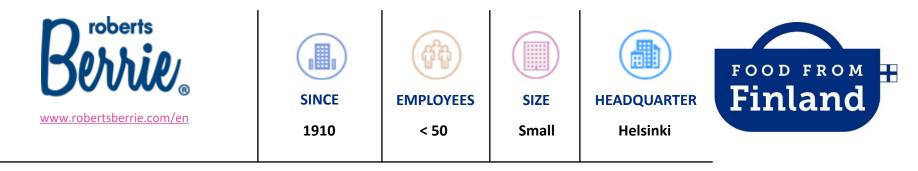


## Finnish Food Offering: Moomin Products



Established in 1910, Roberts is a family-owned business based in Turku, Finland, that has been producing food products for over a century. Today the company focuses on various high-quality berry products, such as berry smoothies, jams, marmalades and fillings, some of them also under the Moomin license. Besides its own goods, Roberts produces a number of private label products and also supplies a wide variety of raw materials and semi-manufactured products for the retail, horeca and bakery sectors.

For the consumer market, Roberts makes products that meet the strict demands of today's consumers. Company's innovative berry products combine four increasingly strong food trends: they taste great while being healthy, easy to use, and authentic. These properties form the foundations of the continuing product development. Roberts has been awarded the FSSC 22000 food safety certificate for its quality system.

Roberts Berries are made with whole berries, picked from clean Northern forests, including the skin and seeds which are rich in flavonoids, vitamins and fiber. Besides its own production, Roberts supplies a wide variety of raw materials and semi-manufactured products for the retail, horeca and bakery sectors.









PRODUCTS

1. Your daily berries

#### SPECIALITY

Turning wild northern berries into healthy products. Combining berries with fiber

CHIPSTERS	SINCE	EMPLOYEES	SIZE	HEADQUARTER	FOOD FROM
www.chipsters.fi/fi/	1934	< 100	Medium	Mariehamn	Finland

Chipsters Food Oy is one of the leading fish processors and marketers in Finland. Chipsters' high quality products combine the easiness of use and the long traditions of coastal fish expertise.

The company has their facilities in Mariehamn. The distance from the waters to the processing facility is as short as possible as 70% of the fish made for food products are being raised just 20 minutes away from the fish factory.

Chipsters is a leading brand for industrial fresh and frozen fish, as well as fish products in Finland. In addition to Fish, Chipsters deals with livestock, mushroom, berry, vegetable and fruit products.



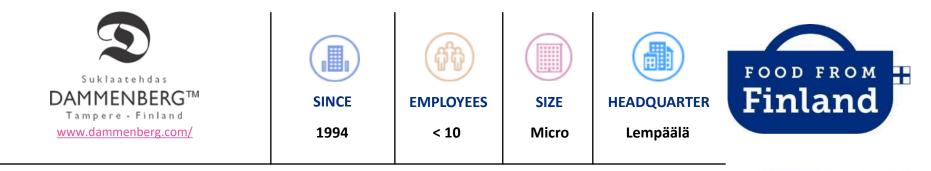
#### PRODUCTS

- 1. Fish products; fresh, frozen, processed fish prodcuts
- 2. livestock, mushroom, berry, vegetable and fruit products

#### SPECIALITY

Short distance for the fish from waters to production facilities.



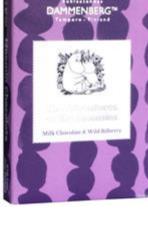


Dammenberg chocolates are lovingly handmade from the finest natural materials. Our story begun with a love for chocolate and for the special moment that should be shared with everybody.

Our allergen-free chocolates bring up a smile for every chocolate lovers face. Our products are entirely free of nuts, gluten, egg and GMO and also Halal certified. We also produce soy-free, milk-free and sugar-free chocolates while preserving the complete taste experience.

Dammenberg currently exports their products to France, Germany, Norway, Sweden, Japan, and United Arab Emirates.





# 

#### PRODUCTS

**1.** Hand-made chocolate products of various tastes; milk, dark, extra-dark, mint, caramel, orange, sugar-free, organic, organic fairtrade

#### SPECIALITY

The first chocolate factory in Europe to be fully nut, gluten, and egg free.

