

# EXPORT POWERHOUSE

GATEWAY  
& PARTNERS

**#1 IN THE  
BALTIKS**  
since 2004



**>1000  
CLIENTS**



**18  
EMPLOYEES**  
& several local  
experts



**15+  
LANGUAGES**



**CLIENTS  
SUGGEST**  
our services



**100%**

Offices in Baltics  
**HQ - RIGA**

**1.2 M €**  
turnover

**~40 000**  
companies in  
our database

Client satisfaction  
average rating is  
**CONSTANT 8,2**

# PROJECTS TO 40+ COUNTRIES



# We support your international growth:



## Export Intelligence

Partner search  
B2B match making  
Export Management



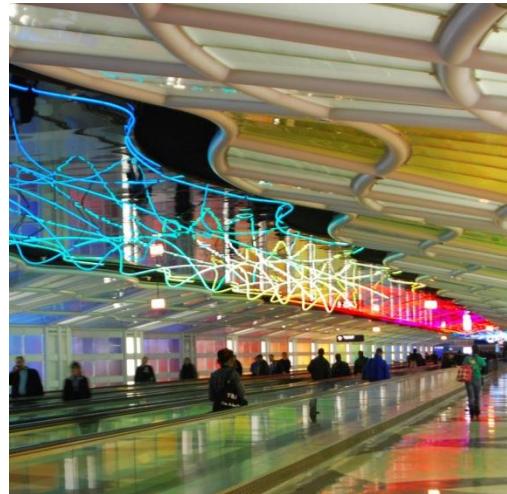
## Investment attraction

Feasibility studies  
Investor search  
Investment event



## Market Intelligence

Market research  
Industry studies  
Export Strategy



## Export Education

Export Morning  
Export Academy  
Export Masterclass

# 1500 + Projects executed

GATEWAY  
& PARTNERS

40%  
LV

30%  
INT

16%  
EE

14%  
LT



## Client: Rīgas Dzirnavnieks

Baby food producer

**Task:** To identify and communicate with potential export partners from 13 European countries

### 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.

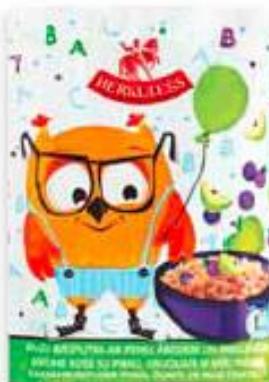
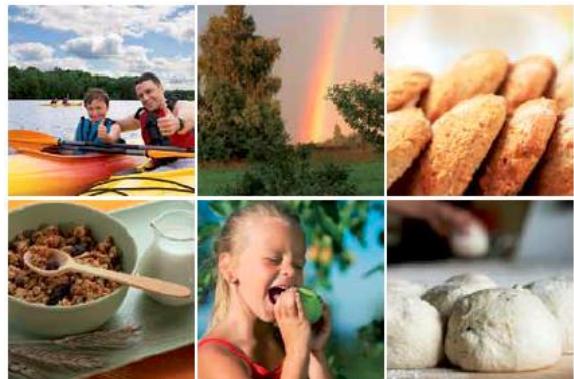
1 company expressed interest in the products and wished contacted in the future.

### 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.



# Client: Cesvaines Piens

Cheese producer

**Task:** To identify and communicate with potential export partners 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.

## 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.



## Client: PPKK

### Food & beverages

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.



## Client: PPKK

### Food & beverages

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

#### 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.

#### 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.



## Client: PPKK

### Food & beverages



**Task:** To identify and communicate with potential export partners in Belarus

#### PARTICIPANTS

There were 3 Latvian food producer companies participating in the Food Cluster programme, representing the following food & beverage categories:

- Bread, cakes, cookies, confectionery;
- Coffee;
- Soups, sauces, preserved vegetables.

#### 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.



MELNA  
COFFEE



G  
&P



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