished for its stability: longer life, high resistance to rancidity and better performance at high temperatures due to its high content of natural antioxidants, vitamin E and polyphenols. It is a special extra virgin olive oil, greenish yellow in colour, with an aroma reminiscent of fresh fruit with notes of apple, figs and freshly cut grass. The taste is fresh and balanced, bitter and spicy.

For the quality of its production and for social value of its enterprise, Olivar de Segura is a reference point in the trade, especially in the organic sector, where it is the main player in the processing and packaging of organic Extra Virgin Olive Oil





Since its foundation over 25 years ago, Olivar de Segura has been a community pillar for the region of “Sierra de Segura”. Its business model is based on the solidarity of its members, and its mission is the development of common investment and professional management aimed both at satisfying the needs of its customers and contributing added value to farmers’ businesses.

European regulation. In this sense, Olivar de Segura is an example of innovation and modernization. Its facilities are a point of reference in the international scene, especially the organic sector, boasting a separate processing and packaging plant dedicated exclusively to organic extra virgin olive oil. An effort which is highly appreciated by its customers in a sector that it is leading worldwide.

The business and commercial development of Olivar de Segura provides a vital contribution to the rural environment in which it operates. Its commitment to quality, its international orientation and its strong position in the local market, allows Olivar de Segura to position itself as a main social agent in the rural area in which it operates, carrying out an important added value for the local community.



Founded in: 1989

Productive capacity: 20,000 T of virgin olive oil

Number of employees: 17

Export markets: Japan, China, USA, Canada, Brazil, EU, Iran, Equatorial Guinea

Products: Organic Extra Virgin Olive Oil, Protected Designation of Origin “Sierra de Segura”

Brands: Early Harvest: Saqura; Organic: Oro de Génave; P.O.D. Sierra de Segura: Señorío de Segura; Traditional quality: Olivar de Segura

Certificates: Organic farming, Protected Designation of Origin “Sierra de Segura”, ISO 9001, ISO 14001, BRC, IFS, Kosher, SIQEV by Qvextra

Contact: José Luis García-Melgarejo.

General manager

export@olivardesegura.es

Olivar de Segura SCA

Ctra. Córdoba a Valencia s/n

23350 Puente de Génave (Jaén) Spain

Tel: +34 953 43 90 01

www.olivardesegura.es

Olive Line

Olives and olive oil from Spain to the world

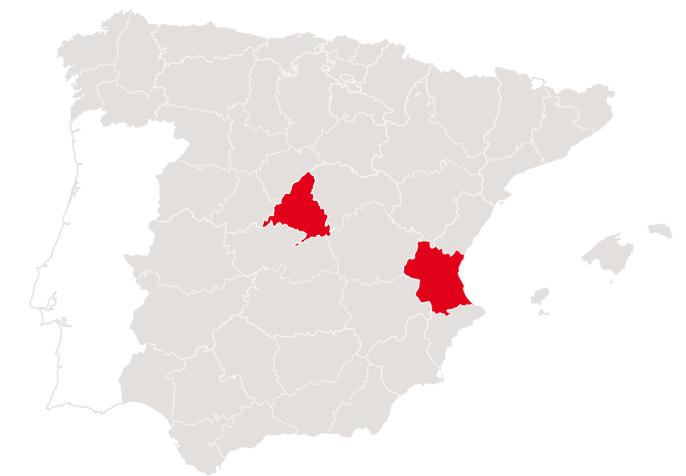
At Olive Line International, S.L. we focus on the production and sale of the Mediterranean diet's basic products, of which we are one of the main exporters. Every national and international health organization agrees that Extra Virgin Olive Oil is a fundamental pillar of the renown Mediterranean diet thanks to the elements that make up its composition.

The cross-professional Spanish Olive Oil organisation has recognised the use of three claims that may be used in commercial labelling since their effects on health have been proved. Vitamin E, which protects cells against oxidization, polyphenols which contribute to protecting lipids in the blood form oxidization, and oleic acid, a non-saturated fat which contributes to maintain normal levels of cholesterol in the blood.

From the beginning we have always insisted on harvesting the fruit at an ideal stage of ripening for each and every one of the products we sell, from the early harvest oils with high antioxidant levels, aimed at a very specific public, whose short-ripening olives stand out for their bitterness and spice; to medium ripening olive juices which seek a less bitter and spicy flavour, better suited for the taste and smell of our consumer.

Our olive oil is served in different presentations, both as single-varietal oils and in a coupage of different varieties,

Our factories, with the most modern facilities and totally automatic processes, guarantee the highest food safety





reaching a characteristic homogeneous organoleptic profile, obtained thanks to the experience of our panel of experts and the commercial feedback they receive.

The olive juice is extracted using technologies that guarantee that the product does not suffer any increase in temperature or quality deterioration. Once extracted we store it as if it were "liquid gold" in stainless steel tanks in environments that are far from noises and vibrations, and stock it in an inert environment using nitrogen to ensure the perfect conservation of its properties until the moment of packaging. To this end our factories guarantee the highest food safety, with modern facilities and fully automated processes to minimize the risk of manipulation.

Olive Line is committed to innovation, constantly developing technologies applied to the manufacture and packaging of this type of product. The main processes that take place in our facilities are regulated by the current national and international regulation UE 1348/2013, CODEX STAN 33-1981 y COI/T.15

Furthermore, all our processes are bound by the most demanding quality criteria and standard certificates (such as IFS and ISO 9001), as well as the necessary certificates to adapt to each destination's cultural requirements (Kosher, Halal). We also adapt to each country's regulations: FDA USA, KFDA Korea, AQSIQ China, etc.

Our extra virgin olive oil is bottled in dark glass to best guarantee the oils' properties until its consumption. Our conservation indications are clear; our oil must be transported and stored at a room temperature that never exceeds 18° C and protected from the light until its consumption.



Founded in: 1998

Productive capacity: 3,000 T of olive oil / year

Number of employees: 57

Export markets: Over 18 countries including the EU, Eastern European countries, China, Korea, CIS countries, the USA and Persian Gulf countries

Products: Olive oil bottled in all kinds of packaging and formats: glass, PET, tin. Table olives, grape seed oil, pickles, wine, vinegar and canned tuna

Brands: Maestro de Oliva, Ibérica, Señorita, Olive Line, Olive Fan

Certificates: IFS, ISO 9001

Contact: José García. Commercial Manager
 p.garcia@oleanostra.es
 oliveline@oliveline.es
 C/ Manuel Pombo Angulo, 24, pl. 2, of. 13
 28050 Madrid (Spain)
 www.oliveline.es



Rafael Salgado

More than just olive oil

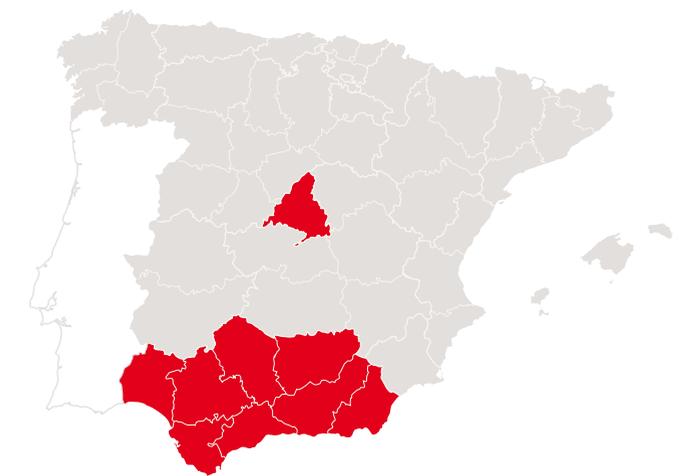
For more than 5 generations, the Salgado family has developed a line of high quality olive oils based on our deep knowledge of the habits and likeness of consumers in each countries where our products are present. Since 1.875 when our family started this project, we are proud of supplying the most suitable type of olive oil to each market.

Our Olive Oils is a selected coupage of 3 different varieties of olives: Arbequina, Nevadillo Blanco and Cornicabra, which are carefully blended in different percentages in order to provide full consistency all year long. The result is a perfectly balanced Extra Virgin Olive Oil, mild and fruity.

We pack our oils in a fancy and exclusive retail and foodservice packs, easily recognize in more than 120 countries all around the world.

Our production is based on the most modern facilities with the highest technologies and under a strict method of selection of raw material. All this guaranties a high quality product with impeccable presentation. Our stainless steel tanks with inert gas preserve our olive oils maintaining their properties during the whole season. This quality is duly controlled and monitored by our laboratory which is provided with the most advanced scientific equipment.

We have developed a line of high quality olive oils based on our knowledge of habits and likeness of consumers in more than 120 countries



All our facilities (olive oil mills, extraction plants, refineries and packing facilities) are accredited by the most recognized Quality Seals like ISO 9000, ISO 22000, BRC, HACCP our OU KOSHER AND HALAL.

Our two main brands, both in Spain and worldwide, are RS RAFAEL SALGADO and SABROSO. Our firm also manufactures a number of prestigious private brands for the international distribution.



Founded in: 1.875

Productive capacity: 80 million kilos a year

Number of employees: 150

Export markets: Over 120 countries

Products: Extra Virgin Olive Oil

Brands: RS Rafael Salgado, Sabroso and private labels

Certificates: ISO 9001, ISO 22000, HACCP, BRC, Kosher, Halal

Contact: Mr Pablo Fiter Salgado

Director of the International Division

export@rafaelsalgado.com

Calle Ferrocarril, 18 2º piso

28045 Madrid - Spain

Tel.: +34 91 666 7875

www.rafaelsalgado.com



Olives & Pickles

Olives & Pickles

Olives are intimately linked to Mediterranean cuisine. Thousands of years ago Greek mythology told of how, with her spear, the goddess Palas Atenea gave birth to the olive tree, an extraordinary tree whose fruit would give nourishment to men and from whose fruit a juice would be extracted that would bring them energy, would cure their wounds and would shed light in the darkness. And although it is true that olives were initially used to extract oil, there are references from the 1st century B.C. quoting their direct consumption. Such is the case of Columella's famous writings that describe different methods of preparing table olives. In fact it even became a basic component of the daily diet of field laborers in Andalucía and Extremadura during the 19th and 20th centuries.

As well as being the first world exporter of olives, Spain also has the widest offer of varieties: Manzanilla, Hojiblanca, Gordal, Cacereña, Aloreña, Lechín, Morona, Verdial, Picual... among many others.

Being a delicate fruit, harvesting requires special care in order not to damage it, reason for which the most sensitive varieties are still collected by hand. Harvesting, popularly known as *"el verdeo"*, primarily takes place in the months of September and October.

Depending on the moment of collection and the following preparation process, there are three types of olives: green,

In Spain there are over 80 types of olive stuffing. The most popular ones are anchovies and peppers

black and of turning color (purple, chestnut or pink). After processing to make them edible (olives are the only fruit which cannot be eaten straight from the tree), they can be found in countless presentations: whole, pitted, sliced, halved, quartered or in segments. They can be dressed in brine, Spanish style, with garlic and herbs, with thyme or oregano, with citrus fruits like lemon or orange or with onion, etc. And if we consider the stuffings, there are over 80 different kinds, the most popular of which are anchovy, pepper, tuna, salmon, almond, lemon, onion, garlic, ham, etc. Of all the different kinds of olives Spain produces, sliced olives (29%) are the ones in most in international markets, followed shortly by stuffed olives (27%).

The real development of the table olive sector began at the end of the 19th century in the province of Seville. Since then Spain has been the international market leader in terms of production volume, transformation, sales and export.

As well as the 8,000 direct jobs the sector generates, one must take into account the over 6 million days of field labor needed for the harvest and farming of olives. The sector's contribution to Spain's gross domestic product is in the range of 1,000 million Euros.

There are around 150.000 hectares of olive groves in Spain reserved for table olives. The greatest expanses of this crop can be found in Andalucía (83,44%) and Extremadura (13,95%), although to a lesser extent they can also be found in Aragón, Cataluña, Murcia and other regions. With an average production of 541,920 tons over the past five years, Spain remains the first table olive producer in the world (22% of the global total) followed far behind by Egypt, Turkey and Greece, etc.

Spain is, with a considerable difference, the first exporter of table olives worldwide, followed by Egypt and Morocco. In 2015 exports amounted to 346.117 tons (713.6 million euros) to more than 150 countries. Their main destination is the USA, which accounts for 21% of exports, followed by Italy, Germany and France. Internal consumption is also considerable, with Spain occupying the 5th place in the world ranking.

Olives are the most popular of our pickles but not the only one. The next most popular are gherkins, pickled onions, aubergines, garlic, chiles, carrots and capers. In Spain they

Spain is the number one producer, processor, seller and exporter of table olives and the 5th consumer on the planet

are eaten at all times, especially as tapas or as snacks in bars, with an ice-cold beer or a glass of vermouth. Their consumption at home is not to be underestimated. A very popular way of eating them is as *"banderillas"*, which get their name from one of the instruments used by bullfighters during corridas. They consist of various pickles - a combination of olives, gherkins, onions, peppers, chiles and anchovies - on a skewer.

Pickles are vegetables preserved in wine vinegar, although occasionally to enhance their flavor, garlic, onion or spices may be added. They are highly recommended in weight loss diets since they have very low calorie count whilst being rich in fiber. Furthermore, they don't lose any of their nutritional properties in the process, maintaining all of their vitamins and minerals.



Aceitunas Torrent

Passion for olives

Aceitunas Torrent is a leading company in seasoning, packaging and marketing table olives, as well as one of the world's main exporters. It was founded at the end of the 19th century, when Francisco Torrent Terol left his home town of Alicante and moved to Cordoba. It was in 1898, when he started to make barrels to carry olive oil and table olives, and by doing so he laid the foundations of the company.

In 1920 Aceitunas Torrent became one of the first Spanish companies to export olives, especially to South American countries such as Brazil, underlining the company's predilection for export activities from the very beginning.

In over a century since its creation, Aceitunas Torrent has experienced exponential growth in production, innovation, management, brand image and sales; positioning itself as market leader, with presence in all five continents.

Currently the fourth generation of the Torrent family heads the company, which is strategically located in Aguilar de la Frontera (Córdoba), a table olive producing area by excellence and also an important geographic location that has turned into a communications hub for its export activities.

Aceitunas Torrent is a leading company in seasoning, packaging and marketing table olives, and one of the world's main exporters of this product





Aceitunas Torrent is located in a 100,000 m² industrial area where the company's entire production is located. It has a state-of-the-art technology for pitting, stuffing and slicing table olives. With over 90 employees, and due to the optimization of its resources, the company has a production capacity of over 20 million kg/year.

Aceitunas Torrent is well-known for its black olives, a point of reference for the rest of its products. Yet its product range includes green and black olives: whole, pitted, stuffed and sliced, packaged in both cans and glass jars.

Production focuses primarily on the Cordoba Hojiblanca variety, undisputed leader in terms of number of Kg produced and exported, although the company also produces other varieties such as Manzanilla and Gordal olives.

Quality has always been the company's key principle. Aceitunas Torrent was the first firm in the Spanish olive industry to obtain the ISO 9001 certificate in all processing stages: seasoning, packaging and marketing. Because of its commitment to the environment and food safety the company also obtained the ISO 14001 certificate, upper level IFS v.6 and A grade BRC v.7 certificates, as well as Eurostars for its fleet of vehicles.

Emphasis on innovation has led Aceitunas Torrent to launch new products such as its line of innovative gourmet stuffed and caramelized olives as well as its premium extra virgin olive oil.



Founded in: 1898

Productive capacity: 20,000 T/year

Number of employees: 90

Export markets: Germany, S. Arabia, Algeria, Austria, Azerbaijan, Belgium, Belarus, Bulgaria, Canada, Chile, Croatia, Denmark, UAE, USA, Finland, France, Holland, Hong Kong, Hungary, India, Ireland, Fiji, Israel, Italy, Jordan, Kuwait, Libya, Malta, Mexico, Moldavia, Norway, Oman, Pakistan, Panama, Portugal, Czech Republic, Romania, Russia, Seychelles, Switzerland, Thailand, Taiwan, Ukraine, Uzbekistan, Venezuela, Yemen

Products: Green table olives: whole, pitted, sliced and stuffed. Black table olives: whole, pitted and sliced. Gourmet olives. Extra Virgin Olive Oil

Brands: Torrent, Olivalife, Bostoliva, Privilegio de Al-Andalus, Samaoliva, Torrent 1898, Torrent Gourmet

Certificates: IFS v.6, BRC v.7, ISO 9001:2015, ISO 14001:2015, Kosher, Ecocostars

Contact: Manuel Pérez. Export Director
info@aceitunastorrent.com
 Avda. de Córdoba, 110
 14920 Aguilar de la Frontera (Córdoba) Spain
 Tel.: +34 957 662 020
www.aceitunastorrent.com



Agro Sevilla

The No. 1 olive producer in the World



Agro Sevilla is cooperative comprised of olive-growing cooperatives from the Sierra Sur region in Seville and its surroundings. We process, pack and market our members' olives, ensuring the future of the olive groves for generations to come.

From its start in 1977, Agro Sevilla has focused its efforts on exporting. Over the years, we have become the first exporter of table olives in Spain and worldwide, selling our products to over 70 countries and becoming leaders in most of them.

Our group's entire activity is focused on customer service. Agro Sevilla produces olives on two continents, Europe and South America, and in both hemispheres. Hence, we have two harvests a year, which allows us to offer our clients the guarantee of an uninterrupted supply, geographic proximity and a broader range of olives. We also have subsidiaries in the United States and Italy that are responsible for marketing and distributing our products in both countries.

Agro Sevilla produces olives in Europe and South America, and in both hemispheres. Hence, we have two harvests a year, which allows us to offer our clients the guarantee of an uninterrupted supply





In 2015, Agro Sevilla's boasted an overall turnover of 185 million Euros and it exported its products to over 70 countries.

The Group has several subsidiaries, including production centers (Agro Sevilla Aceitunas, Aceites Agro Sevilla and Agro Sevilla Chile) and sales and management offices (A.S. Comercio y Servicios, Agro Sevilla USA y Agro Sevilla Italia).

Our Group has a vertical organizational structure comprising of 11 agricultural cooperatives with about 3,500 farmers and an annual production of 80,000 tons approximately. Since we produce, pack and market our own harvest, we are in a position to exercise full control over the product, from point of origin to point of sale.

Our packing plants are equipped with the most advanced technology. We are a pioneering Spanish company in our industry in environmental matters having implemented the HACCP control system and ISO 14001 quality certificate.

Our competitive advantages are traceability - from farming to marketing -, integrated strategy, through joint working teams that ensure standard olive quality, and quality control laboratories throughout the whole production process.



Founded in: 1977

Productive capacity: 80.000 T

Number of employees: 350 employees and 3.500 associated farmers

Export markets: Over 70 countries including, USA, Germany, Australia, Brazil, China, Israel, Italy, Japan, Kuwait, Latvia, Malaysia, Mexico, Norway, India, Pakistan, Poland, Portugal, Qatar, United Kingdom, Czech Republic, Russia, Switzerland, Ukraine, Venezuela

Products: Green table olives (whole, pitted, sliced, stuffed) and black olives (whole, pitted, sliced) olive oil and extra virgin olive oil

Brands: Coopoliva, Agro Sevilla, Seville Premium, Olicoop

Certificates: ISO 14.001, BRC, IFS, OHSAS 18001, Kosher, Halal

Contact: Alfredo Martín Soldevilla.

Commercial Director

grupo@agrosevilla.com

Agro Sevilla Aceitunas Soc. Coop. And.

Avda. de la Innovación s/n

Ed. Rentasevilla, planta 8

41020 Seville (Spain)

www.agrosevilla.com



Angel Camacho Alimentación

Adding flavour to your life

This Spanish family business has a history spanning over a hundred years (since 1897) and produces and markets an extensive range of fine foods from the Mediterranean and other parts of the world.

Its product categories – olives, olive oils, jams, pickles, condiments and teas –, are marketed under the company's flagship brands Fragata, Loreto, La Vieja Fábrica and Susarón, as well as packed under Private Label.

With sales to over 95 countries and an annual production of around 60 Mill. Kg. of table olives, the business group, with corporate offices in Moron (Seville) and subsidiaries in Spain, the USA, the UK and Poland, is one of the leading global table olive industry players and offers complete programmes for retail and foodservice as well as for the food industry.

Through its policy of corporate social responsibility (CSR), Angel Camacho contributes actively and voluntarily to social improvement, generating prosperity in the community.

In 2013 the company joined the United Nations Global Compact contributing actively and voluntarily to the implementation of its 10 principles in the areas of human rights, labour, the environment and fight against corruption. In 2015, it also joined the Water Mandate, which aims to find solutions for the sustainability of water globally.

Our production facilities, considered state of the art within the table olive industry, guarantee an extremely high product quality thanks to the application of the latest processing and packing techniques





With hypermodern processing & warehouse facilities, located in Spain and Poland, and high-speed production lines, the specialty foods are packed in virtually any configuration the customer requires, from the smallest retail jar to big size packing for foodservice, catering or the food industry.

The different production facilities, considered “state of the art” within the table olive industry, guarantee an extremely high product quality thanks to the application of the latest processing & packing techniques.

The ISO, BRC, IFS and other certifications guarantee that the quality assurance systems implemented by the Company comply with the conditions specified by international standards.

Angel Camacho holds the ISO 14001-2004 BVQi & EMAS certifications and places an emphasis on waste reduction and the recycling of resources. As such, the Company operates the only processing plants in the table olive industry with zero waste. Its plantations (olive groves) absorb the CO₂ generated by the combustion of biomass (olive stones or pits) used in the facilities, resulting in zero net emissions of CO₂.

The Company also calculates the carbon and water footprint of its olives and preserves packed in glass jars. In 2014, Angel Camacho presented its first Sustainability Report, prepared following the guidelines of Global Reporting Initiative.



Founded in: 1897

Productive capacity: 60,000 T of olives

Number of employees: 800

Export markets: More than 95 countries including: USA, Canada, EU, Eastern European countries, South America and Central America, Brazil, Russia, India, China, Japan, Philippines, Singapore, Australia, South Africa, etc.

Products: Olives, olive oil, pickled vegetables, condiments, jams, sweeteners, herbal teas and infusions

Brands: Fragata, La Vieja Fábrica, Loreto, Susarón

Certificates: IFS, BRC, ISO

Contact: Luis Camacho Perea. Export Director
lcp@acamacho.com
info@acamacho.com
Avenida del Pilar, 6
41530 Morón de la Frontera (Seville) Spain
Tel.: +34 955 854 700
www.acamacho.com



Goya

If it's Goya it has to be good

With a proven track record of over 40 years in the city of Seville, Goya En España is a leading company in olive oil, table olive and caper exports.

From its modern headquarters, located at the heart of the biggest olive and olive oil production centre in the world, Goya En España exports to the five continents.

It all starts in the olive groves where the main ingredient for our delicacies comes from. Our olives are harvested following a great tradition of Mediterranean flavours.

Our respect for age-old wisdom, coupled with the value we place on innovation, can be enjoyed in each of our products. That is why we continue working with the same recipe we used when we opened our first factory in Spain in 1974.

Goya olives quality is endorsed by international quality label institutions such as ChefsBest, Laur Konsumenta or iQTi.

Consumers rely on our dependability. Part of the Goya family, the largest Hispanic food company in the United States, we believe in excellence. We have achieved our reliability through the dedication of our employees, from the executives to the operators.

We continue working with the same recipe we used when we opened our first factory in Spain in 1974





That is why we proudly join the great Goya family in saying the phrase that has long identified us as a company: "If it's Goya... it has to be good!"

Goya En España, S.A.U. was created in 1974 by Antonio Unanue to ensure the best olive and olive oil production and packaging in the world. Our exports volume has placed us among the largest exporters of these products from Spain according to ASEMESA and ASOLIVA.

Everyone wins with Goya: we offer quality at a fair price and we look after the interests of our distributors and take care of our customers. We work closely with them in foreign markets to build our brand and ensure a common growth.

After they are picked and selected with the greatest care, our Goya olives pass through a process that involves the latest technology in the industry to maintain the original flavour and texture.

Their ingredients exclude any additive except for those naturally produced in the olives pickling preparation. We only bottle the best two varieties, known as Manzanilla and Queen.

We distinguish ourselves within the olive industry for offering both olives and olive oil with a balanced production of around 3 million Kg each under the same brand umbrella, Goya.

In 2016 we will launch our GOYA® Gazpacho, GOYA® Vinegars and GOYA® Organic Extra Virgin Olive Oil, complying with our vocation of bringing Spain flavours to the world.

Founded in: 1974

Productive capacity: 17 million jars of olives in 2015

Number of employees: 27

Export markets: China, Dominican Republic, Ecuador, El Salvador, Honduras, Japan, Nicaragua, Nigeria, Poland, Puerto Rico, Republic of the Congo, United Kingdom, USA, etc.

Products: Our product lines include the varieties of Goya Manzanilla and Queen Olives, black and green table olives and their preparations: plain olives, pitted, sliced, stuffed, reduced sodium, alcaparrado, salad olives, and capers

Brands: Goya

Certificates: BRC "Grade AA", IFS V6 "higher level", ISO 9001-2008, HACCP, Kosher, C-TPAT

Contact: Antonio Carrasco. General Manager

info@goyaspain.com

Goya En España, S.A.U.

