EXPORT POWERHOUSE
#1 IN THE BALTICS since 2004

>1000 CLIENTS

18 EMPLOYEES & several local experts

15+ LANGUAGES

CLIENTS SUGGEST our services

Offices in Baltics
HQ - RIGA

1.2 M € turnover

~40 000 companies in our database

Client satisfaction average rating is CONSTANT 8,2

100%
Experience in
Canada, USA, Mexico

Extensive know-how in Nordics, Baltics

Experience in CIS countries: Russia, Georgia, Azerbaijan, Kazakhstan

Expertise in Spain, France, Belgium, Netherlands, Luxemburg, Poland, Czech Republic, Slovenia, Slovakia, Germany, Austria, Switzerland, Italy, Greece, the UK, Ireland

Expertise in Balcans, Eastern Europe

Experience in China, HonG Kong, India
We support your international growth:

**Export Intelligence**
- Partner search
- B2B match making
- Export Management

**Market Intelligence**
- Market research
- Industry studies
- Export Strategy

**Export Education**
- Export Morning
- Export Academy
- Export Masterclass

**Investment attraction**
- Feasibility studies
- Investor search
- Investment event
1500 + Projects executed

- LV: 40%
- INT: 30%
- EE: 16%
- LT: 14%
DEFINING THE PARTNERS
As potential export partners were defined:
• Food and beverages producers and retailers;
• Baby food producers and retailers;
• Retailers of health and personal care products.

PARTNER SEARCH
Overall 38 companies were selected in the European market as potential cooperation partners for company Rīgas Dzirnavnieks. 5 companies from the approached confirmed their interest in meeting. 1 company expressed interest in the products and wished contacted in the future.

RESULT
2 meetings were organized with potential partners from Poland. Rīgas Dzirnavnieks further met with 3 Finnish companies. Meetings with 2 other companies were organized during the Biofach fair in Germany.

Task: To identify and communicate with potential export partners from 13 European countries
PARTNER SEARCH
41 companies were selected in Norwegian market to be contacted as potential cooperation partners for Cesvaines Piens.
Almost all companies were successfully contacted, the acquired contact details were delivered to Cesvaines Piens representatives.

RESULT
6 companies expressed an interest in potential cooperation with Cesvaines Piens.
1 more company indicated they would like to be contacted later this year by Cesvaines Piens.
First deal with Norwegian company and Cesvaines Piens was closed week after meeting in Norway.

DEFINING THE PARTNERS
As potential partners were defined and selected:
• Large retailers;
• Cheese retailers;
• HoReCa sector companies;
• Gourmet cheese shops;
• Importers;
• Food wholesalers.

Task: To identify and communicate with potential export partners in Norway.

Client: Cesvaines Piens
Cheese producer
Client: PPKK

Task: To identify and communicate with potential export partners in Sweden

PARTICIPANTS
There were 3 Latvian food producer companies participating in the Food Cluster programme, representing the following food categories:
- Breakfast cereals and flakes;
- Dairy products, specifically cheese;
- Greens, herbs, processed and steamed vegetables.

PARTNER SEARCH
57 companies were selected in Sweden and contacted. Potential partner profiles were:
- Food retail chains;
- General food distributors/importers/wholesalers;
- Specialised food importers/distributors/wholesalers relevant to a specific food category represented by one or several participants.

RESULT
4 day business trip took place in Seden where altogether 13 meetings were organised with potential cooperation partners. Among companies met there were one of leading retail chains and wholesalers met, for instance, Axfood, Ewerman, B&S Foods. Also, a seminar about the Swedish food market and the country’s economic situation took place, as well as a retail chain tour to better understand the local market situation, product offer and prices.
PARTNER SEARCH
65 companies were selected in Romania and contacted. Potential partner profiles were:
- Food retail chains;
- General food distributors/importers/wholesalers;
- Specialised food & beverage importers/distributors/wholesalers relevant to a specific category represented by one or several participants.

RESULT
4 day business trip took place in Romania where altogether 24 meetings were organised with potential cooperation partners including retail chains and largest wholesalers like Billa Romania, Mega Image, Whiteland Import Export.

Also, a seminar about the Romanian food market and the country’s economic situation took place, as well as a retail chain tour to better understand the local market situation, product offer and prices.

PARTICIPANTS
There were 4 Latvian food producer companies participating in the Food Cluster programme, representing the following food & beverage categories:
- Dairy products, specifically cheese;
- Coffee;
- Chocolate;
- Ice cream;
- Salty snacks.

Task: To identify and communicate with potential export partners in Romania
PARTNER SEARCH
53 companies were selected in Belarus and contacted. Potential partner profiles were:
- Food retail chains;
- General food distributors/importers/wholesalers;
- Specialised food & beverage importers/distributors/wholesalers relevant to a specific category represented by one or several participants.

RESULT
5 day business trip took place in Belarus where altogether 11 meetings were organised with potential cooperation partners among which retail chain and leading wholesalers like ProStore, NP Service, Restoraciya.

Also, a seminar about the Belorussian food market and the country’s economic situation took place, as well as a retail chain tour to better understand the local market situation, product offer and prices.