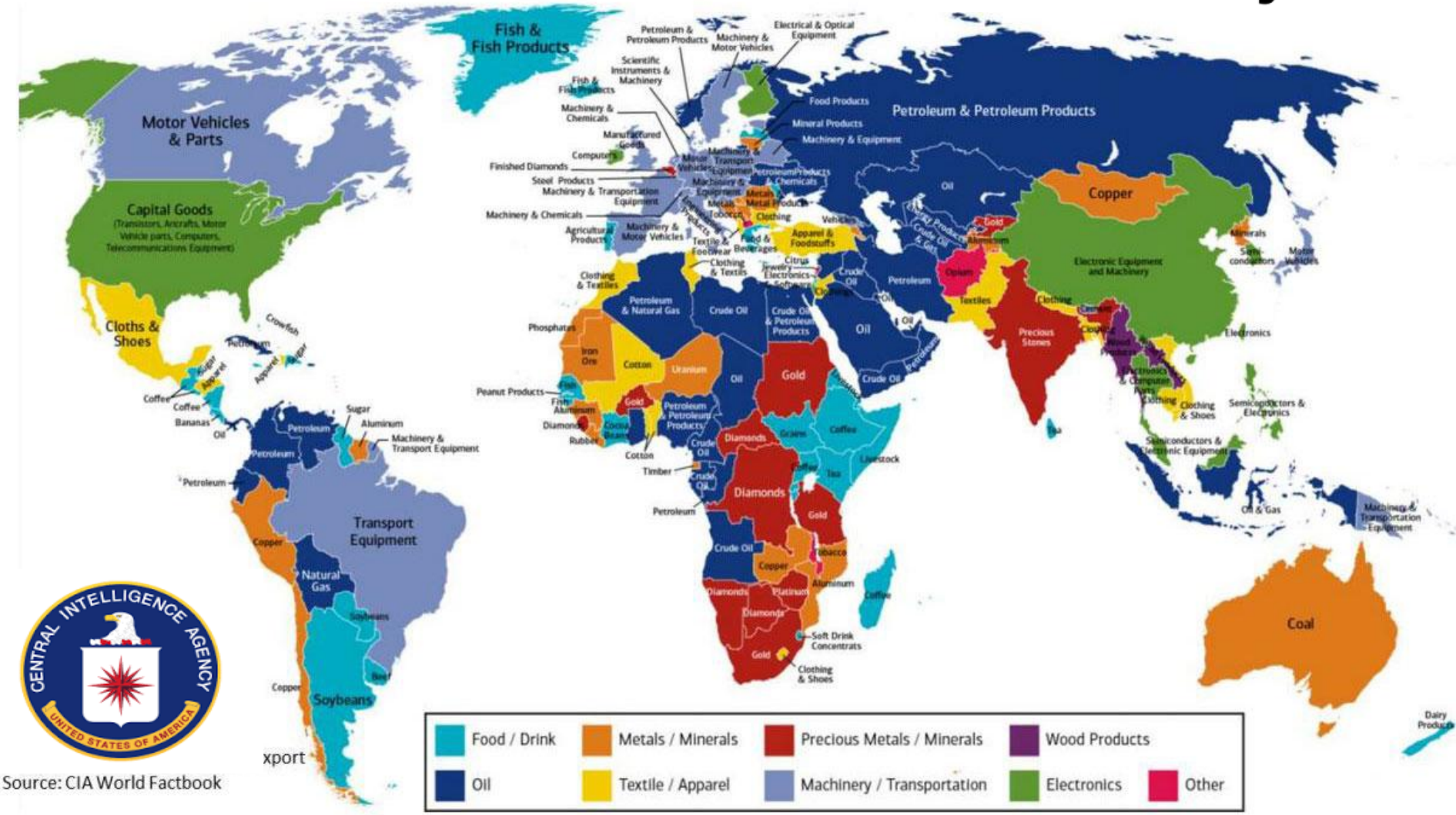
International Development

my export experience at Chios Gardens

SARANTOS CHARALAMPOPOULOS
Director of Int'l Development Chios Fruits SA

STC Development Inc , Vevey - Swiss

Merrill Lynch



CENTRAL INTELLIGENCE AGENCY
UNITED STATES OF AMERICA

Source: CIA World Factbook

WORDWIDE RETAIL PROMO & FESTIVALS

CENTRAL MARKET H-E-B


city'super
超生活
12 (Fri) - 25 (Wed)
June 2014
Mediterranean
Food & Wine Festival


MEET
THE
MAKERS

Chios Gardens

Where can you find us!

