

CROSSBOARDER COOPERATION

Slovenia - Austria

COOPERATION PROFILE

The search for suitable cooperation partners in Slovenia / Austria can be offered free of charge as part of the EU project EXPEDIRE that is financed from ERDF funds. Please complete this cooperation profile and send your completed profile and inquiries to: een@mra.si, Mr. Vladimir Rudl (Maribor Development Agency).

COMPANY DATA:

Company name:	KASHT d.o.o.
Homepage:	https://sophily.si/

Number of employees:	<input type="radio"/> 0-9 <input type="radio"/> 10-49 <input type="radio"/> 50-249 <input type="radio"/> > 250
Turnover:	<input type="radio"/> ≤ 2 Mio EUR <input type="radio"/> ≤ 10 Mio EUR <input type="radio"/> ≤ 50 Mio EUR <input type="radio"/> > 50 Mio EUR
Branch/NACE Codes (attached document):	Manufacture of beverages
Products/Services:	Aronia berry 100% pure juice concentrate, Aronia berry filling and Aronia berry dressing
Customer structure:	<input type="radio"/> private consumers <input type="radio"/> business customers branch: <input type="radio"/> other:
Communication language(s):	<input type="radio"/> German <input type="radio"/> Slovenian <input type="radio"/> English

EXPORT DATA:

Export experience:	<input type="radio"/> yes <input checked="" type="radio"/> no
Export share in %:	-
Export countries:	-

COOPERATION DATA:

Your Company: Please describe your products/services and USP:

PRODUCTS, SERVICES & KNOW-HOW

Give information about your company and the products/services you offer

Company represents a Serbian manufacturer of Aronia berry products, who planted Aronia berry and developed together with scientists the following products: Aronia berry 100% pure juice concentrate, Aronia berry filling and Aronia berry dressing. Company wants to inspire individual people to connect themselves with healthier food and food & beverage professionals such as bakers, chefs and barmen who seek an innovative gourmet experience. Aronia, a black coloured berry, is an extremely rich source of the anthocyanin class of pigment antioxidants. Besides other beneficial effects Aronia is a fruit that removes heavy metals and toxins from the body. Their expertise created solutions and technologies that meet the taste and nutrition needs of the product. Their absolute advantage is the high-quality plant - Aronia melanocarpa - which grows on a land with ideal climate, fertile soil and years of experience of Serbian farmers. Rich in antioxidants, fibre and vitamins, Aronia is truly the kind of super berries. Their pure Aronia juice concentrate contains 381 kJ / 91 kcal nutritional value (on 100 g) and at least 23,5° Brix and confirms its quality by the absence of added sugar, water and chemical preservatives. Aronia berry filling and dressing are unique and innovative products for chefs, bakers and all individuals who like to eat healthy food and follow the culinary trends and guidelines.

ADVANTAGES & INNOVATIONS

What is it that makes your product/service special and stand out from other similar products?

Aronia, a black coloured berry is an extremely rich source of the anthocyanin class of pigment antioxidants. Besides other beneficial effects Aronia is a fruit that removes heavy metals and toxins from the body. The company develops a brand that will produce, distribute and sell the best healthy and organic products from Aronia berry. Their expertise created solutions and technologies that meet the taste and nutrition needs of the product. Our absolute advantage is the high-quality plant - Aronia melanocarpa - which grows in a land with ideal climate, fertile soil and years of experience of Serbian farmers. They offer best quality Aronia berry pure juice concentrate and two unique products from Aronia berry: Dressing and filling. They are a small and flexible company with responsibility and liability to future business partners. They are focusing on vital areas of operations, including marketing, partnerships and employee development.

Required Partner: Please describe the type of cooperation and the company you are looking for and with which you would like to cooperate:

○ TYPE OF COOPERATION

- Commercial Agency Agreement
- Distribution Service Agreement
- Financial Agreement
- Franchise Agency Agreement
- Joint Venture Agreement
- Manufacturing Agreement
- Service Agreement
- Subcontracting
- Other: _____

○ DESCRIPTION OF THE REQUIRED PARTNER

What kind of partner should be involved in the cooperation (field of activity, resources, capabilities)? Please describe every selected type of cooperation in detail.

Company is looking for a distributor in Austria with experience and connections in the healthy food sector, who will bring the product to individuals and food & beverage professionals such as bakers, chefs and barmen.

○ ROLE OF THE REQUIRED PARTNER

What will be the role of the partner you are looking for / what do you expect from him?

Company is looking for a distributor in Austria, to bring their product closer to individuals that are looking for healthy food and also to food & beverage professionals such as bakers, chefs and barmen, who seek an innovative gourmet experience.

