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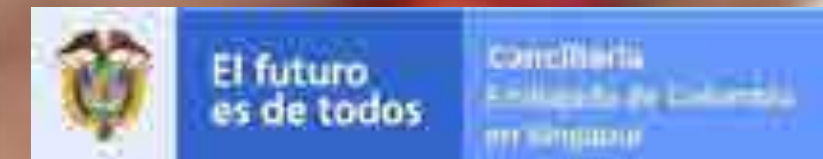
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Welcome to SBF Global's

# SBF-LABG Indulge in Colombia With Cacao, Coffee, & Fruits / B2B Meetings

27 July 2021, Tuesday | 9.00 – 10.00 am (SG-time)

CORE PARTNERS



PARTICIPATING COMPANIES



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**Have a question? Type your questions into the Question & Answer  
Panel and we will read it out later or contact you after the webinar**



## **Learn** with us

- About markets
- About new customers
- About Free Trade Agreements

**Because knowledge is power.**

## **Land** with us

- Dedicated digital spaces
- Established networks
- Hands-on advice and facilitation

**Scale and grow smartly.**

## **Localise** with us

- Trusted relationships abroad
- Deepen market presence
- Secure long-term sustainability

**Because network is net worth.**

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## PROGRAMME LINE UP

**9.00 - 9.05 am**

**Welcome remarks by Singapore  
Business Federation**

Prasoon Mukherjee, Chairman, Latin  
American Business Group and Chairman and  
Founder of Universal Success Enterprises

**9.05 - 9.10 am**

**Introduction by embassy of  
Colombia in Singapore**

H.E. Manuel Solano Sossa, Ambassador

**9.10 - 9.20 am**

**Presentation by Flor a Fruto Coffee**

Miguel Hoyos Uribe, General Manager  
Flor a Fruto Coffee

**9.20 - 9.30 am**

**Presentation by Montié Coffee**

Julio Francisco Ramirez, Commercial Director  
Onestta Group

**9.30 - 9.40 am**

**Presentation by San Alberto Coffee**

Juan Pablo Villota, Director  
San Alberto Coffee

**9.40 - 9.50 am**

**Presentation by Cacao Hunters**

Alejandro Gomez, Co-Founder  
Cacao Hunters

**9.50 - 10.00 am**

**Presentation by ASC**

Herman Sugieta, General Manager  
ASC

**10.00 - 10.05 am**

**Closing Remarks by ProColombia**

Closing Remarks by ProColombia  
Sandra Salamanca, Director  
PROCOLOMBIA Singapore. Embassy of  
Colombia, Commercial Section

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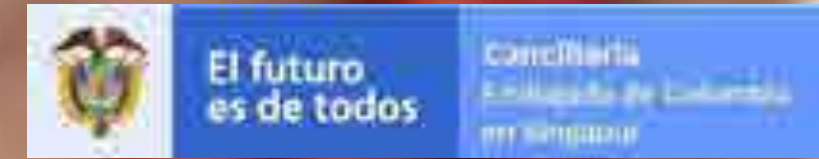
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Welcome Introduction  
**Mr Praseon Mukherjee**  
**Chairman Latin American Business Group**

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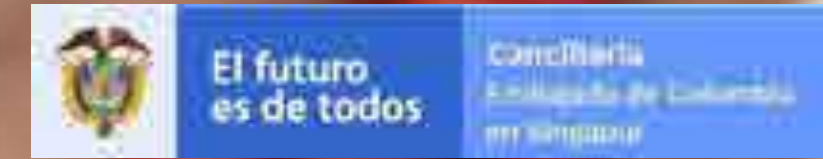
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Introduction

**H.E. Manuel Hernando Solano Sossa**  
**Ambassador of Colombia to Singapore**

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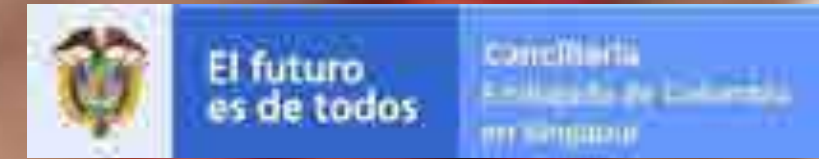
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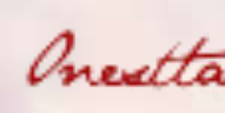


Presentation by Flor a Frutto Coffee  
**Mr Miguel Hoyos Uribe**  
**General Manager**

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**FLOR A FRUTO**

THE MOUNTAINS

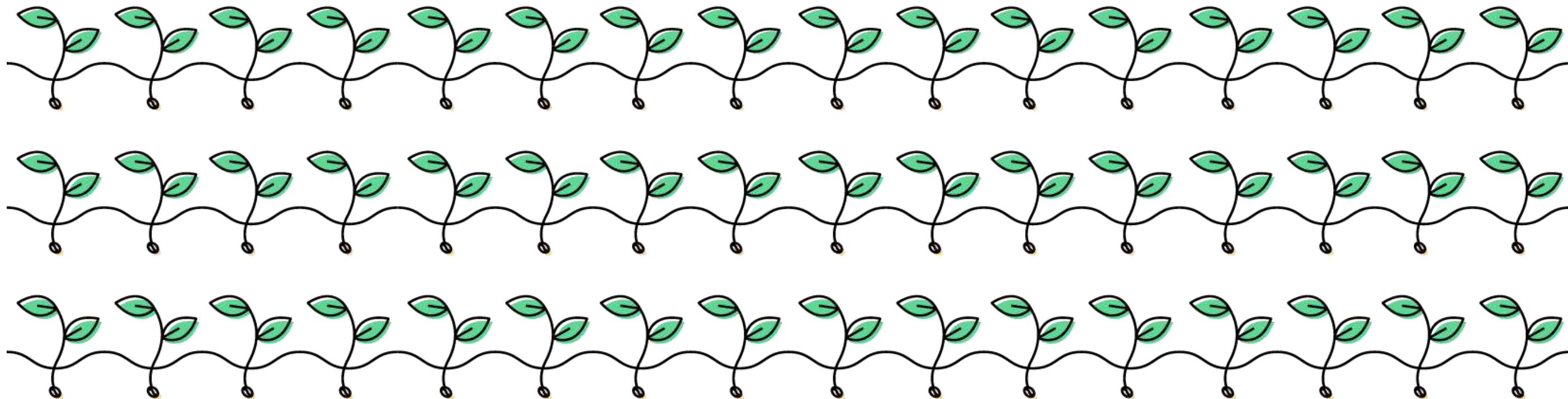
# IN COLOMBIA

· there grows a fruit, that makes you travel in time ·



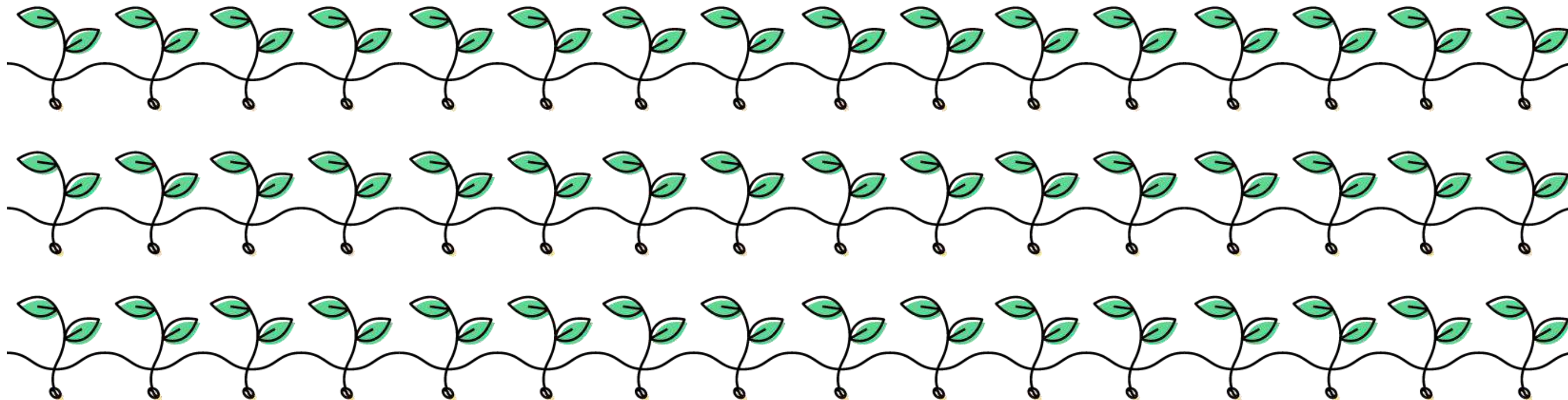
## WHAT WE DO

We learn on our own farm how the world of coffee works.  
What can we do better.  
How we can improve the process.



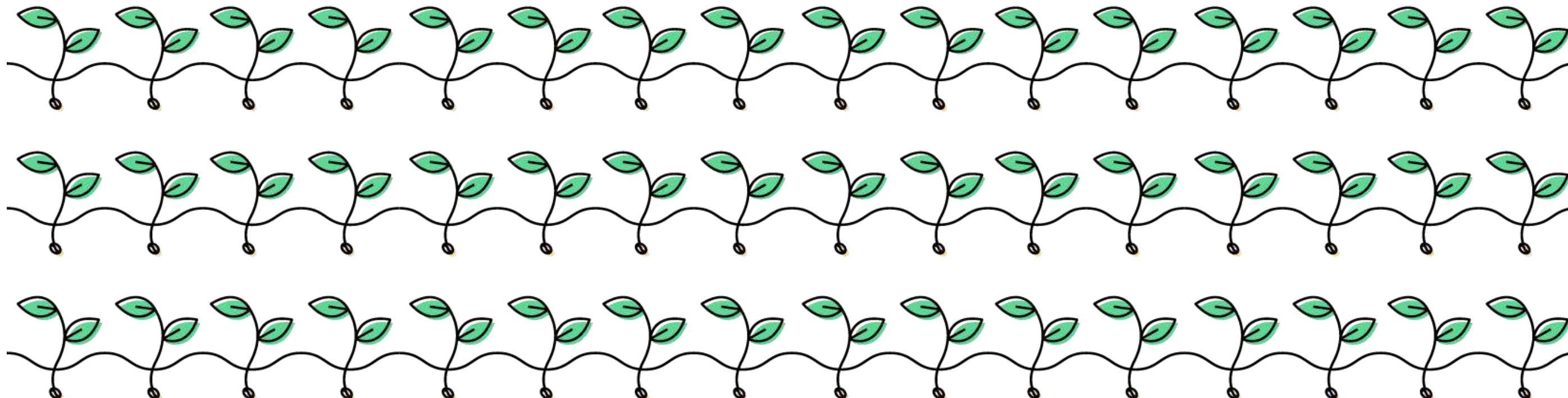
## WHAT WE DO

Working closely with coffee growers across the country.  
Learning from them but also teaching what we have learned on our farm.  
Helping them sell their best coffees around the world.



## WHAT WE DO

We have been exporting different varieties, processes, origins, stories, feelings all over the world, because we love what we do and we love working with our allies in this process.