CE EMPLOYEES	SIZE	HEADQUARTER	FOOD FROM
	Large	Kuopio	Finland
	CE EMPLOYEES	CE EMPLOYEES SIZE	CE EMPLOYEES SIZE HEADQUARTER

Fazer was established in 1891 by Karl Fazer, a son of a Swiss family. Today, Fazer Group has grown into a 1.7 billion EUR international multi-business company which continues to be fully family-owned. Fazer's production is divided into four major areas:

- Fazer Amica, a chain of work-place restaurants
- Fazer Mill & Mixes, producing various kinds of bread and raw ingredients
- Candyking, shop-in shop pick 'n' mix confectionery concept
- Fazer Café, a chain of cafés. The main Fazer café is on Kluuvikatu in Helsinki

Today, all Fazer's confectionary products are made in Finland and there are factories dotted around the country with chocolate production in Vantaa, sugar confectionery in Lappeenranta, and gum and pastilles in Karkkila. The most famous product among Fazer's confectionery products is the Fazer Blue milk chocolate.

Fazer exports to 50+ countries around the world (incl. Korea, Japan, China, HK, Taiwan).

#### PRODUCTS

1. Chocolates, xylitol products, candies, biscuits,

#### SPECIALITY

125 years' heritage of confectionery making with a focus on premium quality. Very diverse brand and product portfolio



PURE AND DELICIOUS EVERY DAY. HELSINKI MILLS SINCE 1934 www.helsinkimills.fi	SINCE 1934	EMPLOYEES < 10	SIZE Medium	HEADQUARTER Järvenpää	FOOD FROM Finland
---	---------------	-------------------	----------------	--------------------------	----------------------

Helsinki Mills is a significant processor of Finnish grains. The company develops, markets and sells all kind of grain products for consumers, industrial customers, bakeries and industry. The company's basic raw material is locally grown Finnish grain, which is processed into different kind of baking and breakfast products.

Sustainability is one of the company values. Environmental friendly way to produce is at Helsinki Mills everyday life e.g. – all production facilities are using hydropower, green electricity. Regarding packaging materials used at Helsinki Mills, the environmental aspects are taken into consideration carefully.

Helsinki Mills specializes in organic products and is today Finland's largest processor of organic grains. Pure raw materials, solid milling expertise, and state-of-the-art technology guarantee high-quality products. Helsinki Mills is also known outside Finland's borders. It exports different kind of oats products and especially organic grains to over 30 countries all around the world – Asia, Europe and the United States

#### PRODUCTS

**1.** All types of grain and oat products for consumers, industrial customers and bakeries.

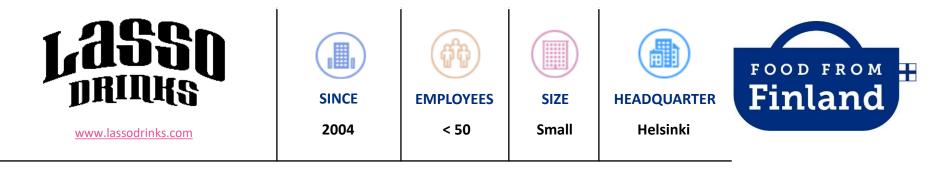
2. Export products include organic cereal flakes, bran, flour and mixes.

#### SPECIALITY

Market leader in Finland for organic milled products for both industrial and retail sales. Also one of the biggest organic oat millers in the world







Lasso Drinks is a privately held Finnish importer of alcoholic and non-alcoholic beverages, which is owned by Mercantem Ltd. In addition to importing, they produce Lasso private label nonalcoholic and alcoholic drinks and export them all over the world. Our mission is to bring the pure, wild and natural nordic flavors to people everywhere.

Lasso drinks is specialized in creating unique beverages from the best nordic natural ingredients.





#### PRODUCTS

- 1. Non-alcoholic, Alcoholic Beverages
- 2. Moomin-themed non-alcoholic drinks

#### SPECIALITY

Only unique, pure and natural Nordic ingredients are used in production.



The Finnish Nordqvist tea house has been conducting business for three decades now. The company started out as a retail shop in 1979, when a shop specializing in flavored tea blends and selling loose tea was still a novelty in Finland. The company offers rooibos, black, green, white, oolong, fairtrade, and herbal infusion teas and teabags, and other specialties.

Nowadays Nordqvist sells tea in Finland, Russia and the Baltic countries, and on more distant markets, such as Japan.

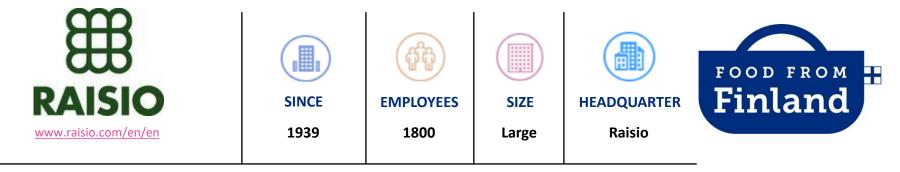
The tea varieties bought from abroad are combined with other delicious ingredients like berries and pieces of fruit, flowers, and various aromas to give the tea sorts a special taste. Nordqvist is happy to try new things, like the cold brew ice tea, but also cherish their best, traditional recipes:

"We want everyone to be able to enjoy tea."