NACE CODES Short List

A - Agriculture, forestry and fishing

- A1 - Crop and animal production, hunting and related service activities
- A2 - Forestry and logging
- A3 - Fishing and aquaculture

B - Mining and quarrying

- B5 - Mining of coal and lignite
- B6 - Extraction of crude petroleum and natural gas
- B7 - Mining of metal ores
- B8 - Other mining and quarrying
- B9 - Mining support service activities

C - Manufacturing

- C10 - Manufacture of food products
- C11 - Manufacture of beverages
- C12 - Manufacture of tobacco products
- C13 - Manufacture of textiles
- C14 - Manufacture of wearing apparel
- C15 - Manufacture of leather and related products
- C16 - Manufacture of wood and of products of wood and cork, except furniture; manufacture of articles of straw and plaiting materials
- C17 - Manufacture of paper and paper products
- C18 - Printing and reproduction of recorded media
- C19 - Manufacture of coke and refined petroleum products
- C20 - Manufacture of chemicals and chemical products
- C21 - Manufacture of basic pharmaceutical products and pharmaceutical preparations
- C22 - Manufacture of rubber and plastic products
- C23 - Manufacture of other non-metallic mineral products
- C24 - Manufacture of basic metals
- C25 - Manufacture of fabricated metal products, except machinery and equipment
- C26 - Manufacture of computer, electronic and optical products
- C27 - Manufacture of electrical equipment
- C28 - Manufacture of machinery and equipment n.e.c.
- C29 - Manufacture of motor vehicles, trailers and semi-trailers
- C30 - Manufacture of other transport equipment
- C31 - Manufacture of furniture
- C32 - Other manufacturing
- C33 - Repair and installation of machinery and equipment

D - Electricity, gas, steam and air conditioning supply

- D35 - Electricity, gas, steam and air conditioning supply

E - Water supply; sewerage; waste management and remediation activities

- E36 - Water collection, treatment and supply
- E37 - Sewerage
- E38 - Waste collection, treatment and disposal activities; materials recovery
- E39 - Remediation activities and other waste management services

F - Construction

- F41 - Construction of buildings
- F42 - Civil engineering
- F43 - Specialised construction activities

G - Wholesale and retail trade; repair of motor vehicles and motorcycles

- G45 - Wholesale and retail trade and repair of motor vehicles and motorcycles
- G46 - Wholesale trade, except of motor vehicles and motorcycles
 - G46.1 - Wholesale on a fee or contract basis
 - G46.2 - Wholesale of agricultural raw materials and live animals
 - G46.3 - Wholesale of food, beverages and tobacco
 - G46.4 - Wholesale of household goods
 - G46.5 - Wholesale of information and communication equipment
 - G46.6 - Wholesale of other machinery, equipment and supplies
 - G46.7 - Other specialised wholesale
- G47 - Retail trade, except of motor vehicles and motorcycles
 - G47.1 - Retail sale in non-specialised stores
 - G47.2 - Retail sale of food, beverages and tobacco in specialised stores
 - G47.3 - Retail sale of automotive fuel in specialised stores
 - G47.4 - Retail sale of information and communication equipment in specialised stores
 - G47.5 - Retail sale of other household equipment in specialised stores
 - G47.6 - Retail sale of cultural and recreation goods in specialised stores
 - G47.7 - Retail sale of other goods in specialised stores
 - G47.8 - Retail sale via stalls and markets
 - G47.9 - Retail trade not in stores, stalls or markets

H - Transporting and storage

- H49 - Land transport and transport via pipelines
- H50 - Water transport
- H51 - Air transport
- H52 - Warehousing and support activities for transportation
- H53 - Postal and courier activities
- H55 - Accommodation
- H56 - Food and beverage service activities

I - Accommodation and food service activities

- I55 - Accommodation
- I56 - Food and beverage service activities

J - Information and communication

- J58 - Publishing activities
- J59 - Motion picture, video and television programme production, sound recording and music publishing activities
- J60 - Programming and broadcasting activities
- J61 - Telecommunications
- J62 - Computer programming, consultancy and related activities
- J63 - Information service activities

K - Financial and insurance activities

- K64 - Financial service activities, except insurance and pension funding
- K65 - Insurance, reinsurance and pension funding, except compulsory social security
- K66 - Activities auxiliary to financial services and insurance activities

L - Real estate activities

- L68 - Real estate activities

M - Professional, scientific and technical activities

- M69 - Legal and accounting activities
- M70 - Activities of head offices; management consultancy activities
- M71 - Architectural and engineering activities; technical testing and analysis
- M72 - Scientific research and development
- M73 - Advertising and market research
- M74 - Other professional, scientific and technical activities
- M75 - Veterinary activities

N - Administrative and support service activities

- N77 - Rental and leasing activities
- N78 - Employment activities
- N79 - Travel agency, tour operator and other reservation service and related activities
- N80 - Security and investigation activities
- N81 - Services to buildings and landscape activities
- N82 - Office administrative, office support and other business support activities

O - Public administration and defence; compulsory social security

P - Education

Q - Human health and social work activities

- Q86 - Human health activities
- Q87 - Residential care activities
- Q88 - Social work activities without accommodation

R - Arts, entertainment and recreation

- R90 - Creative, arts and entertainment activities
- R91 - Libraries, archives, museums and other cultural activities
- R92 - Gambling and betting activities
- R93 - Sports activities and amusement and recreation activities

S - Other services activities

- S94 - Activities of membership organisations
- S95 - Repair of computers and personal and household goods
- S96 - Other personal service activities

T - Activities of households as employers; undifferentiated goods - and services - producing activities of households for own use

- T97 - Activities of households as employers of domestic personnel
- T98 - Undifferentiated goods- and services-producing activities of private households for own use

U - Activities of extraterritorial organisations and bodies