WHERE DO WE EXPORT

# AUSTRALIA



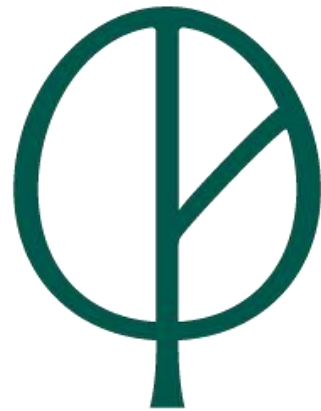
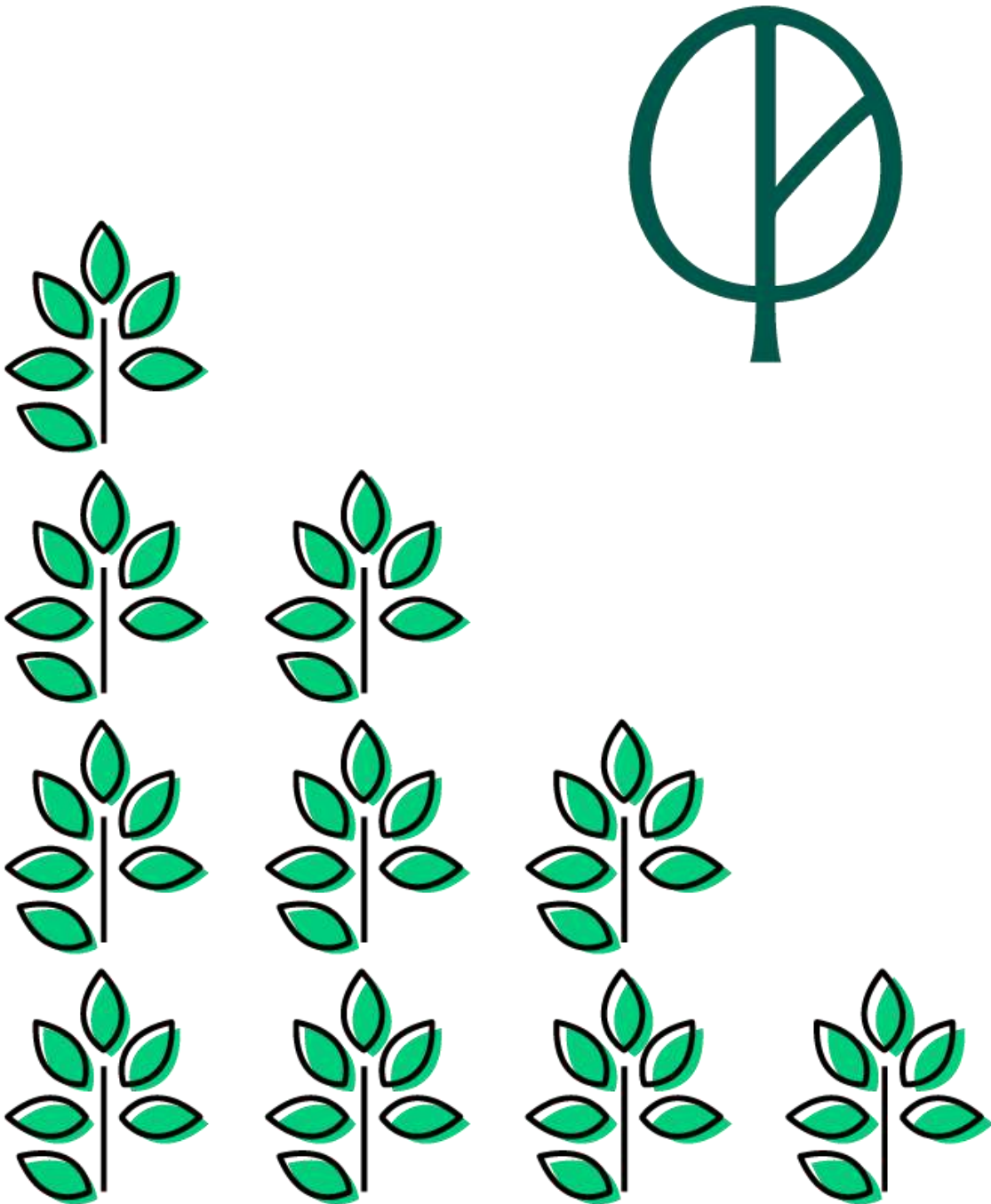
G A B R I E L  
C O F F E E

**P A R A D O X**  
COFFEE ROASTERS



WHERE DO WE  
EXPORT

# SOUTH KOREA



NAMUSAIRO COFFEE



WHERE DO WE  
EXPORT

CHINA



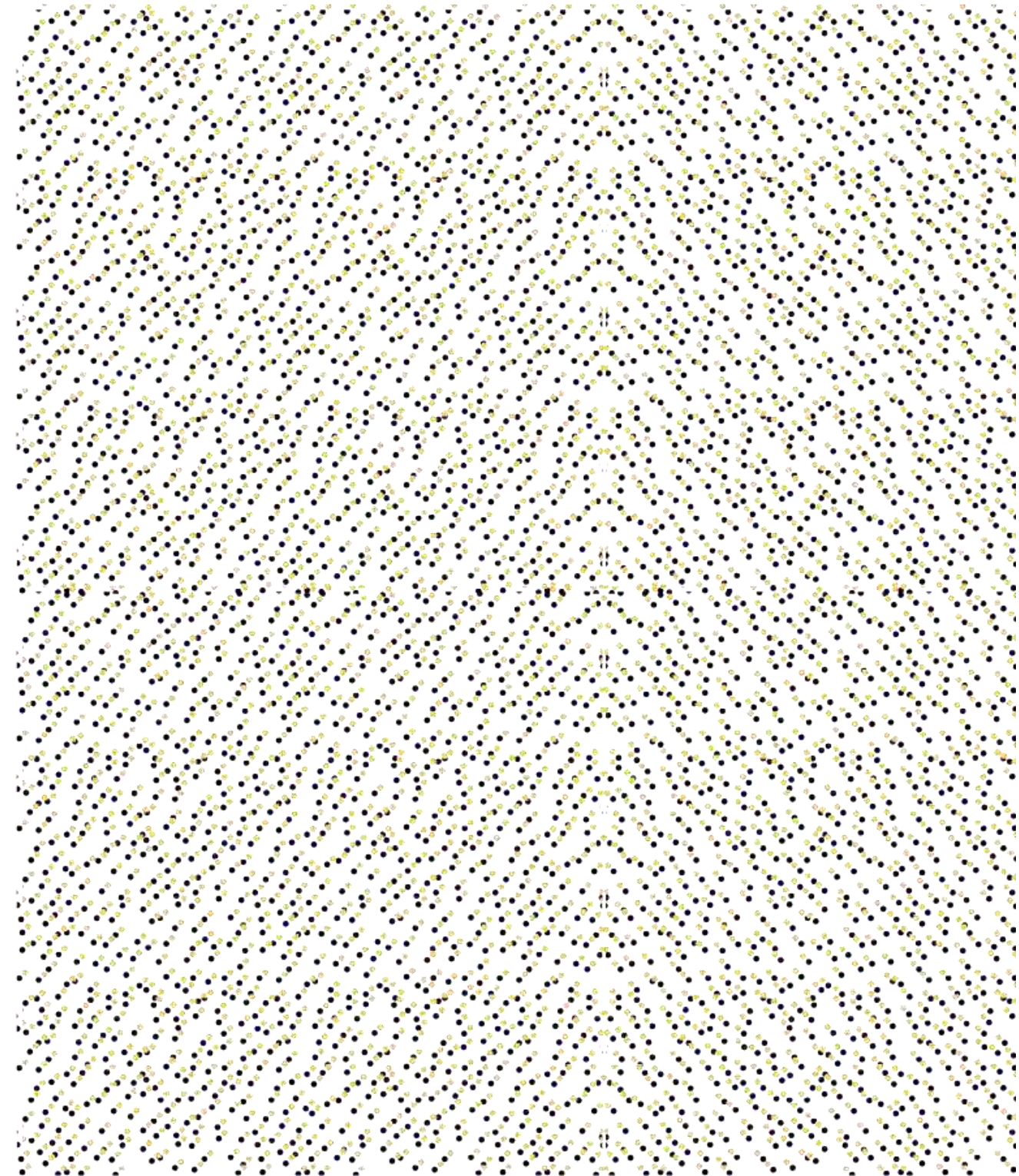
**COFFEE** EXCHANGE



WHO WE ARE



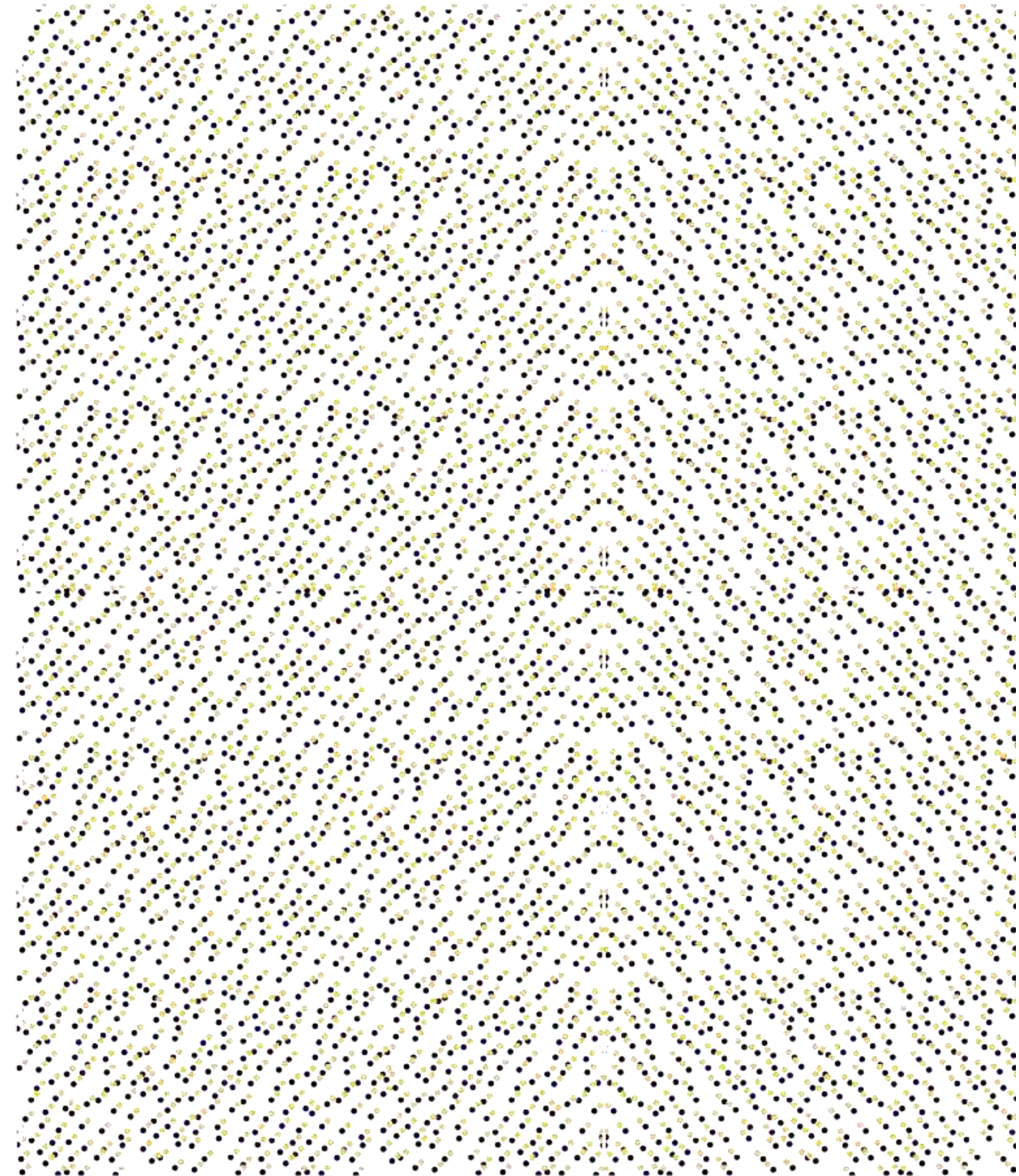
**Miguel Hoyos**  
Founder and CEO



WHO WE ARE



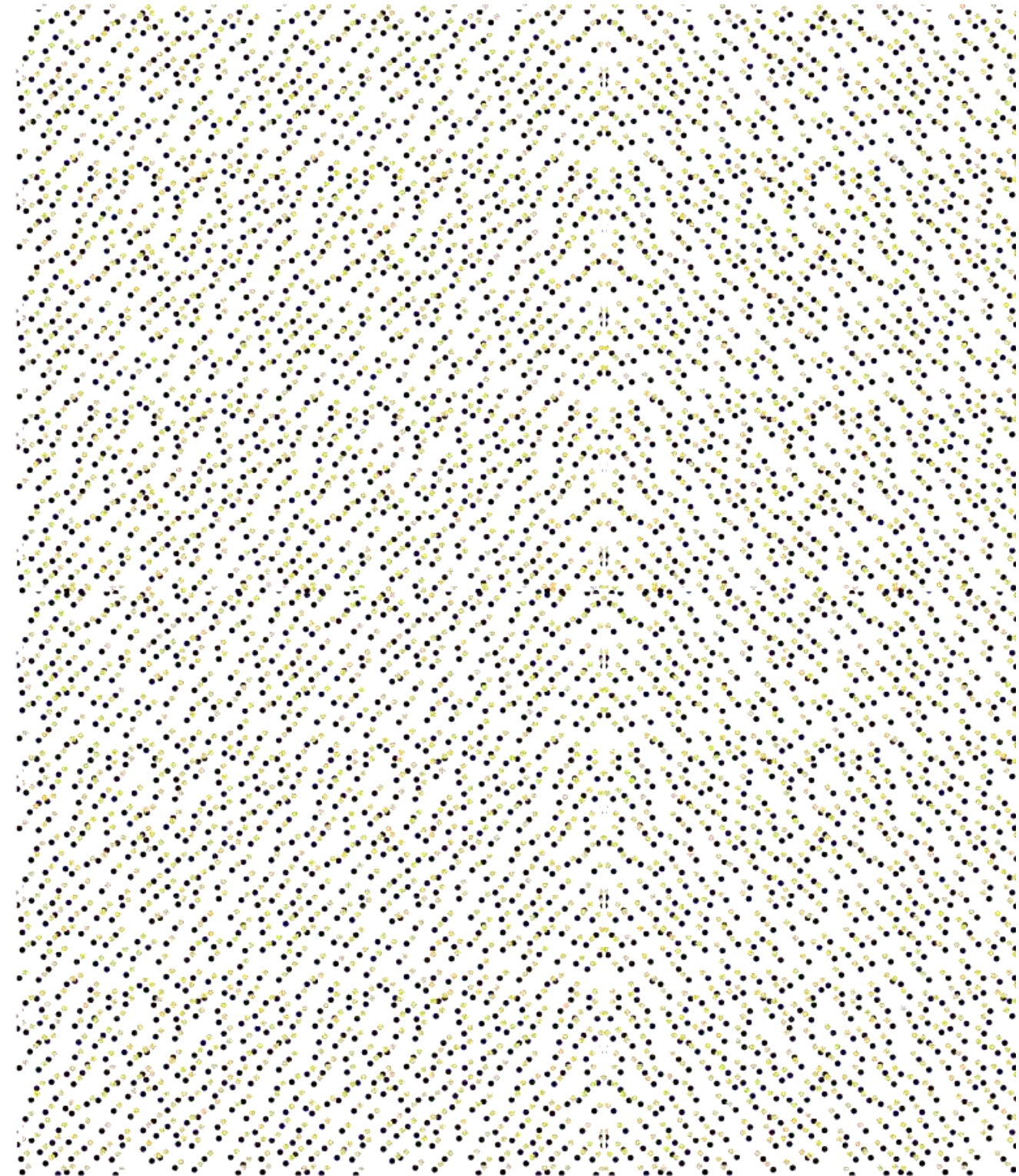
**Cristian Pabon**  
Quality Control  
Manager