Pol. Ind. La Red Sur, C/ 9

41500 Alcalá de Guadaíra (Sevilla) Spain

Tel.: +34 955 632 032

Fax.: +34 955 632 134

www.goya.com



JOLCA

Synonymous with the best quality Spanish olives

For over 50 years, JOLCA has combined tradition with innovation to become one of the most renowned table olive brands on the Spanish market.

The company is located in Aljarafe, Seville, a region that since ancient times is famous for the quality of its olives. Pliny, in Roman times, praised the sunny hills of this area as the best for growing olives. Later, in the Middle Ages, the famous geographer Al-Idrisi said that *"the best known region for olive cultivation in Al-Andalus is the area southwest of Seville called Aljarafe"*. This tradition has continued up until today and both the olive tree and olive are intimately connected not only to the local culture, but are also the mainstay of its economy.

JOLCA was created in 1961 by the entrepreneurial Gutierrez family who have maintained the balance between a respect for tradition (by hand-harvesting the olives), and constant innovation. The combination of the two gives rise to a wide range of quality table olives deserving the praise received in the markets where they are sold. For our customers, quality is the hallmark of our brand.

Today, JOLCA is a leading brand in the Spanish market and our products can be found in over 40 countries worldwide. JOLCA is synonymous with the best quality Spanish olives. As an appetizer or in cooking, table olives are highly nutritious and an integral part of the Mediterranean diet.

For over 50 years, JOLCA has combined tradition with innovation to become one of the most renowned table olive brands in the Spanish market





It has always been the priority of our company – which has the industrial facilities to treat such distinguished and unique fruit with care – to be close to the raw materials it works with.

We mostly process two varieties of local olives that are recognized worldwide: the Manzanilla and the Gordal from Seville.

The combination of selecting raw materials that are suitable for the most discerning palates, a team of professional experts, modern and efficient facilities, and strict monitoring of all stages of production from the time the olives are picked, is the source of greatness that distinguishes JOLCA.

We are always looking for ways to improve and to meet customer demand. We are increasingly allocating more resources to new technologies that provide greater safety in the manufacturing process. Moreover, the distinct formats (small, medium, large), types of containers used (cans, glass, flexible bags) and variety of presentations (pitted, whole, stuffed with different ingredients, seasoned with spices, etc.) enable us to meet the demands of different consumer groups.



Founded in: 1961

Productive capacity: 8,000 T

Number of employees: 80

Export markets: North America, Central America, South America, the Caribbean, EU, Africa, Middle East, Asia, Russia and Ukraine

Products: Table olives and pickled vegetables in cans, glass jars and plastic bags

Brands: JOLCA

Certificates: ISO 9000, IFS

Contact: Jorge Carro Alonso

jcarro@jolca.es

Tel: +34 954 154 032

Fax: +34 954 151 689

Autovía Sevilla Huelva, Km. 22,5

41830 Huévar del Aljarafe (Seville) Spain

www.jolca.es

Manzanilla Olive

El sabor de Sevilla - The taste of Sevilla

2010 was the year we started to build a common project in order to grow together. 2014 was the year we had to prove that after four years learning to live together, taking decisions and walking at the same pace, we were prepared to take on new challenges and prove our strength. 2015 was the year Manzanilla Olive became a reality.

This is a story of people who dared to change things challenging the current times. Together they found the drive to overcome a great obstacle and lead a great transformation. Manzanilla Olive are the men and women of our land, day labourers, farmers, master cooks, operators, technicians, agents. People who believe in a different way of doing things, in a different future for the towns of Seville.

Manzanilla Olive is a great family of 6000 farmers from the olive grove. A Second Degree Anonymous Cooperative with its headquarters in Utrera (Seville) made up by nine First Degree Agricultural Cooperatives from 8 municipalities from the region of Seville, that produce, pack and sell table olives and Extra Virgin Olive Oil both nationally and internationally.

Our priorities are: supply, quality and product. Over 10,000 Hectares of Olive groves guarantee our own production. We offer excellent quality products, as the national and international certifications we obtained testify. And our own rigorous and innovative traceability management system

We produce pitted olives, black sliced olives, and olives with a variety of fillings and flavours, in addition to the exclusive olives that are introduced by hand one by one in glass jars





- an exercise in transparency and answerability to the customer - guarantees the product's origin. Thanks to it our clients can trace the route our olives have travelled from the field to the table.

Our facilities allow us to produce pitted olives, sliced black olives and olives with a variety of fillings and flavours, in addition to the exclusive olives that are introduced by hand one by one in glass jars. Our premises have the capacity for cooking 410 T. of olives in 24 hours, an oxidization capacity of 160 t. and storage for fermentation of 7,000 T.

Our main olive crop are the Seville Manzanilla, the most renown internationally and the most versatile thanks to its balance of flavours; the heart-shaped Seville Gordal, much appreciated for being so fleshy, the Morona, a traditional local variety from Morón de la Frontera (Seville); the Hojiblanca, which because of its versatility and strength is the most grown and the one that receives R&D's closest attention in Seville's sector; and the Verdial de Huévar, which is an echo of the past since its trees were used as a blueprint for new varieties.

At Manzanilla Olive we not only make the most of Seville's traditional table olives, but we also focus on Olive oil production. Our oil is bottled at the presses of our base cooperatives.

Our Olive oil is obtained by mechanical procedures. For this we use numerous varieties of olives: Seville Manzanilla, Picual, Hojiblanca, Verdial and Lechín. The result is a superior quality extra virgin olive oil. It has an excellent aroma and flavour and its acidity is below 0.80^º.

manzanillaOlive

Founded in: 2010

Productive capacity: Table olives: over 40,000 T.
Olive oil, approximately 10 Mill Kg.

Number of employees: 87

Export markets: EEUU, Canada, United Kingdom, Poland, Germany and Greece

Products: Table olives: whole Manzanilla, pitted, stuffed with pepper and stuffed with anchovy; whole and pitted Gordal; green or sliced black; whole black and pitted. Extra Virgin Olive Oil (Seville Manzanilla, Picual, Hojiblanca, Verdial and Lechín) always obtained by mechanical procedures

Brands: Manzanilla Olive and Lola. Client brand MDD

Certificates: BRC and IFS. Organic production certificate for table olive and Extra Virgin Olive Oil (in process)

Contact: M^a Carmen Martín Quero.
Marketing and Communications Manager
mcmq@manzanillaolive.es
Carretera Utrera - Los Palacios, km 3,5
41710 Utrera (Sevilla) España
Apartado de correos 51
www.manzanillaolive.es



Olive Line

Olives and olive oil from Spain to the world

At Olive Line International, S.L. we focus primarily on the production and sale of the Mediterranean diet's basic products, finding ourselves among the top ten Spanish exporters of table olives.

We obtain our green olives through alkaline treatments and brine preparations where they undergo lactic fermentation processes that give them their exceptional organoleptic quality. We work with the main olive varieties: Manzanilla, Hojiblanca and Seville Gordal, healthy fruit with no defects that are collected through traditional methods. We sell them whole, pitted and with a broad range of fillings that best suit our customers' tastes, such as anchovies, tuna, salmon, prawns or octopus, as well as other ingredients of the Mediterranean cuisine such as ham, lemon or peppers. We are also one of the main manufacturers of black olives in their different presentations, using the finest varieties such as Cacereña or the Seville Gordal.

Once we receive the olives, they are sampled and only the best quality ones are accepted, the most rigorous selection parameters being calibre, scent, flavour, texture, PH and salt. The quality controls guarantee the supervision of the product and the necessary materials for its manufacture throughout the entire production cycle.

The rest of the prime materials are tested and, should they not comply with our experts' strict specifications, are

Our factories, with the most modern facilities and totally automatic processes, guarantee the highest food safety





refused. After having been received, all the ingredients are stored in their corresponding warehouses, to guarantee their integrity and quality until the moment of processing. The remaining production phases, such as packaging, take place in fully automatic facilities. Our work lines are equipped with electronic weighing systems, capable of discrimination packaging that do not fulfil the legal effective content requirements for each format. Once tested and checked, the final product is boxed and palletized by robots, adapting to the requirements of each destination market.

All our products undergo thermal treatments like pasteurization or sterilization, by which the cans are submitted to perfectly controlled temperatures to destroy pathogenic and non-pathogenic microorganisms and toxins in order to put products with the highest food safety on the market.

Our factories with the most modern facilities and totally automatic processes reduce the risk of manipulation to the minimum. We are committed to innovation, constantly developing technologies applied to the manufacture and packaging of these types of food such as atmosphere-controlled environments.

Current national and international laws regulate our main processes. We are subject to Spanish technical health regulation RD 1230/2001 which scrupulously regulates the production, circulation and sale of table olives, as well as international regulations COI and CODEX that regulate its international commerce.

All our processes are bound by the most demanding quality criteria and standard certificates (such as IFS and ISO



Founded in: 1998

Productive capacity: 15,000 T of olives / year

Number of employees: 57

Export markets: Over 18 countries including the EU, Eastern European countries, China, Korea, CIS countries, the USA and Persian Gulf countries

Products: Packaged table olives in all kinds of packages and formats: tin, glass and DOY Packs. Table olives, grape seed oil, pickles, wine, vinegar and canned tuna

Brands: Maestro de Oliva, Ibérica, Señorita, Olive Line, Olive Fan

Certificates: IFS, ISO 9001

Contact: José García. Commercial Manager

p.garcia@oleanostra.es

oliveline@oliveline.es

C/ Manuel Pombo Angulo, 24, pl. 2, of. 13

28050 Madrid (Spain)

www.oliveline.es

9001), as well as the necessary certificates to adapt to each destination's cultural requirements (Kosher, Halal). We also adapt to each country's regulations: FDA USA, KFDA Korea, AQSIQ China, etc.

Meat products



Meat products

Meat is by far the most consumed food in Spain. This is due to the great offer, variety and quality of the products the sector can provide. The meat industry is the 4th most important industrial sector in Spain after automobiles, petrol and energy. Its weight in the economy is considerable: with a business worth 22,177 Mill. €, it accounts for 21.6% of the food industry and brings 2% of the GDP and 14% of the industry GDP.

Furthermore the meat industry is the number 1 exporter of Spain's food and agricultural products, even ahead of wine exports. In 2015, overseas sales reached 2.0 Mill. T of meat and meat products (worth 5.000 Mill. Euros) to the whole world. And international demand is on the increase. This is an overwhelming success, considering that 25 years ago Spain barely exported any meat at all.

The success of exports is due, not only to the quality of the products, but also to their safety, since the industry facilities are subject to rigorous health and sanitary official controls, and many even have private certificates which guarantee the traceability of the product and its correct treatment during the process.

Pork meat is one of the cornerstones of Spanish cuisine, featuring in numerous dishes, tapas and snacks, forming an integral part of the Mediterranean diet, declared Intangible Cultural Heritage of Humanity by UNESCO. One example

of how deeply rooted it is in our culture, is the fact that the *matanza* – pig slaughter festivities – are still a popular celebration in a number of Spanish towns.

Although pig farming in Spain has been tightly bound to rural family economy, in the past decades its weight has steadily grown to become the powerful industry it is today. Whilst in 1954 there were no more than 9 refrigerated slaughterhouses and 615 cold meat factories, today there are nearly 3,000 companies devoted to the meat industry. In 2015, Spanish pork production reached 3.9 Mill. T, making Spain the 2nd pork meat producer in the EU (after Germany), and the 4th worldwide.

Pork meat is known for being very tasty, being used both for consumption and for industrial processing. In fact, every Spaniard consumes an average of 5 Kg of ham per year. Spanish pork products are divided in two main categories depending on the race they come from. The majority is white pork, from which ham, cold meats, and cold cuts are made. The rest comes from the Ibérico race, indigenous to the Iberian Peninsula, hence its name.

In Spain, around 47 million cured hams are produced annually. Only those which comply with *Especialidad Tradicional Garantizada* (ETG or Traditional Specialty Guaranteed-TSG) regulations can be marketed with the Serrano denomination, and only those which comply the

Norma de Calidad de productos ibéricos (Quality Standard of Iberian products) can be marketed with Ibérico label. Ibérico ham production is protected also by 4 Designations of Origin (D.O.): Guijuelo, Jamón de Huelva, Los Pedroches and Dehesa de Extremadura, and there are two more D.O.'s for hams from white pigs races : Jamón de Teruel and Jamón de Trevelez.

In recent years, acorn-fed Ibérico ham has positioned itself alongside the most sophisticated delicatessen products in the world. This ham is made from Ibérico free-range pigs reared in the great holm oak pastures to the West and Southwest of the Iberian Peninsula. Their nourishment gives their meat a very unique and valued taste. This race's distinguishing quality is the infiltration of intramuscular fat, a healthy unsaturated fat, which gives its meat an unbeatable texture and juiciness.

Spain also has a great tradition in the manufacture of cured cold meats and cold cuts such as *paleta*, cooked ham, *lomo*, *chorizo*, *fuet*, *longaniza*, *salchichón*, etc. These are processed by means of curing, and occasionally enriched with spices such as paprika and pepper. A great number of these products have successfully been present in foreign markets for years.

Spain is the 6th bovine meat producer in the EU, a sector with a great bias on export especially to the EU. Cattle are

reared primarily in the North of Spain, due to the abundance of meadows, and in the West and Southwest of the Iberian Peninsula, regions with great estates and pastures. Currently some indigenous Spanish races are experiencing a strong comeback and receiving awards for their quality and characteristics.

The farming of ovine livestock primarily takes place in the driest regions of Spain because they are not very demanding in terms of pastures and are very resilient to extreme climates. Consumption of lamb, for example, is very popular in Castile, where it is cooked in wood ovens, and in other areas too (Aragon, Extremadura...). Spain occupies the 2nd position of lamb meat production within the EU.

In Spain there are 16 17 Protected Geographical Indications (PGI) for fresh meats while there are 9 15 for hams, cold cuts and sausages. Located across the entire national territory, PGIs safeguard the quality of some of the finest Spanish meats, such as *Ternera Gallega* (Galician veal), *Sobrasada de Mallorca* or *Chorizo de Cantimpalo*. Their aim is to protect the qualities that differentiate the meat of cattle, pigs or lambs reared in specific areas, whether because they are indigenous races, because of the environment they graze in or the nourishment they ingest. The resulting meat is of excellent quality as well as being extraordinarily tasty and juicy.



Ibéricos COVAP

Momentos de placer

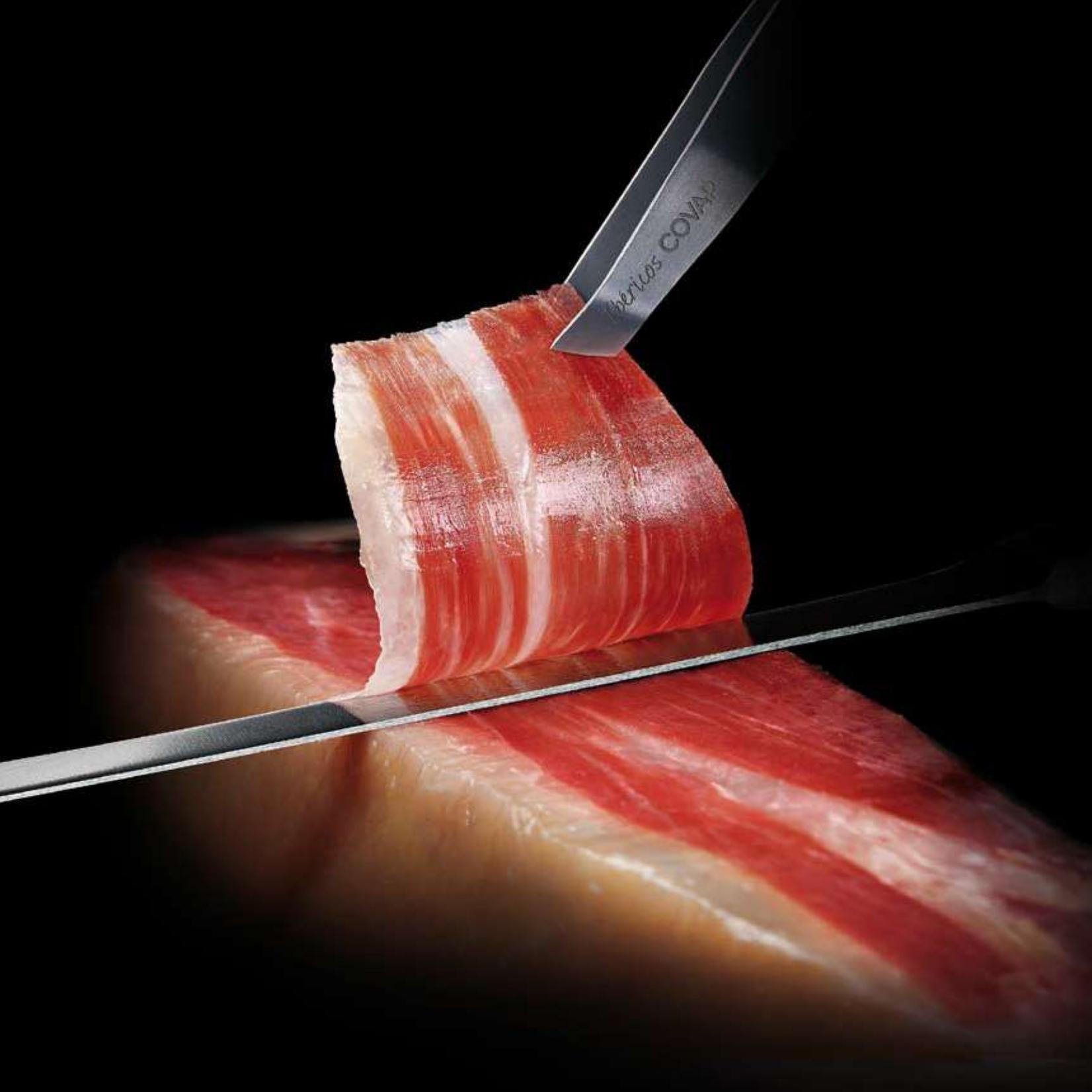
The Cooperativa Andaluza Ganadera del Valle de los Pedroches, COVAP, was born in 1959 as a project by men determined to show the world the importance of unity. Today COVAP embodies a new concept of food business that goes beyond traditional agriculture and livestock rearing. Established as a powerful dairy, meat and animal food industry, it successfully faces the challenges and future opportunities for internationalisation and commercialization with a common policy: to satisfy our consumers' needs with food safety offering quality products at affordable prices.

At COVAP we have been producing *Iberico* products for years, which has turned us into a symbol of tradition and quality.

Its unique location, the *Dehesa* of the Pedroches Valley, considered one of the largest Holm-oak woods in the world and declared biosphere reserve by UNESCO, gives our COVAP *Iberico* pigs a unique character and an unmistakable personality. This natural habitat that spreads across over 300,000 hectares in the south of the Iberian Peninsula, holds the greatest concentration of Holm-oak acorns. The *Dehesa* is a unique ecosystem for rearing free ranging 100% *Iberico* pigs belonging to the cooperative.

Our commitment to authenticity and quality is thanks to the experience of generations and generations of our COVAP

The *Dehesa* of the Pedroches Valley, largest Holm-oak wood in the world and UNESCO biosphere reserve, gives our *Iberico* pork a unique character and an unmistakable personality





Ibéricos COVAP

MOMENTOS DE PLACER

farmers. An authenticity that, at COVAP, we guarantee throughout the entire process with a closed production cycle, from rearing the 100% *Iberico* pigs to the traditional production of our extensive range of products, from their origin until their ageing in natural cellars.

The 100% acorn-fed *Iberico* COVAP hams are produced under two exclusive and select brands: Alta Expresión de los Pedroches COVAP and Esenciaúnica COVAP.

Alta Expresión de los Pedroches COVAP, is the brand whose products are certified by the Los Pedroches designation of Origin. Made from 100% purebred *Iberico* pigs fed on acorns, the Alta Expresión de los Pedroches COVAP hams are unique pieces that carry a double certificate. These exclusive products are slowly and calmly cured at the ideal pace to underline all of their nuances; jewels born from inspiration for the enjoyment of demanding palates that will know how to appreciate their unbeatable character.

COVAP presents its Esenciaúnica range: the purest essence and selection in a 100% *Iberico* acorn-fed product. Each piece undergoes a natural and artisanal production process, maturing solely through slow ageing in natural drying cellars to get the most out of them.

COVAP markets its products in 5 continents and in the most demanding markets in the world such as the USA, turning its 100% *Iberico* products into unique creations born from inspiration, dedication and time.

Founded in: 1959

Productive capacity: 900.000 pieces

Number of employees: 566

Export markets: Over 28 countries including Europe, the USA, Canada and Asia

Products: 100% *iberico* hams, sloulders and sausagues, meats and dairy products

Brands: Ibéricos COVAP, Alta Expresión de los Pedroches and Esenciaúnica COVAP

Certificates: BRC, IFS, Halal, Certicar

Contact: Abel Rodriguez

Manager of the International Department
abelinter@covap.es

S.C.A. Ganadera del Valle de Los Pedroches
COVAP

Calle Mayor 56

CP 14400 Pozoblanco (Córdoba) Spain

Tel.: +34 957 77 38 88

www.covap.es



ElPozo

Meat protein-based food solutions

ElPozo Alimentación is the flagship of the Grupo Fuertes holding company, and is effectively its core business. It offers meat protein-based food solutions, using a unique production model: Integrated Process Control (IPC).

Founded in 1954, ElPozo Alimentación prides itself in its strong commitment to ongoing improvement. R&D+i is at the heart of the business, innovating production processes, implementing new technology and launching solutions that improve the lives of consumers in the medium to long term.

Its corporate mission is to satisfy customers by providing balanced, wholesome foods that are both nutritious and appealing to the senses, offering the consumer good health, pleasure, well-being and convenience. To this end, 1% of the total turnover is invested in R&D+i.

Within the meat industry the company is a pioneer in healthy eating thanks to its Bienstar and All Natural range of products as well as its Extratiernos line of fresh pork, Ibérico pork, turkey and beef. Furthermore, its commitment to sustainable development enables it to continue building the trust of its primary interest groups.

Our Integrated Process Control (IPC) provides thorough food security for all our products





A strong focus on customer service is our main differentiating factor. This was achieved from the beginning by introducing the unique and pioneering Integrated Process Control (IPC). This tracking system directly oversees all activities: from researching customer needs and demands to obtaining point-of-sale information; constantly supervising everything from raw materials to produce feed, breeding farms and production, processing, manufacturing, marketing, services provided to distribution chains, and even offering personalized customer service. This is how ElPozo offers nourishing food solutions that guarantee health, flavor and convenience, and proves its commitment to nutrition and well-being.

As part of Grupo Fuertes holding company, one of the firm's determining characteristics is its total vertical integration. All of the companies in the group link their activities in order to track every product they sell. The company is adapting itself to face a future of assured growth in an increasingly global market. Cutting-edge facilities, a leadership team, and innovative food solutions are the ingredients required for facing this challenge.

ElPozo believes in the future, proof of which are the high levels of investment. In the last four years alone (coinciding with the financial crisis), it has invested 160 million euros in upgrades.



Founded in: 1954

Productive capacity: Between 450,000 and 500,000 T/year

Number of employees: 4,000

Export markets: Over 80 countries

Products: Meat protein based food solutions. Fresh and processed meat products.

Brands: ElPozo Legado Ibérico, ElPozo Selección, El Pozo All Natural, ElPozo Extratiernos, ElPozo Bienstar, Almirez

Certificates: ISO 9001, ISO 14001, BRC, IFS

Contact: Gilberto Sánchez, Export Director
30840 Alhama de Murcia (Murcia) Spain
exporta@elpozo.com
Tel.: +34 968 636 840

Embutidos La Hoguera

Flavours of old

Embutidos La Hoguera is a food company started in 1986. The business covers the entire value chain, from pig production, slaughterhouse and cutting room to product processing. At La Hoguera we believe that combining tradition, technology and research is the key to producing top quality foods. These precepts, which we have followed from the start, have made La Hoguera a major brand committed to health and to the future.

Our company is located in San Pedro Manrique (Soria) 1,500 metres above sea level in the Alcarama mountain range and is known both for its religious and leisure activities (the traditional walk through fire on Midsummer's Eve) and its well-made sausages and hams, which have been produced and cured in this microclimate for years.

Embutidos La Hoguera started its first farm in 1975 and twelve years later, after establishing the correct basis, a company was created to make products that we can be proud of. Livestock is raised leisurely on wholly natural feed, essentially cereals with no saturated fats: corn, wheat and barley. This makes the pigs large and fat, with finer, tastier meat, ensuring that all products are top-quality: the origin of our best raw material.

At La Hoguera we believe that combining tradition, technology and research is the key to producing top quality foods





Our company is well established and in constant development. In recent years, we have experienced growth in production, staff, product range, and most of all, in quality and food safety, not forgetting our commitment to rural areas, the environment, health and the people of this land, our people.

We raise native breeds on our farms and cross-breed them with the most prestigious breeds in the market (Duroc, Large-White, and Landrace). These crosses (hybrid strength) reach higher levels of improvement than those expected of their genetic inheritance and thus the animals are superior to thoroughbreds. Our facilities are ideally suited for the business. We give special attention to hygiene through the periodic cleaning of all areas (ceiling, walls, floors, etc.) and to perfect care and maintenance of the pig stalls.