#### PRODUCTS

- 1. A broad selection of loose teas
- **2.** A broad selection of teabags
- 3. Cold brew ice tea





Raisio's top innovations and numerous inventions are proof of the company's ability to develop methods and products to solve global problems and profitability issues concerning the agri-food sector. Moreover, Raisio was the first company in the world to use water and carbon footprint labels on consumer products.

Raisio's main products include breakfast, snack and baking products, the ingredient of plant stanol ester in Benecol products as well as Benecol range, confectionery and feeds for livestock and fish. The Group's key market areas are Finland, the UK, Russia, Ukraine, Poland and the Czech Republic.

Raisio's operations are divided into two divisions: Brands and Raisioagro. Raisio's most recognised food brands are Benecol, Elovena, Sunnuntai, Honey Monster, Nordic, Fox's, Poppets and Juicee Gummee. Raisioagro's most recognised feed brands are Benemilk, Hercules and Maituri.

Raisio plc is a Finnish company established in 1939, whose shares are listed on Nasdaq Helsinki Ltd. Group's net sales in 2015 were EUR 521 million and EBIT excluding one-off items was EUR 52 million.

#### PRODUCTS

**1.** Snack & Cereal, functional foods, gluten-free foods, confectionary. Also animal feed and grain trade

2. Dairy products

#### SPECIALITY

Grain based food products. Benemilk dairy cattle feeds are Raisio's top innovation. Raisio is also the only fish feed producer in Finland



Real Snacks www.realsnacks.fi/	SINCE 2001	EMPLOYEES < 50	SIZE Small	HEADQUARTER Pyhäntä	FOOD FROM Finland
--------------------------------------	---------------	-------------------	---------------	------------------------	----------------------

Real Snacks is a Finnish company producing potato chips and other crisps. We put effort into quality and our product development to bring chips products fitting international taste to the markets. Our company is FSSC 22000 certified.

In addition to potato chips, we produce Junior organic corn snacks and Real Snacks sauces. Approximately 21% of the annual turnover comes from the exports to Sweden, Norway, Denmark, Russia and China.

**PRODUCTS1.** Organic corn snacks (original/strawberry)

**SPECIALITY** Organic corn snacks



Example 2 Contract of the Cont	SINCE 1819	EMPLOYEES 718	SIZE Large	HEADQUARTER Kerava	FOOD FROM Finland	
--	---------------	------------------	---------------	-----------------------	----------------------	--

Sinebrychoff, a leading manufacturer of beers, ciders, soft drinks and energy drinks in Finland, also offers a comprehensive selection of international beers as well as a wide range of other alcoholic beverages through its partners. One of the largest breweries in Finland today.

The company's net sales in 2011 totaled EUR 375 million. Sinebrychoff began its brewing operation in 1819 and is today the oldest brewery in the Nordic countries and the oldest foodstuff producer in Finland. Sinebrychoff is part of the international Carlsberg Group.

#### PRODUCTS

1. Beer, Cider, Long drinks, Soft drinks, Energy Drinks, Carbonated Water

#### SPECIALITY

The oldest brewery in the Nordic countries and the oldest foodstuff producer in Finland





www.hunajainensam.fi	SINCE	EMPLOYEES	SIZE	HEADQUARTER	FOOD FROM
	1987	< 30	Small	Porvoo	Finland

Hunajainen SAM is a Finnish family-owned, second generation Premium Honey Company. Market leader in Finland, both in the Retail Sector and in the Horeca / Food Service Sector. We have taken marketing into the core and today we are a Brand Company who stands for Modern Luxury Honey Products with a Twist.



#### PRODUCTS

**1.** Premium Honey Products (running honey, organic honey, honey sticks, crystallized honey etc.)

#### SPECIALITY

Modern luxury honey products with a twist

### **EU Recommendation on Company Size**



Company category	Employees	Turnover	or	Balance sheet total
Medium-sized	< 250	≤ € 50 m	3	≦€43 m
Small	< 50	≤€ 10 m	1	≦€10 m
Micro	< 10	≤€2 m	3	≦€2 m

Company sizes in the list according to EU recommendation