WHO WE ARE



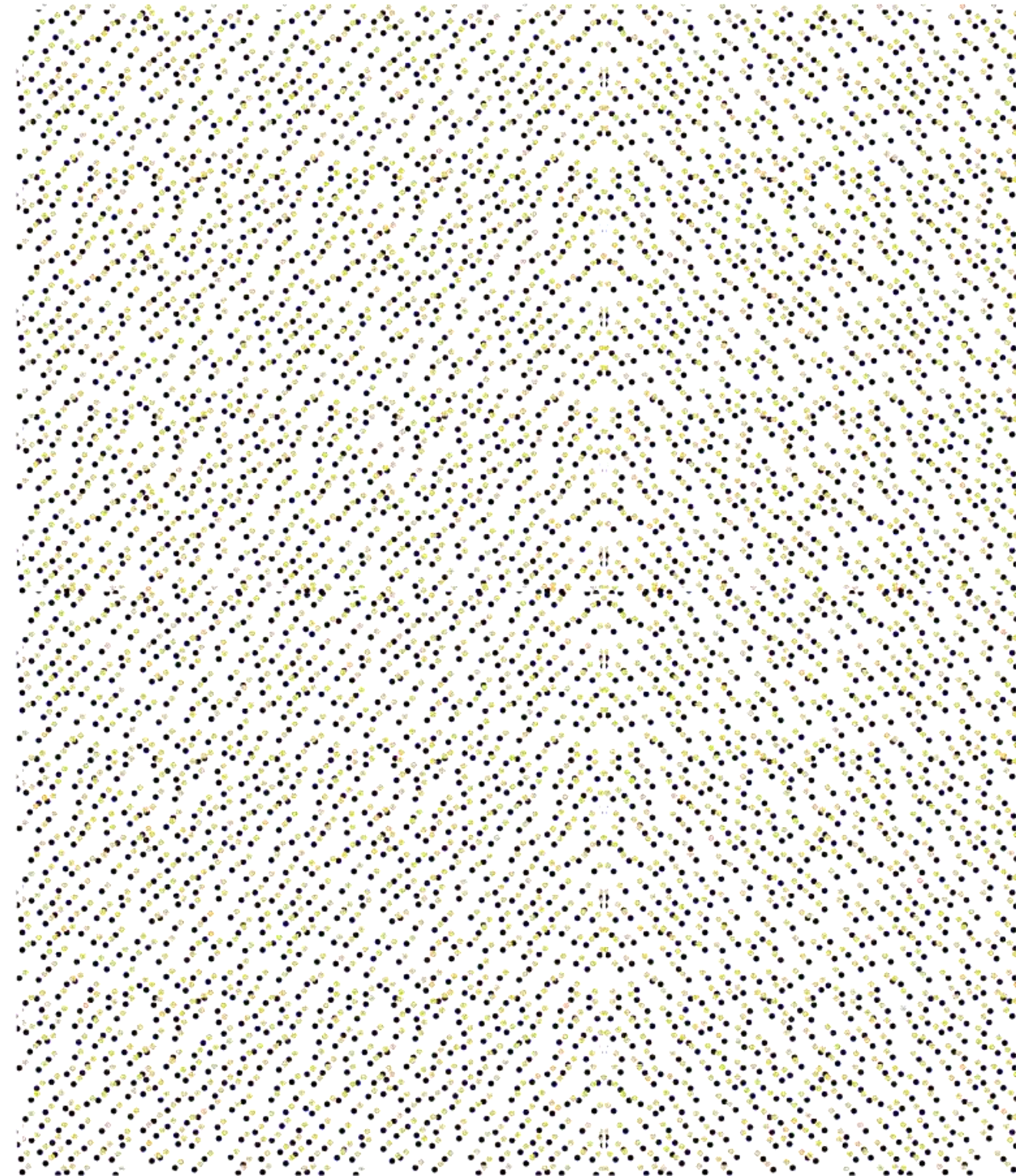
**Lorena Villegas**  
Financial Advisor



WHO WE ARE



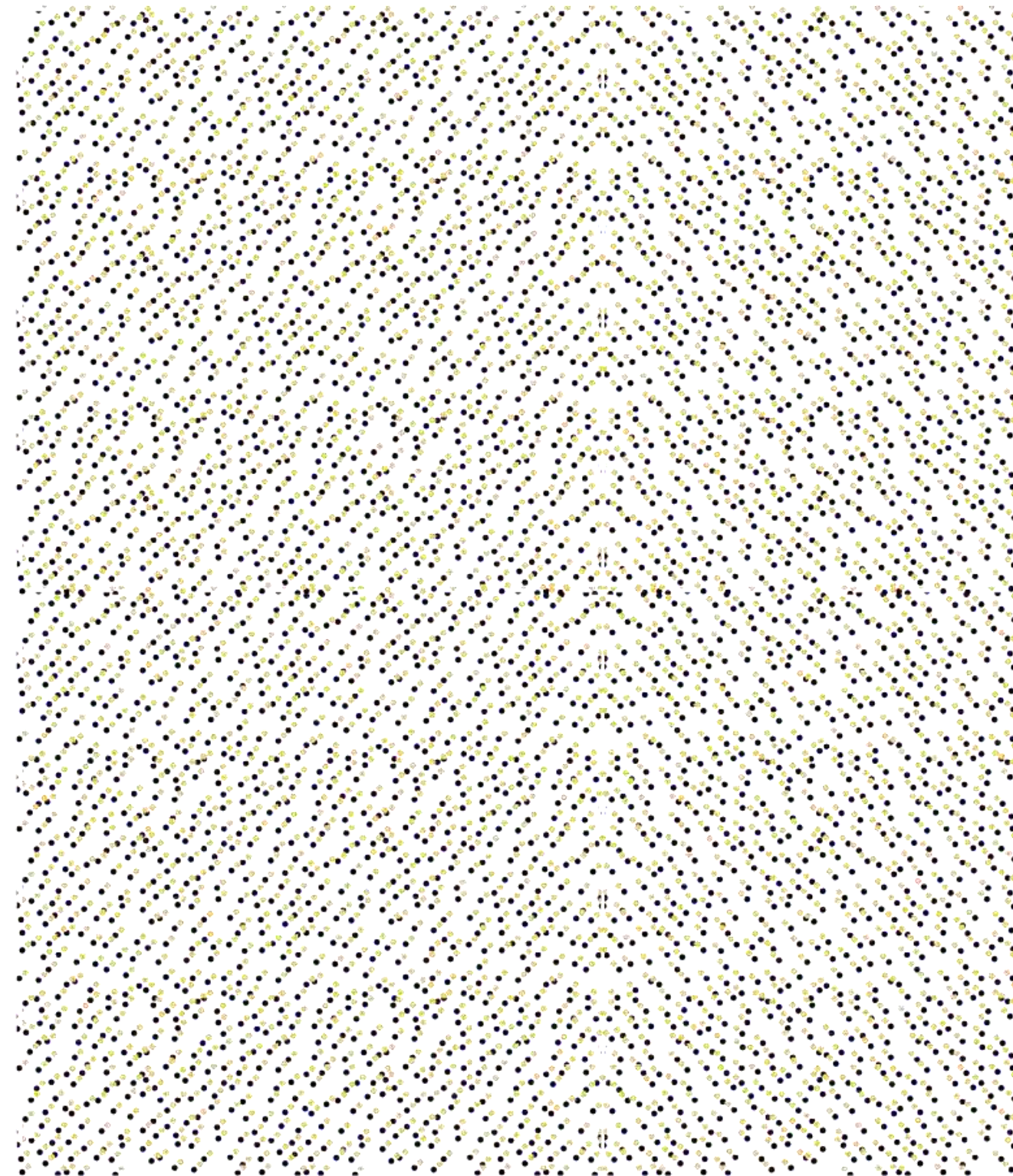
**Mariana Hoyos**  
Communication strategy



WHO WE ARE

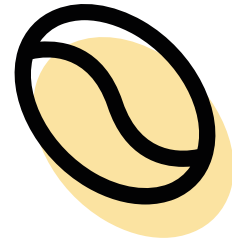


**Ana Uribe**  
Strategic and  
Management Advisor





THE DRYING



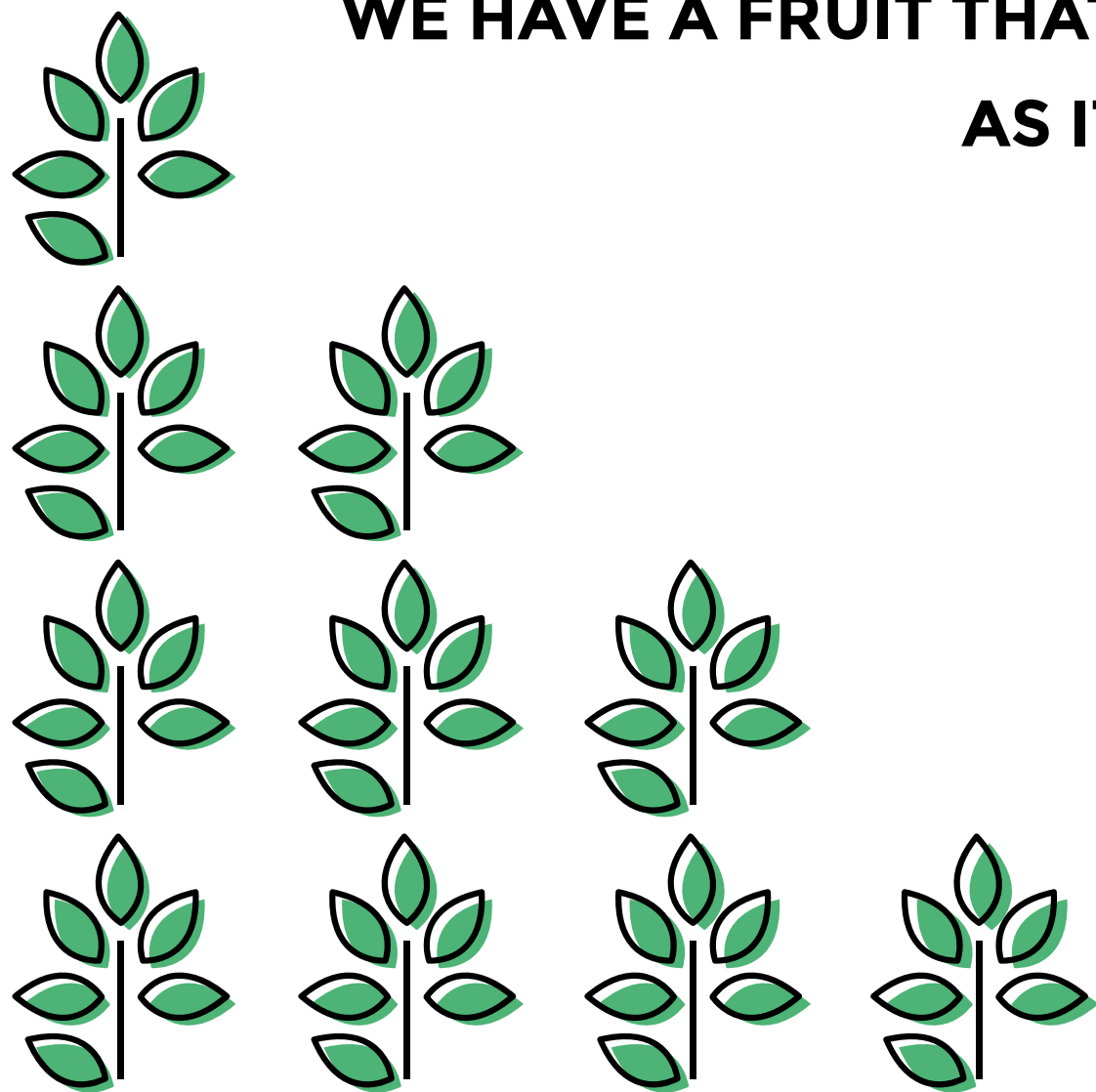
A fruit that tastes,  
smells and has the  
colour of Flor a Fruto.

It looks, feels and smells  
like the Colombian  
mountains.