Our farms' position, the drying process in our own installations, with technically advanced drying chambers using the traditional system, Soria's most appropriate climate and old-fashioned production methods ensure that La Hoguera's hams and sausages please the most demanding palates.

The farm produces 40,000 pigs per year with nine months of breeding, which results in a high quality raw material in terms of fat infiltration levels, very close to that of Iberian pigs (Duroc genetics).

Embutidos La Hoguera has invested in increasing its productive capacity and upgrading processing procedures in order to raise the quality and food safety of all of its products, as well as modernizing its image both nationally and overseas.



Founded in: 1986

Productive capacity: 350 hams and 8,000 T of cold-cuts

Number of employees: 62

Export markets: EU, Australia, Hong Kong and Ukraine

Products: Ham and cold-cuts from the Serrano, Duroc and Iberian pigs

Brands: La Hoguera, Duroc, Fuentebella, Alcarama

Certificates: IFS, BRC, EG, ISO 9001, Iberian Quality Certificate, Tierra de Sabor Certificate, Lista Marco (establishments authorized to export meat products)

Contact: Tito Hernansanz.

Export & Commercial Manager

export@lahoguera.es

C/Carrera Mediana, 9

42174 San Pedro Manrique (Soria) Spain

Tel.: +34 696 48 29 66

www.lahoguera.es



Incarlopsa

Quality pork products

In 1978, four brothers from the Loriente Piqueras family decided to found a family business called Incarlopsa (Industrias Cárnicas Loriente Piqueras, S.A.) to produce and process quality pork products.

With enthusiasm and great determination, the four brothers were able to carry out a project that has developed into a large company.

They started with a small slaughterhouse in Tarancón (Cuenca), where the animals were slaughtered and quartered in the primitive manner of that time, a difficult and laborious undertaking.

In the 1980's they began to see a return for their effort and commitment. That's when – as a result of good business management and all of their achievements – the time came to expand the facilities and upgrade technology by installing a refrigerated slaughterhouse, cutting room, sausage plant, ham drying facilities, cold-cuts plant etc.

Incarlopsa currently has facilities of over 181,000 m² and employs over 1,100 professionals who receive ongoing training.

Our main goal is to offer the highest quality, best guarantees and traditional flavour in our pork products





Incarlopsa's primary business is the production and processing of pork meat and meat products. Our main objective is to offer traditional flavours, the highest quality and the highest guarantees thanks to rigorous health controls.

We offer:

Pork meat. We focus all our attention on animal selection, using only those genetic lines that ensure top quality meat. We monitor pigs' food and feeding (from suckling to adult) and guarantee the animals' welfare during their breeding and handling. We carry out extensive health controls and use the most advanced technology for our products' traceability.

Cured Ham. This is one of the company's most important categories. The quality of the raw material is the first step in obtaining quality cured ham. Therefore Incarlopsa only processes hams obtained from selected animals, which are quartered under strict quality controls.

Iberico Products (fresh meat, cold-cuts, cured hams and shoulders). We not only monitor all production processes, methods and systems, but also breeds, genetics, food, slaughtering and dry-curing process, in order to guarantee the quality and food safety of our Iberian products.

Sausages. The production of processed products like cooked sausages is another major mainstay of Incarlopsa. We use pork raw material from our own cutting plant and prepare cold-cuts, smoked and cooked products etc., ensuring their thorough quality and food safety tests.

Incarlopsa
Calidad por Naturaleza

Founded in: 1978

Productive capacity: Cured hams and pork shoulders – 5.75 mill. hams / year; White pork slaughtering and quartering: 5,500 pigs / day; *Iberico* pork slaughtering and quartering: 600 pigs / day; Sausages: 100 MT / day Other processed products: 3,000 MT / year; *Iberico* cold-cuts: 8.000 MT/year; Cold Storage capacity: 4,500 MT; Slicing plant for cured ham and shoulder: 65 Mill. Packages / year

Number of employees: 1,100

Export markets: Angola, Congo Republic, Georgia, Haiti, Hong Kong, Ivory Coast, Japan, Liberia, Philippines, South Korea, Vietnam, European Union (Bulgaria, Czech Republic, Denmark, France and Réunion, Germany, Hungary, Italy, Portugal, Romania, United Kingdom)

Products: fresh pork meat (white and *Iberico*), dry-cured hams, cured *Iberico* hams and shoulders, *Iberico* cold-cuts, cooked sausages, traditional cold-cuts

Brands: Incarlopsa, Sierramon

Certificates: ISO 9001, ISO 14001, IFS, TSG "Jamón Serrano", Certificate of Compliance with Quality Regulations for *Iberico* products

Contact: Brindusa Militar. Export Department
brindusam@incarlopsa.es
Ctra. N-400 Km. 95,5
16400 Tarancón (Cuenca) Spain
Tel. +34 969 320 908
Fax.+34 969 321 144



Montesano

You like it healthy

The Montesano group is a family-run company founded in 1965, but the family has been making ham and Iberian pork products for over 80 years, keeping alive a strong family tradition that has lasted for three generations. This, along with our adaptation to new technology in terms of nutrition and food safety gives rise to a product of unbeatable quality and flavour.

Within its industrial division, the Group boasts 6 facilities, three production locations and three distribution warehouses. In its manufacturing activity the company has two clearly separate ranges: the manufacture of products made from white pork, such as the sale of fresh and frozen meat, which takes place exclusively in the Canary Islands, and on the other hand the manufacture of products made from Iberian pork which is processed in the facility the group owns in Extremadura.

Currently Montesano exports to all five continents (over 30 countries), Asia being one of the brand's most important foreign markets, with a commercial office in Japan, where the company has been selling its products for 15 years, and China, where it has been doing so for 7.

It is in the Extremadura *Dehesa* - a sustainable ecosystem which is unique in Europe, where the dominant vegetation are a million hectares of holm-oaks and cork trees and the Iberian pig is king - that Montesano is a reference point in

It is in the Extremadura *Dehesa* that Montesano is a reference point in the production of ham, pork loin, and 100% acorn-fed Iberian pork cold cuts





the production of ham, pork loin, and 100% acorn-fed *Iberico* pork cold cuts. Montesano, true to tradition, with the help of the most modern technology, has made one of the most complete industries possible. There, we check every step of the production process of these delicacies certified by Europe, China, Japan, South Korea, Latin America, Canada Australia and New Zealand to name a few.

The quality cycle starts with Montesano's genetic selection in the breeding farms, where a 100% *Iberico* pork lineage yields perfect animals. They are born and live under great care. Between 18 and 24 months they run, bathe and eat nothing but fresh natural products, living in complete freedom. They then spend half a year in Montesano's mountains, fed on 12-15 kg of acorns a day, reaching the weight of 180 Kg.

Thus in Montesano, the production of such appreciated delicacies begins, which in some cases will last up to four years, as in the case of the 100% acorn-fed *Iberico* hams and shoulders.

At Montesano, over a century of art and good practices—successfully rearing and producing—join forces with our constant growth, increasing our investments and production capacity, exporting and above all standing for quality.

The results are 100% *Iberico* acorn-fed hams, shoulders, loins, loin fillets, *chorizos*, salami and *morcón*. Gastronomic jewels created by Montesano for the enjoyment of everyone who tries them in Spain and throughout the world.



montesano

Founded in: 1965

Productive capacity: 10.500 T

Number of employees: 430

Export markets: Over 30 countries. Among which Europe, Latin America, China, Japan, South Korea, Canada, Australia and New Zealand

Products: 100% *Iberico* acorn-fed Ham, Serrano ham, shoulder, loin, loin fillets, *chorizo*, salami and *morcón*, *Iberico* pork meat

Brands: Montesano

Certificates: *Iberico* quality Standard (RD 4/2014), UNE-EN ISO 9001-2008, ETG Serrano Ham (Guaranteed Traditional Speciality)

Contact: Miguel Ángel Zapata. Export Manager
export@montesano.es

Ctra. Nacional 435 km 234

06380 Jerez de los Caballeros (Badajoz) Spain

Tel: +34 924 750 500

Tel: +34 637 440 698

Fax: +34 924 750 506

www.montesano.es



Noel Alimentaria

Spanish deli since 1940

Noel Alimentaria, S.A.U. is a family-owned business established in 1940 in Olot (Girona) by Josep Bosch Callís. Noel is one of the leading companies in the meat sector in Spain. Employing over 1000 people, it is located in the volcanic natural park of La Garrotxa, a place with a special climate for producing a wide range of charcuterie products. Specialised in sausages, cooked and cured ham, fresh and processed meats and ready meals, the company has maintained its traditional production processes while showing a commitment to innovation and international presence for its products.

Led by the third generation of the Boix-Bosch family, and with the fourth generation involved in the company's day-to-day management, Noel is clearly focused on the international market and currently sells its products in over 55 countries worldwide.

Its 75-year history began in 1940, when the family started to produce cooked ham and sausages using traditional methods in a small workshop in Olot. Noel Alimentaria has grown and improved its facilities over the years and it currently has 10 factories in different parts of Spain: in La Garrotxa as well as in Huesca and Teruel, where products including Serrano ham, Teruel ham D.O. and the prestigious Iberian ham are all made. In Barcelona, Noel owns APA Processing, a facility where high-pressure technology is used in order to improve food safety and product quality.

Noel Alimentaria remains faithful to its origins, reinforcing the values that have always defined the company: trust, quality, experience and innovation





Furthermore, a new facility attached to the company's main headquarters in Pla de Begudà (La Garrotxa), will be completed this year.

Noel's turnover in 2015 reached € 207 Mill. All its products are sold by major retailers and the company produces almost 50,000 tons of meat products per year, all subject to careful scrutiny from the very beginning and throughout the entire production process.

With the motto "Spanish deli since 1940", Noel Alimentaria remains faithful to its origins, reinforcing the values that have always defined the company: trust, quality, experience and innovation. Noel is a customer-oriented company working in three main business areas: a fine selection of regional charcuterie, ready meals and fresh meat. It is able to offer traditional products, manufactured using the most up-to-date food technology and with the most advanced solutions.

Currently Noel is part of the *Consorcio del Jamón Serrano Español* whose president, Anna Bosch, is the General Director of the company. The aim of this consortium is to offer an exclusive, high-quality and distinctive Serrano ham worldwide. In addition, Noel is also member of the *Consorcio del Chorizo Español* which certifies control of each individual piece of the product, creating a unique brand that enjoys international recognition.

Due to the company's ongoing efforts, Noel has been awarded a wide range of distinctions, including the title of "Best Spanish Food & Beverage Company" by the Spanish Ministry of Agriculture, Fisheries and Food, the "Export Award" by the Girona Chamber of Commerce, Industry and



Founded in: 1940

Number of employees: Over 1.000

Export markets: Over 55 countries worldwide

Products: cured and cooked hams, cured chorizos and pork sausages, fresh and processed meats and ready meals

Brands: Noel

Certificates: BRC, IFS, Sedex, Consorcio del Jamón Serrano Español, Consorcio del Chorizo Español, ETG Jamón Serrano, Iberico Ham certificate, USDA

Contact: Josep Buixeda. Corporate Sales Director
 export@noel.es
 Pla de Begudà
 17857 St. Joan les Fonts (Girona) Spain
 Tel.: + 34 972 290 700
 Fax: +34 972 290 538
 www.noel.es

Shipping, the "Catalan Agricultural Medal" by the Catalan Regional Government and the "Superior Taste Award" by the International Taste & Quality Institute.



Grupo Palacios

A family secret

The Palacios business group is a reference point in the Spanish food industry. Its birth was a family butcher shop that opened its doors in 1960 in the town of Albelda de Iregua, in the Rioja region. In 1983 this town from Rioja witnessed the foundation of Embutidos Palacios, which, at the beginning, exclusively manufactured sarta chorizo, a product made with love and care from one of Miss Dolores' ancient recipes with the secret of a family that successfully combined hard labour with the latest technology. The result, a 100% natural chorizo, free of any preservatives or colouring, which quickly placed itself as market leader.

Nowadays, after decades dedicated to innovation, quality and diversification, the Palacios Group is a reference point in the Spanish food sector, employing over 700 people. Its wide portfolio of products include a number of categories of refrigerated and frozen products, ranging from chorizo to frozen desserts, Spanish tortilla, ready-made meals, pizzas and breaded foods to say a few. It has positioned itself as Spanish market leader in chorizo, chistorra, certain categories of ready-made meals and frozen desserts.

The Palacios Group aims to improve day after day, trying to stay ahead of market needs and adapting its products to consumers' needs. Palacios, a trademark that stands for over 50 years of know-how and understanding tradition, looks after food safety with the aid of the latest technologies.

Our products, treated with love and care, are the combination of an ancient recipe and the secret of a family that successfully combined hard labour with the latest technology





Ever since its foundation, the Palacios Group has always shown an international vocation. It is worth highlighting that it was the first Spanish chorizo to receive the USDA approval for sale in the USA. This focus on export has allowed our products to be available in five continents. Our products are exported to the main European countries such as Great Britain, France, Italy, Germany, Belgium or Portugal. In America they can be found in the USA, Canada Mexico, Brazil etc. In Africa they are present in Morocco, Equatorial Guinea, and Angola. In the Middle East they reach the United Arab Emirates, whilst in Asia they are present in the Philippines and Hong Kong.

Quality is the pillar upon which the Group is founded, something that binds our company policy, our work and our products. This makes us comply with the strictest standards such as the USDA, IFS, BRC and ISO certificates. Palacios currently boasts nine production centres where it manufactures its extensive portfolio on premises that comply with the strictest quality certificates.

Since the future of Palacios is bound to development and innovation, as well as having our own researchers, we maintain partnerships with universities and foundations. We are constantly searching for those processes, systems and products that are best adapted to the market and industry needs.

Founded in: 1983

Productive capacity: Over 70.000 T

Number of employees: 700

Export markets: EU, USA, Mexico, Canada, United Arab Emirates, South America, etc.

Products: Chorizo, chistorra, refrigerated and frozen Spanish tortillas, refrigerated and frozen pizzas, refrigerated ready-made meals, frozen desserts

Brands: Palacios, Floristán, Granderroble

Certificates: ISO 14001, ISO 9001, OHSAS 18001, BRC, IFS, Halal, RSPO, FACE, ADILAC, EMAS renovation

Contact: Philippe Dubourg. Export Manager
 philippe.dubourg@palacios.es
 Carretera Logroño, s/n
 26120 Albelda de Iregua (La Rioja) Spain
 Tel.: +34 941 443 032
 www.palacios.es

Canned vegetables, prepared dishes, rice & others



Canned vegetables, prepared dishes, rice & others

Spain enjoys a gentle and sunny climate, which has made it Europe's greenhouse for centuries. The Arabs perfected the irrigation systems set up by the Romans, importing sophisticated oriental hydraulic techniques. Their amazing water economy allowed them to improve the efficiency of harvests. And when Spain discovered America it started bringing back surprising fruits and vegetables that surprised and delighted the whole world and now form part of its diet.

Until the 1960's, the agricultural sector was the pillar of the national economy. And although the structure of the Spanish economy has changed considerably in the past half century – today only 5% of the population works in agriculture – Spain is still Europe's greenhouse and leads the international fruit and vegetable commerce.

The excellent use of water resources and technological advances, have allowed us to find our space among the main fruit and vegetable producers of the world. Greenhouse farming (in the south and the Canaries) has been noticeably perfected. And all throughout the Mediterranean arch and Extremadura complex irrigation systems have revolutionized farming. This, along with the sun which shines permanently on our country yield excellent harvests all year round.

The Spaniards started exploiting this "green gold" a long time ago exporting their fruit and vegetables to the world

But the best way to reach even further was through canned vegetables. It is no coincidence that the areas that produce the majority of these products are located in the main agricultural regions. In this sense, three production areas stand out: (Albacete and the regions of Murcia and Valencia), the northeastern strip (Navarra, La Rioja and Aragón) and the south west of the Peninsula (Andalucía and Extremadura).

Every year, around 1.5 Mill. T of canned vegetables for a value of approximately € 1.550 Mill. are produced in Spain. The fruit and vegetable processing sector consists of 340 companies employing 30,584 people, not taking into account the thousands of day laborers who are hired during the harvesting seasons. Ever since the beginning, the industry has been export-oriented. Currently it exports roughly 50% of its production (40% of its total revenue).

The products it manufactures (excluding fruit juices and pickles) are classified into 3 main groups: canned fruit, vegetables and tomato. Canned tomatoes account for 41% of all production volume (and 35% of the revenue). This vegetable not only is of great importance in Spanish cuisine, which uses it as a base for all its stews and sauce bases, but its worldwide demand has never decreased since the Spaniards brought it from the Americas in 1540, introducing it to Europe. It was so well received that in Italy to this day they call it golden apple (pomo d'oro) and the

Ever since the beginning, the canning industry has been export-oriented. Currently it exports roughly 50% of its production (40% of its total revenue)

French named it the apple of love (pomme d'amour). The tomato-producing subsector primarily manufactures tomato concentrate, peeled tomato, tomato puree and tomato juice.

The quality and variety of the fruit produced in our country is also reflected in the processing industry. Canned fruit represents 35% of the overall volume and 29% of the sector's revenue. The most sought-after canned fruits are peaches, followed by tangerines, apricots, pears, strawberries and mixed fruit. In this subsector, the production of jams and marmalades is of great significance. A typical Spanish breakfast includes coffee and toast with

butter and either strawberry, peach, plum, berries jam or even more interesting flavors such as figs or tomatoes.

Vegetables bring color and vitamins to any dish. It is not unusual in a bar to order a canned pepper salad with canned tuna, or a Spanish potato salad (called Russian salad, a star tapa dish) made with canned vegetables. Some outstanding canned vegetables are artichokes, mushrooms, peppers and asparagus. And although some are suffering from competition from the Far East or Latin America, their exquisite taste sets them apart. Canned vegetables account for 21% of the volume and 32% of the revenue of the canning industry.

50% of the total production is sold abroad, the main recipient being the EU, followed by the USA. However the presence of Spanish fruit and vegetables – either canned, frozen or processed – in other parts of the world like South America, Central America, Asia and the Middle East is greater every day.

The broad range of products, the high guarantees of food health and safety that the Spanish industry has to offer, place it at the head of the world canning industry. Furthermore, great modernization advances have taken place, and it has permanently adapted to current consumer trends with noteworthy investments in research, development and innovation of technological centers.

In the past years we have witnessed breathtaking advances in preparation, refrigeration, packaging, preservation and traceability of these foods. Prepared meals, for example, have made a giant leap, and one can now enjoy ready-made meals that taste homemade. On the other hand, recent demand for organic products has been met by the industry, which has been developing organic ranges of products for some time now.

The introduction of rice to Spain is attributed to the Arabs, who started growing it in Valencia in the VIII century. Currently, Spain is Europe's second producer of this cereal after Italy. In 2015 ricefields took up almost 110,000 hectares and the Spaniards consumed between 170,000 and 200,000 T of rice. In Spain this product has two Differentiated Quality Designation of Origin: Valencia and Calasparra, as well as one geographic indication: Delta del Ebro.

Paella, the quintessential rice dish, is the star of Spanish gastronomy and its most international dish, although there are other very popular varieties such as black rice (made with squid ink) or desserts such as Asturia's rice pudding.

The EU is the primary destination for our rice (Belgium, the United Kingdom and Germany account for 60% of our sales) although lately new markets such as the

Paella, the quintessential rice dish, is the star of Spanish gastronomy and its most international dish

Mediterranean basin and even Asia have opened up. Exports are about 300,000 T. and the biggest player in the sector is the first rice seller worldwide.

Consumption of prepared dishes in Spain is on the increase even though it is still lower than in countries like the USA, the United Kingdom or France, where they have a greater tradition of consumption of such dishes. However, Spain holds the fourth place in Europe in terms of new ready-made meals launched on the market. In this sector not only are innovation and development key, but consumers increasingly want to know the natural origin of their ingredients, and increasingly demand the introduction of ingredients with a Protected Origin Designation.



Audens Food

Your partner in kitchen solutions

Since 1975 Audens Food's vocation has had a clearly client-oriented bias with special emphasis on service. We specialize in the preparation and sale of a broad range of ready-made and precooked dishes and have become market leader in our field in Spain. Our catalogue includes a great variety of snacks, tapas, first courses, main dishes, side dishes and desserts which cater for HORECA's needs.

Our mission is to provide catering solutions for our clients whilst maintaining the quality and flavour of old times. We spare no effort in our quest, carefully selecting the finest ingredients, being respectful and scrupulous in the preparation process and aiming for product excellence, all in order to guarantee the utmost quality in a creative and innovative fashion. We guarantee a healthy cuisine thanks to the raw materials we use, our production process, and thanks to the advantages of freezing technology.

Our company produces its own brands Prielá, Frinca, Frinca Olé, Price, Doña Lupe and Quinta Base. As a complete global supplier we also work for private labels as well as some of the most important third party brands.

Our commitment is to implement nutritional criteria and avoid additives so that consumers can enjoy our tasty offer while taking care of their health, without forgetting the pleasure of real taste





The Audens Food group boasts an industrial capacity of 60,000 T shared between our five facilities in Granollers, Balsareny, Sant Fruitós and Parets del Vallés in Barcelona and our facility in Roales del Pan in Zamora.



Audens Food's main plant (in Granollers) has a capacity of 24,000 T and manufactures croquettes, cannelloni, lasagna, snacks and tapas. The industrial plant in Balsareny has a capacity of 8,000 T and manufactures different ranges of croquettes, *buñuelos* (fritters) and frozen vegetables. Our facility in Roales del Pan has a capacity of 14,000 T and specialize in savory pastries, precooked meats, and fish and cephalopod-based products such as squid and squid rings. The industrial plant in Sant Fruitós del Bages has a capacity of 12,000 T and manufactures pizza, cannelloni, lasagna, croquettes, *churros* and a broad range of gourmet precooked meals.

All our plants are ISO 9001 and IFS (International Food Standard) certified. Our facilities in Granollers, Balsareny and Parets also have ISO 14001 environmental certificates and Balsareny is also certified with BRC and Halal certificates.

Our logistic hub in Parets del Vallés is where we focus the cold storage and distribution of the bulk of our group's products; with a capacity of 8,300 pallets and a completely automatic picking system we can guarantee an unbroken cold chain throughout the entire distribution process. Furthermore this facility has 5,000 m² for further expansion and we have recently started a new range of pizza bases.

Founded in: 1975

Productive capacity: 60.000 T/year

Number of employees: 586

Export markets: Europe, USA, Central America, South Asia

Products: Croquettes, snacks, savory pastries, stuffed potatoes, lasagna, cannelloni, pasta dishes, ready-made fish dishes, cephalopods, meat, battered vegetables, tex-mex, pizza bases, pastry dough and *churros*

Brands: Prielá, Frinca, Frinca Olé, Price, Doña Lupe and Quinta Base

Certificates: IFS, ISO 9001, ISO 14001, BRC, Halal

Contact: Audens Food, S.A.

Cristina Reixach. International Sales Manager
atencioncliente@audensfood.com

C/ Jordi Camp, 25

08403 Granollers (Barcelona) Spain

Tel.: +34 900 878 000

Fax: +34 938 401 288



Congelados de Navarra

Freshly harvested and freshly frozen vegetables



Congelados de Navarra is a leading European convenience and added value frozen vegetable producer located in Spain. It is the largest broccoli processor in Europe as well as one of the major grilled and pre-fried vegetable producers in this continent.

We offer customized solutions for retail, food service and for the food industry. We are able to meet any requirement by offering a wide range of formats, cut shapes, mixtures and processes (blanches, pre-fried, grilled, etc.) with our brands or private labels. We also constantly invest in research, development and innovation to develop products that are best suited to each client's specific needs.

On the international stage, our products are present in the best establishments of Europe, America, North Africa, Middle East and Japan. We presently export 70% of our production. In order to better reach international markets, we have a daughter company in Sapalding (UK), and several commercial offices in France, Cuba and Malaysia.

Quality and innovation are at the base of our corporate culture. Our production units respect the strictest regulations of quality and hygiene, being certified with BRC and IFS.

Our outstanding research and development demonstrates our great capacity for innovation, both in our products and

Congelados de Navarra is the largest broccoli processor in Europe as well as the major grilled and pre-fried vegetable producer in this continent





our production process. Our growth over the last years is proof of our determination to develop, making the most of the possibilities that the latest technology has to offer. We have a highly prepared, qualified team, committed to understanding the business, throughout our entire organization and on all levels.

Technology is a fundamental pillar of our success. Our investment in this field is constant, especially to improve our production process and expand our premises in order to face our strong growth.

Our three production centres are equipped with the most modern technology in Europe. All plants comply with all the requirements of BRC and IFS and have integral traceability system processes. Their infrastructures are designed according to environmental criteria, reducing water and energy costs. The production processes are totally automatic, as is our internal logistic system.

Full traceability is our mantra. In close cooperation with the farmers, we control the entire cycle of cultivation and processing, from the fields to the final consumer. This allows us to guarantee the optimum quality of our products all the way from the farmlands.