Kiev - Moscow - Tbilisi - Cairo - NY - Houston - Hong Kong - Beijing
Shanghai - Taipei - Melbourne - Brussels - Larnaca - Panama

great taste 2015

SIAL Innovation SIAL

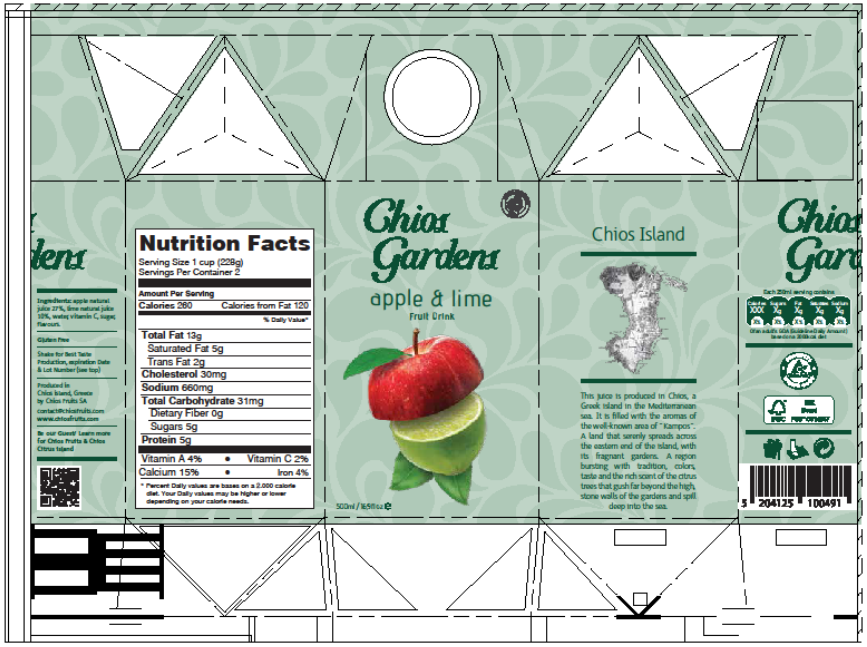
pentawards GOLD WINNER

QATAR AIRWAYS القطرية

QATAR AIRWAYS القطرية

TRAVEL CATERING EXPO 2015

airport show 2015



Importer & Distributor

High End Retailer

Catering

Retailer x 60


MARKET PLACE
by JASONS


KaDeWe
BERLIN

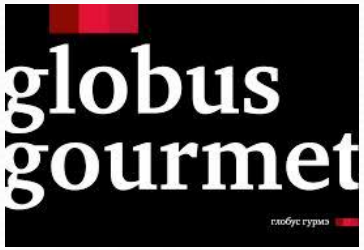

SSG FOOD MARKET


CITY
SHOP
城市超市


Dairy
Farm


E·MART
이·마트


Вино
з перших рук
Good
Wine


globus
gourmet
глобус гурмэ


百佳
PARKnSHOP


milK
&HONEY
Gourmet

Exporting Authentic Greek Gourmet products

Use your inspiration
think out of the box

M&S

QDF
QATAR DUTY FREE
السوق الحرة قطر
www.qatardutyfree.com.qa

Getty Museum CA - USA

In store promo

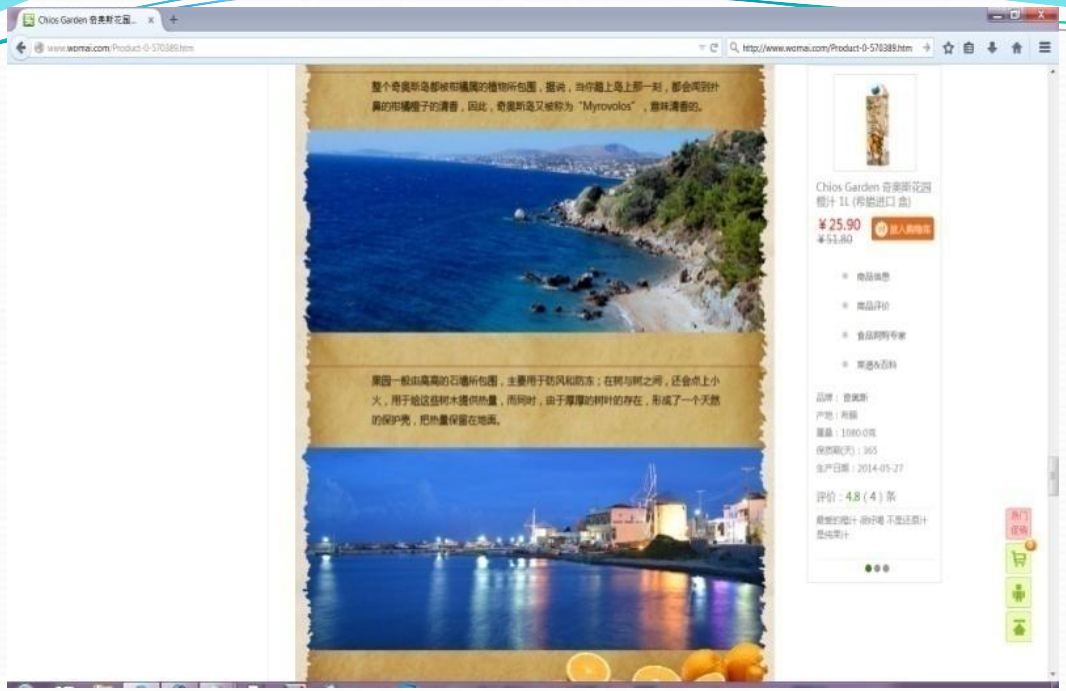
Standard Sales

High Sales + 50%

KIEV – UKRAINE 2015

Locate Best Premium Retail spots

Promote your Premium Destination



Internet Promo in CHINA

Focus on Destination

Visit & Attend International Expos …

Summer FANCY FOOD SHOW

FOODEX JAPAN


World Travel Catering & Onboard Services EXPO 5 -7 April 2016 Hamburg Messe, Germany