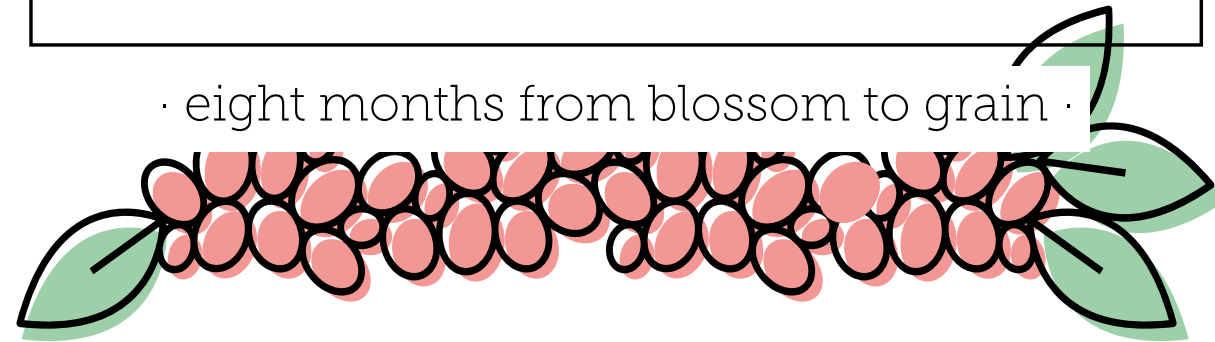
**I N F L O R A F R U T O**

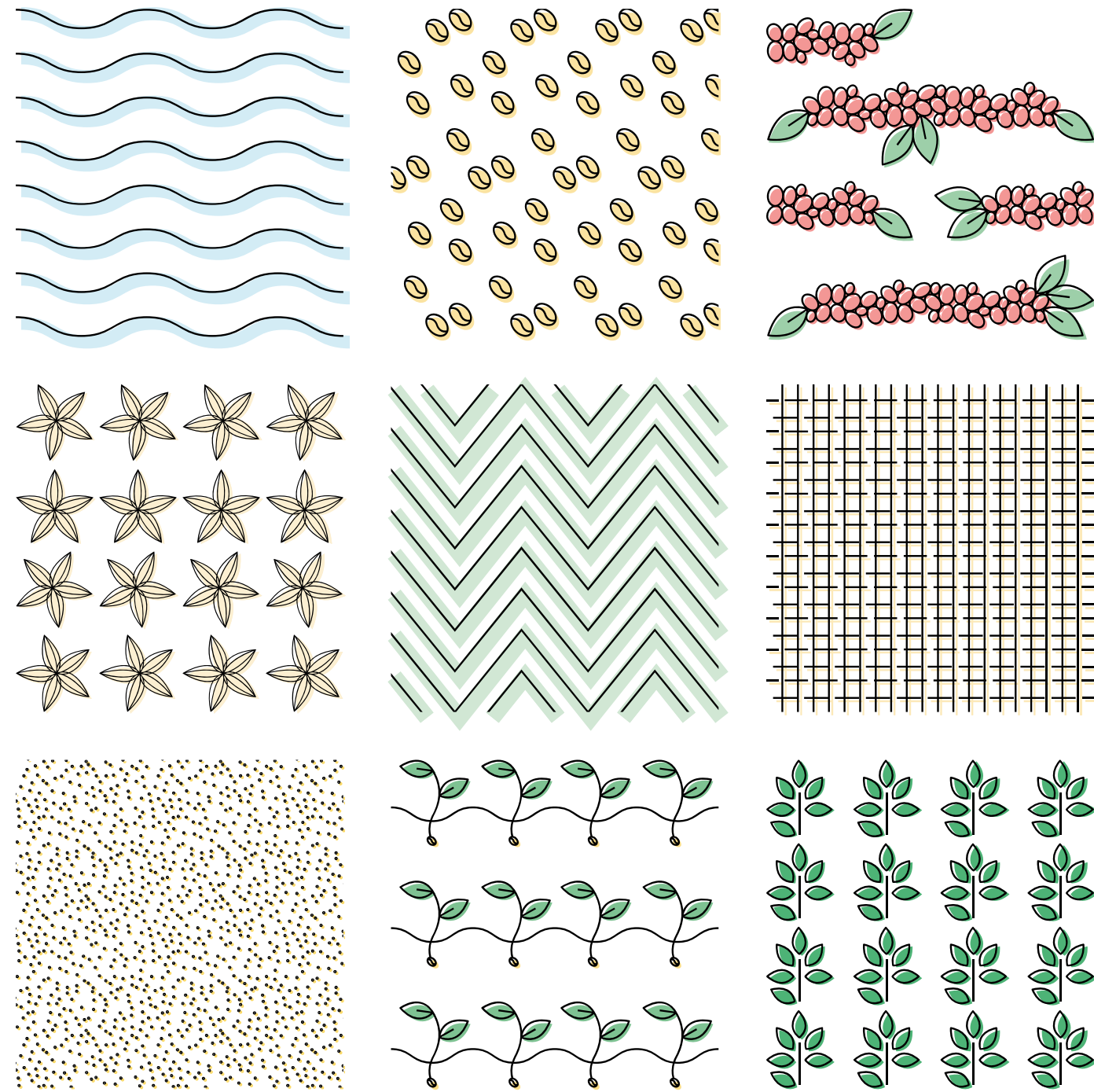
**WE HAVE A FRUIT THAT YOU WILL NOT BE ABLE TO FORGET,  
AS IT TRAVELS IN TIME**



# FLOR A FRUTO

· eight months from blossom to grain ·





**FLOR A FRUTO**

· eight months from blossom to grain ·

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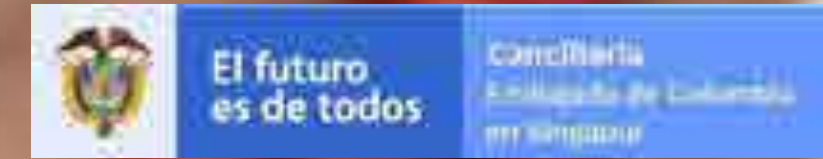
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Presentation by Montiē Coffee by  
Onestta Group  
**Mr Julio Francisco Ramirez**  
**Commercial Director, Onestta Group**

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*Oneytta*<sup>®</sup>  
GROUP

We have the Coffee you need

# What do we do?

Produce, process, and export 100% Colombian Coffee, green or roasted, of Excelso and Specialty quality.

We attend to the demand for fresh coffee from the small roasters, Hotels, Restaurants, and Specialty stores with the required quantity and quality.

We deliver the products in the door of the business in any part of the world



# How do we do it?

We grow our own coffee on our farms, working without intermediaries. Also, we have viable alliances with certified coffee growers and competitive prices. We are a trusted ally, and source of commercial tranquility and we exceed the expectation of our customers by bringing the quantity and quality of coffee they need to the door of their business (from 1 box onwards).



# Quality Certifications

License for the export of green and roasted coffee, granted by the National Federation of Coffee Growers of Colombia.

License to use the Colombia Coffee Logo in our green and roasted coffee packaging under the Montié brand.





# Actual Situation



The chain of intermediaries makes **coffee growers** earn less profit around the world, **distancing them** from the fair trade and viability for them. And, also it **distances them from the end customer** who wants a fresh product:

1. In the right quantity well
2. With a varied offer in quality and price,
3. Delivered in the door of their business without taking care of paperwork and customs, focusing on developing the best cups for the coffee drinkers



# Size of the Market



The work of micro-roasters in the world is **growing considerably** in countries and continents such as the United States (34%), Japan, and Europe (+38,000), **given the popularity and growing demand for specialty Coffee.**

**Today buyers are more educated, demanding, they want cups with their own personality, and are willing to pay more, as long as its traceability is known.**

# Why now?

Because there is a growing and unsatisfied demand, we have the experience, we produce the best specialty coffees in the world, we made logistical alliances that allow us to be competitive, and because we have the support of ProColombia



# Differentiation

Personalized “coffee offers” for each customer in terms of quality, quantity, micro-lots, and nano-lots processed at the origin and endorsed by different certificates.

Market construction through a relationship that begins with a negotiation DAP

We try to break the paradigm of the traditional trading of coffee in order to go directly to the final buyer, through the optimization of technology and logistics

We build fair-trade alliances so that coffee growers receive an economic reward that rewards the quality of their product, the protection of the environment, and promote artisanal practices.



# Specialty Coffee

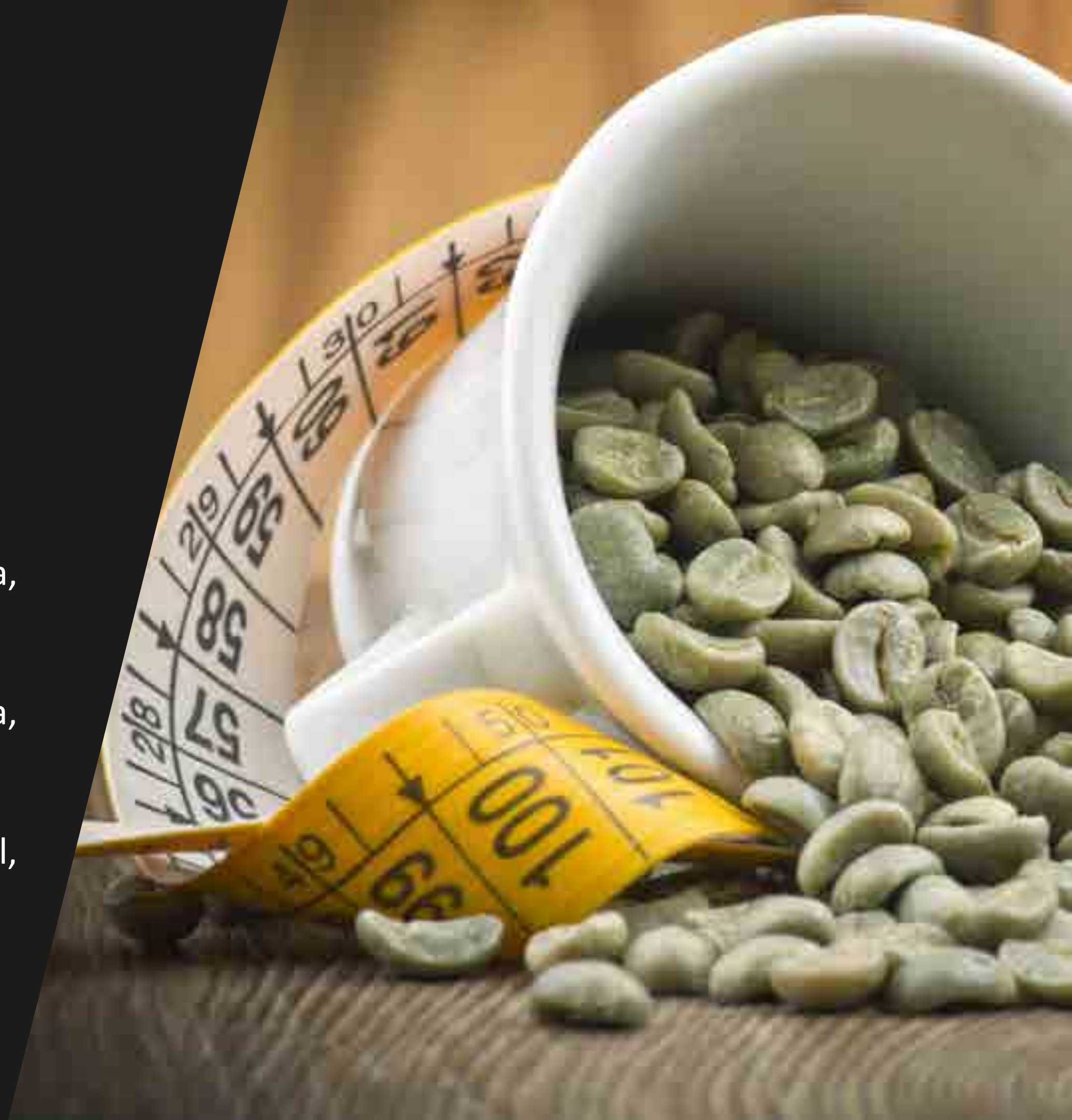
**Benefit** (washed, honey and natural)

**Certified organic** for the US, Canada, and Europe

**Colombian Origins** (Cundinamarca, Nariño, Cauca, Huila, Tolima, Santander, Sierra Nevada, others)

**Varietals** (Geisha, Bourbon, Maragogipe, Caturra, others)

**Preparation** (Supreme, Extra, Europe, UGQ, Snail, others)





**Thank you**

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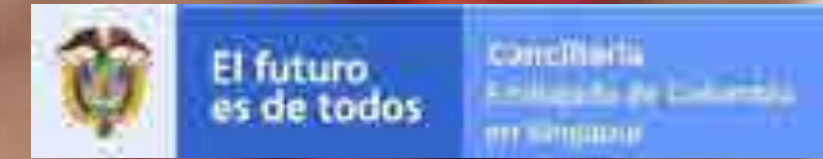
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Presentation by San Alberto Coffee  
**Mr Juan Pablo Villota**  
**Director, San Alberto Coffee**

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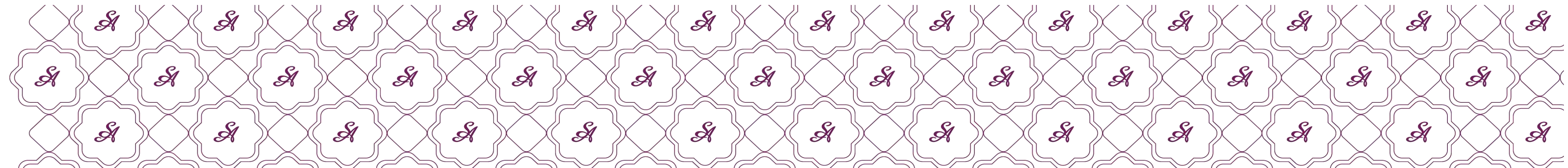




*San Alberto*®

EXCLUSIVAMENTE CULTIVADO EN HACIENDA SAN ALBERTO  
DESDE 1972 - BUENAVISTA, QUINDÍO, COLOMBIA.