In 2015 Congelados de Navarra tripled its productive capacity and launched a new freezing tunnel. That very same year we took over the management of Iberfresco, a new factory in Valladolid, thus increasing the group's production capacity and service to our customers. Since we started operations in 1998 we have invested €125 million in state of the art technology. From 2016 until 2018 Congelados de Navarra has planned investments worth



Founded in: 1998

Productive capacity: 170.000 Tons

Number of employees: 700

Export markets: Europe, America, North Africa, Middle East and Japan

Products: Traditional vegetables, mixed vegetables, rice, pasta and pulses, pre-fried vegetables, mixed and grilled vegetables, sautéed vegetables, herbs, fruits

Brands: Verdiricas, CN, MDD

Certificates: IFS, BRC

Contact:

congeladosnavarra@congeladosnavarra.com

P.I. Santos Justo y Pastor, parcela nº 4

31510 Fustiñana (Navarra) Spain

Tel: +34 948 830 563

Fax: + 34 948 830 535

www.congeladosnavarra.com

€40 million in order to continue increasing our capacity and optimising our facilities.

At Congelados de Navarra we also believe that investing in our staff is to ensure our future. Their training is essential for the development of our company and reflects directly on the quality of our products and client service.



Ferrer Tradicional

Artisan tradition



With over 50 years' experience producing high quality branded foods, the family-owned Ferrer business began its journey in 1964 in Sant Llorenç de Morunys, in the foothills of the Spanish Pyrenees, when the grandfather of the family, Josep Ferrer, started the collection and distribution of wild truffles and mushrooms.

In the mid-1980s, the company's steady growth and the need for more space in the production facility called for the headquarters to be moved to Santpedor (close to Barcelona) and for the opening of a new production plant in Moraleja (in the south west of Spain).

By 1995 new product ranges such as sauces and various vegetable preserves were introduced. Since then, Ferrer has been consistently expanding its range with new product lines: broths, soups and ready-to-cook paella, among others.

Now led by the second generation of the Ferrer family, the company is one of the leaders in the national market: 3 production facilities, over 200 products and nearly 100 employees supply a demand that extends throughout the world. Among the flagship products are the calçot sauce in the local market and the gazpacho around the globe.

The latest addition to the Ferrer product family is Ferrer Tapas, a new range of products used to prepare the much-appreciated Spanish tapas, such as traditional

Ferrer products are prepared following traditional methods, with natural ingredients provided by approved Spanish suppliers and fresh food producers





sausages, pepper preserves and a ready-to-cook Spanish omelette mix.

Internationally, Ferrer is present in over 50 countries and is particularly strong in Europe, USA and South America, while experiencing a constant growth in Asia.

Ferrer products are made following traditional methods, with natural ingredients provided by approved suppliers and fresh food producers from across Spain; they reach the consumer only after a stringent raw material selection and production control.

When the food has been cooked, it is pressure-sealed in sterilized glass jars. Glass is a pure material, transparent and recyclable. The other advantage of glass is that it is a good heat conductor, even more efficient than stainless steel cans, which helps with our natural preserving process, in a similar way to large scale water-bath canning methods.

The quality of the Ferrer products is guaranteed by Certification from IFS Food (International Featured Standards).

The company's goal is to bring innovation to traditional Spanish and Mediterranean cuisine always adapting to changing consumer lifestyles. Thus Ferrer has just been awarded the Innovative SME stamp by the Ministry of Industry of Spain, which values small and medium enterprises for their research and development projects.

The company works on the continuous improvement of production processes, improvement of existing products and development of new ones to meet changing market



Founded in: 1964

Productive capacity: 70,000 bottles/ day

Number of employees: 100

Export markets: Europe, North America, South America, Asia, UAE

Products: Ready to eat, natural, ambient temperature Soups (including *gazpacho*), broths, sauces, *paella* and vegetable preserves. All our products are free from preservatives and colouring agents

Brands: Ferrer

Certificates: IFS Food, Innova , FDA, Halal

Contact: Mariona Ferrer. International Sales Director

mferrer@c-ferrer.com

Crta. Santpedor a Navarcles, Km. 4

Pol. Ind. Santa Anna

08251 Santpedor (Barcelona) Spain

Tel.: +34 93 827 2512

www.c-ferrer.com

demands. All of these interdepartmental projects are based on the concept of innovation throughout all levels of the business.



Helios Group

Innovating since 1901



With over 100 years' experience, Helios Group focuses its activity on the manufacturing and trading of jams, fruit preserves, tomato sauces, ketchup, candied fruits and a long list of products always based on high quality and innovation. Our family of over 600 people is very proud of having made this business a success making it the main reference point in the jam market in our country. Helios Group has a solid strategy of internationalization in which it highlights the ability of the Group to offer responses to any need: from the raw material to the final product.

The full control of our industrial value chain and vertical integration of our activity allow us to offer the best quality "from the fruit to the final product"

Our story begins at the end of the 19th century, when the great-great-grandfather of the current owners bought a traditional sweet shop called *Álvarez* which was founded in 1816. He re-launched it as the first confectioner's shop in Valladolid under the name of *El Sol* (The Sun) which would later become purveyor to the Royal Family. In 1901, the newspaper *El Periódico de Castilla* announced that the shop would give away a lottery ticket for the purchase of nougat candy, sugared almonds, liquorice and other products. One hundred years later, that family business has become a corporation with over 600 employees, and a leader in the industry, with a focus on expansion in foreign markets.

The definitive leap to becoming a benchmark company came in 1959, with the construction of the modern factory in Valladolid. This step was taken with the aim of





broadening our portfolio respecting the traditional recipes but incorporating the latest technology. Only 13 years later, product demand called for a new factory to be built to increase production capacity - the one that stands in its current location.

Tradition and innovation are brought together under one roof to achieve a traditional production process using the most modern technology. The international quality certificates Helios has achieved confirm all this.

Helios Group comprises of the following companies:

Dulces y Conservas Helios S.A., the parent company of the Group whose main factory and headquarters are located in Valladolid. This factory is over 70,000 m². It is there that Helios produces and distributes its products: mainly jams, tomato sauces, fruit preserves and candied fruit.

Iberfruta Muerza, headquartered in Azagra (Navarra) primarily manufactures semi-prepared fruit in aseptic packaging and frozen fruits. The firm has had a successful business track record for over 20 years and operates internationally. Iberfruta's main market is the food industry, principally producers of baby food, jam, confectionery, fruit juice, fruit yoghurt, fruit-based desserts and ice cream, to name but a few.

Having vertical integration in its activity and controlling its industrial value chain, Helios Group has five production facilities in Spain, two in Germany and one in Morocco. It has an active presence in over 80 markets, having export activity across 5 continents with its brands Helios, Bebe, Mühlhäuser and Eva.

Founded in: 1901

Productive capacity: 130.000 T

Number of employees: 640

Export markets: Over 80 countries across 5 continents through retail, foodservice, pastry and B2B channels

Products: Jams, fruit preserves, tomato sauces and ketchup, condiments, candied fruit, vegetables preserves, pickles, fruits in syrup, honey, quince, syrups and dessert sauces

Brands: Helios, Bebe, Mühlhäuser and Eva

Certificates: ISO, BRC, IFS, ECO Certificate, FDA, Halal and Kosher Certificates

Contact: Daniel Valdivieso. Export Manager
 daniel.valdivieso@helios.es
 Carretera Salamanca, 44
 47195 Arroyo de la Encomienda (Valladolid)
 Spain
 Tel.: +34 983 407 849
 www.heliosesvida.es



Litoral

Traditional cuisine using only natural ingredients



At the Litoral factory, in the Principality of Asturias, we have been making Asturian cuisine's most important dish, *fabada*, for over 60 years.

What started in the 1940's as a small tinned fish factory in the Cimadevilla quarter of Gijón, and evolved into a modern factory manufacturing regional dishes just outside that same town. Although *fabada* is our star dish we also offer an extensive variety of typical dishes from other regions of Spain.

In 1985 Litoral joined the Nestlé group and since then we have grown, adapting to the times and evolving into a modern factory which has brought employment and wealth to our region whilst maintaining its traditional essence.

If there's one thing that defines Litoral dishes it's the authenticity of traditional cuisine. The quality of our raw materials and the manufacturing process - in which the product is cooked inside the can itself, emulating our grandmothers' slow cooking at home - allows us to produce over 15 million tins a year. Furthermore, this allows us to keep all the authentic flavour with the convenience for the consumer of being able to enjoy the dish in only 3 minutes.

If there's one thing that defines Litoral dishes it's the authenticity of traditional cuisine, the quality of our raw ingredients and the slow cooking preparation, just like our grandmothers'





We can guarantee the quality and unique flavour of our products since we control the entire manufacturing process, from the raw materials until the final product. We start with an exhaustive selection of the finest legumes and meats which are the cornerstone of our dishes.

All cold meats are prepared in our own factory, making us the biggest chorizo and black pudding producer in Asturias. Starting with selected meats and spices, we make the chorizo and black pudding mass, we stuff them and smoke them, according to tradition, with timber smoke. We finalize the process by controlled drying of the product to favour the genuine flavour, aromas and colours of Asturian cold meats.

When the cold meats come out of the drying process and the bacon is just right for cutting, both are added to the cans along with the rest of the ingredients. After including the meat, the legumes are added, having previously been hydrated using the ideal type of water, for the right duration and at the right temperature, just as we do in our own homes, which guarantees the appropriate texture once the dish is prepared.

Finally we add the broth which has previously been prepared, always using natural ingredients. The cans are then closed and undergo a thermal treatment similar to the one that takes place in a pressure cooker until the dish is fully cooked and sterilized for commercial use.

The result is a product with great nutritional value, prepared in a traditional way and always using natural ingredients, free from additives, preservatives or whitener. This allows us to combine the modernity of our facilities with the traditional preparation of the typical Asturian fabada.

Founded in: 1948

Productive capacity: 20,000 T

Number of employees: 100

Export markets: European Union

Products: Legume dishes, legume dishes with rice and vegetables, prepared vegetable and cold meat dishes, *callos* (tripe) and ethnic dishes from other cultures

Brands: Litoral, La Tila

Certificates: ISO 22001 (Food Safety), ISO 9001 (Quality), ISO 14001 (Environmental Management), OHSAS 18001 (Health and Safety in the workplace) and internal requirement NQMS (Nestlé Quality Management System)

Contact: Juan López. Director of the Gijón factory
 Juan.lopez@es.nestle.com
 Camín del Melón, 10
 33211 Gijón (Principado de Asturias) Spain
 Tel.: +34 985 308 740



Platos Tradicionales

Your everyday cuisine

Platos Tradicionales (traditional dishes) was born to research, develop and deliver ready-made meals for the Valencia-based supermarket chain Mercadona. Its facilities are equipped with the most sophisticated security systems to guarantee the highest level of hygiene and food safety for all its products. Every process the ready-made dishes undergo is subject to rigorous monitoring, ensuring the highest quality and reliability so that the consumer may enjoy and savour them without the slightest concern.

Martínez Lorient S.A., FleuryMichon, S.A. and Dunany Investments S.L. hold shares in the company. Martínez Lorient has one of the most modern fresh meat preparation and packaging factories in Europe with the latest robotic facilities. On the other hand, FleuryMichon – with 30 years' experience and a considerable international presence –, is leader of the ready-made meals sector in France.

The project began in 2005 in a pilot factory in Torrent (Valencia), catering to 90 shops. During this period of getting to know the market and the client's preferences, an industrial estate in Buñol (Valencia) was built, to house other of the Group's companies and our new facilities spanning over 44,000 m² for manufacturing ready-made meals. In 2008, we started producing for the entire chain of Mercadona supermarkets.

Platos Tradicionales has established itself as one of Europe's most modern and innovative ready-made meal production factories





Our mainstays are food safety, quality and health, having obtained a nutritional commitment to our customers.

Our products are divided into three great families: ready-made meals, lasagnes and roasts. The ready-made meals – refrigerated or at room temperature – cover the complete range of products : rice, exotic, pasta, fish and meat.

One thing that differentiates Platos Tradicionales is our serious nutritional commitment: our freshly made dishes are the healthiest on the market: free of any colourings, preservatives, glutamate or flavour-enhancers; low in calories; free of trans-fats and with just the right amount of salt. We also offer complete and clear nutritional information about the ingredients and nutritional values.

All our products can be heated quickly in a microwave and the packaging's easy-open prevents any risk of getting burned whilst opening the heated product. The refrigerated dishes keep for up to 35 days and the room temperature ones for up to a year.

Our lasagnes and cannelloni's manufacturing process is uninterrupted from the making of the pasta until their labelling. These fresh products (which keep for up to 35 days) are made in different formats and come in a double tray suitable for heating in an oven or a microwave.

Roasts are one the company's most important categories. The quality of our raw materials – chicken, pork, duck and lamb – is the first requirement for a product that is a delight to the senses. Our broad range of roasts keep for between 40 and 120 days.



Founded in: 2005

Productive capacity: 45 million units a year

Number of employees: 200

Export markets: France, Norway and Portugal

Products: Ready-made meals (refrigerated and at room temperature): *paella*, *a banda* rice, *meloso* rice, basmati rice, round grain rice and whole grain rice, chicken noodles, macaroni bolognese, four-cheeses tortellini, carbonara and bolognese spaghetti, *fideua* and pork loin with sauce. Lasagna/cannelloni: bolognese lasagna, chicken lasagna, vegetable and tuna lasagna, bolognese and meat cannelloni. Roasts: whole, half and quarter chicken, free-range chicken, chicken wings, roast chicken and ham; barbecue pork ribs, pork shank and loin; confit duck thigh and leg of lamb

Brands: Platos Tradicionales

Certificates: IFS v.6, ISO 14001 and OHSAS 18001

Contact: Commercial Department

comercial@platostradicionales.com

Polígono Industrial el Rincón SRV-1 s/n

Parc. INA 11

46360 Buñol (Valencia) España

Tel.: +34 961 808 010

Fax: +34 961 808 011

www.platostradicionales.es



Herba Ricemills

World leader in rice



Head of Ebro Foods Group's rice division, Herba Ricemills runs the Ebro Group's rice business in Europe, Asia, and the Middle East from its headquarters in Seville. Together with Riviana Foods, standard-bearer of the rice business in North America, it has elevated Ebro Foods to the position of world leader in the rice sector.

Its origins date back to 1950 in La Rioja. In 1961 the company moves to Seville to be closer to the Marismas del Guadalquivir, the main rice production area. With the membership of the European Community comes a significant expansion process, first with the purchase of Spanish rice companies, then with the purchase of leading brands and companies in other countries in Europe, America and Asia.

In 2001 the business name Herba Ricemills was created. Today it is Spain's first rice group thanks to a continuous innovation process in every aspect of the production process. Its main strengths are a reduced, agile and flexible structure that allows it to adapt to the consumer's needs and every market's circumstances; industrial facilities strategically located next to the main farming areas; a considerable agricultural effort to develop the best seeds; new production techniques to make fast-cooking types of rice; technological patents for vacuum-packed ready-made meals and new methods of rice steaming. In other words a constant R&D commitment.

Today Herba Ricemills is the foremost Spanish rice group thanks to a continuous process of research, development and innovation in all aspects of the production process





Herba has 7 factories in Spain: San Juan de Aznalfarache, Coria, and Isla Mayor (Sevilla); Algemesí and Silla (Valencia); Jerez de la Frontera (Cádiz) and L'Aldea (Tarragona), all of them near rice farming areas and ports of export.

The product range covers the broadest market spectrum: short grain rice and *bomba* rice which are ideal for *paella*, long grain rice, Parboiled rice and fast-cooking rice for the modern consumer; exotic rice such as wild rice or basmati for those who prefer something a bit different; wholegrain rice for those who are looking for more fibre and vitamins; enriched rice with ancient grains such as quinoa for healthy consumers, flavoured rice for those who like the grain to be full of flavour; specialities for those who choose specific rice grains to make soupy rice, desserts, risotto, etc. And finally ready-to-eat rice for consumers who have little time to cook but do not want to forego quality dishes.

Herba Ricemills' market share in Spain is 33.6% in revenue. The Herba Group's business figure in 2015 was €748 million, in other words, a 30.3% contribution to Ebro Foods Group's sales and 60% of the rice division's total revenue.

Some of SOS' latest products launched on the market are: 100% quinoa, wholegrain rice with 4 cereals and quinoa, special soupy rice and thick rice; special salad rice and special dessert rice. By Vasito Brillante: 100% quinoa, couscous, lime and basil flavoured white rice, wholegrain rice with 4 cereals and quinoa. Brillante Sabroz, the only round rice that always holds its perfect cooking point and special soupy rice La Fallera.



Founded in: In 1950 Arrocerías Herba is founded. In 2001 it changes its business name
Productive capacity: Over 3,000 Tm/day in Spain. Approximately 300,000 pre-cooked units/day
Number of employees: Average manpower in Spain 2015: 760
Export markets: Belgium, United Kingdom, France, Portugal, the Netherlands, USA, Canada, Saudi Arabia, Israel, etc.
Products: Short grain rice, Parboiled, Long grain, bomba, quick-cooking, aromatic, wholegrain, enriched with ancient grains, ready-to-eat
Brands: SOS, Brillante, La Fallera, Cigala, Rocío, Sundari
Certificates: ISO 9001, ISO 22000, BRC, IFS, Kosher, Organic production
Contact: Ana Peinado
ana.peinado@herba.es

Sea products



Sea products

Spain has always harvested the sea, both for domestic consumption and for trade. Tartessians and Phoenicians already fished sardines, anchovies and red tuna in the Bay of Cadiz. Greeks and Romans were taken aback by the large amount of sea creatures that could be obtained from its coasts. The strong demand for sea products from Hispania that occurred under Emperor Augustus' rule caused Spain to fill up with dry salting factories to supply Rome.

Documents from the 12th century prove that through the fishing method of "almadrabas" over 140,000 tunas were captured in one go. This method invented by the Arabs but which still is in use today, consists in surrounding the tunas with nets that progressively close in until the tuna are forced into an ever smaller space and can easily be caught.

Today Spain is the world's 5th fish consumer, averaging 36 Kg per capita annually. Since national production is insufficient to supply the large local demand (46 Mill. inhabitants plus 65 Mill. tourists), Spain's state of the art freezer boats have moved to international fishing grounds, mainly in the N. and S. Atlantic and in the Indian Ocean. However, artisanal fishing still takes place in the Spanish shores. The Spanish fleet, with 9,586 boats, is the most important one in the EU in terms of capacity, and one of the most sustainable ones in the world. Spain is the first industrial producer of sea products of the EU, with 16% of Europe's total production.

Spain can be divided into 4 distinctive fishing zones: the Mediterranean arc, the north (Galicia-Cantabrian Sea), Andalucía (Gulf of Cadiz) and the Canary Islands, each one specialized in the capture of a different type of fish or in the harvesting of shellfish. Galicia holds 45% of all captures, and its transforming industry has the highest weight in the sector. Its star products are shellfish. The north fleet has specialized in coastal captures such as sardine, hake and shellfish, but also goes to the Atlantic fishing grounds to catch tuna, swordfish and cod. The Mediterranean arc concentrates almost half of the Spanish fleet, while Andalucía's fleet is an artisanal and coastal one. The Canary Islands fishing industry operates in the southeast Atlantic.

Traditionally, every Friday fish is served in most Spanish homes and restaurants, an age-long reminiscence of Lent. Of all oily fish, sardines, anchovies and horse mackerel are the most consumed ones, followed by tuna, albacore, mackerel, swordfish and halibut. Cod, which comes from cold seas and is preserved in dry salt, is also an important component of traditional dishes. Anchovies (a classic ingredient of Caesar salad and pizzas, for instance) are consumed in Spain in "tapas" or on toast.

Summer is sardine season and the best time to eat them, since their meat is juicier. Grilled, fried, barbequed, pickled in brine or stewed, sardines are cooked in a wide array of ways. Tuna has been part of the Spanish diet for over 25 centuries. Tuna family preserves – red tuna, albacore and bullet tuna – have become

one of the main fares in Spanish households because of their versatility in the kitchen. A visit to fishmongers in Spain is a great lesson on marine zoology due of the impressive array of fish and shellfish on display. Some of them – swordfish, shark or scorpion fish – might even surprise the unaccustomed eye.

The reputation of Spanish shellfish was already legendary in Rome, which imported dried octopus to satisfy the cravings of the higher classes. A true delicacy, it is a must in all kinds of celebrations, reaching astronomical prices. Seafood can be subdivided into 3 major groups: cephalopods, molluscs and crustaceans.

Cephalopods – calamari, cuttlefish, baby squid, jumbo squid, etc. – are highly popular because of their exquisite taste and for being so easy to eat, since they neither have scales or bones. Molluscs such as mussels, clams, black scallops or cockles, have become a staple of Spanish cuisine. Since most of them are found buried under the sand, on low tide shellfish collectors – their backs bent over for hours on end – dig the sand looking for these precious sea truffles.

But crustaceans are the true stars. No major feast or celebration would be complete without lobsters, spiny lobsters, crayfish, shrimp or prawns. Roasted, baked, covered in baking salt, deep fried, grilled, smoked, marinated or preserved, fish and shellfish have served Spaniards to express their creativity in the kitchen.

However, the sea's delicate equilibrium has led to a considerable increase in fish farming. One fourth of Europe's fish farming production comes from Spain. Nearly 50,000 T of fish are harvested annually in its farms, and it is the 2nd largest supplier of gilt head bream and sea bass, although many other fish are also produced there.

Spaniards consider preserves a culinary delight. While the Spanish fish preserve industry has incorporated traditional methods to its industrial processes, technical developments enable it to can its products in brine, water, tomato and even cooked. The tuna fish family preserves account for 68.8% of all Spain's sea products, occupying the first position in terms of exports in this sector. Spain is the 1st producer of canned tuna in Europe and the 2nd worldwide. Anchovies are a world apart, since they require a very elaborate, hand crafted process of transformation that goes back to the 19th century.

Seaweed is not an oddity anymore, and cold Galician shores have become the perfect location for growing and exploiting them commercially. In the end what matters is quality and taste, and in that sense Spanish sea products captivate anyone who tries them.

R&D is also playing an interesting role in the Spanish fishing industry. New processing technologies have enabled the creation of new fish-based products, adapted to the modern-day consumer's demands. The new challenges facing the fishing industries are to offer new products that are easier to prepare, require minimum processing, are healthier and have competitive prices. However the industry is also looking to optimize production processes, reduce costs and develop new specific machinery. In this respect, the role of technological centres as a revitalising agent in business innovation is key to increasing competitiveness in the industry.

The main innovation achievements focus primarily on food security; developing more sustainable preservation technologies; designing products to cater to the current consumer trends towards a healthier diet; managing resources; adding value to by-products and achieving more sustainable production models based on the concept of eco-innovation.

Conservas del Noroeste, S.A.

We preserve the sea



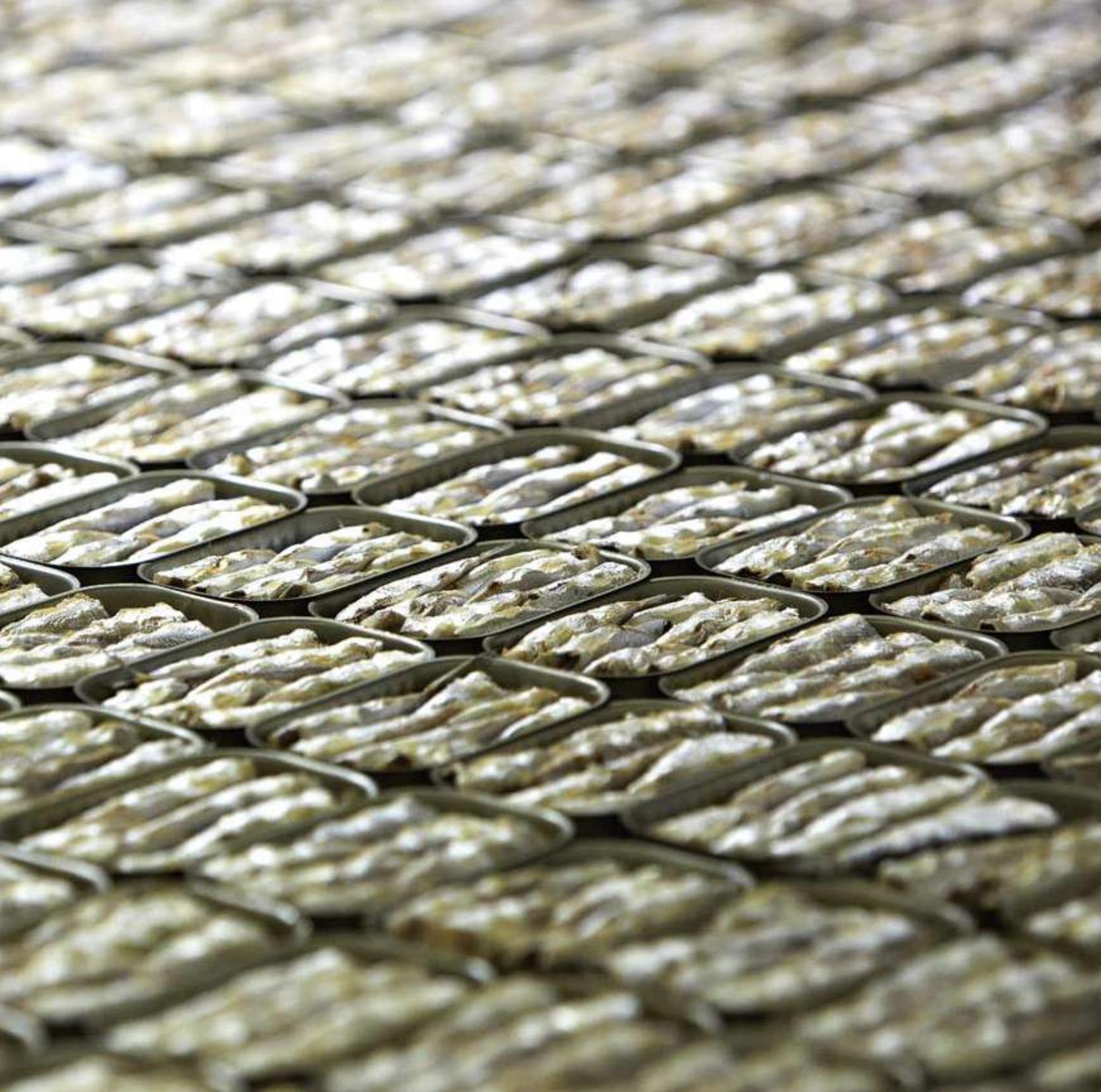
At Conservas del Noroeste, S.A. (Connorsa) we have been preserving the best fish and shellfish from the Rías Gallegas since 1985. Our entrepreneurship and dynamism has been the engine of our business. Our more than 150 products - transformed and packed with the most advanced machinery - have allowed us to reach an important turnover in Spain: over € 48 million, of which 10% comes from exports. And it is still growing. Clients who consume and appreciate our products come from over 20 countries.