Foodex Saudi معرض المأكولات الدولي

TRAVEL CATERING EXPO

Speciality & Fine Food Fair

SIAL The Global Food Marketplace

FRUIT LOGISTICA FRUIT 2016 LOGISTICA

PLMA's WORLD OF PRIVATE LABEL

HOFEX

CIBUS PARMA

GOURMET FOOD & WINE SELECTION SIAL

Gulfood

anuga TASTE THE FUTURE COLOGNE 10.–14.10.2015 10 TRADE SHOWS IN ONE

ΝΕΕΣ ΤΑΣΕΙΣ

- Απευθείας επικοινωνία με πελάτες
- Επίσκεψη & Δειγματισμό μέσα στα καταστήματα
- Προσαρμόζουμε πωλησεις/ συσκευασία στα τοπικά ήθη / έθιμα
- Δεν υπάρχουν πλέον απομακρυσμένες αγορές !
- Διεθνή Βραβεία Ποιότητας & Συσκευασίας
- Ανάδειξη της περιοχής παραγωγής ως ιδιαίτερου Γαστρονομικού Προορισμού , μοιραστείτε ιστορίες – μύθους !
- Αξιοποίηση των Logistics

Δίκτυα Διανομής

- Importer / Broker / Agent 10 %

- Wholesaler / Distributor 25% - 35%

- Retailer 50% - XX%
  - Key Account Chain
  - Cash & Carry
  - small pos

- **BUDGET**

  400 euro/ Europe - 2day

  1000 euro/ Asia & M. East - 3 day

- **EXPORT DPT**
  - Professional Manager
  - Know How on International Market
  - University Degree
  - Languages

People create sales

SMILE !!

All Sales are Welcome !

Foodservice
CLUSTER

THANK YOU !