*Colombia's Most Award Winning Coffee*







*San Alberto*®

EXCLUSIVAMENTE CULTIVADO EN HACIENDA SAN ALBERTO  
DESDE 1972 - BUENAVISTA, QUINDÍO, COLOMBIA.



# A coffee exclusively grown at San Alberto Estate.

San Alberto is a super-premium coffee born on the blessed soil of Buenavista, Quindío, Colombia. Located in the middle of Colombian coffee belt region.

San Alberto coffee was inspired by the great wines of France and developed for those who enjoy the exquisite luxuries of life.



*San Alberto*

EXCLUSIVAMENTE CULTIVADO EN HACIENDA SAN ALBERTO  
DESDE 1972 - BUENAVISTA, QUINDÍO, COLOMBIA.



# A blessed soil

**GEOGRAPHIC LOCATION:** Buenavista- Quindío-Colombia

**VARIETALS:** Arábica Caturra, Arábica Castillo, Arábica Gesha

**ALTITUDE:** 1.500 - 1800 m.s.n.m.

**CLIMATE:** 12 - 30°C

**COFFEE PROCESS:** Washed

**DRYING PROCESS:** Solar and mechanical

**FLAVOR GARANTEE:** Five Step Selection Process

**PRODUCTION:** 140.000 kg of parchment coffee per year.

**FARM DIMENSIONS:** 40 Hectares

**SUSTAINABILITY STAMPS:** Rain Forest Alliance & UTZ certified



# The Heritage from 1972

San Alberto has more than 45 years of tradition. A family of coffee growers with the dream of growing a luxury product with a unique taste.

After three generations San Alberto has paved its way to become an icon as a luxury coffee brand.

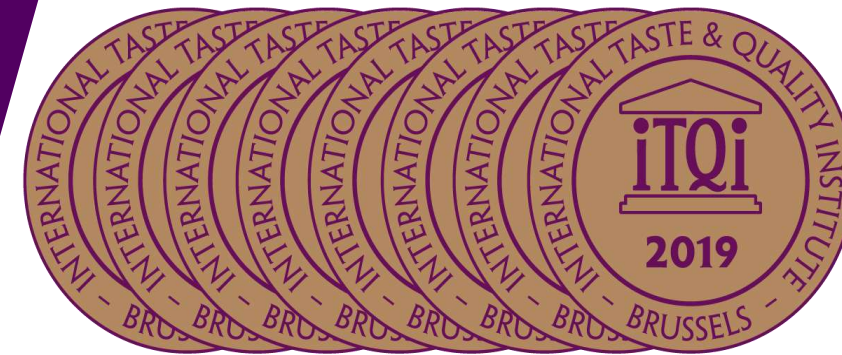


# Excellence and Consistency

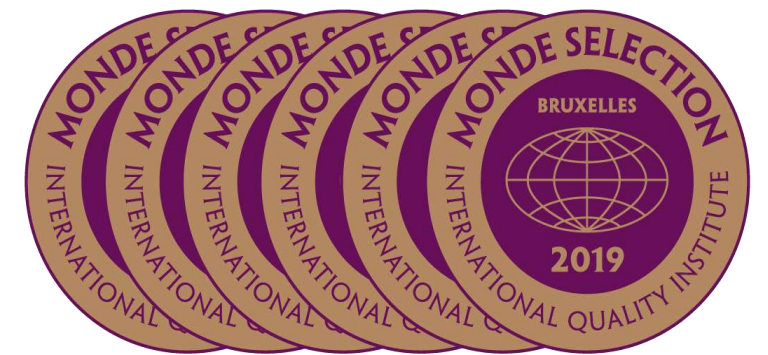
San Alberto has earned the highest distinctions granted to any coffee brand in the world.

Awarded with more than 30 recognitions along its history of excellence. A proof of consistency, identity and uniqueness.

## SOME OF THE MOST MEMORABLES



**2012 - 2013 - 2014 - 2015 - 2016  
2017 - 2018 - 2019 - 2020**  
3 GOLD STARS  
SUPERIOR TASTE AWARD



**2014 - 2015 - 2016 - 2017  
2018 - 2019 - 2020**  
GOLD  
AWARD



**2014**  
CRYSTAL TASTE  
AWARD



**2018**  
DIAMOND TASTE  
AWARD



**2016 & 2019**  
HIGH QUALITY  
TROPHY



**2011**  
PRODUCT  
OF THE YEAR



**2017**  
MOST EXOTIC  
COFFEE





# San Alberto

EXCLUSIVAMENTE CULTIVADO EN HACIENDA SAN ALBERTO  
DESDE 1972 - BUENAVISTA, QUINDÍO, COLOMBIA.



CAFÉ TOSTADO - ROASTED COFFEE

ENSAMBLAJE DE

## Arabica Caturra & Castillo

Café premium de alta montaña

ELABORADO MEDIANTE EL PROCESO DE

SELECCIÓN

Peso Neto / Net Wt. 340g (12 oz)

SAN ALBERTO: EL CAFÉ MÁS PREMIADO DE COLOMBIA  
SAN ALBERTO (COLOMBIA'S MOST AWARD WINNING COFFEE)



2013 - 2013 - 2014 - 2015 - 2016  
2017 - 2018 - 2019  
SPECIAL TASTE AWARD



2014 - 2015 - 2016 - 2017  
2018 - 2019  
SPECIAL TASTE AWARD



2014  
SPECIAL TASTE AWARD



2018  
GRAND TASTE AWARD



2016 & 2017  
HIGH QUALITY TROPHY



2011  
PRODUCT OF THE YEAR



2017  
MOST EXOTIC COFFEE



San Alberto coffee integrates more than 40 years of tradition, a blessed soil (San Alberto Estate) with an exceptional microclimate, and a very particular meticulous sorting process, the Five Step Selection. Led impeccably by our Master Coffee Taster in a quest to obtain his whint of taste.

San Alberto, is a coffee with luscious sweet aromatic notes reminiscent of caramel and a soft dark chocolate. Its delicate fruit-like acidity and harmonic balance stands out.

EXQUISITO SABOR EN EQUILIBRIO CON EL MEDIO AMBIENTE  
GREAT TASTE IN BALANCE WITH THE ENVIRONMENT



Conservar en un lugar fresco y seco. Use la cuchara dosificadora de café de 12 g por 150 ml de agua. Tostar y empaquetar por Grupo Kalpasapa LTDA, Hacienda San Alberto, Buenavista, Quindío, Colombia. RSAD 5125912. Certificada ante FNC No. 104-178-11. Must be kept in a fresh and dry place. Use the coffee measuring spoon (12g of coffee) with 150ml of water. Manufactured by Grupo Kalpasapa LTDA, San Alberto Estate, Los Baños, Buenavista, Quindío, Colombia, 632040.

Producto de / Product of Colombia

www.cafesanaalberto.com

cafesanaalberto.com | Tel: (57) 520 0621 / (517) 502-6246



7 707240 900031

TUESTE ROAST  MEDIO/MEDIUM  ALTO/DARK

MOLIENDA GRIND  FINA/FINE  GRUESA/COARSE  MEDIA/MEDIUM  GRANO/BEAN

# Delicacy in Balance with the Community and the Environment

## SUSTAINABILITY

- Rain Forest Alliance
- UTZ certified

## COMMUNITY

- Social work with single mother from the town.
- Main employer source of the town



A top-down view of coffee-related items on a light-colored surface. In the upper right, a white ceramic cup filled with dark coffee sits on a light-colored wooden saucer. To the left of the cup, a large pile of dark brown coffee beans is scattered. In the lower right, a shallow wooden bowl is filled with coffee beans. In the lower left, a purple coffee bag with a gold geometric pattern and a white label is visible. A semi-transparent white text box is centered over the image.

# Company brief profile



# The Estate:

---

- More than 250.000 coffee trees.
  - 30 Permanent workers at the plantation.
  - More than 100 people hired during pick season
  - 140 tons of gold coffee per year
  - 40 hectares
  - Own facilities and quality laboratories.
  - Different parcels according to soil composition, variety and age
  - Quality processes
  - Watersprings and rainforest guardians
- 



# The business

## Praising coffee consumption by :

---

- Roasted coffee for the sophisticated palates. High end retails, Boutique hotel / restaurants: **Michelin Stars Restaurants.**
  - Exquisite rituals and experiences around coffee.
  - Delicious cups of coffee, through our coffee temples.
- 5 Coffee Temples in Colombia.
- 





# The business

## Reason why for High End Retails, Hoteles, Restaurants

---

Customers are looking for **real stories** like San Alberto coffee:

**Craft product** directly offered by the artisan grower who **knows best his beans**, fully capable of **translating the soil's blessings** of the plantation and its tradition into a **spectacular roasted coffee**.

---

# The business

## Reason why for the coffee temples and experiences

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As in the fashion scene where luxury designers present their collections in unique and fancy boutiques. In San Alberto we see ourselves as flavor designers, there is no better place to present our art than in one of our coffee temples.

Places to enjoy exquisite coffee rituals for clients and experiential tourism.

---





# Business focus Singapore



# Conquer San Alberto in the luxury segment in Singapore through an import-commercialization partner

Luxury Department Stores  
Robinson

Luxury restaurants -Hotels  
Ibid - Michelin Star Restaurant

Fine Food retailers  
Market places: Foodie Market  
place - Amazon



# High Lights



## Markets enjoying San Alberto

USA, Canada, Netherlands, United Kingdom, Chile, Mexico, Italy, Singapore and China. **Worldwide ecommerce**



## San Alberto product portfolio

- Assemblage Caturra 75% , Castillo 25%
- Gesha Heart. Gesha 90% , Caturra 5%, Castillo 5%



- + 12.000 new ambassadors during pandemic.
- + 500.000 coffee cups served every year teach us about the business around ON TRADE.



*Real Coffee Growers arriving to high end market*



# CONTACT INFO



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+57-3102126537

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**Instagram**

[cafe\\_san\\_alberto](#)

**Facebook**

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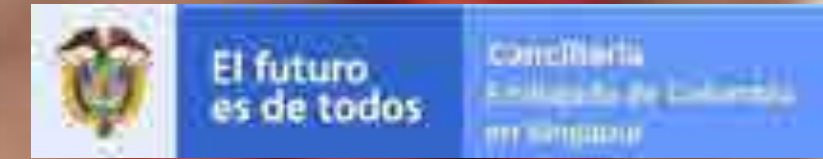
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Presentation by Cacao Hunters  
**Mr Alejandro Gomez**  
**Co-Founder, Cacao Hunters**

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# CACAO HUNTERS®

.....  
CACAO DE COLOMBIA

Transforming the cacao  
industry in Colombia



## The Cacao Industry in Colombia Key Challenges and Opportunities

# Historically the cacao market in Colombia has been focused on low-quality and a lack of incentives for producers

---





In Colombia, 2 dominating buyers have focused for centuries on a low-quality domestic market





There has been a lack of incentives, knowledge and infrastructure for grasping the potential of **some of the best cacao beans in the world**


# Our strategy has focused on creating shared value across the supply chain in order to transform the Colombian cacao market