Our main principles are commitment to quality and constant improvement. Believing that quality is a useful tool for global management, at Conservas del Noroeste, we have established a very strict quality system to satisfy our clients' needs, and allowing our Company to permanently review its work system, and in this sense, the continuous development of its processes.

Different international norms recognise the maturity and efficiency of our quality and food safety management. Since 1997, the ISO 9001:2008 norm guarantees the control of our processes. In 2008, we obtained the IFS and BRC certificates, quality norms recognised worldwide for the manufacture of safe food products. The increasing concern for a higher respect of the environment and healthier nutrition has led Connorsa to offer a range of organic products obtained through sustainable fishing methods.

Connorsa's responsibilities are to preserve the best quality of our products. Hence we have a strong commitment with the environment and the sustainability of resources





Due to this new consumer habits, Cabo de Peñas, answers this need with this new products range made with the utmost quality Organic Extra Virgin Olive Oil and all organic ingredients in its sauces.

Our Company's responsibilities' go further to preserve the best quality, having a strong commitment with the environment and the sustainability of resources.

The wide variety and natural origin of all our products, and the convenience of our canned fish and shellfish have led an increasing number of lovers of fine cuisine to use them as key ingredient in their dishes. They are a fundamental part of the Mediterranean diet and perfect as appetizers, tapas, light meals and snacks. Our renowned quality and extensive experience make our preserves world leaders, a single category of products distinguished from the rest of preserves in every market we are in.

Our main brand, Cabo de Peñas, has become a reference in the Spanish market. Its product range includes tuna and sardines as well as seafood (mussels, cockles, razor clams), or other specialties such as codfish, cephalopods, skippers... This large assortment satisfies all market demands and customers' requirements, due to our flexibility to adapt our production to the current market trends.

Connorsa's premises are located at the Ría de Vigo, in the midst of the Rías Baixas Gallegas, widely known for producing what could be considered the best fish and shellfish in the world. Connorsa develops its exquisite Premium range by exclusively using the very best products which it seasons with the finest olive oils, endowing them with a flavour that makes their preserves the true centre of attention. The "Gran

Founded in: 1985

Productive capacity: -

Number of employees: 220

Export markets: More than 20 countries, especially the USA, Canada, Mexico, France, Italy, Japan, Uruguay, Colombia, Brazil, Dominican Republic, Holland, UK, Portugal, Belgium

Products: Preserves of: tuna and sardines, mussels, cockles, razor clams, codfish, cephalopods, skippers, etc.

Brands: Cabo de Peñas, Gran Selección, Cies, Pescantina, Rodeira, Las Carabelas

Certificates: ISO 9001:2008, IFS, BRC, CRAEGA (organic)

Contact: Iñigo Tena

itena@connorsa.es

Lg das Pedras Navallas - Acuña s/n

36141 Vilaboa (Pontevedra) Spain

Tel.: +34 986 708233

Fax: +34 986 709030

www.connorsa.es

Selección" range of its Cabo de Peñas trademark, are high quality, carefully handcrafted preserves that preserve the best flavour and richness of the sea.



Friobas Basilio

Quality you can see

Founded over a century ago, Friobas Basilio is the parent company of a group of businesses which has evolved over the years thanks to the hard work of the Castro family. Its adaptation to the needs of different markets and ongoing commitment to quality and innovation has positioned Friobas Basilio among the top Spanish fresh and frozen seafood companies.

In 2008, making the most of the synergy within the group of companies, a modern preserve factory was opened, entirely devoted to the production of select preserved fish products. We use the best quality fish and shellfish from our own shores, and opt for species that are seldom processed or canned, that have great gastronomic potential. Starting with our own artisanal recipes we make products that are appreciated by the most demanding palates.

Thanks to the hard work of the research, development and innovation department, we have chosen glass jars for highly specialized markets as well as gourmet shops. This packaging allows full view of the product, which makes it easier for the consumer to appreciate its characteristics before purchase. This is the reason for our claim: "Isla del Carmen preserved products, quality you can see".

Isla del Carmen preserve products are delicacies aimed at satisfying the most demanding palates





Isla del Carmen preserved products began as an enthusiastic venture supported by an experienced entrepreneurial group in the fishing industry. The name was chosen in honor of the Isla del Carmen (an island with that name), located opposite Luanco (Asturias), a maritime village with a strong preserve tradition, and as a tribute to the patroness of fishermen, the Madonna of el Carmen.

In order to satisfy market needs, which increasingly demand for more exclusive and high quality products, we work mainly with Northern albacore, Rías Gallegas mussels and Cantabrian sea mackerel. Since they are processed while still fresh, they retain all the aromas and flavors that define and characterize them.

Northern albacore, which is fished in the traditional way with rod and line, is immediately processed with the utmost care to produce an exquisite, soft tuna belly and tuna loins in olive oil with just the right amount of salt and cooking time. Rías Gallegas mussels, which are cultivated on the best Galician bateas (rafts), are processed in pickled sauce in order to get one of the tastiest products within the whole range. The Cantabrian sea mackerel, an oily fish with great nutritional value, is prepared in the most traditional of manners: in pickled sauce, tomato sauce or olive oil.

The product range includes other seafood, such as squid in its ink, mariskitos (surimi baby eels) in a spicy garlic marinade, octopus in extra virgin olive oil, octopus stew with small potatoes, small sardines and sea urchin caviar. Recently, albacore and mackerel in organic extra virgin olive oil have been added to the product portfolio, as well as albacore in cider sauce, as a product that represents Asturias' gastronomy.



Founded in: 1912

Productive capacity: 8,000 T annually on different production lines

Number of employees: 150

Export markets: EU, USA, México, Panama, Dominican Republic, China

Products: Frozen, fresh and canned fish

Brands: Conservas Isla del Carmen, Conservas del Paraíso, ConserBas and Friobas

Certificates: ISO 22000 and ISO 9001

Contact: Beatriz Castro Álvarez, Export Manager

beatriz@friobas.com

Friobas Basilio, S.L.

Dinamarca, 5. Pol. Espíritu Santo

33010 Oviedo (Asturias) Spain

Tel.: +34 985 791 179

www.friobas.com



Pescaviar

Feed your senses

Achieving the “unique and gourmet” status with a product which, at first sight, could be considered a mere caviar substitute was a huge challenge, yet Pescaviar succeeded in doing so in 1997, when it developed it with the help of a group of food experts.

Pescaviar was created in 1997 with the aim of finding alternative and complementary products to the range of fish eggs available on the market, which were either excessively expensive or of unsatisfactory quality.

Our policy consists of developing “clean” products, avoiding artificial colourings and preservatives and avoiding the need to enhance flavours or use artificial additives. The top quality of the raw materials used in manufacturing our products guarantees their original aroma and flavour.

Thus, in 1998, Pescaviar, after laying the foundations for an important national trade, introduced its first product on the distribution network: Avruga, considered the first gourmet caviar substitute on the market.

One year later, after the success of its first release, the company decided to broaden its product line by introducing new products such as Anchoviar and Moluga. These products come from anchovies and herring, respectively. Trufka and Arénkha MSC were later added to the company’s portfolio.

Our Fresh Pearls have been developed based on the new technique known as *spherification*, that has been popularised by various prestigious chefs





In 2009, Pescaviar launched 2 new projects: Chovas and Fresh Pearls. Chovas is a range of premium spreads based on white cheese and high quality fish. They are fresh and natural, user-friendly, gluten-free and healthy. Fresh Pearls are perfect spheres with a liquid core made from fruits and sauces, which burst in the mouth. These pearls are based on the new technique known as spherification, employed by various prestigious chefs in their cuisine.

Today, we continue working every day, not only to expand our presence in international markets (our products are present in over 35 countries across five continents), but to develop new products to meet the growing demands of the market, both in terms of innovation and sustainability.

In 2014, we launched our new range of products, Spherika Gourmet, based on fish pearls and natural high quality fish roes: trout, salmon, lumpfish and capelin & lumpfish.

Our products' prestige has received the recognition of numerous awards such as the Best Innovative Product of 2012 awarded by www.msc.org to Arënkha MSC, the Tavola award for best catering product (3rd prize) for Trufkha or the Tavola award for best catering product (2nd prize) for Cocktail Pearls (today, Fresh Pearls), among many others.

Our processes are guaranteed by IFS and BRC certificates (Grade A). We have the industrial and technological capacity to develop new products and we represent established and successful brands (especially the highly renowned brand, Avruga/Arënkha). We are leaders in our market segment of retail distribution in Spain and position ourselves as a premium range in over 30 countries across 5 continents.

Pescaviar

Founded in: 1997

Productive capacity: 250 T/year

Number of employees: 10 to 50

Export markets: EU, USA, Canada, Mexico, China, Japan, Singapore, Malaysia, Taiwan, South Korea, Thailand, Hong Kong, Australia, U.A.E., Morocco and Tunisia

Products: Caviar substitutes, fruit and sauce pearls, cheese and fish spreads, fish roes

Brands: Avruga, Moluga, Anchoviar, Arënkha MSC, Arënkha Selection MSC, Spherika Gourmet, Fresh Pearls and Chovas

Certificates: IFS, BRC, MSC

Contact: Almudena Vázquez Mansilla.

Export Manager

avazquez@pescaviar.com

C/Venus 8

28224 Pozuelo de Alarcón (Madrid) Spain

Tel.: +34 91 799 1005



Porto-Muiños, S.L.

Creative sea orchards

Porto-Muiños, S.L. offers a new and different way of introducing seaweed in cuisine and acquainting different areas of the food sector with it.

It's a small family-run company based in Cerceda (A Coruña), a town near the Galician coast, which opened for business in 1998.

The Galician coast is a privileged enclave for the development of marine seaweed, a little-known resource of great nutritional and gastronomic value. In this vast natural orchard, Porto-Muiños harvests and markets over 20 different varieties of seaweed: an explosion of colours, aromas, flavours and textures, that surprise and attract both professionals and cooking enthusiasts.

Over the years at Porto-Muiños we have made a considerable effort in the R&D of various preparation and conservation of processes of different kinds of seaweed to adapt to the needs and tastes of the consumer. As a result of this labour, we currently market freshly picked seaweed as well as pickled, frozen, dehydrated - in sheets, flakes, or powder - and preserved seaweed.

Nonetheless, the lack of culture in the use of seaweed in western cuisine, and therefore the lack of knowledge about how to prepare and consume it, forces us to make a huge effort in communication and education, as well

Seaweed has gone from being unknown to being present in prestige restaurants in the whole world, in food chain aisles, and gourmet shops





as developing ready-to-eat products. Hence we have developed a broad and fun catalogue of products that includes seaweed salads with different dressings, mollusc conserves with seaweed, rice and pasta with seaweed, sauces and tartars, infusions, desserts and even condiments - flavoured salts and sugars -, etc.

Our reduced work group -about 18 people-, is active and passionate about its work. We cooperate with various external partners from very different areas who complement and enrich the development of our many activities. We are a dynamic company, which channels the innovative proposals that this interdisciplinary team contributes, in order to obtain a constant improvement of all our activities.

Porto-Muiños enjoys a gradual and steady growth. In only a few years, seaweed has gone from being unknown to being present in the kitchens of prestige restaurants in the whole world, in the aisles of numerous food chains, and in a great deal of small gourmet shops. Our first and primary market is Spain, but the international market is becoming more and more relevant every year, especially European countries such as Germany or the United Kingdom

At Porto-Muiños we are committed to the conservation of the environment and the sustainable exploitation of natural resources. Our commitment includes faithfully fulfilling the sustainability criteria of seaweed exploitation in the natural environment, and the investment we have made over the past years to develop seaweed plantations in order to reduce the pressure on the natural environment in the near future. The seaweed we harvest and the products we manufacture have organic certificates.



Founded in: 1998

Productive capacity: 300 T/año

Number of employees: About 18 people

Export markets: UE, Japan, Singapore, Ukraine, Poland, EU, Australia

Products: Marine Seaweed (the sea's vegetables)

Brands: Porto-Muiños

Certificates: CRAEGA, Pesca de Rías, FDA, V-Label

Contact: Rosa María Mirás Antel. General Manager
comercial@portomuiños.com.

Pol. O Acevedo, nº14

15185 Cerceda (A Coruña) Spain

Tel: +34 981 688 030

www.portomuiños.com

Biscuits, chocolate, sweets & snacks



Biscuits, chocolate, sweets & snacks

The history of biscuits can be traced as far back as the Egyptian times. Original ones were dry, hard and sugarless, but became quite popular for sea voyages, since they would remain edible for years. In fact, biscuits were a type of bread that was cooked twice, hence its name from Latin, meaning *bis coctus* or (bread) twice-baked.

Through their conquest of Spain and the Crusades, the Arabs furnished Europe with new techniques and ingredients (spices) for the manufacture of biscuits. In the Middle Ages, they were made out of spiced bread dough enriched with sugar. It was not until the 18th century when they became fully available to the whole population.

In Spain the sector took off industrially at the start of the 20th century, when the first factories were built in Catalonia, expanding with the construction of the Gullón and Fontaneda factories at the onset of the century. The production of biscuits has dramatically increased ever since. Whereas the Spanish biscuit production was 30.000 T in 1950, in 2014 it was 565.396 T, out of which 228,682 T were exported.

Biscuits in Spain are highly sophisticated, managing to develop one of the most representative and traditional Spanish biscuits: the variety known as Maria. At the moment, the diversity that exists in the Spanish market caters for all kinds of public, being adaptable to any age, diet

or moment of the day. Spaniards consumed up to 382.856 T of biscuits in 2014. Their convenience, easiness to carry and eat anywhere and any time have made this food 'a must' in all Spanish homes.

To a Spaniard a sweet is a concentrated piece of happiness. It should therefore come as no surprise that the Spanish sweet industry is the 7th in terms of turnover of the Spanish food and beverages industry as a whole, with sales for 4.471 million euros, and the 5th exporting industry. In Europe, the Spanish confectionery and chewing gum industry is the 2nd manufacturer and exporter in Europe.

In 2014, 852.050 T of sweets were consumed in Spain for an overall revenue of nearly € 3,333 Mill. But the quality and range of our confectionery transcends our borders. 34.6% of production is destined to foreign markets, primarily to the EU (78.5%), although exports to new areas have been growing in the past few years, such as the Middle East, Japan or Northern Africa. In fact, exports have become the engine of the sector's growth. In 2014 Spain marketed more the 400.000 T of its sweets abroad.

Pastry, cakes and confectionery manufacturing methods vary significantly and always guarantee the utmost quality and the use of the finest ingredients. It must also be underlined the sector's efforts to deliver sugar-free products and products with no added sugar to the consumer.

Spanish sweet industry is the 2nd confectionery and chewing gum manufacturer in Europe

History of sweets is closely linked to sugar's history. In 1747 a German scientist discovered the sweetening properties of sugar beet. But it was not after World War II, that the industry developed new formats, textures and flavors.

Some of the most typical Spanish sweets are *turrone*s (nougats) and marzipans. Without them Christmas in Spain would be unthinkable. There are countless varieties of *turrón* such as hard nougat, soft nougat, chocolate flavored nougat, *guirlache* (brittle nougat), etc. Its origins, as well as marzipan's, date back to Arab colonization. Spain is the 1st worldwide manufacturer of Christmas sweets - 31.729 T worth € 289 Mill. -, which are exported to the EU (mostly Germany, UK and France), USA and Latin America, also the Middle and Far East enjoy these products. As far as chocolate and cocoa are concerned, one must not forget that it was the Spaniards who brought it from the Americas around the year 1520. However it is not until the beginning of the nineteenth century that it started being manufactured in tablet form. In the twentieth century new formats came onto the market such as soluble cocoa, spreads and chocolate bars.

In 2014, 275.809 T of this delicacy were produced in Spain, whilst 62.977 T were bound for export. The European ranking of chocolate consumption per capita is led by Germany, Estonia and Sweden, and you can find Spain in the 16th position, with almost 3 kg/year, a bit beyond the European median, which is 4,5 kg/year. However, Spain has been for years the largest consumer of soluble cocoa worldwide.

Honey is also deeply rooted in Spain, the first honey producer in the EU and the 12th worldwide, obtaining 35,000 T per year, and exporting half of that amount of high quality honey to Germany and France. Spain is also the European country with the greatest number of apiaries, or beekeeping farms, (24.521), beekeepers and hives (2,5 Mill.). But apart from its economic value, this sector is particularly significant for the environment, since bees play a key role in pollination and thus in the conservation of the diversity of wild flora.

The Spanish breed of bees *Apis mellifera iberica* is the main producer, although other breeds have been introduced to prevent inbreeding and genetic weakening. The variety of climates and ecosystems of the country allows the production of a great variety of honeys, especially Mediterranean flora, such as thyme, rosemary, lavender, holm oak and orange blossom, although 46% of manufactured honey is *milflores*, made from numerous different flowers.

Chocolates Valor

A passion for chocolate for over 130 years



The story of Valor Chocolates is about a passion for a unique product: chocolate. Behind that passion is a family of master chocolatiers started by Valeriano López Lloret who founded the brand in 1881. Valeriano gave the company its name and personality, and today it is an internationally renowned industry leader.

We are pioneers in the manufacture of pure chocolate bars using a high percentage of the finest cocoa and in creating our own network of chocolate shops. Our aim has always been to surge ahead with innovation as a mainstay of the company.

At Valor, tradition and innovation come together to amaze the most refined and discerning palates in search of new quality products. Our R&D Department includes master chocolatiers, experts in creating unique blends and authentic flavours.

We currently manufacture our products at a facility in Villajoyosa (Alicante). The modern 22,000 m² factory, launched in 2005, is where we make over 16,000 tons of chocolate every year, a 16.6%* share of the Spanish chocolate bar market.

By paying special attention to innovation, at Valor we can offer a wide range of new flavours, textures and formats adapted to consumer tastes. Our master chocolatiers

We select the best cocoas in origin to entirely elaborate our products from bean to bar. We control the complete process of manufacture to guarantee a product of great quality





use the finest raw materials to produce an entire range of products, “from bean to bar”, and a unique blend of cocoa from different countries to attain the unmistakable flavour of our chocolate bars.

In the Premium range there are three innovations: 70% dark chocolate with caramel and sea salt, 70% dark chocolate with raspberry and 82% dark chocolate, all of them in 100g format in addition to the rest of the range. Furthermore, there has been a restyling of the premium range, which makes it much more appealing and conveys an image of a quality product.

These proposals are complemented by the wide range of “No sugar added” chocolate bars sweetened with Stevia, a natural sweetener, as well as the “lactose free” range and the range of products with Marcona almonds.

And as this year's newest product, we launched the Chocolatium range in its 100g format. Exquisite chocolate bars with a creamy filling and generous chunks, capable of seducing the most discerning consumers who seek the best Valor quality chocolate and the pleasure of enjoying unique and delicate flavours. A range to hit the market with three enticing proposals: Chocolatium 70% dark chocolate with truffle cream and chocolate cookies, Chocolatium 52% dark chocolate with hazelnut cream and crispy wafers and Chocolatium Milk chocolate with almond cream and caramelized biscuits.

At Valor Chocolates we already export to over 60 countries of which the USA, Colombia, Canada and the Philippines are our main priority markets.



Founded in: 1881

Productive capacity: 16,000 T

Number of employees: 275

Export markets: 60 countries through gourmet and Duty Free channels. Primary clients: USA, Colombia, Venezuela, the Philippines, China, Canada and UAE

Products: Chocolates: sugar free, Premium and Marcona almond range

Brands: Valor

Certificates: ISO: 9001, IFS

Contact: Gonzalo Sánchez, Export Manager
Avda. Pianista Gonzalo Soriano, 13
03570 Villajoyosa (Alicante) Spain
export@valor.es
Tel: +34 965 890 950
www.valor.es

*Source AC Nielsen (tam S-48/15)



Delaviuda

Making the World a sweeter place

It all began in 1927 when Manuel Lopez and Maria Rojas opened a small candy store in Sonseca (Toledo). When Manuel died in 1939, Maria took on the responsibility of caring for their two children and the family business. As time went by, the business grew and in the 40's, the products were being distributed by railway to several cities in Spain.

During that period, the consumers themselves named the brand because they purchased "the widow's sweets" (dulces de la viuda in Spanish).

The family's successive generations have continued the work until this day. Her son opened a small factory in 1963 to satisfy the increasing demand for their products throughout Spain. The brand Delaviuda was registered in 1973 and started selling under that brand name. Our current plant was opened in 1975 and has been upgraded year after year thanks to major investments. In 1996, El Almendro - another national and international benchmark brand since 1883 - merged with Delaviuda. This background has allowed us to diversify our product range and present our consumers with an attractive and exclusive offer.

Delaviuda combines tradition and experience with research, development and innovation, to make this one of the most important brands in our market. Our products are currently available in over 70 countries.

Delaviuda combines tradition and experience with research, development and innovation, to make this one of the most important brands in the Spanish market





Delaviuda centralizes all of its production in one plant. It has a total surface area of 25,000 m² (almost 6,000 m² are used for warehousing and the rest for production). The 32 lines have a total capacity of 100 T/day; and total plant production is 10,000 T. In 2009 we opened a new and fully automated logistics warehouse with a capacity for 22,500 temperature controlled pallets.

Our R&D Department constantly updates and improves all the manufacturing processes, with special emphasis on food quality and safety. As for quality, we always work with carefully selected top-grade raw materials. Our professional tasting team does internal sensory analysis on a regular basis, where they test flavours, textures and the visual aspect of each product in specific rooms prepared for that purpose. All parameters of quality management are integrated in SAP.

We meet the highest and strictest quality standards as well as the industry's systems of guarantees. The plant has been certified by Bureau Veritas with ISO 9001:2008 since 1997, IFS v.6 since 2008 on Higher Level and BRC v.7 since 2013 on Grade A. We also have the necessary pre-established procedures to guarantee our internal traceability (ascending and descending) and to extend it to our clients.

We are committed to protecting the environment. Therefore, by meeting European packaging laws, we adhere to Ecoembes (the Spanish organization in charge of recycling containers), and also to the responsible treatment and management of waste derived from manufacturing processes.



Founded in: 1927

Productive capacity: 100 T per day. Total production 10,000 T

Number of employees: 380 (on average)

Export markets: over 70 countries in every continent: USA, Venezuela, Mexico, United Arab Emirates, Australia, Portugal, Russia, etc.

Products: Nougat, marzipan, chocolates, cookies and cereal bars

Brands: Delaviuda, El Almendro

Certificates: ISO 9001:2008, IFS (International Food Standard) version 6, BRC version 7

Contact: Gonzalo Machado. Export Director
 export@delaviuda.com
 C/José Bardasano Baos, 9, 7^a pl.
 28016 Madrid (Spain)
 Tel.: +34 902 343 342
 www.delaviuda.com
 www.elalmendro.es



Gullón

The only large family-run biscuit company



Gullón is one of Europe's main biscuit manufacturers and the only family-run, century-old biscuit company still in business. Its constant innovation has led it to become one of the top three companies in its sector, making it leader in the healthy biscuit category with a market share above 30%.

Gullón was founded in 1892 to manufacture and sell biscuits, a product that at the time was unknown in Spain. Even though it is considered one of the creators of traditional biscuits (María and Tostadas), Gullón now manufactures the greatest diversity of biscuit products in Spain, staying at the forefront of the sector.

Gullón created the first wholemeal biscuit in the country, and since 1986, manufactures its traditional classic and golden biscuits with vegetable oils. In 2002 it introduced a range of products suitable for diabetics. Over the following years it marketed the *Sanas* and *Fibra* ranges and has recently broadened its *Sin Gluten* range of gluten-free biscuits by adding products with no added salt or sugar, or made with cereals with a low glycaemic index. Amongst its most recent launches is the Vitalday range, biscuits and rice/corn cakes made with wholemeal cereals that are high in fibre. Day after day, Gullón improves its products' composition reducing sugars, saturated fats and salt.

