

### **1. Guangzhou Ruoyuchen Technology Co., Ltd**

**Opis firmy:** Guangzhou Ruoyuchen Technology Co.,Ltd is a Chinese leading E-commerce integrated service provider and distributor for international brands.

With its headquarter in Guangzhou, China, it has also branch in Hangzhou China. In December, 2016, RYC is valued at 800 million RMB and received 80 million in the second round of financing.

Our sales channels cover all E-commerce platforms. Up to now we have established close relationship with more than 20 major E-commerce platforms such as Tmall (Ali group), JD which has the biggest market share in China. We work with these platforms through both brand flagship store(both PC end and mobile end) and offering goods directly to platforms, as well as end consumers.

**Czego firma poszukuje:** milk and dairy products, health food, snacks

**Przedstawiciel:** Business Manager/Business Development Center, Ms. XUAN Jia

### **2. NingBo DIJIA VIDA Trading Co.,Ltd**

**Opis firmy:** NingBo DIJIA VIDA Trading Co.,Ltd was registered in 2013 in bonded area of NingBo. Our company also takes part in the Ningbo import commodities center, importing different goods from foreign like milk, yogurt, alcohol, food and daily necessities. Main products are from Poland, Romania. The steady development is the basic principle of our company , sales is nearly \$2 million in 2017,and annual sales keep increasing at around 50%,

Under the background of "One Belt And One Road" strategy in China and create integrated platform of central and eastern European countries from NingBo, Our company plans to increase more and more high quality food and daily necessities from the central and eastern European countries to meet domestic consumers in the new year.. We also have more interested in establishing company in central and eastern Europe countries, Hoping to have much more chance of cooperating with foreign countries.

**Czego firma poszukuje:** milk and dairy products

**Przedstawiciel:** Board Chairman, Mr. ZHANG Rong

### **3. Tianjin IDER international trade Co., Ltd.**

**Opis firmy:** Located in the beautiful costal city—Tianjin. Our company is an international trade company, we focus on the high quality fruit and vegetable production, our main business is import the frozen fruit, juice, puree, fruit& vegetable concentrate.

Last year, we imported the blueberry concentrate, cranberry concentrate, grape concentrate and cherry concentrate about 120 tons from United State and Canada.

From Turkey, we imported the cherry concentrate, Pomegranate concentrate, strawberry concentrate, red beet concentrate and purple concentrate for about 75 tons. We also imported 60 tons blackcurrant concentrate and juice from Poland. We didn't fulfill the whole order from Poland last year due to insufficient capacity that caused by the bad weather. As I knew, Poland is a big agricultural country, we also could carry out the import business for the cherry, strawberry and raspberry, if the harvest is good this year.

It's a good chance that there will be Docking activity for Chinese buyer and Polish exporter. Now, we have an order on hand, it's 100 tons blackcurrant concentrate. I hope Polish Investment & Trade Agency could introduce more direct producer for us and I hope we could make the order on Polish business trip on May. Thank you.

**Czego firma poszukuje:** condensed juice, frozen fruit

**Przedstawiciel:** Ms Vicky Zhang

#### **4. Beske (Shanghai) Co., Ltd.**

**Opis firmy:** BESKE (SHANGHAI) CO., LTD. was founded in 2013, which is an enterprise with import and export rights that endorsed by the China Customs Administration and the National Foreign Trade Bureau. The company targets at providing Chinese consumers with high-quality imported food resources, and helping global food suppliers to create the Chinese market, which with a huge potential and market size.

To adapt to the international trade situation, BESKE do explore and innovate actively, and transformed the business mode into international trade service providers at the end of 2016. In addition to do the consolidating and perfecting of the original service, BESKE is also leverage internet technologies, and built the BESKE Trading Platform (BTP). The intensification as the method, helping the enterprises from worldwide reduce the costs, control the risks, and providing relevant services, such as warehouse, logistics, finance and so on. BESKE aims to become a world-class international trade service provider, and promote the international trade become simpler and more efficient.

With the help of the BTP, and the use of Artificial Intelligence (AI) and big data visual analytics system, BESKE can complete the supplier product management and handle dealer's order timely and accurately. BESKE in accordance with the requirements of China commodity inspection, and provide numerous free services for both suppliers and distributors. For example, do the prequalification for the overseas suppliers, and design products' Chinese label for domestic distributors; Help the overseas suppliers do the consignor registration before the cargo arriving the port, and do the customs

clearance for the domestic distributors after arrived the port, more importantly, BESKE will take the risks during this process. Meanwhile, our company has a logistics warehousing base in Shanghai, through the way of warehouse intensive, it not only could ensure the distributors in the whole country would receive their goods on time, but it could also help the dealers reduce the cost warehousing logistics.

**Czego firma poszukuje:** milk, oatmeal, juice, biscuits, honey, vodka, beer

**Przedstawiciel:** President, Mr Michael Guo

#### 5. **Javo International**

**Opis firmy:** Javo International, established in 2015, is the biggest partner of SM "MLEKPOL" and exclusive distributor of Laciato brand in China. We order over 120 containers every month from Poland to China. We are the first dairy importer to invite a star as the spokesman of our brand (Mr. Chen Yibing, Champion of Olympic 2008) in China. Moreover, we built up strategy partnerships with JD.com, Tmall.com, Suning.com, Kaola.com & VIP.com. We will enhance online business and expand to offline channel to meet the sales target of €32 million in 2018.

**Czego firma poszukuje:** We are searching for dairy products (especially in yogurt, kid's milk and sweet processed cheese), cereal and other healthy food from Poland.

**Przedstawiciel:** Javo Global Purchase Director, Mr Sergio Asmandia Barenys