- 

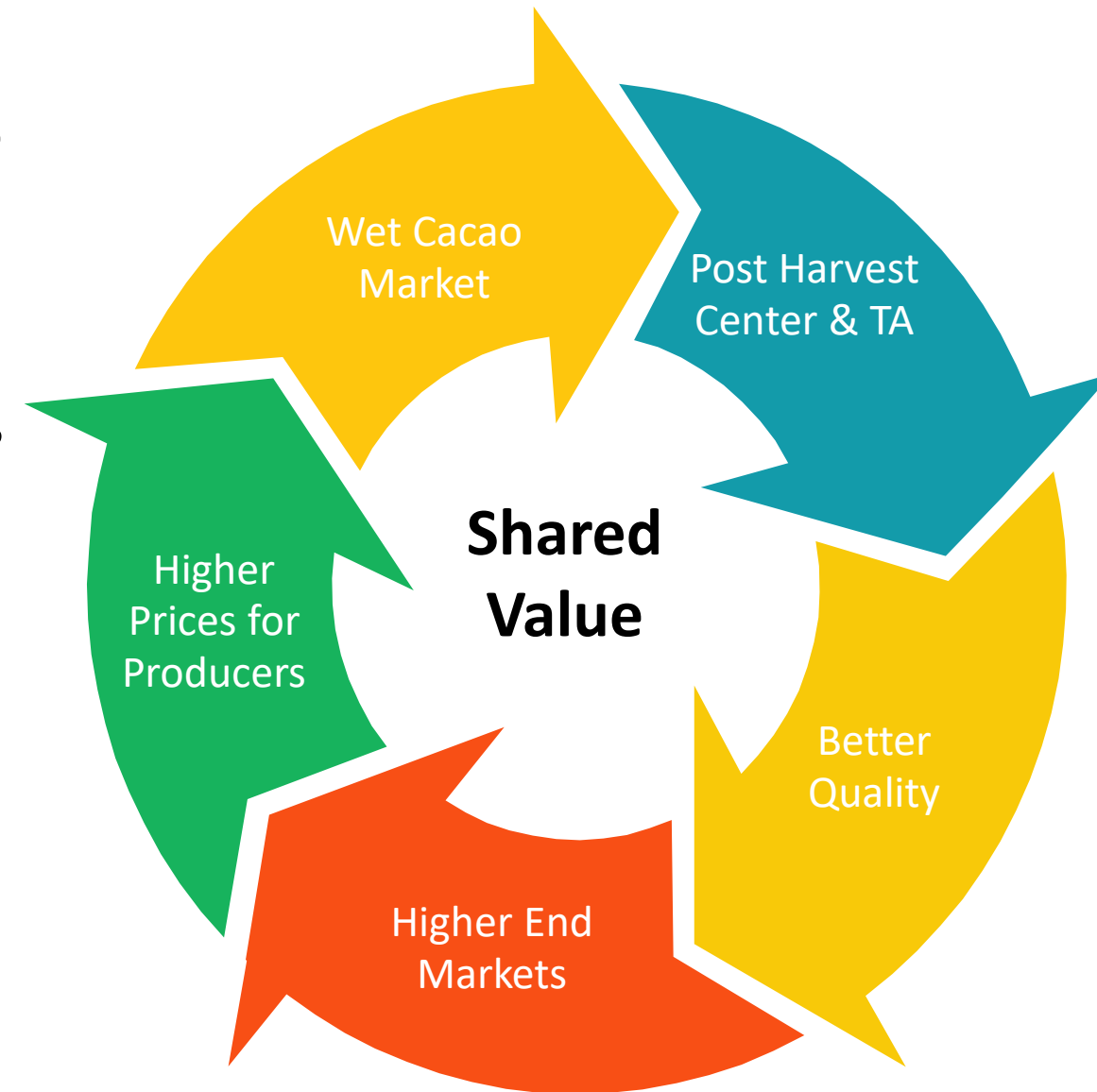
By providing higher prices to cacao growers, we have incentivized a wet cacao market in Colombia
- 

In both Tumaco and the Sierra Nevada we have worked to create farmer associations focused on the post-harvesting process and have provided technical assistance to these associations
- 

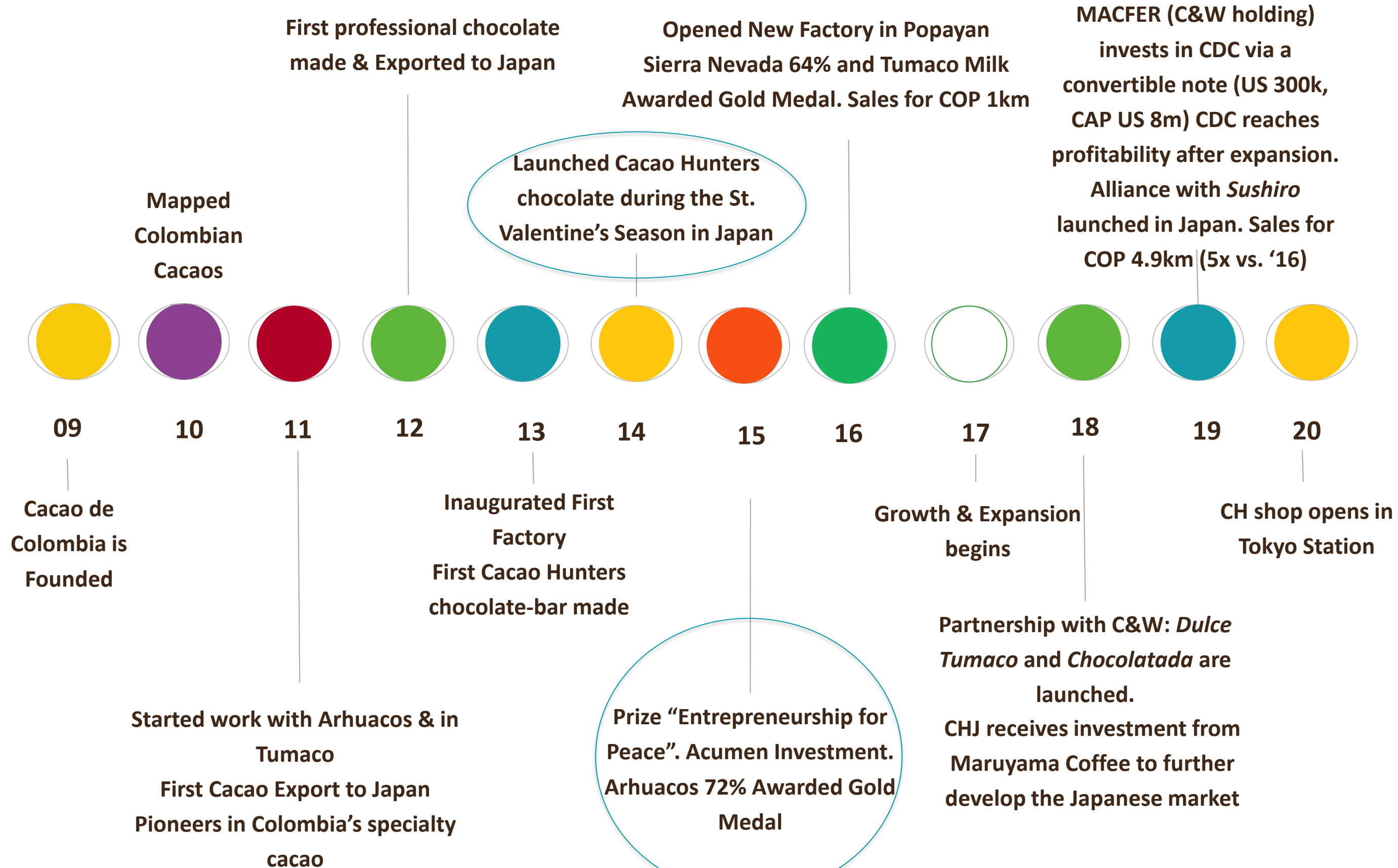
Which has led to significantly higher quality beans
- 

This has opened-up international high-end markets for our products
- 

Which allows us to continue providing higher prices to producers and creating shared value across the supply chain



# We have moved from an idea to a profitable company that generates impact in the cacao communities



# Cacao Hunters Agrícola & Cacao Hunters Chocolate

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# **CACAO AS A TOOL FOR OPORTUNITIES**

# The Colombian context

---



- Colombia has many cultures all linked to Mesoamerica. We are a mix of races that make us Colombian.
- We all know Colombia has been a politically active and controversial place for centuries.
- Mesoamerican civilizations have been “preserved” in Colombia geographically and unrest has offered a barrier for some cultures. I.e: Tumaco and Arhuacos.
- These cultures in hand have preserved cacao as part of their culture
- Cacao Hunters rescues these original cacaos and its cultures in search for sustainability in the modern world.
- Cacao Hunters recognized the value of making chocolate where it originated, not leaving to Europe where chocolate has been made historically.

## Barriers to break

---

1. Colombia was not in the Cacao map of the world until in 2015 when Arhuacos, won World Gold at the Chocolate Awards. Since then this origin has a “visa” to enter any market. Colombia was know for other products
2. Our customers, not many in the US but many in Japan, appreciate our work with Arhuacos and Tumaco thanks to our business model. This opens doors and differentiates our products. Quality first though!
3. Communication has to be clear and coherent with taste and quality. Cacao Hunters might not be seen as a Colombian brand but it surely represents Mesoamerican cacao culture.
4. Race is an advantage in Tumaco. Grants, foreign Aid and governmental support goes to local Tumaqueños first! Gustavo has been to Tokyo as an ambassador of his beans. Hand in hand
5. I believe cacao is Mesoamerican but chocolate is European. This is a barrier we all need to break because taste comes from the cacao, not from the place it was made into it. Tree to bar!

# Cacao Hunters' chocolates have been considered some of the best in the world by the international chocolate awards

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**Chocolate Awards  
2015 World Gold**





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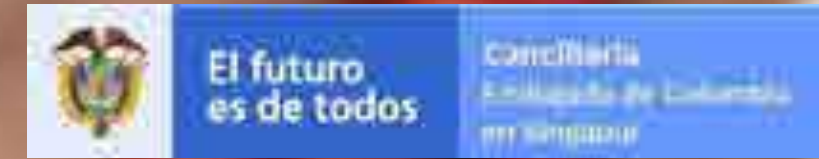
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SUPPORTED BY

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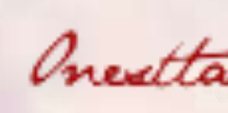


Presentation by ASC  
**Mr Hermann Sugieta**  
**General Manager, ASC**

CORE PARTNERS



PARTICIPATING COMPANIES



# FROM THE FARM TO YOUR TABLE



**ASC** co., LTD.

[www.asc.co.jp](http://www.asc.co.jp)





supplies the highest quality  
**frozen fruits** and **vegetables**

for the

RETAIL

&

FOOD

SERVICE



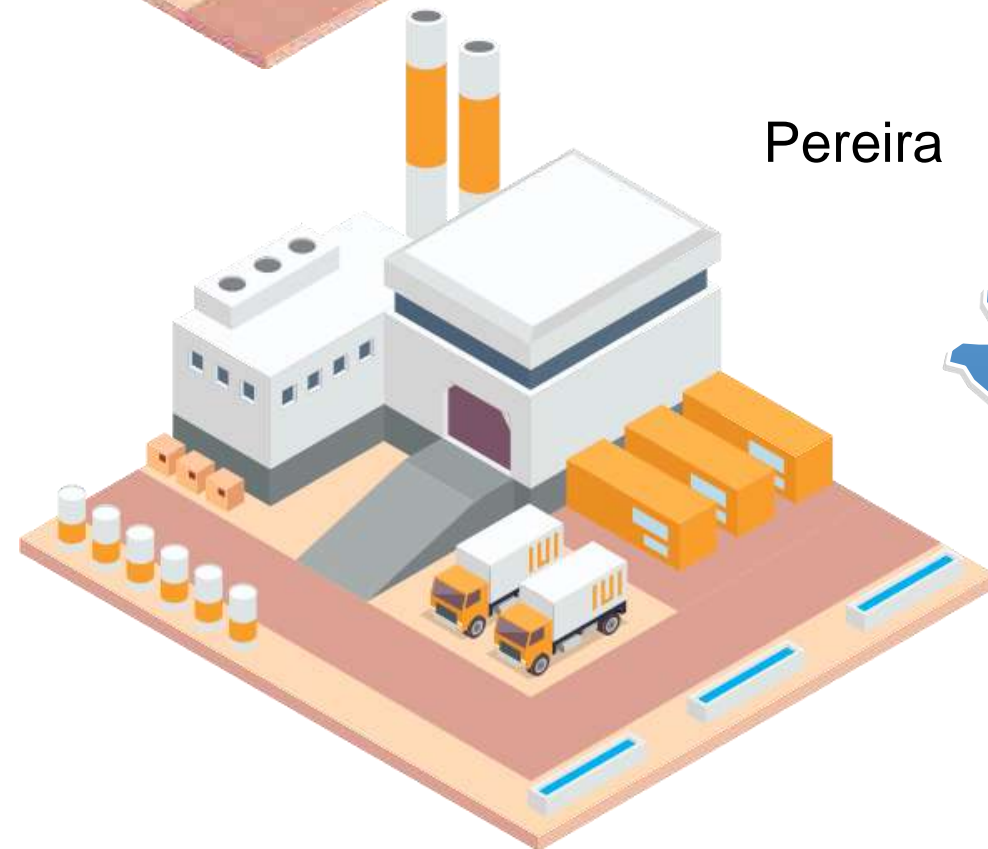
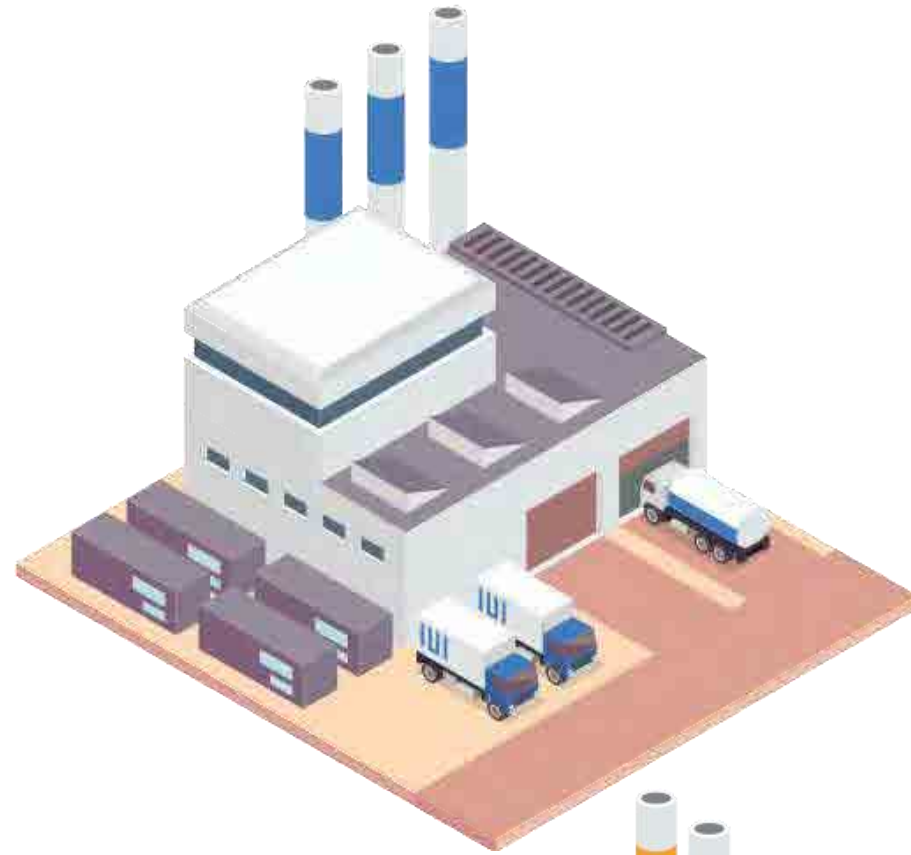