The keys to its success are the constant reinvestment of its revenue, internationalization, its leadership in the healthy biscuit sector and the launch of new product ranges





Its investment in R&D and technology – about 2% of its revenue is destined to R&D projects – and its close cooperation with universities and research centres establish it as one of the leading companies in its sector. Its concern for quality led it to be the first company to obtain the quality and environmental certificates, ISO 9001 and ISO 14002 and its factory in Aguilar de Campoo is the biggest, most mechanized factory in Europe.

Its penetration in the international market, the launch on the market of new product ranges and its leadership in the health biscuit sector are, together with its constant reinvestment of profits, the keys of Gullón's success. Over the past five years it has invested some 35 million Euros every year in answering customer needs. Over the next three years, five more product ranges are to be added to the existing three through the VIDA industrial facility, on which they have already invested 84 million Euros to which they will add another 50 million over the next three years.

Their products are currently exported to over 110 countries, primarily Europe and Asia-Pacific. Even though its exports already account for 35% of revenue, it still intends to increase its weight abroad. It has a branch in Portugal and another in Italy.

Gullón employs over 1,250 people, having increased its manpower by 25% over the past two years, establishing itself as a considerable economic driver in the region. It is also worth highlighting the gender balance in the workforce.



Founded in: 1892

Productive capacity: -

Number of employees: Over 1.250

Export markets: Over 110 countries in the whole world

Products: Biscuits, bars and rice/corn cakes

Brands: Gullón,

Certificates: ISO 9001, ISO 14002, ISO 14001:2004, and the highest mark for BRC and IFS

Contact: Export Department

export@gullon.es

Tel.: +34 979 122 100

Ctra. Burgos Km. 1,5

34800 Aguilar de Campoo (Palencia) Spain

www.gullon.es



Mielso

Respect for nature



Mielso is one of Spain's leading beekeeping companies. Since 1910 four generations of beekeepers have stayed true to its business philosophy, based on the respect and absolute commitment to the environment, daily improvement in quality and constant innovation.

We have a history that spans 100 years. The experience and knowledge we have acquired over this time are the best quality guarantee for our products. Honey being such a 100% natural product, made by bees and collected by artisan beekeepers, we are very aware of the fundamental importance of our commitment to the environment and have made it is one of the principles of our management.

Our commitment to internationalisation and the diversification of markets and sale channels that started in the 70's, led to the jump from traditional company to market leader. El Brezal and Floresta are registered trademarks that are well known in Spain, the UE, the USA, the Middle East, Asia and Africa.

El Brezal, in harmony with its clients' and consumers' needs, has experienced a considerable evolution, adding new product ranges to its traditional selection of honeys from Spain, a range that has also been broadened with new formats.

Since our beginning, we have pioneered the research and introduction of technological solutions for the beekeeping industry





Today we are a large, dynamic and competitive company, with modern premises fully devoted to manufacturing and selling a broad selection of honeys from Spain and the rest of the world, as well as bee pollen from Spain. Our values are: tradition, R&D and innovation, internationalization, and commitment to the environment.

Since our beginning, we have pioneered the research and introduction of technological solutions for the beekeeping industry: we introduced beehive migration in Spain to make the most of different flowering seasons; we signed cooperation agreements with IRTA (The Catalan Institute of Agricultural Research) and are members of the AINIA technological centre of Valencia, of which our president, D. Bernardo Sorribes, was a founding member.

Our company developed and instituted its own laboratory, specialized in quality control, using the most modern analytic techniques (physiochemical analysis, organoleptic, microbiological, pollen and antibiotic analysis or contaminant detection). We also cooperate with the most prestigious external accredited laboratories, which perform analyses to certify the product's authenticity and detect veterinary residues (antibiotics) pesticides etc.

Thanks to these modern analysis techniques our company has implemented a traceability and quality control model throughout all phases of the production process. Our technicians constantly check the purity, quality and authenticity of the product, which starting from the hives, undergoes successive controls throughout the production process up until the finished product. This guarantees that our honey always maintains the quality standards our clients expect. Our main objective is the permanent quest for a

Founded in: 1970

Productive capacity: 8,000 T

Number of employees: 45

Export markets: UE, USA, the Middle East, Asia, Africa

Products: Selection of Honeys (flowers, orange blossom, rosemary, thyme, eucalyptus, mountain and forest); Wellness (honey with royal jelly, with ginseng, with propolis, bee pollen); World of taste (acacia honey, Yucatán honey); Organic (flower honey, bee pollen); Special Limited Selection (lemon tree honey, tangerine tree honey, heather honey). Available Formats: "El Brezal", 250g and 500g glass jar, drip-free PET 350g; "Floresta", 250g, 500g and 1Kg glass jar, glass dispenser 500g, drip-free PET 350, 500g

Brands: El Brezal, Floresta

Certificates: ISO 9001:2008, AENOR IFS-2008/0036, CAECV no. CV1211 E, Kosher, Halal

Contact: Pau Bort & Alessandro Picardi. Area Managers
pbort@mielso.es; apicardi@mielso.es
Polg. Ind. El Mijares
C/Industria 1
12550 Almazora (Castellón) Spain
Tel.: +34 964 503 230

quality product and the satisfaction of the client, reason for which our consumers continue to trust us.

Facundo Blanco

Launching new ideas that distinguish us from the competition

Facundo was born in 1944 in Villada (Palencia) as a family-run company making the finest nut and seed snacks. In the well groomed back-store products were sold by a team of employees whose values were honour, loyalty and solidarity.

Its founders stuck to a clear policy: launching innovative and different ideas. Now in its third generation, Facundo remains a family business, holding fast to the same values it has always prided itself in, yet with the strength and resolve to continue growing and innovating.

In the 70's Facundo started producing savoury snacks: Rulitos, pop corn, cheese balls and its famous Chaskis, very crunchy corn rings with a unique and natural taste. The company then considerably broadened its range of flavours (cheese, barbecue and ranchero). In its commitment to innovation, every year Facundo launches new products on the market, the most outstanding of which are its chocolate covered range (Crakis, Rulitos and pop corn) and oven baked nuts and seeds.

The company has recently opened its online platform www.mundofacundo.com to get closer to the consumer and is very active on social media, where it promotes a quality brand and answers suggestions and queries.

Facundo's mission is to be the consumers' favourite brand of seed and nuts snacks, a reference point for its quality and faith to its values





Facundo's mission is to be the consumers' favourite brand of seed and nut snacks, maintaining a constant communication with them and being a reference point for its quality and faith to its values.

The company's environmental and social commitments helped it consolidate its leadership, focusing on three strategic axes: people, society and the environment.

Facundo is committed to cutting edge innovation, basing its growth on R&D. Historically it proved so by installing the first motor in its roasting machines (1950), purchasing the first packaging machine (1957), toasting sunflower seeds in salt water (1958) or packaging its products in polythene (1962). It also pioneered the use of inert gas to extend the freshness of its products (1985), the installation of pneumatic transport (2002) and a vacuum fryer (2004). It has recently launched the loyalty platform 'Mundo Facundo', has introduced promotional items in its packs and has developed the Fresh Care system.

Facundo adapts to the main consumer trends, such as convenience, contributing to make its consumers' lives easier and more comfortable; added value, ensuring variety and combining quality with affordability; pleasure, manufacturing products that offer the palate a great variety of sensations; health and nutrition. Hence in 2015 Facundo launched the "Your Trust, Our Objective" seal, which guarantees that none of the products contain gluten, egg, vegetable fat, animal fat, genetically modified organisms, colouring or preservatives. Furthermore all the products are made with sunflower oil.

The brand goes to great lengths to adapt to society's lifestyle changes and the growing concern for physical wellbeing. An



Founded in: 1944

Productive capacity: 7.000 T

Number of employees: 160

Export markets: Mexico, Dominican Republic, Chile, Germany, Poland, Switzerland and Portugal, among others

Products: Sunflower seeds, fried corn, mixed seeds and nuts, corn based snacks and chocolate covered corn snacks

Brands: Facundo, Chaskis, CornU2, Contraste, Rings Facundo, Bastos, Fritos Facundo, Rulitos, Crakis

Certificates: ISO 9001:2008, Ecoembes

Contact: Laura García Herrán. In charge of the Export Department
 export@facundo.es
 Carretera de Becilla, Km. 1
 34340, Villada (Palencia) Spain
 www.facundo.es

ever greater number of consumers give more importance to the nutritional and health benefits of food. So Facundo developed a range of products with no added salt, to answer the needs of all its consumers.



Grefusa

GREFUSA S.L., a highly relevant family company in the snacks sector, was founded in Alzira (Valencia) in 1929. Its founder, José Gregori Furió, conceived it as an agricultural warehouse and soon it became a peanuts specialist. In 1952, the company's growth called for a commercial brand to be created and registered. The name was born of the abbreviation of the founder's double-barrelled surname.

In 1962, with the generational turnover headed by Alfredo and Agustín Gregori, the company starts roasting sunflower seeds and corn/grain and in 1980 the company mascot "Grefusito" is introduced. In 1988 with the launch of Papadelta, the company enters the snacks market. During the 90's new product ranges such as El Pionazo, Gublins, MisterCorn and Pipas G are added to the company portfolio.

In the year 2000, Agustín Gregori takes over the management of the company, becoming the third generation to run it. Currently, Grefusa employs over 600 specialists in two production factories. Its factory in Alzira spans across over 35,000 m², and is one of Europe's most modern snacks, grain and cereal factories. The second factory is located in Aldeamayor (Valladolid), and its 17,000 m² are devoted to manufacturing its oven baked snack range Snatt's.

Grefusa's mission is to constantly please and surprise its consumers with delicious tasty products that complement a healthy lifestyle





Grefusa's mission is to constantly please and surprise its consumers with delicious tasty products that complement a healthy lifestyle. We currently sell over 60 products under 8 brands. Grefusa designs, manufactures and distributes 17,000 T a year of grain, snacks and oven-baked bread snacks. Our broad range of formats, the maximum freshness of our products, their unique textures and flavours as well as their explosive ability to attract a faithful customer base, contribute to over 250 million packs of our products being consumed every year.

Grefusa is firmly committed to innovation, both in its products as in its production processes. We aim to launch 15-20 new products on the market every year.

An innovation leader, Grefusa has been committed to healthy eating for over ten years, carefully selecting the best raw materials and ingredients, taking great care in the production process and ensuring the freshness of its products and the accuracy of the information provided to the consumer. Thanks to this commitment to innovation Kantar has included Grefusa in its "innovation Radar" ranking as one of the most innovative manufacturers.

Furthermore, in 2014 the company received the *Premio Alimentos de España* award (Spanish Food Award) and in 2012 it received the award for Best Entrepreneurial Initiative from the Ministry of Agriculture for its "Grefusa Nutritional Commitment" project during the IV edition of the NAOS Strategy Awards.

Social networks are a direct channel to the consumers, allowing the company to instantly learn their concerns and expectations. In 2015, Grefusa was recognised by the IAB



Founded in: 1929

Productive capacity: 17.000 T / year

Number of employees: Over 600

Export markets: Germany, Italy, USA, Netherlands, Portugal, France, Switzerland, Norway, Morocco, Algeria, China, South Korea, UAE, etc.

Products: More than 60 types of nuts, snacks

Brands: Snacks Grefusa, Gublins, Papadelta, Pipas G, El Piponazo, MisterCorn, Snatt's

Certificates: ISO 9001, IFS & BRC

Contact: Bernardo Andrés. International Manager
bandres@grefusa.com

(Interactive Advertising Bureau) in its study of brand activity on social networks as "The leading food company in content and conversation with its users".

Spices, sauces, coffee & infusions



Spices, sauces, coffee & infusions

One of the secrets behind Spanish cuisine's popularity is its use of spices and sauces. Spices have been used since time immemorial in Spain to season dishes, enhance their flavour and give them colour. Some of them such as aniseed, mustard, coriander and fennel are native to the Mediterranean basin. In Spain the use of herbs such as basil, cumin, rosemary, thyme and oregano is also very widespread. In ancient times, magical and healing properties were attributed to some of them. Nowadays spices are used to enhance the flavour of dishes and to keep them fresh for longer.

Spain is one of the main producers of green aniseed, and the Spanish variety is considered one of the most aromatic and finest in the world. Although it is used in many dishes, in our country it is a typical ingredient in pastry and confectionery as well as in making liqueurs.

Three spices which are closely associated to Spanish cuisine are garlic, saffron and *pimentón* (paprika powder). Although it is usually bought fresh, garlic has been consumed either dehydrated or powdered for years, since it maintains all of its properties.

Saffron, the most expensive spice in existence, was known as "red gold" in ancient times because of its high price. Throughout history it has been used as a dye, a perfume and an aphrodisiac. Cleopatra already used it as a seductive

aromatic fragrance. It was the Arabs who introduced its farming to Spain in the 10th century. Spanish saffron is recognized all over the world as the finest. It is this very spice which gives paella its typical yellow color, and it is an ingredient used both in French bouillabaisse and Italian risotto. In other European countries, like Sweden or the United Kingdom, it is used for desserts.

Saffron rose (*Crocus sativus Linnaeus*) only grows in areas with baking-hot summers and cold winters. It also requires flat and dry lands. Castile-la Mancha's plateau has all these qualities. The flower, having turned sterile by thousands of years of hybrids, only reproduces through bulbs, and due to how delicate it is, can only be planted and harvested by hand. Since it only flowers at dawn, it must be collected immediately so that it doesn't wither and so that its stigmas do not lose their properties.

Each flower produces three deep red stigmas which must be separated by hand. To make 1 Kg of saffron 85,000 flowers are needed. After drying, the saffron is ready to be sold. This complex artisanal process accounts for its high price.

In his captain's log in 1493, Christopher Columbus mentioned *pimentón* (paprika) for the first time in history. But it wasn't until the 16th century that the monks of the Monastery of Yuste, where Emperor Charles V retired, popularized it. This specialty became so popular in Spain

that by the 19th century it was as essential an item as salt and olive oil.

Pimentón is made with red peppers that are dried to the smoke of helm oak and oak timber, and then powdered. There are three varieties: sweet, sweet & sour and spicy. The main production areas are La Vera (Extremadura) whose production has received the category of Protected Designation of Origin, and Murcia, where it was also introduced by the monks of the Monasterio de la Ñora. Nowadays not only is it an essential ingredient in dishes like Galician octopus, Riojan potatoes or Madrid's *cocido*, but it is used as condiment and preservative of such typical cold meats as *chorizo* and *sobrasada* from Majorca.

The Spanish spice and condiments sector is made up by 110 companies concentrated primarily in the regions of Valencia and Castile-La Mancha. They export mainly to the EU, the USA and to Arab countries.

The role of sauces to create contrasts, soften flavors and make dishes tastier has grown more important over the past years. And although many are still prepared at home, there is an increasing number of industrial sauces which taste home-made and save the consumer time and effort.

Probably the most widespread in Spain is Spanish style tomato sauce, the foundation of countless culinary

creations. Its taste varies depending on its additional ingredients (garlic, onion, vinegar, sugar, spices, etc.), and is very popular among younger consumers because of its versatility and convenience.

Mayonnaise has its origin in Mahón, capital of the island of Menorca (Balearic Islands), according to documents dating back to the 14th century. This sauce made with egg, olive oil and lemon or vinegar, was originally made with garlic. *Alioli*, another renowned Spanish sauce, is basically garlic and olive oil beaten until they emulsify.

The 45 companies which comprise this industry have demonstrated great versatility by launching new formulas for traditional sauces and innovative products such as sweet mustards, olive oil mayonnaises, *romesco* sauces, etc.

Tea is not really a spice, but it does spice life up. This drink was introduced in Spain by Queen Victoria Eugenia, wife of Alfonso the 13th and daughter of Queen Victoria. Its consumption has increased significantly in the past few years. Presently Spaniards consume an average of 1.6 tea cups per week, a market worth of 73.3 Mill. € per year. By far the most consumed infusion in Spain is tea (52.2%), although chamomile (28.2%), peppermint and pennyroyal teas are also widely popular due to their social and health components.

Hijos de Salvador López, S.L.

The red gold

This family-owned company, established in 1940, has long been in the business of manufacturing and packaging *pimentón* de la Vera paprika. Three generations have managed to preserve the artisanal and traditional method of manufacturing paprika, a seasoning that emphasizes the richness of any cuisine, pleasing both the palate and the eye.

Pimentón de la Vera paprika is a product rooted in the history and culture of Spain ever since it was introduced by the San Geronimo monks of the Yuste Monastery in the 16th century. In 1556 Emperor Carlos I of Spain, and at same time Karl V of Germany, decided to spend his last days at that monastery, devoted to the monastic life. Tradition and wisdom went hand in hand to nurture, in the infinite calm of the monastery, the most precious gift the Geronimo monks could bestow on the senses.

La Vera region has a privileged micro-climate for the natural development of peppers. This heavenly enclave in the northern part of Extremadura has snow-covered hills in the winter and rich green landscapes in the summer, cherry trees that blossom in spring, and many water-filled ravines that twist and turn downhill between rocks and bushes.

The peppers cultivated are of the species *Capsicum annum* and sub-species *Longum cerasiforme* and give rise to three types of pepper: sweet, bittersweet and hot.

Three generations have managed to preserve the artisanal and traditional method of manufacturing paprika, a seasoning that emphasizes the richness of any cuisine





Our commitment to consumer quality is backed by strict independent quality certificates.

Pimentón de la Vera paprika is obtained by grinding smoked, ripe peppers. They are smoked over oak wood that gives off the ideal amount of heat needed to dehydrate the pepper fruit. This process gives *pimentón de la Vera* paprika its three main characteristics: aroma, flavour and colour stability.

The aroma and flavour are obtained through a traditional system of smoke drying, while colour stability results from the high degree of fixation of carotenes that occurs in the pepper throughout its cultivation under La Vera's microclimate and the drying process.

We strictly monitor both the cultivation of pepper and processing of paprika. In addition, the packaging process is automatic both for the plastic-lined raffia sacks as well as the aluminium bags and cans.

Our ERP (Enterprise Resource Planning) system integrates all business processes and ensures detailed traceability in real time.

The CRM (Customer Relationship Management) software we use allows us to personally address all of our customers. This generates continuous feedback, since they can share their tastes and preferences through social networks like Facebook, Twitter, or Instagram (@pimentonvera).



Founded in: 1940

Productive capacity: Dependent on the scarcity or abundance of raw materials

Number of employees: 5 full-time, 8 that work on the paprika production campaign and an Export Department

Export markets: The UK, Germany, Switzerland, Belgium, Sweden, Portugal, Mexico, Nicaragua, Costa Rica, USA, Canada, Australia, France, Peru

Products: Paprika in plastic lined raffia sacks, aluminium bags and cans

Brands: Las Hermanas and Los Extremeños

Certificates: ISO 9001/2008, Pimentón de La Vera Denomination of Origin Food from Extremadura, FACE (Spanish Federation of Coeliac Associations)

Contact: Alicia López Sánchez.

General Manager

alicia@hechoenlavera.com

info@hechoenlavera.com

Avda. Constitución, nº 4

10430 Cuacos de Yuste (Cáceres) Spain

Tel: +34 927 17 20 57

Fax: +34 927 17 22 04

www.hechoenlavera.com

Luis Penalva, S.L.

Manufacturers and wholesalers of spices and seasonings



Luis Penalva, S.L. represents what has been a family tradition since 1909. We are already in our 4th generation.

Our company is located in the south eastern Spanish village of Novelda, whose economy revolves primarily around three main sectors, the packaging of spices, the processing of marble and natural stone and the production of the unique bagged Vinalopó table grape D.O.

Although the raw material we trade with is not grown in our province, the spice industry in this village has come to have a great weight in its commercial balance. The small spice industries born in the early 1900 gradually became the economic livelihood of many families in this town.

When Luis Penalva started, the work was manual, carried out by women who spent their long workdays weighing and packaging the saffron in small "carteritas" (pouches). Everything was done in a very traditional and artisanal way. Business was national and mainly local; there were no exports at all. Transportation and communications were incredibly difficult those days.

As time went by and the 2nd generation took over in the business, products, packaging and processing were modernised little by little and businesses began to grow as the economic situation improved after the Spanish civil war.

Luis Penalva carries an extensive range of spices, herbs and condiments and it is already present in over 20 countries around the world





However, it was with the 3rd generation that the company really experienced a great renovation, automatic packing systems with machines were implemented, new packaging lines were created, open minded decisions were taken and exports became a reality in these years.

Finally it is with the 4th generation that the Luis Penalva company is strengthening its export business as well as the private label business by focusing on two main aspects. The first one is increasing our quality guarantee level. Our company has successfully obtained the BRC certification, allowing us to increase our volumes and the importance of our business. The second one is investing heavily in machinery, which is helping us to increase our production capacity, thus allowing us to work with large food distribution chains that require much bigger volumes.

Hence Luis Penalva, S.L. has become an export-import company that carries an extensive range of spices, herbs and condiments with presence already in over 20 countries around the world.

Our company is mainly specialised in Spanish quality products such as Paprika (sweet, hot, smoked and bittersweet), paella seasoning, saffron (filaments and powder), whole and crushed Spanish *Ñora* Pepper, pine nut kernels, food colouring, bay leaves, thyme, oregano and many different spice seasonings.

All our products are Kosher certified and are packed in a variety of packages to adjust to our customer's needs, from bulk size to small retail packaging.



Founded in: 1909

Productive capacity: 350 T

Number of employees: 20

Export markets: USA, United Kingdom, New Zealand, Canada, Australia, Chile, Mexico, Colombia, Indonesia, etc.

Products: paprika (sweet, hot, smoked and bittersweet), paella seasoning, saffron (filaments and powder), paella pack, whole and crushed Spanish *Ñora* pepper, pine nut kernels, food colouring, bay leaves, thyme, oregano and many different spice seasonings

Brands: Chiquilin, Diana, Manzanis

Certificates: BRC, Kosher certificated, "Pimentón de La Vera" Denomination of Origin Certificate

Contact: David Torregrosa Penalva. Export Manager
 chiquilin@chiquilin.com
 Plaza La Magdalena, 13
 03660 Novelda (Alicante) Spain
 Tel.: +34 965 600 292
 www.chiquilin.com

The knowledge acquired through years of experience, the constant pursuit of quality raw materials, the ambition to grow and our high adaptability to market needs have turned Chiquilin spices into a reference in the spice industry.



Netasa (La Chinata)

Purity and quality. Aroma and flavor

Our company NETASA, a family firm through and through, was founded in 1975. The name of our brand "La Chinata" originates from Malpartida de Plasencia (Cáceres) where the founder of our company, Florentino Oliva, came from. Three decades later, his son and grandchildren continue his exciting work, contributing little innovations which will not distort the traditional character which defines our production process.

La Chinata smoked paprika powder is a unique product in the whole world. Its smoky aroma and flavor distinguish it from any other paprika powder. It is available in three varieties, sweet, bitter-sweet and hot and is under the protection of the Pimentón de La Vera Designation of Origin (D.O.) which certifies its origin and quality.

Our smoked paprika powder uses are very varied. On the one hand it is used as a basic spice in any household, adding color, aroma and flavor to countless recipes. A good *paella* or a tasty meat marinade wouldn't be the same without our product. On the other hand, it's one of the basic ingredients of typical Spanish *chorizo* and its derivative products.

Currently our product enjoys great international prestige. It is available in supermarkets and specialized shops in over 50 countries and is used by renowned chefs throughout the world.

La Chinata *pimentón* is a unique product in the whole world because of its smoky aroma and flavor that distinguishes it from any other paprika





The peppers we use to manufacture La Chinata smoked paprika powder are sourced from local farmers who treasure generations of experience. The fruit is ripe, healthy and clean at the time of harvesting in the months of October and November. The collection process is conducted by hand given the great care that this task requires.

The peppers are taken immediately to the drying racks on the farmer's very premises. The drying process is completely artisanal, carried out by burning Holm oak and oak timber. After approximately 10 days drying, the peppers are sent to our facilities.

The industrial process involved in manufacturing our paprika begins by cleaning and grinding the peppers. They are then sent to our milling system where 8 mills grind the peppers using the friction between two granite stones. The ground peppers go through the stones until the dust reaches the correct degree of refinement.

Once this process has concluded, and after cooling, the paprika is moved to our cold storage facilities for its perfect conservation. This allows our product, once packaged, to reach our customers with all of its sensory qualities unaltered.

This entire process takes place under the strictest quality and safety control since our company complies with international certificates ISO 9001:2008 and ISO 14001:2004, among others.

La Chinata smoked paprika powder is available in numerous packages, from 70 gr tins, ideal for household use, to 5 and



Founded in: 1975

Productive capacity: 350 T

Number of employees: 14

Export markets: UK, USA, France, Canada, Australia, New Zealand, Germany, Italy, Sweden, Portugal

Products: Smoked paprika powder and flakes

Brands: La Chinata

Certificates: ISO 9001 and ISO 14001

Contact: Javier Oliva. Commercial Director

info@lachinata.com

Netasa

Ctra. de Trujillo Km. 1

10600 Plasencia (Cáceres) Spain

Tel.: +34 927 411 227

www.lachinata.com

25 Kg bags for industrial use. This year La Chinata has launched a new product on the market: smoked paprika flakes, packed in a useful grinder of 24 g.



Solís

Spanish home made tomato sauce

In 1946 the founder, Juan Antonio Solís, purchased a small diet product laboratory that manufactured and sold of almond milk in Barcelona. This product was sold in chemists and food stores and its decorated glass packaging immediately caused a great impact on consumers at the time.

In 1960 the company launched Solís Mayonnaise. Not only was it a great commercial success, but the campaign was a milestone in Spanish advertising for being one of the first brand adverts on television. Soon after Solís, as part of its strategy of developing healthy and nutritious products, launched the first mass market Spanish style tomato sauce selling over 2 million units in just over 2 years, and earning great acceptance and reputation for its quality. Since then the Spanish style tomato sauce has established itself on the market and become a reference point in the culinary category.

The Solís factory belongs to the Nestlé Group since 1985, which allows us to benefit from latest generation production processes and stimulates quality and rigour in the purchase of raw materials and their subsequent manufacturing process.

Our tradition of maintaining original recipes has given us the possibility to continue making Spanish style tomato sauces that everybody enjoys because of their quality. This allows

Since Solís launched the first mass market Spanish style tomato sauce in Spain in the 1960's, our brand has established itself on the market and become a reference point in this culinary category





us to preserve traditional quality of our products in the modern premises of our factory in Extremadura.

Our current factory in Miajadas started functioning in 1976. It is located in the region of Las Vegas del Guadiana (Extremadura), an area where tomatoes are the main horticultural crop thanks to their perfect adaptation both to the climate conditions and to the availability of water for farming. This gives us easy access to raw materials that are just ripe and whose colour, sweetness, texture and flavour are ideal for making the best sauces. During the purchasing process from local farmers we take great care in the application of farming practices that yield high quality specimen using farming methods that are respectful with the environment.

These tomatoes, which like the rest of ingredients which are 100% natural, are cooked according to the original recipe to obtain the desired flavour and, after a sterilization process which guarantees food safety, are packaged in glass jars, tins or cartons.

The quality process we have in place guarantees the unique taste of our sauces thanks to the control we have over the entire process starting with the harvest in the field all the way to the finished product.



Founded in: 1946

Productive capacity: 60,000 T

Number of employees: 80

Export markets: Europe, America and Asia

Products: Basic Spanish style tomato sauce, added value Spanish style tomato sauce, pasta sauces and sauces for the professional channel

Brands: Solís, Buitoni

Certificates: ISO 22001 (Food Safety), ISO 9001 (Quality), ISO 14001 (Environmental Management), OHSAS 18001 (Health and Safety in the workplace) and internal requirement NQMS (Nestlé Quality Management System), Halal and Kosher certificates

Contact: Asier Alcalde. Export Manager

Cesar Celemín. Factory Manager

asier.alcalde@es.nestle.com

cesar.celemin@es.nestle.com

Ctra. Nacional V, km. 294

10100 Miajadas (Cáceres) Spain

Tel.: +34 927 345 144



Verdú Cantó Saffron Spain

Saffron experts since 1980



The company was founded in 1890 in the city of Novelda (Alicante) by D. José Verdú Cantó. In those days Mr. Verdú rode his horse to personally select the best saffron lots in the region of La Mancha, where the finest saffron in the world is produced. These batches of saffron were then packed in different formats that were sold to customers all over the world.

More than 125 years have gone past and today we can proudly say that the same basic business principles that Mr. Verdú established are still valid: obtaining the best batches of saffron directly from the farmers, ensuring the quality and purity of the saffron we sell, developing a broad range of innovative presentations adapted to the needs of the consumer and marketing our product all over the world, building renowned and prestigious brands.

These principles have allowed us to become one of the leading companies in our field worldwide and to market our products in over 40 countries.

Our product range has been extended to other spices and condiments such as pimentón (paprika), blends of spices or salts in grinders and all kind of botanical ingredients as well as dried citrus for cocktails, with the same standards of quality that brought us success in marketing saffron.

We are world leaders in the saffron sector and market our products in over 40 countries





At Verdú Cantó Saffron Spain we have pioneered the strictest analytical controls starting with the arrival of the raw material to the final product. We have invested a great deal of effort in researching procedures to improve the quality of our products, differentiating us from the rest of the competition.

We have also given special attention to packaging design, adapting our presentations to our clients' preferences and adding a personal touch. Thus we have created specific formats to cater for the different segments to which we market our products, be it the industrial market (loose), mass retail, specialized shops or delicatessen, ethnic market, promotional products or the catering and restaurant industry.

Our current strategy leads us to concentrate on a specialized top quality segment, with innovative and distinguished products. Innovation has been a key element in positioning us as the first brand of spices and botanicals for cocktails in Spain, and we are starting to become a reference point in the international markets both for professionals and for cocktail enthusiasts.

We have succeeded in creating new uses for spices moving them from their usual location on the shelf to other categories like complements for liquors bringing an exotic and unusual product closer to a broader spectrum of the public.



Founded in: 1890

Productive capacity: 290 T

Number of employees: 32

Export markets: EU, Switzerland, Malta, USA, Canada, India, Australia, Taiwan, South Africa, Iceland, Mauritius, Reunion, Egypt, Malaysia, Saudi Arabia, Bahrain, UAE, Kuwait, Oman, Qatar, Japan, Philippines, Hong-Kong, Singapore, Argentina, Mexico, Brazil and Uruguay

Products: Saffron, *pimentón* (paprika), blends of spices, salts, premium dried citrus and other cocktail botanical ingredients

Brands: Pote, Toque, Zafferania, Syren, San Román

Certificates: -

Contact: Noelia Piñol. Area Manager - Export Dpt.
 syren@saffron-spain.com
 Salvador M. Martín. Area Manager - Export Dpt.
 export@saffron-spain.com
 Sargento Navarro, 7
 P.O. Box 142
 03660 Novelda (Alicante) Spain
 Tel.: +34 965 600 078
 www.saffron-spain.com



Pharmadus Botanicals

An innovative and comprehensive health concept

Our history began in 1956 in a valley that smells of flowers: El Bierzo. In this spot surrounded by mountains, halfway between Galicia and León, lives the Escudero family, a family who one day fell in love with plants and started off on a journey through infusions that is loaded with emotions and lasts to this day.

Pharmadus Botanicals is a group of passionate botanists whose mission is to take care of people's health. We want to share all our knowledge to teach a healthy way of looking after oneself. To give the best of ourselves and contribute to making this world a better place.

We bring together ancestral knowledge with modern scientific studies and the most advanced control techniques, focusing on the most essential form in which to reap the benefits of plants: infusion. Experience, the scientific knowledge of phytotherapy, and the commitment to fulfilling the strictest quality regulations are our formula for offering experiences that bring comprehensive wellbeing.

At Pharmadus Botanicals we work to become a model in innovation in the field of plant infusion. We offer more than just products, we offer personalized experiences so that you can choose your own.

We are an ecosystem in which we share experiences with all those who are interested in leading a healthy life; An

Infusions are our passion. We reclaim the essence that plants offer us and preserve it for you in a bag





open space, generating innovation to share knowledge; A clear commitment to sustainable growth, looking after our environment.

Pharmadus Botanicals is a family-run company whose capital is 100% Spanish and specialises in making teas and infusions. With over 50 years' experience, it was the first Spanish company to receive the Health Ministry's authorization to use plants to manufacture medicinal products for infusion. Today Pharmadus Botanicals has become one of Europe's model laboratories in packaging infusion plants.

With our headquarters in Camponaraya and commercial offices in Dubai and the EU, 32% of our annual sales come from foreign markets such as the EU, the Mena Region, the Dominican Republic, the Dutch Antilles, Iran, Bahrain or Portugal.

Our daily productive capacity reaches 1,5 million infusions in bags and up to 160,000 units in pyramid format. We manufacture three types of products: infusions, food supplement infusions and tablets, and medicines in infusion format.

Under our own brands Helps, Lateterazul, Manasul, La Leonesa and Neholis we bring the market products made from the highest quality plants.

As manufacturers of infusions for private labels our experts offer our clients a comprehensive consultancy service throughout the entire process.

We hold the market's strictest quality and food safety certificates. We also work to create cooperation networks with institutions, technological centres, and business clusters such as Vitartis and Food+i.



Founded in: 1956

Productive capacity: 1.75 Mill. infusions/day

Number of employees: 37

Export markets: USA, Middle East & North Africa (MENA), Netherlands Antilles, Dominican Republic, Bahrain, Iran, Portugal

Products: Functional and essential infusions: gourmet, premium luxury, ayurvedic, and essential herbs. Food supplements in infusions and tablets. Teas

Brands: Lateterazul, Helps, Manasul, Neholis, La Leonesa

Certificates: Good Manufacture Practice of infusion medication made from plants, ISO 9001-2008, IFS Food, Organic, Kosher, Fairtrade

Contact: Manuel Arias. Factory Manager
manuelarias@pharmadus.com
info@pharmadus.com

Pol. Ind. De Camponaraya . Sector 2 - Parcela 3
24410 Camponaraya, León, Spain

Tel.: (+34) 987 464 072

Fax: (+34) 987 464 073

www.pharmadus.com

Our production capacity and the highest quality guarantee are what has led companies of the calibre of El Corte Inglés or Carrefour to trust Pharmadus Botanicals to manufacture its products under their brands.

Dairy products and mineral water



Dairy products and mineral water

The consumption of milk and dairy products dates back to the Mesolithic, when man ceased being a hunter-gatherer and began practicing agriculture and rearing livestock. From the moment man discovered milking, goat, cow and sheep milk was considered the nourishment par excellence, source of life and strength. The Assyrians were the ones who perfected manufacturing dairy products, obtaining far more refined dairy products.

Spain, being on the pathway between Europe and Africa, suffered numerous invasions during its history. However it was able to profit from them, enriching its cultural heritage and allowing, ever since ancient times, the development of different forms of dairy consumption.

This historical heritage, Spain's uneven terrain and climate as well as the different species of livestock all contributed to a very varied dairy sector. The result is that in nowadays in Spain one can find the most recent innovations and developments to enhance the fruit of the most ancestral traditions.

The cheese industry in Spain started taking off halfway through the 20th century. Traditional cheese manufacturers became small industries, maintaining that unique artisan touch nobody else could give to their cheeses. These gave way to medium and large companies, where the production techniques avail themselves of the latest developments to successfully compete, not only in the Spanish market, but also abroad.

Thus every Spanish region boasts one or more kinds of cheese, from pure sheep, goat or cow milk and developing into hundreds of different nuances and textures made from the blend of these milks, yielding over 100 recorded varieties, 26 of which are protected by Designation of Origin. Spanish cheeses have a strong personality, both in taste and texture, and even in form and shape, all of them being very different from each other.

The highest selling cheese in Spain, and the best-known cheese beyond our borders is Manchego. There are a great variety of them, most of them strongly rooted in the regions where they are produced. Most artisanal cheeses used to only be available in their regions of origin, but nowadays, thanks to the boost in the sector, they can easily be found in delicatessen shops and have even started being exported.

During the prestigious World Cheese Awards 2013, 11 Spanish cheeses were awarded SuperGold, ranking among the top 58 best in the world. This isn't only the result of centuries of labor, but to the daring effort of the Spanish dairy industry which has spent years exceeding itself to achieve the highest quality products.

The Spanish dairy sector annually transforms some 6.2 million tons of cow's milk, about 600,000 tons of sheep's milk and 500,000 tons of goat's milk. Of the 380,000 tons

of dairy products Spain exports, for a value of 690 million Euros, 42,000 tons are cheeses whose value reaches 218 million Euros.

But the dairy sector in Spain is far more than just cheese and milk. The latter has experienced a great diversification, both in its products (yoghurts, dairy desserts, curds, etc.) as in its formats, designed to make the consumer's life easier.

Apart from dairy products, snacks and nuts are a fun food option. A truly Spanish pastime, practiced at all ages, is peeling and eating sunflower seeds, a very healthy snack which is usually salted and toasted. Another typical Spanish snack is quince jelly. This fruit, brought to Spain by the Greeks and Romans, became very popular in the twelfth century at the hands of the Sephardic Jews who used it extensively in their cuisine. Nowadays, quince jelly is a true classic of Spanish gastronomy. It is made just like ordinary jams (the same proportion of fruit to sugar), but its finished texture is solid, so it can be cut with a knife and served with cheese, both fresh and cured, or with nuts etc.

An original snack from Málaga is fig bread, whose origins are probably Arabian. This dessert, made with dried figs, almonds and herbs is traditionally eaten at Christmas. But apart from these there are numerous dishes made from dried fruit, nuts and sugar to sweeten the palate of the Spaniards.

Sales of nuts, dried fruit and snacks in Spain reached 1,995 Mill. Euros in 2013. Almonds, nuts, hazelnuts, pine nuts and peanuts are top sellers in Spain, with a market share of 37.2%. Other snacks (potato chips, puff chips, tortilla chips, etc.) don't lag far behind. In recent years a number of new of formats and flavors have been launched on the market. As well as imported flavors such as ketchup and cheddar cheese, many Spanish ones such as Serrano ham or garlic have been added.

The majority of manufacturers of these products (22%) reside in the region of Valencia, since it is a great producer of almonds. It is followed in terms of importance by Cataluña, Andalucía and Castile and León. In 2012, 110 companies were grossing over 1 Mill. Euros. And although the top 5 accounted for 41% of the market, a huge number of smaller companies – primarily family businesses whose activity is confined to their town or province – manufacture handmade potato chips, caramelized almonds, toasted sunflower seeds etc.

Source: MAGRAMA (Report on the situation of the dairy sector 2013 and Spanish dairy sector beyond 2015), ICEX, Oviespaña, ABC Viajar, Directo al Paladar, Sabor Mediterráneo, chilmercados, Estudio Sectores de DBK: "Frutos Secos y Snacks", Vitónica, Wikipedia



Quesos Corcuera

The magic of La Mancha

Quesos Corcuera is a cheese factory, whose family origins date back over 70 years. It was founded by Eusebio Corcuera and his wife Julia Sánchez and later taken over by their sons Ramón and Juan Carlos, who maintain the same dedication to the factory as their predecessors.

Currently, respecting the same traditional production policy as back then, the other family members pursue the company's expansion. Thanks to this evolution we have become a reference point in the Manchego cheese sector in Spain and in the rest of the world.

Our extensive experience in manufacturing cheese has led us to pioneer such important aspects as the introduction of thorough quality control and painstaking care during the ageing of the product. We also enjoy an unbeatable raw material, milk, exclusively from La Mancha, which we collect from farms on a daily basis using our own tanker trucks.

Since the creation of the Regulatory Council of the Queso Manchego Protected Designation of Origin, and as one of the main promoters of its creation, Quesos Corcuera manufactures its sheep-milk cheese range under the seal of approval and guarantee of the Protected Designation of Origin, without ever forgetting the careful manufacture of traditional cheese.

At Quesos Corcuera we manufacture our sheep-milk cheese range under the seal of approval and guarantee of the Protected Designation of Origin





Our cheeses are present in most European countries, Asia, Australia and especially in the USA where Quesos Corcuera was one of the first Manchego cheese exporters over 25 years ago. This gives us a renowned and distinguished position within the cheese-manufacturing sector in our own country.

Currently we enjoy the highest national and international quality certificates and food safety certificates such as BRC (British Retail Consortium) and IFS (International Food Standard). Our daily improvement effort, periodic audits and quality control, offer our clients the utmost guarantee for a reliable and safe consumption.

We manufacture our cheeses with the most advanced technology throughout all of its processes, without ever losing sight of the traditional procedures which have made cheese a typical product of La Mancha culture. And we continue to advance and improve our product with the utmost care in its manufacture and in customer service.

How can one recognize genuine Manchego cheese? The term Manchego cheese is often used in reference to cheeses that are not protected by the Designation of Origin. To be certain that it is authentic we must look for its identifying elements.

A Manchego Designation of Origin cheese must carry the following elements. Next to the label it must have a small numbered counterlabel with the Designation of Origin's logo that guarantees that it has been certified by the Regulatory Council. And on the back of the cheese there must be a casein label, numbered and perfectly identifiable, which guarantees its authenticity.



Founded in: 1940

Productive capacity: 1.5 Mill. Kg

Number of employees: 27

Export markets: USA, Germany, France, UK, Belgium, Holland, Portugal, Italy, Ireland, Sweden, Australia, Hong Kong, China, the Philippines and Japan

Products: Manchego cheese, cheese blend, goat's cheese, sheep cheese

Brands: Corcuera, Trigal, Juncia, Campo de Montalbán, Celestina

Certificates: IFS, BRC

Contact: Carmen Corcuera Sánchez de Pedro
Manager

info@quesoscorcuera.com

C/ Santa Lucía, 8

La Puebla de Montalbán (Toledo) Spain

Tel.: +34 925 750 069

www.corcuera.com



Quorum

Specialists in traditional Spanish cheeses and accompaniments



Twenty years ago, Thomas and María went to Spain after having lived in Germany for years. Fascinated by the many different landscapes, delightful Spanish villages and our rich gastronomy, they saw great potential in selling top quality cheese and homemade products in their homeland. They therefore travelled all over Spain visiting small family-owned cheese factories to source the best products. Little by little they created a network of cheese factories that joined forces to export their products collectively. Given the extensive knowledge they have of their country, Germany was their first export market. Later, they expanded to other European countries and the United States.

Thanks to their insight and attention to customer service, today Quorum International is an established export company with considerable knowledge of international markets. We export more than 100 products from all over Spain and work with top importers and distributors in 25 countries. Our wide range of cheeses represents almost every Spanish cheese P.D.O., and both national and international competitions, such as the World Cheese Awards, have given the highest ratings to the quality of our products.

Our accompaniments line includes a range of Spanish products that are part of the great Spanish culinary tradition and pair perfectly with cheese. Worth highlighting among them are our nutbreads, a mix of Spanish figs and almonds, as well as other combinations of tasty and nicely textured

Quorum works with over 50 cheese factories throughout Spain, mostly family-owned businesses that combine tradition with the most advanced technology





fruits selected from the finest raw materials. We have privileged access to Marcona almonds, highly appreciated in international markets for their natural sweetness and crispy texture.

Quorum works with over 50 cheese factories throughout Spain, mostly family-owned businesses that combine tradition with the most advanced technology. As a medium-sized company, we have the flexibility and agility to make decisions quickly and adapt to our clients' needs with new recipes and innovative products.

We offer a comprehensive and customized service in international logistics, sanitary documentation and customs procedures, and we design our labels to meet local market requirements.

Some of our cheeses have received awards at national and international competitions; among them our 3 and 12 month Manchegos Gran Valle, Zamorano, Cabra al Romero, Tronchón, Murcia al Vino, Monte Enebro and Garrotxa. In 2013 alone, we won six awards, including the prestigious Gran Selección and Selección Oro, and the Super Gold (highest grade) as well as the Gold and Silver medals at the World Cheese Awards.

Our Manchego Gran Valle dairy has been in business for over three generations; it is one of the few cheese factories in La Mancha that exclusively produce sheep's milk cheese and has been awarded the BRC certificate for both pasteurized and raw milk, as well as the IFS certificate.

After 20 years, our priorities are still, service, innovation and customer satisfaction.

20
years
QUORUM
INTERNACIONAL

Founded in: 1994

Productive capacity: Varies depending on the cheese factory. Our Manchego cheese factory produces around 10 T/day

Number of employees: Quorum Internacional has 8 employees

Export markets: USA, Germany, UK, Ireland, Australia, Canada, Japan Holland, Dominican Republic, Mexico, Singapore, Greece, China, Latvia, Poland, Denmark, Sweden, Belgium, New Zealand, Austria, Italy, Finland, Lebanon

Products: Cheese (Manchego, Murcia al Vino, Ibérico, and artisanal cheeses from all over the country) and accompaniments (Nut bread, Marcona almonds, sweet flatbread, breadsticks, quince paste)

Brands: Gran Valle and Bonvallis

Certificates: BRC, IFS, ISO 9001, ISO 22000

Contact: Thomas Kohlstruck, Manager

María Culler, Manager

thomask@quoruminter.es

mculler@quoruminter.es

export@quoruminter.es

P.O. Box 89

28609 Sevilla La Nueva (Madrid) Spain

Tel.: +34 91 812 94 60



Sant Aniol Mineral Water

Volcanic spirit



5 5 meters deep, surrounded by 600 hectares of virgin land in the Llémna valley, a wilderness of lush vegetation and sleeping volcanoes in the Garrotxa region, the spring of Sant Aniol has been flowing for thousands of years.

The incomparable origin of Sant Aniol Water gives it unique characteristics with excellent quality and an unequalled degree of purity, something that has been ratified by different international awards.

Our strict quality control and our production process exempt of human contact, allows us to guarantee that both the extraction and bottling process are free of contaminants, so that the natural mineral water we offer on the market is in its purest state.

Sant Aniol is present in some of the finest hotels and restaurants not only in Spain, but all around the world, since we have been exporting for over 10 years with excellent results, with our main markets being as far flung as Japan, the United States, Australia or China.

The quality of the water that flows from the spring of Sant Aniol comes from a lava sediment and volcanic rock filter that is thousands of years old





The quality of the water that flows from the spring of Sant Aniol comes from a lava sediment and volcanic rock filter that is thousands of years old. A legacy perceived in every drop that, not in vain, has twice earned it the Superior Taste Award, an annual prize given to the best international food products.

Sant Aniol water is Natural Mineral Water. Obtaining this designation has meant passing countless requirements and the most exhaustive analysis to demonstrate its perfect balance and quality and the maintenance of its volcanic purity from the moment it emerges from the spring until it flows out at the consumer's table.

It is worth noting its 7.3 PH and its rich and balanced chemical composition with an abundance of minerals that improve your health and wellbeing. Its high calcium content helps the development of your bone structure, and is therefore highly recommended for children, teenagers and pregnant or lactating women. Furthermore, its calcium as well as its low level of sodium and chlorine help to reduce hypertension. Thanks to its high level of magnesium and bicarbonate, Sant Aniol contributes positively to the correct function of the nervous system and gastric digestion aiding intestinal transit.

For these reasons Sant Aniol is considered something more than simple H₂O.

**Sant
Aniol**
natural mineral water

Founded in: 1993

Productive capacity: 60 Mill. bottles a year

Number of employees: 30

Export markets: Japan, USA, Australia, Hong Kong, Germany, Holland, Belgium, France, China, the United Kingdom

Products: Still Natural Mineral Water and Carbonated Natural Mineral Water

Brands: Sant Aniol

Certificates: CSOR (Oliver Rodés)

Contact: Ariadna Prats, Export Manager

aprats@santaniol.com

info@santaniol.com

Can Talleda S/N

17154 Sant Aniol de Finestres (Gerona) Spain

Tel.: +34 972 449 818

<http://www.santaniol.com>

Wine, beer and other alcoholic beverages

Wine, beer and other alcoholic beverages

The wine sector is extremely relevant in Spain, not only because of its economic, social, and environmental importance, but also because of the excellent international image it projects. In 2015 Spain was the 3rd largest wine producer worldwide, right behind Italy and France. Notwithstanding, Spain has become the 1st country in terms of vine-growing and land devoted to its cultivation with 967.733 Has., and the largest exporter in the world with an export volume of 2.763 million litres in 2015.

The Phoenicians were the first to plant vines in Spain 3,000 years ago in the region of Andalucía. During the Christian era, Spanish wines were appreciated all throughout the Mediterranean and the North of Africa. The Spaniards brought vineyards to the Americas in the 16th century and when, in the 19th century, the phylloxera plague devastated Europe's vines, many French wine growers moved to Spain bringing their varieties of grapes along with them thus driving the Spanish sector.

It was not until the last quarter of the twentieth century when then the sophistication and modernization of production methods increased the quality of Spanish wines so considerably that they are now amongst the best in the world, as numerous international awards testify.

Spanish wines are the fruit of a terrain and climate with very special qualities. The amount of sunshine to which the vines

are exposed (2,000-3,000 hours a year), the long warm summers, the mild winters, the adequate rainfall and a great variety of terrain, favor the wine harvest and guarantee excellent quality grapes.

Spain boasts a broad range of native grapes (Albariño, Moscatel, Listán, Pedro Ximénez, etc.) which, alone or blended with other well-known local and international varieties, make wines of great intensity, aroma and nobility. These, according to the ageing method and its duration can be classified as young, or the current year's, *Crianzas* (2 years old, 6 months of which aged in caskets); *Reservas* (3 years old, 1 year aged in caskets); and *Gran Reserva* (5 years old, 1 and a half years aged in caskets).

Depending on their location and the degree of protection (the legislation and controls they must comply with), they are divided into: Table Wines (not subject to any requirement); *Vinos de la Tierra* (from a specific region) and *Vinos de Calidad con Indicación Geográfica* (V.C.) which come from a specific regions, are made with local grapes and aged locally. Spain has 69 Designations of Origin (D.O.). Their regulations are very strict. There are currently only 2 Qualified Designations of Origin (D.O.Ca.): Rioja and Priorat. Their regulations are even tougher and their quality control stricter. Then come the *Vinos de Pago* (V.P.), produced in a unique terrain with such unusual qualities that they are set apart from all other wines. There are only 14 of them.