# We offer an abundance of ingredients from Central and South America:

- ✓ 27 years of experience
- ✓ Own Factories
- ✓ Quality team in 4 different countries



# IQF FACTORIES IN COLOMBIA



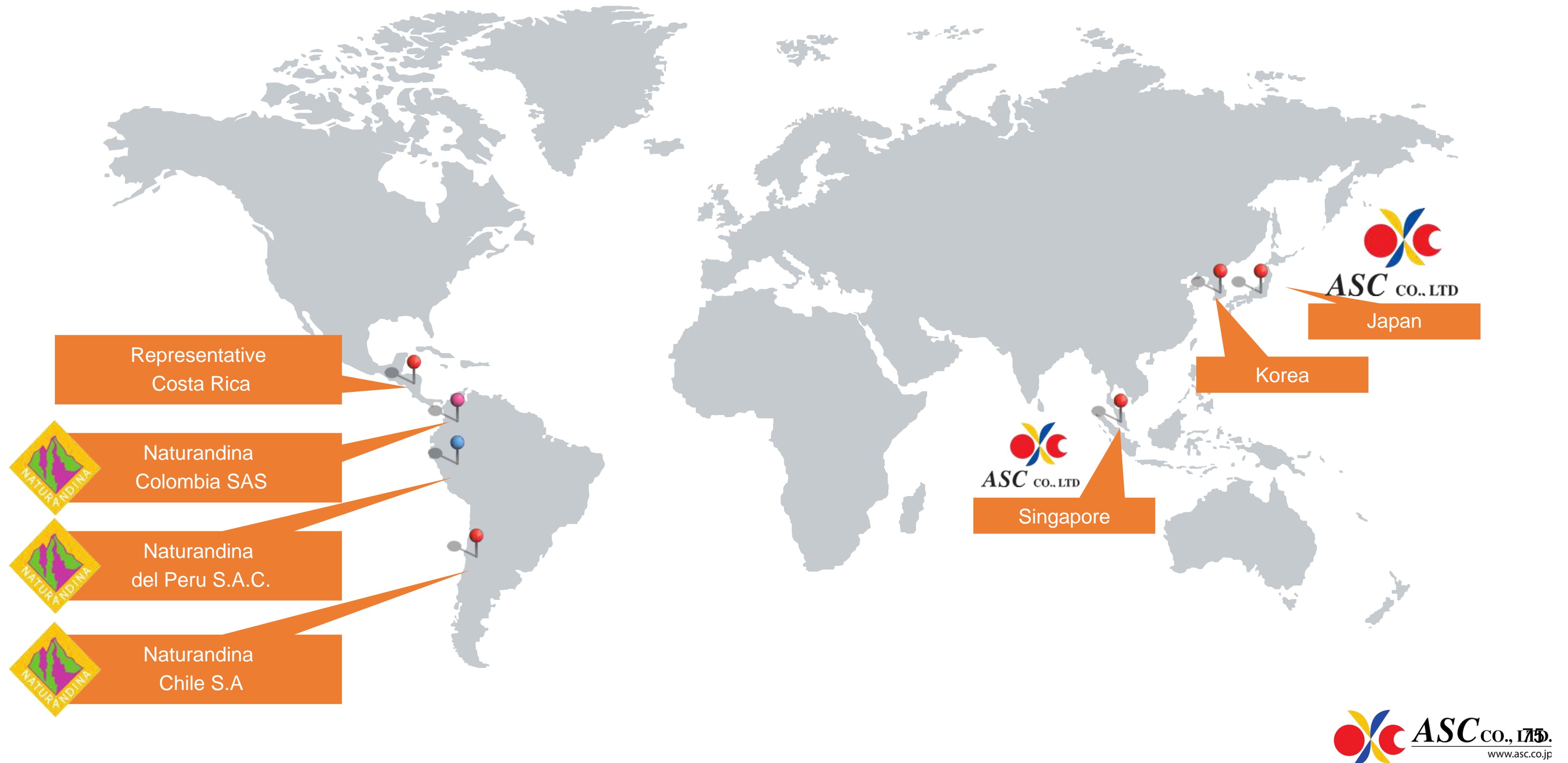
Medellín

Pereira

Bogotá



# PURCHASING NETWORK WORLD MAP



# ASC POLICY

## Our product development policy NEATT

NATURAL  
AND  
PRACTICAL

ECONOMICAL

ASEPTIC

TRACEABLE

TASTE

Why frozen vegetables and fruits are supported.

- Retention of seasonal feeling. ▪ Nutrient retention. ▪ Adequately appropriate amount.
- Easy cooking. ▪ Long-term storage.

Further expanding the market that repeat purchase with “deliciousness”.



# Products From Colombia

# AVOCADO PRODUCTS



Dices



Slices



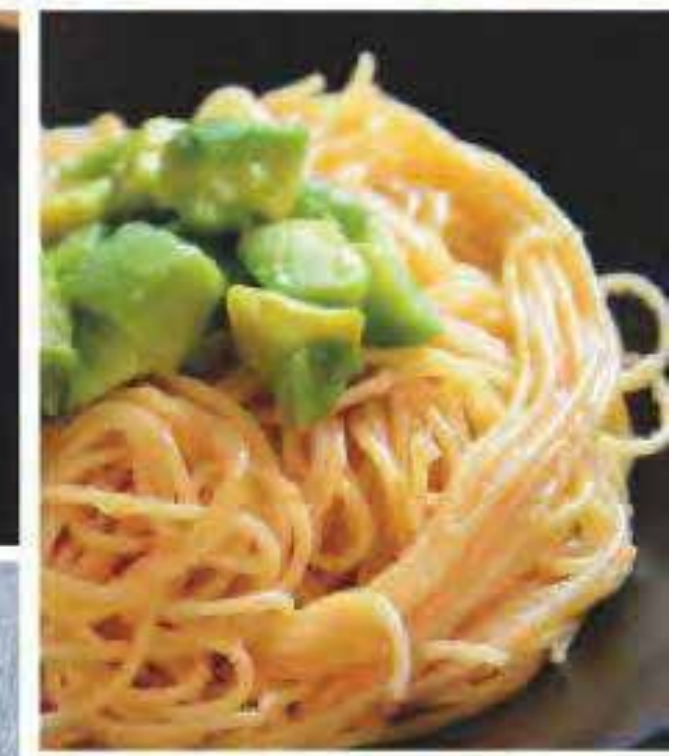
Halves



Puree



Chunks



# AVOCADO PACKAGE SIZE



# ANDES POTATO



Andes  
Potato



Andes  
Potato  
Cut







# MANGO PUREE HPP



# DRIED FRUIT FROM COLOMBIA



Golden berries



Mango



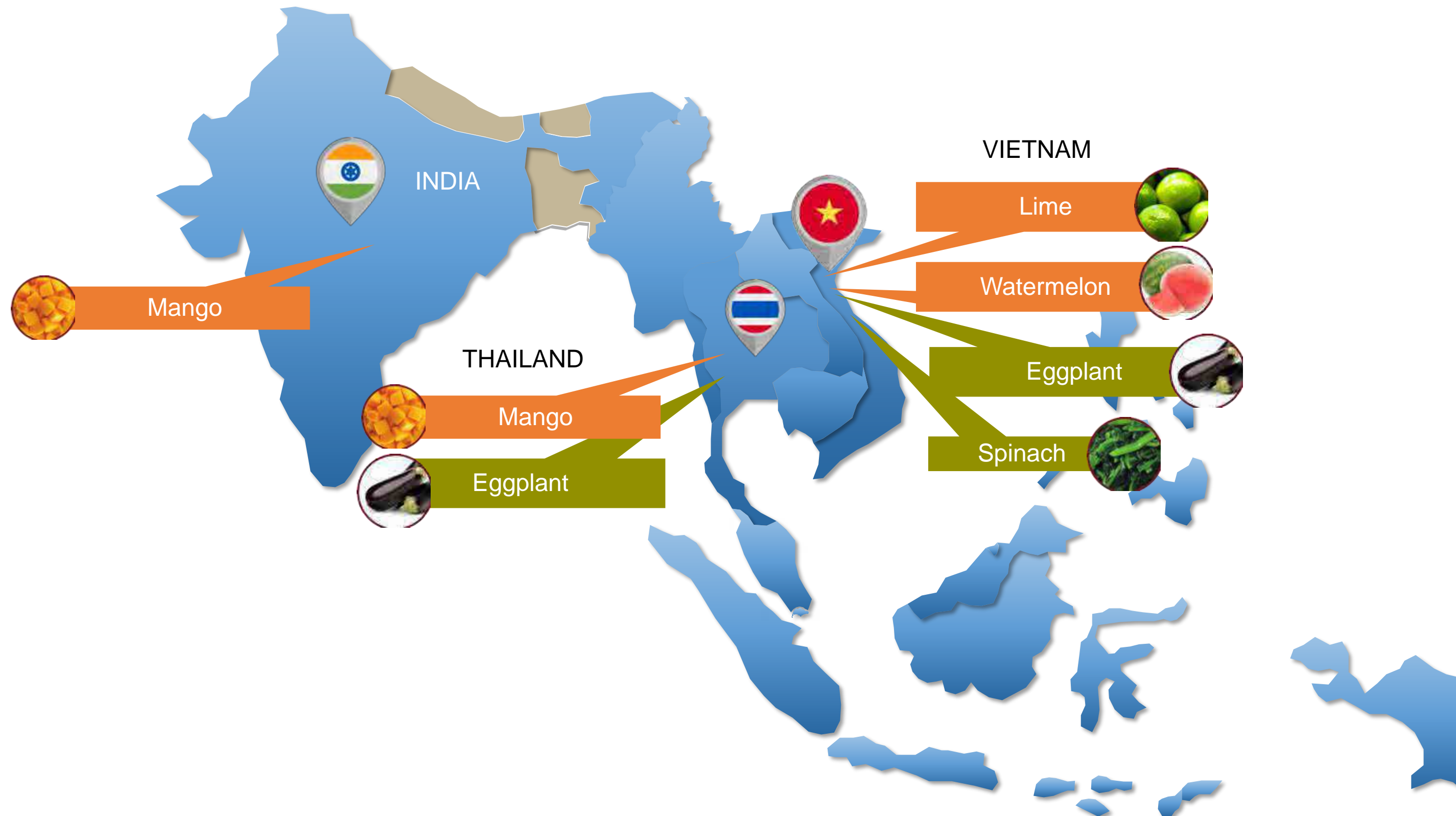
# OUR PRODUCTS / LATIN AMERICA



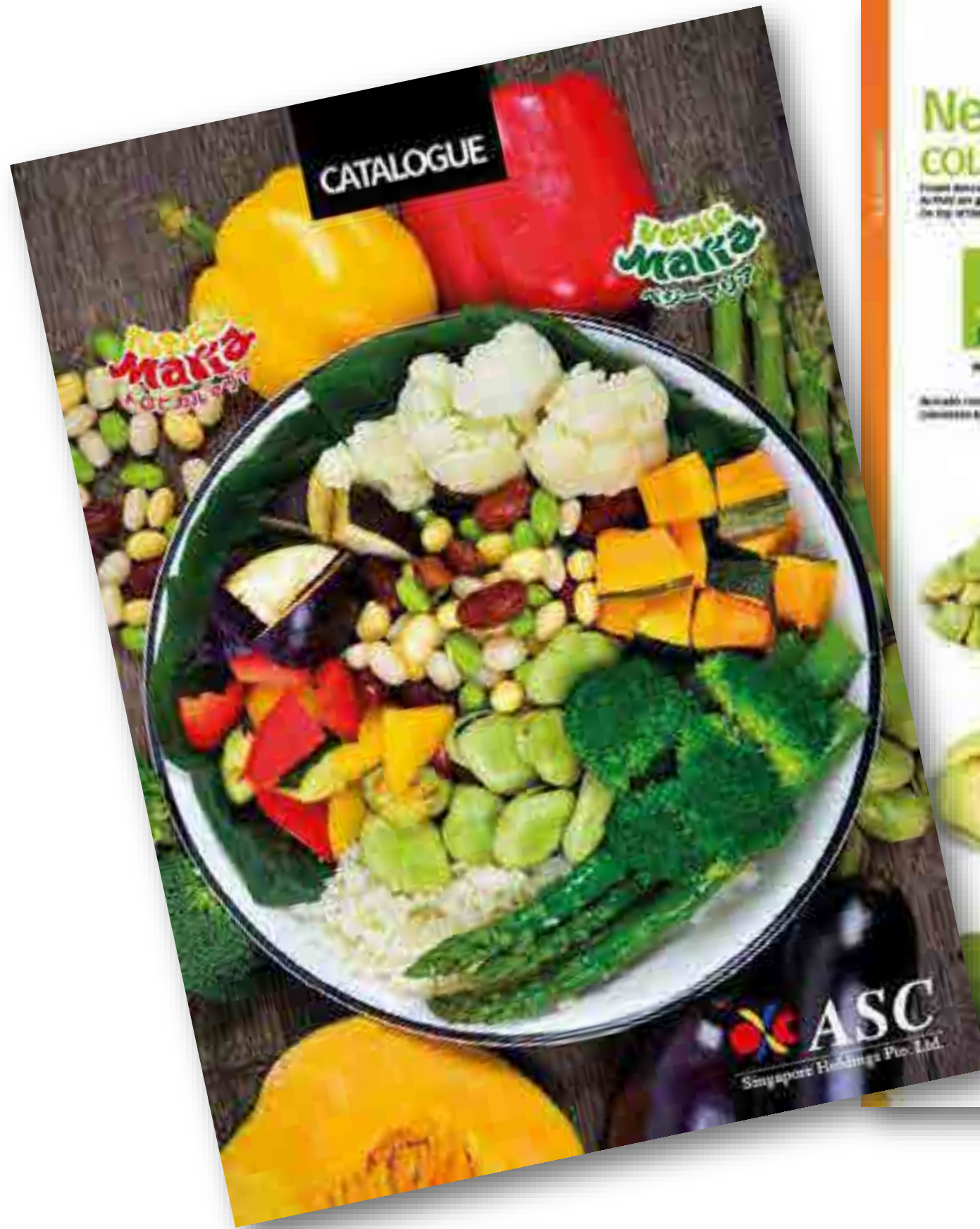
# OUR PRODUCTS / EUROPE



# OUR PRODUCTS / ASIA



# OUR CATALOGUES



## New Line Up 2020 COLOMBIAN AVOCADO

From December 15th, Colombia and Chile will be the main avocado supply base. Avocados are grown at high altitudes, there will be increased sunlight received by 2000m. On the other hand, Colombia has a rich soil throughout the year.

**TECHICAL MAMA**  
 (AVOCADO MEDIUM)  
 10kg x 20 Bags  
 Product Code: 100000  
 SK Code: 4020000000  
 Ingredients: Avocado, salt, citric acid, potassium sorbate (E202)  
 Origin: Colombia  
 Shelf Life: 2 Year

**TROPICAL MAMA**  
 (AVOCADO MEDIUM)  
 10kg x 20 Bags  
 Product Code: 100000  
 SK Code: 4020000000  
 Ingredients: Avocado, salt, citric acid, potassium sorbate (E202)  
 Origin: Colombia  
 Shelf Life: 2 Year

**TROPICAL MAMA**  
 (AVOCADO MEDIUM)  
 10kg x 20 Bags  
 Product Code: 100000  
 SK Code: 4020000000  
 Ingredients: Avocado, salt, citric acid, potassium sorbate (E202)  
 Origin: Colombia  
 Shelf Life: 2 Year

## AVOCADO SLICES WITH LIME JUICE - PERU

**TROPICAL MAMA**  
 (AVOCADO MEDIUM)  
 10kg x 20 Bags (20kg x 1000g Bags)  
 Product Code: 100000  
 SK Code: 4020000000  
 Ingredients: Avocado, salt, citric acid, potassium sorbate (E202)  
 Origin: Peru  
 Shelf Life: 2 Year

**AVOCADO**  
 Avocado is highly sought for their healthy fats and rich nutritional value (unsaturated fatty acids, vitamins A, B, D, E). With our unique freezing method, you can now enjoy every healthy fat and zesty taste anytime, anywhere.

**AVOCADO DICES**  
**TROPICAL MAMA**  
 (AVOCADO MEDIUM)  
 10kg x 20 Bags (20kg x 1000g Bags)  
 Product Code: 100000  
 SK Code: 4020000000  
 Ingredients: Avocado, salt, citric acid, potassium sorbate (E202)  
 Origin: Peru  
 Shelf Life: 2 Year

**AVOCADO SLICES**  
**TROPICAL MAMA**  
 (AVOCADO MEDIUM)  
 10kg x 20 Bags (20kg x 1000g Bags)  
 Product Code: 100000  
 SK Code: 4020000000  
 Ingredients: Avocado, salt, citric acid, potassium sorbate (E202)  
 Origin: Peru  
 Shelf Life: 2 Year



# OUR CATALOGUES



## New Products 2021

### HPP フルーツ

新鮮なフルーツをそのままの状態で凍結し、非加熱処理することで、いつでも新鮮な味を手軽に召し上がれます。ジュースやフルーツソースとして便利にお使い頂けます。

※HPP(高圧処理)とは、HPP High Pressure Processingとは、食品や飲料を室温または冷蔵状態で凍結し、高圧で凍結する装置を用いて、食品の細胞を破壊することによって、食品の新鮮な味や栄養成分を長時間保つことが出来ます。

マンゴー HPP  
HPP Mango  
1000g(22oz)×10個入り  
商品コード: 70004  
JANコード: 49430700041  
賞味期限: 12ヶ月  
保存方法: 冷蔵

ブルーベリー HPP  
HPP Blueberry  
1000g(22oz)×10個入り  
商品コード: 70005  
JANコード: 49430700051  
賞味期限: 12ヶ月  
保存方法: 冷蔵

ストロベリー HPP  
HPP Strawberry  
1000g(22oz)×10個入り  
商品コード: 70007  
JANコード: 49430700071  
賞味期限: 12ヶ月  
保存方法: 冷蔵

キウイ HPP  
HPP Kiwi  
1000g(22oz)×10個入り  
商品コード: 70006  
JANコード: 49430700061  
賞味期限: 12ヶ月  
保存方法: 冷蔵

※HPP(高圧処理)とは、HPP High Pressure Processingとは、食品や飲料を室温または冷蔵状態で凍結し、高圧で凍結する装置を用いて、食品の細胞を破壊することによって、食品の新鮮な味や栄養成分を長時間保つことが出来ます。

# OUR CATALOGUES

## アボカド コロンビア産 AVOCADO (Colombia)

アボカドは、その豊富な栄養価（不飽和脂肪酸、ビタミンA、E、Kにより、大変注目されています）、熟度・カット等ひと手間かかる自給です。いつでも手軽に美味しいアボカドを召し上がっていただける様、弊社独自の製造により冷凍食を実現しました。

こだわりのアボカドを入荷しました!

### DELICIOUS AND SUSTAINABLE AVOCADO

#### COLOMBIAN AVOCADO Map

コロンビア産 アボカドの産地

コロンビア産冷凍アボカドは、糖質含有量が少なく、クリーミーな味わいです。口中で広がるクリーミーさは絶品です。

### 環境にやさしい栽培!!

コロンビア産ハス種のアボカドは、由来によって栽培されています。雨水を大切に、節水栽培をしながら、自然な環境で育てられています。

### 世界のアボカド作りは面積

※このデータは2017年の品種が示されています。

1位	2位	3位	4位	5位
311	165	6.4	3.1	2.7
メキシコ	ペルー	コロンビア	チリ	エクアドル

コロンビア産ハス種のアボカドは、高糖質で約1,700mg〜2,300mgと栽培されています。その高糖質による糖質が多いため、通常の栽培よりも糖質が多くなります。

トピカルなアボカド-サイス Avocado Slices 150g/100g/100g/100g/100g

トピカルなアボカド-サイス Avocado Slices 150g/100g/100g/100g/100g

## マンゴー MANGO

甘味ととろけるような食感、夏ならではのマンゴーの味わいで、カットサイズ、品種などバラエティーに富んだマンゴーは、用途に応じてお使い頂けます。



### マンゴーサイス

マンゴーサイス

500g x 20個

JANコード 454567000000

賞味期限 2022/02/28

### マンゴーサイス

マンゴーサイス

1kg x 10個

JANコード 454567000000

賞味期限 2022/02/28

### マンゴーサイス

マンゴーサイス

500g x 20個

JANコード 454567000000

賞味期限 2022/02/28

### マンゴーサイス

マンゴーサイス

1kg x 10個

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賞味期限 2022/02/28

### マンゴーサイス

マンゴーサイス

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JANコード 454567000000

賞味期限 2022/02/28

### マンゴーサイス

マンゴーサイス

1kg x 10個

JANコード 454567000000

賞味期限 2022/02/28

# OUR CATALOGUES



# OUR CATALOGUES



そのまま食べられる  
自然解凍OK!

## 野菜シリーズ

### VEGETABLES RTE SERIES

1kgパック  
そのまま食べられる  
自然解凍OK! (チーク付き)

1kgパック  
そのまま食べられる  
自然解凍OK! (チーク付き)

1kgパック  
そのまま食べられる  
自然解凍OK! (チーク付き)

# OUR CATALOGUES



# RETAIL PACKAGES



# RETAIL PRODUCTS IN BIGGER SIZES



Mango 1.5kg



Avocado slices 500g x 2bag



Green asparagus 400g x 2bag





# Our Markets



# WHO IS USING OUR PRODUCT IN FOOD SERVICE

---

- FOOD SERVICE CUSTOMERS /  
Presence in More than 24,000 Outlets:
  - Hotels
  - Karaoke
  - Bakery
  - Pizza chains
  - Restaurant chains
  - Bar/Izakaya
  - Sushi
  - Raw Material for Supermarkets  
Deli



# WHO IS USING OUR PRODUCT IN RETAIL

---

- Retail CUSTOMERS /  
Presence in More than 28,000  
outlets:
  - Supermarkets
  - International Supermarkets
  - Convenience Stores
  - Drugstores
  - TV Shopping
  - Mail order



A vibrant photograph of the Singapore skyline at dusk. The Merlion fountain is the central focus, with water spraying from its mouth. In the background, several skyscrapers are visible, including one with the HSBC logo. The sky is a clear, deep blue, and the overall scene is well-lit, suggesting the 'blue hour' of sunset.

# Best Selling Products in Singapore

# SINGAPORE RETAIL

---

- NTUC Fairprice Finest – 26 Stores
- Haomart – 18 Stores
- Dairy Farm Group – 25 Stores (Q1 2021)
- Online Retail channel
  - Shopee
  - Redmart



**Cold Storage**  
*The fresh food people*





# PRODUCTS

- Mangoes
- Cauliflower Rice
- Pineapple Chunks
- Avocado Dips
- Avocado Slices
- Asparagus
- Mixed Berries
- Blueberries
- Raspberries
- Blackberries
- Strawberries

# THANK YOU



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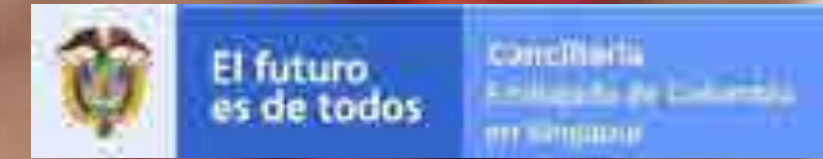
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Embajada de Colombia  
111 511111111



Closing Remarks  
**Mrs Sandra Salamanca**  
**Director PROCOLOMBIA Singapore**  
**Embassy of Colombia, Commercial Section**

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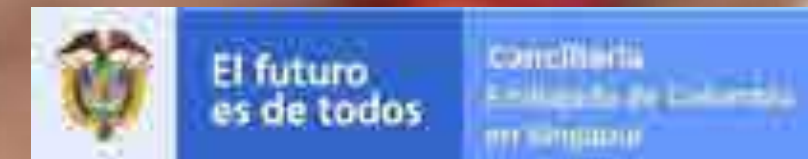
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**Thank you!**

Questions? Comments?  
We'd love to hear from you!

Scan QR Code to give your feedback:



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+65 6701 1133  
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Level 6, SBF Centre, 160 Robinson Road, Singapore 068914

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