Spain is the 3rd largest producer of wine worldwide, the largest exporter and occupies the 1st position in terms of vine-growing

Spain is also well known for its cava – sparkling wines made using the *méthode champenoise* – and for its fortified wines, whose proof ranges from 15° to 23°, among which Jerez wine stands out. In 2015, 4,000 wineries – mostly small and backed by primarily Spanish capital – produced 41 Mill HI.

Beer is one of Spain's most popular drinks. In 2014 the average consumption of beer per capita was 78 l, one of the EU's most moderate ones. Unlike the North of Europe, beer in Spain is fundamentally drunk with friends and family, always with food.

Spain produced 33,6 Mill. HI of beer in 2014, positioning it as the 4th manufacturer in the EU and the 10th worldwide.

Furthermore, we are the number 1 producer and consumer of alcohol free beer in the EU. The extraordinary strength of our exports (1.7 Mill. HI in 2014) is a good proof of our beer's great quality. Of the over 100 countries to which we export, the main destinations are Equatorial Guinea, Portugal and the United Kingdom.

Traces of wheat, barley, starch and yeast found in two clay vessels en Lleida, are proof that beer was already being consumed in Spain in prehistoric Spain. In the Can Sadurní cave (Barcelona) the most ancient remains of beer in Europe were found, dating back 5000 years.

After the fall of the Roman Empire and the germanic invasions, consumption of beer became generalized. However the arrival of Muslims in the IV century caused beer consumption to decrease dramatically during many centuries. With the coronation of Charles V in the XVI century beer consumption picked up again. In the XIX century Spain exported beer to Cuba and Puerto Rico from Santander. In the beginning of the XX century its production was approximately 15 Mill. Litres and the first great beer manufacturers of the country were born.

Currently Spaniards always enjoy beer with friends and family, and of course, always with a bite to eat, as they do in the popular tapas bars.



Bodegas Ayuso

A style that made history

In 1947 Fermin Ayuso Roig founded BODEGAS AYUSO in Villarrobledo, an ideal location for vine growing, whose climate and soil make this area the unbeatable motherland of great wines. Nestled deep in La Mancha, lands where Cervantes must doubtlessly have seen Don Quixote riding Rocinante, lie some modern and efficient premises, equipped with the latest technology.

Since our foundation up until the modern day, we have availed ourselves of the most refined wine manufacturing and conservation techniques, without ever losing sight of the artisan tradition and care that its production and ageing implies.

From the beginning until 1961, the winery focused its activity on the production and sale of wine in bulk.

In 1961 we started selling bottled wines, turning the basement of one of the units into a cellar with a capacity of 12,000 Bordeaux style oak casks. It was the ideal place to complete the ageing process, since it offered the right levels of darkness, silence, temperature and relative humidity for the wines to rest in that tranquilizing slumber which yields exquisite wines.

This was the first unit to age Estola, the foremost Reserva wine from La Mancha, result of the careful selection of the finest *cencibel* vines, which after a careful maceration and

All our premises have been designed to reduce energy consumption, take advantage of alternative energy sources, and preserve the environment's sustainability





fermentation process, is first aged in oak casks and then in bottles.

Bottled wine was first sold on the Albacete and Jaén market, after which both the commercial network and product range were broadened. Currently the network consists of over 200 distributors, dotted all across the Spanish territory.

In 1985 export activities to the international market began, currently exporting to different countries across the five continents.

60 gold medals and 100 silver medals, earned at the most prestigious wine tastings, vouch for the excellence of our brands: Estola, Finca los Azares, Castillo de Benizar and Abadía del Roble.

In July 2014 we started work on the construction of a new cellar, just a few meters from our current one with which it is connected. With a surface of 60,000 m², the built up area will occupy 15,000 m² and have an overall storage capacity of 35 million litres. Its budget exceeds 20 million Euros and work is expected to finish by 2017.

All our premises have been designed to reduce energy consumption, take advantage of alternative energy sources, and preserve the environment's sustainability. Yet the entire project has been audited, complying comfortably with all the most demanding guidelines: BRC, IFS etc.

A
Bodegas Ayuso

Founded in: 1947

Productive capacity: 15.000.000 annual bottles

Number of employees: 50

Export markets: Canada, Mexico, Germany, Finland, Sweden, Switzerland, China, Japan, Iceland, The Netherlands, EU, Dominican Rep. , Puerto Rico, United Kingdom, United Arab Emirates, Slovakia, Poland, France, Latvia, Lithuania, Austria, Cyprus, Denmark, Taiwan, South Korea, Belgium, Russia, Brazil, Cambodia

Products: Designation of Origin and non-Designation of Origin bottled wines

Brands: Finca Los Azares, Estola, Castillo de Benizar, Abadía del Roble, Vega Dorada, Castillo de Utrera, Don Nino

Certificates: La Mancha Designation of Origin

Contact: Fermín Ayuso Medina

export@bodegasayuso.es

c/ Miguel Caro, 6

02600 Villarrobledo (Albacete) Spain

Tel.: Teléfono: 967 140458

www.bodegasayuso.es



Estrella Damm

The Mediterranean Beer

140 years ago, a young August K. Damm and his wife Melanie emigrated from Alsace (France) to escape the Franco-Prussian war. Their journey took them to the Mediterranean to realize their dreams of doing what they did best: brewing beer. In 1876 they established their own brewery and they crafted a distinctive and evolved beer, suitable for warmer climates, very different to existing central European beers: the Mediterranean Lager.

To this day, Estrella Damm is brewed using the original 1876 recipe and the best Mediterranean ingredients: barley malt, rice and hops. The quality of our ingredients is of the utmost importance and, as such, we work closely with local farmers, supplying them with our carefully selected pure seed varieties. Our yeast is unique and it is stored under high security measures. Our malt is processed to the strictest standards in our own malt house, La Moravia.

Brewed in Barcelona with
Mediterranean ingredients since
1876





It takes a minimum of 3 weeks for Estrella Damm to complete the fermentation and production process. This level of care and attention has been recognized through the acclaim and numerous awards won across the globe.

Issues such as oxidation and microbiological contamination, the beer worst enemy, are overcome by using the most modern packaging technology. Our brown bottle protects the beer against ultraviolet radiation. This, combined with appropriate cold storage, ensures that the beer can be enjoyed as it was intended: "*Mediterráneamente*".

Estrella Damm is the leading beer in Barcelona and is the official beer of the Barcelona Football Club. One of our brand ambassadors is Ferran Adrià (the world's most award-winning chef) who has developed new brews such as Inedit Damm (specifically created to accompany food) in cooperation with the Damm's brewmasters.

Estrella Damm is also the sponsor of the Sónar Music Festival, the leading progressive music festival in the world.



Founded in: 1876

Productive capacity: 6 Mill. Hl /year

Number of employees: 3,000

Export markets: 73, including, the EU, Northern and Western Africa, Argentina, Armenia, Australia, Brazil, Canada, Chile, China, South Korea, El Salvador, USA, Georgia, Hong Kong, India, Iraq, Iran, Israel, Japan, Libya, Macau, Morocco, Mexico, NZ, Panama, Peru, Puerto Rico, Qatar, the Dominican Republic, Russia, Sao Tome and Principe, Singapore, Thailand, Taiwan, Uruguay

Products: Beer

Brands: Estrella Damm, Daura Damm, Inedit

Certificates: -

Contact: Encarna Martínez.

Chief of Export Trade Administration

encmartinez@damm.es

C / Rosselló, 515

08025 Barcelona (Spain)

Tel: +34 93 290 9200

www.estrelladamm.com



Hijos de Rivera

The beer you should not miss

After more than 100 years of history, Corporación Hijos de Rivera is still an independent company, with 100% Spanish and family-based capital, currently being managed by the family's fourth generation. With a wide product portfolio which includes beer, mineral water, wine, cider, sangria and liqueurs, we face the future backed by outstanding growth which has meant a doubling of turnover in the past 5 years. In the past 20 years growth has been well above the sector's average.

But the origin of it all is beer. Since 1906 our project has developed beyond our best-known brand, Estrella Galicia, incorporating new products like the 1906 Reserva Especial or Estrella Galicia 0,0 and a range of beers that are recognized for their quality and high standard.

Today we are a consolidated, prestigious national operator with a clear international calling. Our company's products are present throughout Spain and in over 30 countries around the world, with a great response from consumers. Our brands have become solidly positioned in the Spanish market, and have expanded to destinations that range from Brazil to Australia, China, the Philippines, and the USA, among others.

Our company has a high level activity in the food and drink sector, not only as a brewery but also covering distribution and logistics, the complete development of catering premises, or product personalization.

Our products are present throughout Spain and in over 30 countries around the world, with a great response from consumers



Estrella Galicia recomienda el consumo responsable.



In 1906, Nobel Prize winner, Santiago Ramón y Cajal, certified the excellent quality and properties of the water in Cabreiroá, leading to the establishment of a company which would become part of the group in the 1990s. Since then, the company has revolutionized the mineral water market in its search for an avant-garde style, but ensuring meticulous care in the selection and care of the spring from where the products originate. The acquisition of Agua de Cuevas and Fontarel completes the company's mineral water supply in its aim to improve services to the client via an improved and diverse product portfolio.

Commitment to innovation in all areas is the engine that fires Custom Drinks. This company produces cider, responding to the latest market trends to products and developing made-to-order concepts to serve the needs of each individual client. This area of the company is extremely dynamic, keeping ahead of the times via an agile and flexible strategy.

Ponte da Boga, our winery, is set in the spectacular setting of Ribeira Sacra. In recent years it has carried out detailed research, recovering indigenous varieties that produce very special wines and that have received international recognition for their quality and originality. The care and dedication required by the cultivation of the roman-style terraced vines that mark the banks of the Sil River is commonly known as "heroic viticulture".

Our variety of products, expansion and consolidation in new markets, and our very marked sense of service to the client, call for a continuous improvement in our activities, always aiming to exceed expectations. All of this while maintaining our company's most outstanding characteristic: quality and a firm commitment to innovation, key elements for the future.



Founded in: 1906

Productive capacity: 250 Mill. liters (beer)

Number of employees: 950

Export markets: Over 30 countries worldwide, with subsidiaries in Brazil, China, Japan, Philippines and the USA

Products: Beer, gluten-free beer, Pilsen beer, shandy, alcohol-free beer, mineral water, wine with Ribeira Sacra Designation of Origin, cider and liquors

Brands: Beer: Estrella Galicia Especial, Estrella Galicia Gluten Free, 1906 Reserva Especial, 1906 Red Vintage, 1906 Black Coupage, Estrella Galicia 0,0, Estrella Galicia Pilsen, Shandy Estrella Galicia; Mineral water: Cabreiroá, Magma de Cabreiroá, Agua de Cuevas and Agua Fontarel; Wine: Mencía, Blanco de Blancos, Expresión Histórica, Alais, Bancales Olvidados and Capricho de Merenzao; Cider: Maeloc; Liquors: Hijos de Rivera and Quenza

Certificates: ISO 9001/14001/22000 OHSAS 18001

Contact: Aya Sueiro. Export Department
asueiro@estrellagalicia.es

Poligono de la Grela

C/ José M^a Rivera nº 6. 15008 A Coruña, Spain

Tel.: + 34 981 901 906

www.estrellagalicia.es



Félix Solís Avantis

Extending wine culture

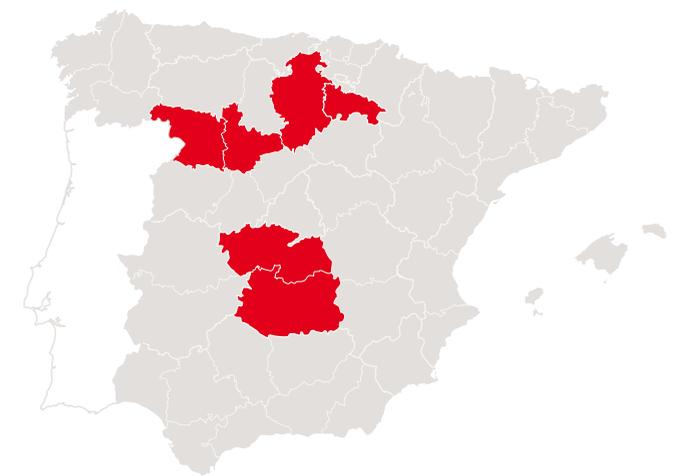
The company's history dates back to the decade of the 1950's. Its founder D. Félix Solís Fernández - father of the current owners -, seeing the interesting business opportunities opening up to the region's wine business, moved to Valdepeñas where he bought a winery. Since then the company has experienced uninterrupted growth without losing neither its origins nor its family character.

Currently Félix Solís Avantis is one of the major exporters of Spanish designation wine. It is based in Valdepeñas from where logistics, common services and marketing of the group's brands are managed.

The two wineries that comprise the group are Félix Solís S.L. and Pagos del Rey S.L. whilst the designations under which we produce our wines are: Valdepeñas, La Mancha, Rioja, Ribera del Duero, Rueda, Toro and Rias Baixas. We also manufacture wines from Tierra de Castilla, generic wines, grape juice and sangrias. We market all these products in over 110 countries thanks to a significant commercial network with branches all over the world.

Among the key factors that have brought our company its success are our determination to offer the best possible service, the excellent value for money of the products and the diversification to adapt to the needs of national and international clients.

Félix Solís owns the biggest automated temperature-controlled warehouse in Europe exclusively devoted to wine, with a storage capacity of 45.000 pallets





Félix Solís Avantis combines the traditional manufacturing of its wines with the use of the latest technology. This allows us to obtain and guarantee the highest quality standards of our final product and the utmost efficiency in all production processes.

The company markets over 250 Mill. bottles a year and is present in over 110 countries. Our 8 international delegations are in the UK, USA, Mexico, Germany, France, Czech Republic, Japan and China.

The primary winery, based in Valdepeñas, boasts a surface of 120.000 m², a bottling plant with 14 active lines and an overall production capacity of 150,000 units/hour. The company owns the biggest automated temperature-controlled warehouse in Europe exclusively devoted to wine, with a storage capacity of 45.000 pallets. The cellar has a significant depot of oak caskets where wines destined to become crianza, reserva and gran reserva are aged. Its capacity is over 11 Mill. liters, while its storage capacity is approximately 200.000 Mill. liters. The cellar's computer system allows complete tracing control - starting from the raw material and all phases of its production process until it reaches the final consumer.

All our premises are equipped with the latest technology and comply with international quality regulations ISO, BRC e IFS. Our laboratories conduct exhaustive analysis of the wines and of everything that comes into contact with them on a daily basis as well as conducting microbiological analyses and all kind of exhaustive quality control procedures.

Félix Solís
avantis

Founded in: 1952

Productive capacity: 250 Mill. liters

Number of employees: 450

Export markets: Over 110 countries in all continents, Western Europe being the destination of over half of the exports

Products: White, rosé and red wines. Also sparkling wines and sangria

Brands: Viña Albali, Los Molinos, Peñasol, Altos de Tamarón, Condado de Oriza, Castillo de Albai, Bajoz, Blume, others

Certificates: ISO, IFS, BRC

Contact: Félix Solís Ramos. Export Director

fsa@felixsolisavantis.com

www.felixsolisavantis.com

Autovía del sur, Km 199

13300 Valdepeñas (Ciudad Real) Spain

+34 926 322 400



González Byass

Family and wine

Family and wine. Five generations of the González family devoted to wine; vineyards and wineries in six of the most significant wine producing areas of Spain. The history of González Byass begins in 1835, when Manuel María González Ángel decides to devote his life to the world of winemaking starting his own company in Jerez de la Frontera. His motto, both for life and for business, was perseverance, a value that to this day, his family keeps alive.

From the very beginning González Byass showed a clear vocation for export, the United Kingdom being the destination of its first campaign. Presently, the house's products are present in 102 countries all across the world with offices in Spain, England, Mexico and the United States, as well as own commercial departments to give support to distributors in China, Germany, Brazil and Canada.

Following the principle of faithfully representing Spain's rich wine heritage in the world, in the 80's González Byass, begins to develop its business model towards high quality wines, incorporating wineries from iconic areas. Bodegas Beronia - in Ollauri, La Rioja, 1982 -, Cavas Vilarnau - in Sant Sadurní d'Anoia, Barcelona, 1983 -, Finca Constancia - in Otero, Toledo, 2005 -, Finca Moncloa - in Arcos de la Frontera, Cádiz -, Viñas del Vero - in Somontano, Huesca 2008 - and Beronia Verdejo - in Rueda, Valladolid, 2015 - are but a few examples.

In 2015 González Byass was included in the ranking of the 100 Best Wineries in the World





Furthermore, González Byass manufactures Jerez Solera Gran Reserva Lepanto brandy, and has developed a range of premium spirits, among which are The London Nº1 and Mom gins, Nomad Outland Whisky and Druide vodka. It also owns iconic brands, highly rooted in Spain, such as Chinchón and Soberano.

Innovation and sustainability are two pillars of the González Byass philosophy. In 1955 CIDIMA was founded, the first private Spanish research centre for quality management, development and innovation of winemaking processes. In 2014 González Byass made its commitment with the environment a reality with its sustainability project "5+5 Caring for the planet".

González Byass received the highest distinction at the *Internacional Wine & Spirits Competition* in 2010 as "Winemaker of the year" and "Spanish wine producer of the year" becoming a reference point for quality Spanish wine both nationally and internationally. In 2013 and 2014 the WAWWJ (*World Association for Wines & Spirits Writers and Journalists*) ranked it 1st Spanish winery and 6th worldwide. In 2015 González Byass was included in the ranking of the 100 Best Wineries in the World by the specialized American publication *Wine & Spirits Magazine*.

González Byass' future is based on strengthening the quality of its wines, focusing on the development of international markets and promoting wine tourism. And it always holds true to the company's values: family tradition, respect for the environment, and the commitment to quality and innovation.

González Byass
Desde 1835
Familia de Vino

Founded in: 1835

Productive capacity: -

Number of employees: 623

Export markets: Over 100 countries

Products: Wines, Sherry brandy and premium spirits

Brands: Tío Pepe, Bodegas Beronia, Viñas del Vero, Finca Constancia, Finca Moncloa, Vilarnau, Beronia Rueda, Pazos de Lusco, The London Nº1, MOM, Nomad Outland Whisky, Druide, Lepanto, Chinchón anisette, Soberano, Granpecher and Granpomier fruit liqueurs

Certificates: Quality ISO 9.001

Contact: Nicolás Bertino

Director División Internacional de Ventas

nbertino@gonzalezbyass.es

C/ Manuel María González, 12. 11403

Jerez de la frontera - Cádiz

956 357 000 - 914 903 700

www.gonzalezbyass.com



Pernod Ricard Bodegas

A standard in quality, innovation and sustainability.



Pernod Ricard Bodegas is a Pernod Ricard Group subsidiary and Spain's leading producer and exporter of quality wines, enjoying worldwide recognition. Its wines are exported to over 70 countries.

We have a total of 6 prestige wineries spread throughout 4 Designation of Origin areas: Rioja (Campo Viejo, Ysios, AGE), Ribera del Duero (Tarsus), Rueda (Aura) and Navarra (Vinícola Navarra). We are the leading winery in D.O.Ca. Rioja.

Pernod Ricard Bodegas combines the most advanced technology with the artisan care of a traditional winery, giving rise to unique wines full of character, which have placed us at the forefront of Spanish wine making. One of the maxims of the group is to adapt to consumer tastes and fulfil consumer expectations by offering a distinguished range of premium wines that meet the highest quality standards. The company is therefore firmly committed to R&D and innovation in cutting-edge technology, facilities, barrels, vineyards, sustainable management systems and personnel.

Our portfolio includes brands as broadly recognized as Campo Viejo, Azpilicueta, Alcorta, Ysios, Tarsus, Aura, Siglo and Las Campanas. We are also the Spanish distributor of Perrier-Jouët champagne, Martell cognac, and the wines of Jacob's Creek (Australia), Brancott Estate (New Zealand), Graffigna (Argentina) and Concha y Toro (Chile).

In recognition of our commitment to a socially sustainable policy, we are the first wine manufacturer in the world to be granted the IQNet SR 10 certificate from the IQNet international association





Our origins date back to 1959, when the first society was founded in San Sebastian. In 2014, we took on our current name: Pernod Ricard Bodegas. The group is currently strengthening its worldwide leadership in Spanish wine.

Social Responsibility is one of our fundamental pillars, permeating every aspect of our business. In order to add coherence to our many initiatives we have created a Social Responsibility platform based on four pillars: the involvement of our people, promoting responsible consumption, protecting our planet and developing our communities, and the commitment of our shareholders.

In recognition of its social commitment and sustainable policy, Pernod Ricard Bodegas was the first company in the world in the wine and food industry to receive IQNet SR 10 certification, granted by the international association IQnet.

A clear example of this is Campo Viejo. The company's iconic winery is the first Spanish winery to certify by AENOR its Energy Management System in line with the ISO 50001 standard and its carbon footprint in line with the ISO 14064, and the first to certify CarbonNeutral®.

In 2011 Campo Viejo had already been a pioneer by becoming the first Spanish winery to certify its carbon footprint through AENOR in compliance to the ISO14064 regulation, and again in 2012 by also being the first to obtain the Carbon Neutral certificate. Built in the year 2001 it is also a pioneer because of its sustainable and environmentally friendly architecture, which is partially buried in the ground.



Pernod Ricard Bodegas

Founded in: 1959

Number of employees: 332

Export markets: Over 70 countries, among which the United Kingdom, the USA, Germany, the Northern Countries and Switzerland stand out

Products: Wine

Brands: Campo Viejo, Azpilicueta, Alcorta, Ysios, Siglo, Aura, Tarsus, Las Campanas

Certificates: ISO 9001, ISO 14001, OHSAS 18001, IFS, ISO 22001, Tourist Quality 'Q', ISO 14064, ISO 50001, IQNet SR10

Contact: Ruth Chocarro.

Corporate Affairs Manager

ruth.chocarro@pernod-ricard.com

Paseo Mikeletegi, 71

20009 San Sebastián (Spain)

Tel.: +34 943 44 57 00

www.pernodricarbodegas.com



ViniGalicia

The pride of a job well done

ViniGalicia's history begins in 1940 Chantada, in the very heart of Galicia. In those years, Manuel Méndez and Maruja Otero founded Casa Penouzos, a charming little inn where they sold wine, which soon became a well-known and appreciated stopover in the area. Years later, with their children's help, they decided to focus exclusively on winemaking and Bodegas Penouzos was born. The sector's demand and the winery's good business encouraged the Méndez family to start the first company in the area fully devoted to the wine industry and in 1976 they founded ViniGalicia, S.A. In the past 40 years the company has made a considerable quality leap and become a standard in this sector in Galicia.

Growth and diversification. In the 90's, the company's good position on the market, and the increase in demand in this sector, lead the family's third generation to create ViniGalicia aiming to grow and diversify. Nowadays the company has a presence in all Galician Designations of Origin (Ribeira Sacra, Ribeiro, Rías Baixas, Valdeorras, Monterrei) through wineries with their own vineyards, from which they make wines – such as Vía Romana, Verdes Castros, Dona Luci, Terra Mundi, Cumio or Lagar de Deuses – that have repeatedly received awards granted both by consumers and professional juries. They also complement their range with liqueurs such as Licores Terra Meiga or the sweet chestnut wine María Castaña.

We have become a standard of winegrowing from Galicia on the Spanish market and have a presence in 25 countries





Our company's fast and dynamic growth allows us to broaden our horizons boosting our distribution network in national and international markets and reaching a presence in 25 countries in 2015, making us a point of reference on the Spanish market for winemaking products made in Galicia.

Our wineries are equipped with the latest winemaking techniques. The production lines have recently been updated and are equipped with the latest technology in the market. Including a line of sparkling wines complements our line of still wines without designation of origin.

We also use the latest techniques in wine treatment (tangential filtering, amicrobic microfiltering, and cold stabilization), processes which are entirely automatic. Our commitment to the quality of the products we offer our clients is one of the Group's fundamental values, paying special attention to the raw materials we use through to all of the production processes. Testimony of which are the numerous certificates we have attained to which this year we are proud to add the *Galicia Calidade* certificate.



Founded in: 1940
Productive capacity: 10 million bottles
Number of employees: 21
Export markets: 25 countries, among which China, Cameroun, Korea, and Mexico stand out
Products: D.O. wines Ribeira Sacra, Ribeiro, Rías Baixas, Valdeorras, Monterrei, liqueurs, sweet chestnut wine and wines without D.O.
Brands: Vía Romana, Verdes Castros, Dona Luci, Terra Mundi, Cumio, Lagar de Deuses, Terra Meiga, María Castaña
Certificates: Galicia Calidade, BRC
Contact: Elisa M. López. Directora de exportación
 elisa.lopez@vinigalicia.es
 Ctra. Antigua de Santiago Km. 3
 27500 Chantada (Galicia) Spain
 Tel.: + 34 982 454 005
 Fax: + 34 982 454 094
 www.vinigalicia.es



This book was printed in April 2016 in Madrid.



C/ Velázquez, 64 - 3º
28001 Madrid - Spain
(+34) 91 411 72 94
www.fiab.es

Supported by:

