

Flavor Houses Markets review Egyptian Market



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Competition Landscape

Global & Local Flavour houses / Dairy Suppliers (Egypt)



Global Flavour Houses

Around 70% Market Share

Operating Locally



Strong presence Large Volumes Jointly with Givaudan count for 70% of Market



Strong presence Large Volume Similar to IFF, Strong heritage, preferred supplier in Cheese market



Mainly focused on Flavours No interst in Flvoued Cheese Powder



Might Be interested in near future, Various Market Studies to enter this Market

Local Flavour Houses

Around 30% Market Share

Offering F. Cheese Powder



Producer of F. Cheese Powder also various consumer productss , Mainly focused on SME's



Producer of Flavored Cheese Powder also Cheese producer, offer various other bakery products



Other known supplier for F. Cheese



Flavor house offers F. cheese Powder , Strong technical product knowledge



Fairly New to the Trade, promising, minor market shares with comparison Kamena & Golden Pack

Other Suppliers



Major (direct and indirect) Cheese Powder supplier, to both markets Cheese & Salty Snacks through IFF & Givaudan

Bell Egypt

Other Known Supplier for Cheese Powder , Focused mainly on cheese market , Does not offer to Salty Snacks Market

Not Operating Locally



Local Flavour House



Kato has strong heritage in Flavours, large customer base, No F.CP offers








Kato has strong heritage in Flavours, large customer base, No F.CP offers



Cheese Powder

Estimated Market Size - Current /Future

1. Processed Cheese :

						Others (Estimated)
	Labanita	Arab Dairy	Brego	Royal Pack	Riyada	
Vol. Share	0.4%	5.6%	0.1 %	0.1%	2.9 %	(10%)
Self Sourced	100				15*	
Local		30	20	10		20*
Total						

Total Current Market Size (2010) In Ton

115

80

205

Estimated Growth 2011 Onward

Vertical Growth :10% (20)

Conversion (40)

Estimated Future Market Size








260 Ton

- Above uses of Cheese Powder (Collectively) Count for Around 10% of Total processed Cheese Volume (Local & Export)
 - Major Processed Cheese producers as *Best Cheese, Bel Egypt* who count for around 75 % of processed Cheese Market (Potential Users of Cheese Powder) have not Confirmed their Cheese Powder usage once included Market size will grow dramatically
 - Market Shares of key Players : (*Best Cheese 35% , Green Land 14.4% and Bel Egypt 26%)* of Total Processed Cheese Volume (2009)
- (Volumes of Riyada & Others are Estimated Volumes)

Above assumptions are based on the following :

- Pricing of the Cheese (Raw) Material
- Ability to Convert to Cheese Powder (Recipe constraints) for Multinational Producers.

2. Flavour Houses (Global/Local)

							
	IFF	Givaudan	Kamena	Techno Taste	Royal Pack	Int'l Aromatic	Aspira
Vol. Share	40%	30%	8%	2%	13%		
Volume	80	60	16	4	26	12	2

Total Current Market Size (2010) In Ton

200

Estimated Growth 2011 Onward

220

- Two Global Suppliers (IFF & Givaudan) Dominate the market & count for 70-% of (Flavoured Cheese) Market

Above assumptions are based on the following :

- Would expect linear growth at 10% based on the growth of salty snacks market .



Givaudan

Givaudan Egypt

Address 5, Chemin de la Parfumerie
CH-1214 Vernier, Genève,
Switzerland

Tel +41-22-780-9111

Fax Fax +41-22-780-9150

Website Givaudan.com

Givaudan makes a world of products smell nicer and taste better. The company, with a 25% market share worldwide, makes and sells flavors and fragrances (both solid and liquid forms) throughout the world. Its flavors are used in beverages, soups, cheese, dressings, snacks, candy and other food manufacturing applications. Company "flavorists" work with clients to develop new products. Its fragrances go into everything from upscale perfumes to laundry detergents. As one of the oldest fragrance and flavor businesses in the world, Givaudan also operates a school of perfumery, maintains scent and flavor libraries, and invests research money into the science of sensory perception. Nestlé owns about 10% of the company.

Company Profile

Europe, Africa and the Middle East reported an increase year-over-year among all customer groups, boosted by the developing markets of Central and Eastern Europe, Africa and the Middle East, as well as growth in the mature markets.

- **Givaudan** (Geneva) reported :
- Sales of CHF 3,283 million for the first nine months of 2010, a gain of 9.8% YOY; for Q3 , the company reported sales of CHF 1,084 million, a gain of 5.2%.
- Sales were boosted by "excellent momentum" in developing markets and returning strength in mature markets, according to the company.
- Givaudan expects continued good performance through the fourth quarter, resulting in a sales growth above 5% in local currencies and an EBITDA margin equivalent to the pre-Quest acquisition.
- Moving forward, the company expects to grow organically between 4.5% and 5.5% per year.

Fragrance :

- Fragrance sales for the first nine months and the third quarter of 2010 totaled CHF 1,539 million (up 10.9%) and CHF 522 million (up 6.8%), respectively. Results were driven by new wins with key customers and improved sales of existing products.
- Fine fragrance grew 20.7% in local currencies for the first nine months of 2010, led by new wins, normalized customer order patterns and restocking earlier in the year.

Europe, North America and Latin America

showed continued strength.

- Across all customer segments, the consumer products business grew 9.4% in local currencies in the first nine months. Developing markets generated double-digit growth while developed markets reported positive growth.
- **North America** posted a double-digit growth, led by sales in the air care category and international customers.
- All product segment sales were above prior year levels. Sales in home and fabric categories reported double-digit growth.

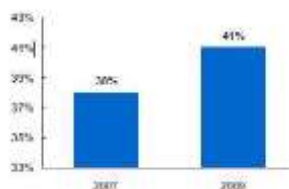
Asia-Pacific :

- particularly India, Thailand and China—sales rose in the double digits across all customers groups and all product segments.
- Fabric care sales and the markets of Argentina, Mexico and Venezuela boosted Latin American growth.

- Local and regional customer sales, as well as international customer sales, showed double-digit growth.

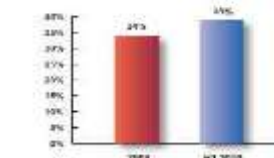
Growth in developing markets

% of Developing markets sales to total sales



Developing markets have grown twice as fast as the overall market

% of Developing Market Sales to Total Sales



Givaudan Q3, Nine-month 2010 Sales

Source : Givaudan Website :Posted: October 8, 2010



Givaudan



Givaudan Egypt

Address	Piece 37, zone 3 6 th of Oct , Cairo
Tel	38332993-28332302
Fax	38332203
Website	Givaudan.com

Export Potential M. East

Givaudan Sees huge Opportunity in export of Flavoured Cheese Powder across Arabian Countries , and would estimate market size for Adjacent markets as follows :

Estimated Market Size (Middle East)

Market	Estimated Consumption Ton/Month
Egypt	10,000
Yemen	1,500
Syria	1,000
Jordan	2,000

Figures Above for Flavoured Cheese powder

Company Profile

- Givaudan Egypt SAE involved in flavour creation , Flavours, application and sales & production . We produce & distribute flavouring Powders (salsa , cheese, Salt, Potato, tomato hot chilli & lemon & Vinegar powder

Split Across Food Categories:

Givaudan Sees huge Opportunity in export of Flavoured Cheese Powder across Arabian Countries , and would estimate market size for Adjacent markets as follows :

	Salty Snacks	Processed Cheese
CP. Usage (Raw)	60-70 Ton	150 Ton
Cheese Powder Per KG	(6-8KG /Ton)	2 KG / Ton
Key Usage	Chipsy/ Jawhara/Egypt Trade / Rotato/Lion	Processed/Roumy

Givaudan Distributors UAE:

Company	GIVAUDAN PERFUMES-RAW MATERIALS & SUPPLIES	GIVAUDAN SUISSE SA
Address :	P O BOX 33170 DUBAI UAE	Po Box 33170 Dubai (UAE)
Telephone:	9713349665	+971(4)3341141
Fax No	: 3349574	



Symrise



Symrise SAE

Futura Labs International
Aroma Labs

Address	Block 91 A Industrial Zone 1, 6 th of October City
Tel	834 1820/21/22 Ext # 205
Fax	833 0198

Company Profile

- Symrise is a global supplier of fragrances and flavorings while also manufacturing raw materials and active ingredients for the perfume, cosmetics and food industries.
- Its sales of € 1.36 billion in 2009 place the company among the top four in the international flavors and fragrances market. Headquartered in Holzminden, Germany, Symrise is represented in over 35 countries in Europe, Asia, the United States and Latin America.
- Used by manufacturers of perfumes, cosmetics and foods, our products are an inseparable part of daily life.
- At Symrise we combine an awareness of consumer trends with cutting-edge technologies, focusing on innovative fashion and lifestyle products that have additional practical value for the consumer
- With sites in more than 35 countries, Symrise has a global as well as a regional presence in all important markets.
- Interim Report 2.2010 (Global)
- Symrise enters second half 2010 backed by strong earnings and profitability growth
- Group sales up 16.4 %
- 46 % of sales generated in emerging markets
- EBITDA up 50 % – EBITDA margin rises to 22.3 %
- Net income for the period more than doubles to € 88.8 million
- FY 2010 forecast specified: on local currency terms sales growth of at least 8 % expected

Cheese Powder

- Participation:**
- Minimal participation less than 0.5% of market shares as Givaudan is market dominator
 - Most of clients are moving to other suppliers Mainly selling to Nestle ,
 - Mainly Focus on Flavours Than Cheese powder / Minimal presence

Regional Presence Middle East & Africa

Location	Egypt			United Arab Emirates	
	Symrise SAE	Aroma Labs	Futura Labs International	Symrise (Branch)	Roseland World Corporation
Address	Block 91 A Ind. Zone 1=6 th of Oct. City	3 rd Ind. Zone – new extension 6 th of October City	4 th Industrial Zone 90/4 6 th of October City –	Dubai Airport Free Zone P.O. Box 54990/LIU - B 20- Dubai	Jebel Ali Free Zone P.O.Box. 18188 Dubai
Phone	834 1820/21/22 Ext # 205	834 1820/21/22 Ext # 205	834 1820/21/22 Ext # 205	Tel. +971-4-2600 300	+971 4 883 0220
Fax	Fax. +202 833 0198	Fax: +202 833 0198	Fax: +202 833 0198	Fax +971-4-2600 301	Fax: +971 4 883 0221



IFF

Company Brief

- Incorporated in New York in 1909
 - Listed on the New York Stock Exchange, IFF
 - Member of the S&P 500 index
 - Global flavor and fragrance company
 - Creator of innovative flavor and fragrance solutions
 - 2009 net sales of \$2.3 billion
 - Corporate headquarters in New York City
- Market Capitalization ≈ \$3.5 billion
 - Approximately 5,400 employees globally
 - 90 flavorists globally
 - 80 perfumers globally

Company Profile

Financial Results :

(in millions except per share and dividend amounts)

	2009	2008	2007
Sales	\$1.00	\$2,389	\$2,277
Dividend	\$2.46	\$0.94	\$0.86
Diluted EPS	\$195	\$2.86	\$2.82
Net Income	\$2,326	\$230	\$247

By Category		%	By Region		%
Fine Fragrance & Beauty Care		17%	North America		26%
Functional Fragrances		25%	Latin America		15%
Flavours		46%	Greater Asia		24%
Fragrance Ingredients		12%	EAME		35%

Market Shares

Company	%
Sensient	2.9%
IFF	11.7%
Givaudan	11.7%
Firmenich	13.3%
Symrise	9.0%
Takasago	6.6%
T.Hasegawa	2.4%
Mane SA	2.3%
Other ~	28.8%

Products

Flavour products :

are sold principally to the food and beverage industries for use in consumer products such as soft and non-carbonates drinks, candies, baked goods, desserts, prepared foods, dietary foods, dairy products, drink powders, pharmaceuticals, snack foods and alcoholic beverages.

Sales, manufacturing, and creative facilities in 30 countries worldwide, IFF has the global reach and local expertise to meet the demands of any customer in the world.

	Dubai	Cairo	South Africa	Israel
Facilities	Sales Office	Sales Office/Manufacturing./Creative Lab	Isando Johannesburg Sales Office/Manufacturing/Creative Lab	Sales Office
Phone	Tel: 971 4 886 2288	3 833 2096/3 833 1180/3 833 0595	(27) 11-922 8800	
Fax	Fax 971 4 8873389	(202) 3 833 0553	(27) 11-974-7447	
Products		Flavours/Fragrances	Flavours/Fragrances/Ingredients	Flavours/Fragrances
Email	iffme@eim.ae		iffsafrica@iff.com	iffisrael@iff.com



IFF

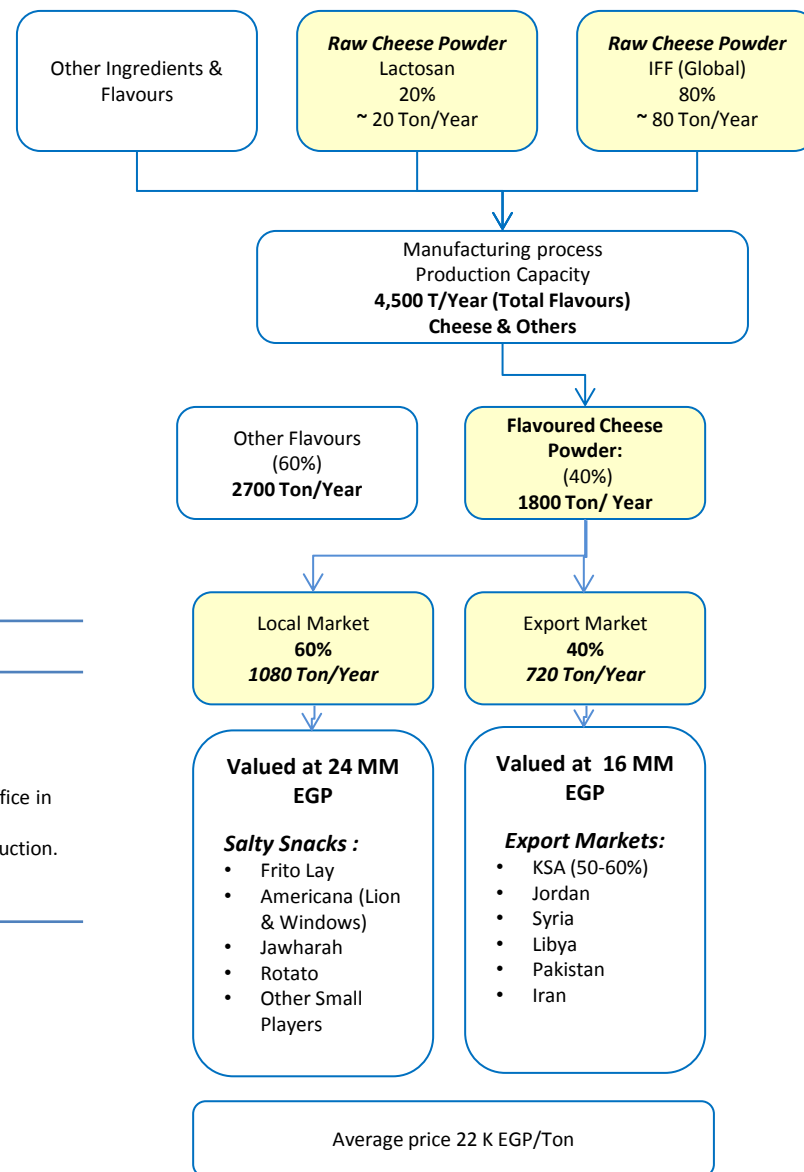
IFF

IFF Egypt

Location	Misr Co. for Aromatic Products (MARP) S.A.E.
Address	St. 79 – 1 st Industrial Area (Unit No. 26) 6 October City P.O. Box 114 Al Haram, Area Code 12556
Facilities	Sales Office-ManufacturingCreative Laboratory
Phone	3 833 2096/3 833 1180/3 833 0595/ 3 833 2096
Fax	(202) 3 833 0553
Products	Flavours /Fragrances

Annual turnover : 17,2 MM \$ USD Around 100 MM EGP

- Imports Raw Cheese powder from both (IFF HQ and locally from Lactosan)
- Produces around 4,500 Ton of Flavoured Cheese powder
- Exports to various Arabian countries, (around 40% of total volume)
- Distributes through (EPC) (Egyptian Promotion Centre)
 - Contact : Dr. Adel Fouad & Mr. Ahmed Fouad former IFF staff and founder of IFF start-up office in Egypt prior to IFF formal presence locally
- Mainly selling to small producers who would require small volumes for trials and small Quantities production.
- Sells mainly to Salty snacks market (Americana / Lion / Chipsy and others)





Firmenich



Company Profile

Middle East Counts for 15% of Global revenues : Saudi Arabia Is extremely Important also Much room In Egypt Geographically, emerging markets posted the strongest growth, led by the Eastern Europe, Middle East and Africa region, Followed by Asia Pacific and Latin America. North America and Western Europe also posted robust results.(1)

FY 2009 Results & Facts

Staffing	approximately 4,500 people at 46 locations
Annual Sales:	\$2.5 billion at the end of June 2009,
Global Presence:	over 50 countries and out of which 22 are manufacturing sites.
R&D	3 R&D centres in different countries (1)

Market Shares :

- “Our global market share is 20 % in fragrance and we are targeting same share in the M.East in the next five years,”
- “The region contributes around 15 % of the global revenue and our active presence with the new office will help boost our revenue further”
- “Sales were affected globally during the last year but this region was better than other parts of the world in 2009”

Interest in ME Region (UAE)

- “We are extremely delighted to launch our regional offices at DuBiotech and we feel confident this marks the beginning of a new and exciting chapter in Firmenich’s growth,”
- Conducted a research in the region for flavours and fragrance “We hope to develop some products specially for the region and the UAE,”

KSA & Egypt : Saudi Arabia is extremely important for us in the region. “We also see much room for growth in Egypt,

Egypt :We are moving ahead with Egypt, Madagascar and Haiti in FY11 based on preliminary studies made for these projects and we are starting ground work in India, Guatemala, Malaysia and Indonesia.

- We source a range of natural aromatic extracts from Egypt including Jasmine, Violet, Acacia Geranium and Bitter Orange.
- In February 2010, we undertook a preliminary analysis of the farming, harvesting and processing of these materials in order to identify areas for improvement.
- The study involved a field visit to meet the processor and farmers and to begin a dialogue with CARE Egypt on the potential for projects to improve conditions within the farming community.
- “Sustainability opens a new space of creativity by reconciling the traditional richness of local natural products and the power of innovation and technology.
- When I use the Jasmine harvested with our partners in Egypt in my creations, I reflect on the fact that these few drops can improve everyday lives of people.
- In the past few years, we have taken major steps to support the communities in the regions that produce our natural products.
- **Building on the success of our work sourcing sustainable vanilla from Uganda, we are now expanding our sustainability work in seven additional countries.**

Firmenich ME: DuBioTech Wins Over Swiss Firmenich (Februar 2010)

- The world’s largest privately-owned ingredients developer, which serves some of the world’s best known brands,, will utilise its new facilities at DuBiotech – a major life sciences hub in the Middle East - to create new perfumes and flavour that cater to clients in the region.
- **ME HQ : DUBAI : Swiss fragrance and flavour company Firmenich opened its Middle East headquarters in Dubai, on Tuesday, and said the office would help double its market share in the region to 20 % in a couple of years**

Major Clients Cola, Nestle, Cadbury and D&G

- Opened a new affiliate in Dubai, **United Arab Emirates**, to strengthen our presence in the Gulf region.
- This will enable us to deepen our understanding of local consumers and markets, and increase our offering of fragrances and flavours adapted to local tastes.

- Dr Marco Baccanti, Executive Director, DuBiotech, said: “The decision of Firmenich to base its regional operations at DuBiotech is a strong testament to our success. The cluster now reaches the important critical mass of 65 companies from all over the world, active in all the fields of life sciences industry.”
- The Nucleotide Laboratory Complex at DuBiotech is designed to house biotech, life sciences and pharmaceutical activities ranging from research and development, diagnostic, analytical and equipment training activities.
- Major global companies that have recently set up at DuBiotech include MAQUET Middle East, a market innovator for operating room systems and intensive care units, and Mubadala Healthcare’s establishment of the National Reference Lab (NRL), an initiative in partnership with Laboratory Corporation of America Holdings (LabCorp), one of the world’s largest and most experienced clinical laboratory companies.
- Dr Baccanti said that companies need to provide customise products and DuBiotech provides the plate-form to them. Firmenich is an important achievement for us, he added



Patrick Firmenich
Chief Executive Officer



Global Cheese Powder Producers

Lactosan



Lactosan A/S

Address	Nordbakken 2/DK-5750 Ringe
Tel	+45 6362 0520 / +45 6362 0520
Fax	+45 6262 3526
Email	lactosan@lactosan.com

Lactosan - the Cheese Powder People

Rooted in quality and innovative Cheese Powders, Lactosan dedicates its efforts on staying at the forefront as your Global Cheese Powder supplier. In Denmark and Uruguay, Lactosan operates two modern manufacturing and R&D facilities. In close cooperation with our customers and distribution partners, we continue to be at the forefront, developing new processing techniques and novelty Cheese Powders to help food manufacturers meet the challenges of tomorrow's global food markets.

High quality Cheese Powders and Application Service

We strive for high quality in all aspects of what we do from customer service to raw material sourcing, processing, quality management and innovation. But above all, we are dedicated to delivering you reliable, high quality Cheese Powder products and Cheese Powder application services.

Company Profile:

Range of Cheese Powder Products

Lactosan manufactures a broad range of cheese powders and cheese blends. Our raw materials are carefully sourced and selected and offers food and flavour manufacturers a variety of functional and natural flavour solutions in a wide array of applications.

Typical applications are e.g. biscuits, savoury snacks, bakery, sauces, dips and dressings, ready meals, flavour and seasoning blends. So, whether you are looking to develop new product concepts or seeking international inspiration, we have the products and know-how to help you bring great tasting products to market.

Pure Cheese Powder

Cheese Powders (100% pure cheese powder)

NCB Natural Cheese Powders

Booster powders based on 100% carefully selected, natural well-matured cheese

Cheese Powder Blends

Pure Cheese Blends

Blends of natural cheese and maltodextrin

Cheese Base Powders

Blends of natural cheese and other dairy ingredients

Regional Presence (Middle East) :

	Egypt	UAE –Sharjah	UAE-Dubai*
Company	Leaders for Integrated Projects	Fanar Al Khaleej	Food Specialities Limited Serving (Saudi Market)
Address	74 Haroun El Rashid St. Heliopolis – Cairo –EGYPT	Industrial Area 11 –Sharjah-P.O. Box 20857, UAE	PO Box 17135-Dubai –UAE
Telephone	+202 2642 8009	+971 6 534 3870	+971 4 8069 600
Fax	+202 2642 8008	+971 6 534 1326	+971 4 8069 659
Email	lip_ext@yahoo.com	fanar@emirates.net.ae	fsl@foodspecialities.com
Website		www.fanargroup.ae	www.foodspecialities.com

* Website reviews for KSA , Dubai is Displayed , Most probably Serviced by Dubai

About **We offer innovative Cheese Powders and Know-How**
Our broad portfolio of Cheese Powder technologies offers food and flavour manufacturers a variety of functional and natural flavour solutions for applications such as:

Products	<ul style="list-style-type: none"> - Savoury snacks - Biscuits - Bakery goods - Sauces - Dips and Dressing 	<ul style="list-style-type: none"> - Ready meals - Creams and Dessert - Processed cheese - Confectionery - Flavours and Seasonings
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Global Cheese Powder Producers

Lactosan



Leaders For Integrated Projects

Type	Importer & Distributor
Established	1997
Address	74 Haroun Al-Rashid St, Heliopolis
Tel	26428009
Fax	26428008
Email	Lip_Ext@yahoo.com
Contact	Eng. Hany El-Helaly (MD)
Mobile	012- 2170720

Other Products offered

Emulsifying salt Supplied by BK Guilini , Mainly for Processed cheese and white cheese (Estimated at 2,270 Ton/year)

Solvarom Flavours

Cheese Powder Application and usage :

	Salty Snacks	Processed Cheese	White cheese
Comments	<ul style="list-style-type: none"> Lactosan sells to Givaudan & IFF , who eventually offer (flavoured Cheese powder to Salty Snack Producers 	<ul style="list-style-type: none"> Cheddar prices affect customer buying patterns , Customers would switch from "Raw Cheddar" to cheese powder based on offered powder price Manufacturing process could be easily altered based on "Raw materials" Costs 	<ul style="list-style-type: none"> Minimal Trials for additives to selective products branded (Americana) for selective products as "Baramely" and "Green Pepper Cheese" Still at very early stage , started a couple of months back , no definite results
CP Volume	2009 = 200 Ton / 2010 = 200 Ton	150-200 Ton Annually	-
Additive %*	600 gm / Ton	1.8% -2% (1.8 to 2.2 KG / Ton)	1%

Market Estimates

Estimated processed cheese per manufactured between 2,500 – 4,000 Ton/Year

Estimated Total processed Cheese = 12,000Ton

Additives percentage between 1.8% and 2%

Estimated cheese Powder consumption = 12,000 Ton X 2%= 240 Ton / Year

Processed Cheese Clients

Faragalla	2,000 Ton
Labaneta -Seclam	3,000 Ton
Green Land	2,000 Ton
Best cheese (huge capacity 55,000 Ton)	
Others : Milkana/Sakr/Riyada /Arab Dairy	
Total	12,000 Ton

Production volumes estimated by lactosan

Leaders views to butter powder (Potential markets for Butter powder)

Processed Cheese	Confectionery Market
<p>Best cheese : could be a potential Customer however should be approved by "Lactalis" prior inclusion to their recipe of produced items</p>	<p>Hard Boiled Candy producers : Would be interested (for butter flavoured HBC)</p> <p>Coconut Flavoured Chocolate : (Cadbury) Might be interested in the product as filling for (coconut flavoured chocolate as (Gersy) – (bounty like) like Product could be potential clients if price is competitive</p>



Global Cheese Powder Producers

Kerry



Kerry Group

Established	First dairy and ingredients plant in Listowel, Ireland in 1972, Launched as a public company in 86
Group HQ	Tralee, Ireland
Staffing	20,000
Regional Presence	Europe, North America, South America, Australia, New Zealand and Asian Markets. manufacturing in 23 countries Sales offices in 20 other countries
Annual Sales	€4.5 billion UK GBP
Website	kerrygroup.com

Company Profile

Kerry Group today is a world leader in food ingredients and flavours serving the food and beverage industry, and a leading supplier of added value brands and customer branded foods to the Irish and UK markets.

- The Group has grown organically and through a series of strategic acquisitions in its relatively short history, from the commissioning of its and has achieved sustained profitable growth with current
- Listed on the Dublin and London Stock Markets and has a current market capitalisation in excess of €4 billion.
- Kerry's core technologies and global resources in culinary, dairy, lipid, meat, cereal, sweet and beverage systems and flavours provide innovative, practical product solutions to food manufacturers and foodservice companies. By utilising our core strengths, gaining synergy from combining technologies and taking a systems approach to opportunities,
- Kerry Foods, the Group's consumer foods division has established strong strategic and commercial alliances with its retail partners in the Irish and UK markets.
- Through organic growth and acquisitions in both branded and private label sectors, Kerry Foods has become a leading producer of chilled consumer food products in both markets.

Products Offering

- Employs people in manufacturing, sales, technology and application centres
- Supplies over 15,000 food, food ingredients and flavour products to customers in more than 140 countries worldwide.

Major Advantages

- Kerry has grown to become one of the largest and most technologically advanced manufacturers of ingredients and flavours in the world
- Spanning all major food categories,
- Excels in value creation for our customers through integrated customer-focused development programmes.

Brand House Hold Names

- Category leading brands such as Wall's, Mattessons, Richmond, Denny, Galtee, Roscrea, Shaws, Ballyfree, Dawn, Cheestrings, Charleville, Mitchelstown, Low Low and Dairygold to name but a few.



Global Cheese Powder Producers

Kerry



Kerry Ingredients & Flavours EMEA Region

Address 32 Iman Ali St, Ismailia Sq,
Heliopolis

Tel 22907603

Fax 22907425

Website kerrygroup.com

Contact:

Amr Ashry
Email : Amr.ashry@Kerry.com
Egypt Country Manager
Mobile : 012 216773

Company Profile

Kerry Is currently not active in Cheese Powder However Would considering entering the Market soon (As Per Amr Ashry – Country manager) Kerry 's HQ Highlighted their Interest in the Egyptian Market and would enter soon.

- Kerry Egypt acts as Logistics Partner f for large International Accounts located in Cairo
- Handling direct sales with Key Clients
- Offered Cheese Powder to (Edita- producer of Bake Rolls) however price was not competitive eventually Dropped the account
- With regards to Cheese Powder addition percentage (1.8/2.2 KG/Ton)

Key Clients

- Cadbury , Nestle Unilever and Kraft
- Main Functionality to new products and follow-up with Deals

Products :

Product	Usage	Sales Mix
imensifiers	Oil in water application (Ice Cream) & water in oil applications (chocolate)	50%
Protein	Modified Protein (Nougat & halvah)	5%
Yeast Extract	Usage for flavours & stocks	10%
Enzymes	Bakery and Flavours	25%
Flavours	Natural identical & Natural (plus)	5%
Cheese Powder		5%



Local Suppliers

Egypt (Cheese Powder / Flavours & Dairy)

Bell Foods

Techno Taste



Aspira

Int'lAromatics



UPAC



Delta Aromatic



KFF



Kamena



Golden Pack



MIFAD



Zeelandia Misr

Arab Company



Al-Amreety



Cheese Powder Supplier

Bell Foods



Bell Foods

Bell Foods

"El Garas Food Ingredient Co."

Type Importer & Supplier

Address 4 Secon Bldgs., Heliopolis, Cairo

Phone: 02-24141743

Alex : Alex : 3 Ali Amin Maher St.
Raml Station

Phone: 03-4853131, 03-4853132

Contact Wael Mounir

Company Profile

Major Products Importer & Supplier for Cheese Powder & Milk Powder (Fontera - Lactalis- BBA),
Importer of Skimmed Milk- and Coca Cheese Powder Importer –(No Cream/ Butter Powders)

Key Clients **Best Cheese Ccompany is their President (Best Cheese) :** -
Large Volumes of Cheese Powder

- **President Products :** President Imports Around 90% of it Cheese Powder however Might Purchase when out of stock from bell Foods Due to Regulations
- **Teama :** President Purchases Other (Non Lactalis) Cheese Powder for Other Local (non Standards) products as teama'
- Bell Egypt (Lavache Qui Rit) Relies totally on France as a source

Products :

Milk Powder

Fonterra



Lactalis



Dairy America



Flavour Houses /Suppliers (Local)

UPAC



UPAC

Union Perfumery, Aromatic & Cosmetic

Address : 2nd Ind. Zone, Block 79 6th Of October,

Phone: 38332626 /38300700

Fax 02-38334180

E-mail: mail@upacaromatics.com

Website upacaromatics.com

Delta Aromatic



Delta Aromatic

Address 439 Pyramids St, Giza

Tel 358 53348/50*

Fax 358 56 950

E-mail: Info@deltaaromatic.com

Factory PC 77 Indl Zone # 1, 6th of Oct

Tel 3834 2214/ 38330419

Website www.DeltaAromatic.com

Company Profile

UPAC's pedigree dates back to 1971 when Mohamed Korachi , the entrepreneurial perfumer and sole agent of Dutch flavour producer diversified horizontally to export various products such as textile medical herbs and essential oils to Europe , as well as vertically to establish an essential oil factory in Fayoum.

This Vibrant factory located hundred KM away from Cairo specialized in the product of oil and jasmine
In 1995 Korachi established UPAC Factory in 6th of Oct, To benefit from Building city's Lucrative tax incentive

Standing on this experience, UPAC has Established itself as one of the foremost specialists in food flavours and perfumes compounds in the Region

- At UPAC we take total quality management seriously , ISO Certified & HACCP Qualified
- We consider our suppliers to be partners and work together in our formulation
- Continuously invest in people , training courses and even personal development
- We work closely with clients to on tailor made solutions, thus ensuring positive and enduring working relationships
- UPAC leadership's hands-on approach to develop products and manage strategic alliance

Products

Flavours			Fragnance
Sweet Flavour	Savory Flavours	Beverage	
Hard candy /Biscuits /Choco, /Chewing gum /Ice Cream /Jam	Ghee, Margarine/Butter/ Cheese	Fruit Juice /Fruit drinks, Malted Bev/Flavoured Milk & yogurt	Detergents, Toilet Soaps, Disinfectants, Dry Tissue and Wet Wipes, oriental Perfumes & fine fragrances , Cosmetics and Shampoo

Company Profile

- Established in 1985 Delta Aromatic Contracts span almost 20 countries, stretching Across Africa, Europe and Asia
- With a rare edge of being a local company at hear , International endeavours prove our appreciation of combining local preference along with international trends.
- With delta Aromatic placing the onus on the novelty of creation we are constantly working hard to channel our abilities towards objectifying and inspiring our customers' senses.

Major Clients Cadbury, Nestle, Marico, Helw El sham, Besco Misr, Eva Pharma, Eva cosmetics

Flavour Houses /Suppliers (Local)

Techno Taste



Techno Taste

Address : 2nd industrial area, 2nd khadamy zone, 6th of October city, Plot No. 27.

Phone: 38 329 663 /38 329 664

Fax 38 329 662

Email Sales@Techno-Taste.Net

Website Techno-Taste.net

Contact

Wagih Morsi Wageeh.Morsi@Techno-Taste.net

Company Profile

Techno Taste is an Egyptian company creating, manufacturing, and marketing flavoring for food industry

- Techno Taste is an Egyptian company creating, manufacturing, and marketing flavoring for food industry.
- Anchored in food flavor and meet the evolving needs of demanding consumer with a comprehensive range of creative and innovative natural & nature identical flavors solution tailored for today's and tomorrow's food industry.
- Offer excellent possibilities for synergies in the development, production, and marketing of flavors and allow Techno Taste a competent partner for its customers.
- Has thousands types of flavors irresistible to your taste buds. We are supplying various flavors and extracts for well known food brands.
- Anticipates what you need and our partnership will drive your market place successes with each flavor or flavor system, you will reap the rewards of our flavors, applications, and flavor experts.
- Techno Taste is currently a main supplier and Middle East for the following ingredients:
 - Natural tomato powder spray dried.
 - Natural paprika powder.
 - Paprika oleoresins with various concentrations.
- Techno Taste produces a complete line of flavors for your dairy applications. We can flavor your ice-cream, UHT milk, Dip, Spread, Frozen Desert & Yoghurt. Our indulgent flavor for dairy produce the comforting, detectable taste that consumer are searching for today

Factory

Techno Taste basic philosophy of quality assurance is to comply with the laws and regulations and to provide products and ingredients that are safe and of the highest quality.

Techno Taste have a very well equipped laborites in terms of chemical, physical, and microbiological analysis for both in coming and finished products.

As we are aware of importance of food safety, Techno Taste acquired ISO 22000 of food safety; our facilities are being audited by many international and local accounts to ensure our adherence to GMP and HACCP



Products :

Savory Products

- Snacks
- Soups
- Sauces & Dressing
- Meat Processing Industry

Dairy Products

- Ice Cream Sherbets and Water ice
- Shortening (Ghee & Butter)
- Cheeses
- UHT Milk
- Drinking Yogurt

Confectionery

- Hared Boiled Sweet & Toffee
- Chocolate Bars
- Jelly Bectine & Jelly Gelatin
- Cakes
- Savory Biscuits
- Biscuits
- Cereals

Beverages

- Emulsion & Flavors for Carbonated Drinks
- Still Drinks
- Boosters for Juice, Drink & nectar
- Instant Drink

Flavour Houses /Suppliers (Local)

International Aromatics



International Aromatics

Address : Aromatic Ingredients Building New
Mansheyah, Moharem Bek/Kabary
Highway (Beside Jac cars) Alexandria

Telephone : (03) 3671000 to 3671049

Fax Fax :- (+203) 3604504

Email : info@intl aromatics.com

Website www.intl aromatics.com

Company Profile

Our mission started in 1969 by processing and exporting herbs and spices. Considered to be a pioneer in its field, in the mid eighties, International Aromatics expanded into related areas such as flavors, fragrances, essential oils and extracts.

- International Aromatics gained the reputation of being a reliable supplier that you can trust. Research and Development and quality assurance always have been the secret of International Aromatics continuous success

Products

Herbs & Spices	Flavours	Fragrance	Essential Oils
Herbs : Spices/Seeds : Botanical Plants & Flowers	bakery, dairy /Confectionery products /dessert and instant drinks/soft drinks savory foods/Seasoning	Fragrance compounds Fragrances bases Essential Oils	Herbs /Seeds Various /Flowers (Concretes & Absolutes)

Aspira



Aspira

Address Plot 54, Rd. 7, 2nd Ind. Zone 6th Of Oct

Phone: Tel: 02-38303004

Fax Fax: 02-38320744

Contacts

Khaled Salama (GM/ Owner) 011 02 02 711

Dr. Ibrahim El-Ashkar (Sales Director)

Company Profile

Aspira produces flavors for the various food and beverages applications as well as dairy stabilizers and long life savoury cream fillings for the bakery industry.

Products

F. Cheese Powder

Flavours

Flavour Houses /Suppliers (Local)

KFF



KFF

Kato Flavors & Fragrances

Address : Sakkara Road, Haraneya - Giza

Phone: 3381 0600 /Sales : 33810591/33810298

Fax 202 3381 0596 ? 33811735

E-mail: info@kff-eg.com

Website KFF-EG.Com

Company Profile

KATO Flavours & Fragrances, we're a world leader in the production and export of natural essential oils

With dedicated professionals who demonstrate a keen eye for detail and careful planning, we've been able to excel in the production and export of high quality essential oils, concretes, absolutes, natural isolates, flavours and fragrances.

As a result of our focus on high standards, we export to long standing clients in the European Union, USA and Asia and are constantly attracting new clients in other parts of the world.

History Essential oils are some of the oldest and most potent therapeutic substances known to man. In addition to the numerous applications which included the stimulating of the senses and for religious rituals, they were also found to have highly effective medicinal properties such as antiseptics.

R&D: KFF's R&D Department draws on the expertise and experience of its specialists in their particular fields. Combining the human factor with the latest in hi-tech analysis and laboratory facilities, allows us to integrate creativity into the production process. This in turn helps ensure the production of the finest materials and developing them in the most efficient and beneficial ways. Our staff follows the highest international standards to guarantee excellence.

KFF sports a comprehensive list of facilities to provide premium products: Extraction factories, Absolute Units, Distillation Plants, Fraction Distillation facilities, Physical & Chemical laboratories, GC/MS laboratories, Microbiology laboratories, Flavour Units, Fragrance Units, Compounding Units, Cosmetic Factory, Aromatherapy Unit, Medical Extraction Unit.

By boasting such an extensive system combined with human expertise, KFF is able to offer a wide range of flavours and fragrances, some of which can be created to a client's individual specifications.

Products

Natural Products

Flavours & Fragrances

Botanical Medical Extracts

Flavour Houses /Suppliers (Local)

Kamena



Egypt

Kamena

Address : Kafr Tohormos Road
EL Talbia Giza, 12111 Egypt
P.O. Box: 258 Giza,Egypt 12515





Phone: (202) 37205862 - 37200416 – 37224394

Fax (202) 37217399

E-mail: kamena@kamena.com

Products :

Consumer Products (Food)

 <p>Spicy</p>	A Range Of High Quality, Time And Effort Saving Spice Blends, For Chicken, Minced Beef & Fish ...
 <p>Millers</p>	Miller's Rice Spice range has been specially formulated to bring a variety of delicious tastes to your rice.
 <p>Sprinkle</p>	All Purpose Seasoning Makes food taste better... Naturally. It is a unique blend of apices that enhance the taste of Chicken, Meat, Pasta, Salad, Vegetables, Eggs,....
 <p>Diet Sugar</p>	Sugar Match is a Zero Calorie Sweetener composed of Aspartame,

Company Profile

Kamena, based in Cairo, Egypt, was established in 1976 as a privately owned company specialized in the research, creation, manufacture, development and distribution of *Tailor - Made FOOD Flavours & COLORS, SEASONINGS and FRAGRANCES.S*

Goal

- Our Goal is to create and supply quality products to the customers and consumers that can compete more effectively in an ever expanding market.
- Also, to supply them with technical assistance and support their needs to bring up winning new products to the market place swiftly and successfully.
- We achieve this by investing more and more on R&D which empowers us to provide our customers with the most innovative and value for money products.

Quality :

- Kamena has carefully chosen the best International Manufacturers and Suppliers to provide the highest quality raw materials for its ever-increasing range of Industrial and Consumer Products.
- All raw materials have been thoroughly selected and inspected for compliance with the highest quality standards and are subject to rigid control till they have passed our demanding assurance standards.

Consumer Products (Non Food)

Brand	Description
Hand Cleaning Products body wash Hand & Body Lotion	Bath & Shower Foam Hair shampoo-hair Conditioner Antidandruff Shampoo Kids Shampoo Hand Cleaning Shair Sun care Lavo Fast Glaso

Industrial products

Tailor Made Flavours	Bakery Chewing Gum
Food Flavours	Almond Clove Kiwi Peppermint Anise Cocoa Lemon Petit Beurre Apple Coconut Liquorice Pineapple Apricot Coffee Mandarin Pistachio Banana Cola Mango raspberry Biscuits Custard & Others
Food Colours	Black Brown Orange Violet Yellow Blue Green Red White

Flavour Houses /Suppliers (Local)

Golden Pack



Golden Pack Group

Address :	Lot 49 , 3 rd Industrial Zone, 6 th of October city
Phone:	(+202) 383 32 888
Fax	(+202) 383 32 911
E-mail:	Info@Royalpack.net
Sales & marketing	Amr.Arafa@Royalpack.net
Mobile	+2 014 444 6464
Purchasing	Wagnat.Ragab@Royalpack.Net
Website	www.royalpack.net

Company Profile

Goldenpack Group of companies is a leading manufacturing of Bakery and confectionery industrial products as well as *flavours* for the various applications in the food and Beverage industries. Goldenpack has the benefit of unbroken business tradition for over 20 Years

Vision :	Golden pack Group for edible Industries (Golden pack, Royal pack, Golden Mix, El-Safa & HB) is to become the leading company in the Middle East by the End of 2012
Mission :	To become the leading company in the Egyptian Food Sector food sector through Continues development in products with top quality that grants customer's Satisfaction
Values :	Derived from Both Vision and mission the top management team agreed upon the following values to be considered as core values of the company (Commitment – team Work – Integrity-Honesty & Social Responsibility)
Products	Flavours & Flavor Enhancers, Sugar & Sweeteners, Gums & Stabilizers, Food Ingredients Food & Beverages, Food, <i>Flavours, Bakery, Desert</i>

Products :



Industrial Products

Bakery	Patisserie	Fruit	Chocolate	Flavours	Others
<ul style="list-style-type: none"> • Cake Mix & Additives • Bread Mix • Cake & Bread Improver 	<ul style="list-style-type: none"> • Non-Dairy Cream(Topping Cream) • Filling Cream • Sponge & Black Forest Cake • Mousse, • Custard • Vegetarian Jelly • Ice Cream • Glazing • Topping Fruit • Hazel Nut Paste • Fondant • Marring 	<ul style="list-style-type: none"> • Fruit Frozen • Natural Candied fruits • Glazed Natural Cherries • Candied Dates in Syrup • Candied orange Peel • Frutta • Marron • Jams • Fruit Filling 	<ul style="list-style-type: none"> • Covertures Chocolate • Compound Chocolate • Chocolate Shapes • Chocolate filling • Gnash • Chocolate for events 	<ul style="list-style-type: none"> • Flavours • Culinary & Snacks Applications • Beverages applications • Dairy Applications • Confectionery applications • Bakery Applications • Healthcare & Pharmaceutical Applications • Edible oil and Fats Applications • Tobacco Applications 	<ul style="list-style-type: none"> • Soups • Cheese • Sauce • Egg • Demi Glace & White Sauce

Consumer Products

Food
<ul style="list-style-type: none"> • Natural Juice • Nectar Juice • Instant Drink • Qamer Eldin Juice & Sheets • Syrups

Flavour Houses /Suppliers (Local)

Golden Pack



Participating in three Main Activities :
Gulf Food /Hace / Sial



Factory	Name/Functionality
The International Company for Food Industries	the first factory for manufacturing bakery and confectionery industries and produced natural Juice under the Name of Go Fresh
The French company for edible industries:	flavours and fruit pulp aseptic and frozen industries under the name of.
El-Safa Company for food industries	Bakery & confectionery industries under the name
HB Company for Food Industries ,	This History and experience supported by a strategic vision and professional management enable the group to offer product quality and customer service which meets the highest demanding standards of acceptability in food industry



Other Dairy Suppliers (Local)

Arab Cultivators - El Tanbouli & Co



Arab Cultivators

Arab Cultivators El Tanbouli & Co.

Address : 15 Mahrosa St. Sphinx
Sq.Mohandeseen,

Phone: 33460236, 33044830,(010) 1801880

Fax Fax: 02-33460237

Email arabcult@hotmail.com
info@tanbouli.com

Website Tanbouli.com

Company Profile:

We are honored to define our selves we are the Arab Cultivators AI - Tanbouli & Co. and as one of the leading companies in the field of food industries as trade, industrialization, importation and exportation and we offer to you simplified information about the company's activity in the year 1925.The company was established in Suez for its ownerTaha Mohammed Al-Tanbouli

- In 1925 our company was founded in Suez city by Taha el tanbouli as one of the greatest food stuff trading companies in the area of Suez Canal and red sea. In 1946 the company started trading with all cities in the red sea as Jeddah, port Soudan etc...
- in 1952 we added the Cairo branch, as we started to import and export at that time. In 1960 we started manufacturing and packing different range of food stuff (salted fish, starch, honey and pickles)
- In 1965 we established a new factory for dairy product. In 1975 we started exporting our dairy products to the Arab countries, in short period we became the leading company in Egypt in exporting dairy products.
- In 1986 we became the agent of the English yeast the DCL brand 1996 we started repacking instant full cream milk powder under the brand called MIRO 1998 we launched a new brand name for milk powder called RANBOW In 2005 we launched another brand for milk powder called TAMBO In 2007 our factory gained the haccp and iso 22000.

Products

Ranbow



Miro



Tambo



Other Dairy Suppliers (Local)

MIFAD



MIFAD

Address	H.Q: 176 El-Tahrir St, Bab el louk
Phone:	33960388/33950 959
Fax	339 33 383
E-mail:	Sales@etamifad.com
Factory	7 Madinet El-Etihad, Mariotia st, Faysal, Giza
Tel;	33830062/33 830 257
Website	Etamifad.com

Company Profile

About MIFAD:

Mifad started as a breakout in the food raw material preparation technology not did we success in proving our self We became a leading fast growing enterprise producing food raw materials According to international and local specifications .

Our products range from food colour , emulsifiers and stabilizers , blends to premixes in order to serve several food segments, We also offer R&D service through our group of personnel that are capable of serving on-going development and offering new product and solution to present production problems, putting in consideration supreme quality of the raw materials and guaranteed services for our valued clients

Our products and services are covering the following main applications and fields

- Milk , Yogurt, Fermented products, Salt and Processing cheese
- Coating plastic and wax for hard cheeses/Jam, Juices and jelly/Ice cream and frozen Deserts
- Boiled sugar confectionery and jelly beans/Snacks , cracker and coted breakfast cereals
- Pastry Decoration materials/Meat, Fish Poultry injected and / or emulsified products

Mohamed Nawwar /Sales Manager/012 32 23 103

Zeelandia Misr

Zeelandia

Zeelandia Misr

El Alameya For Food Industries:

Address :	El Madina El Monawara St. 10th Of Ramadan, El Sharkeya
Phone:	015-364016, 015-364017, 015-364018
Website	http://www.icpcredit.com/ReportRequest.asp?sCompanyID=138840

Company Profile

- Bakery products (Powder Cream), glazing & Improvers



Other Dairy Suppliers (Local)

Arab Company



Arab Food

Arab Company for Food Additives

Address	18 Al-Insherah Al-Kabeer /Ahmed Oraby – Mohandeseen
Phone:	33036962/ 33044210/ 3347285/33472286
Fax	33026086
E-mail:	info@arabfood-eg.com
Website	ArabFood-eg.com

Company Profile

- **Egyptian joint stock company/ founded by Mohamed Eid & Khalid Hassan.**
- Import & export and supply of additives and raw materials from all over the world to our customers inside and outside Egypt.
- We have worked to develop the company over the past years for the company occupies a leading position in this market, trade and supply of additives for different types of industries inside and outside Egypt.

Products

Food Confy & Related	Food (Others)	Non Food
<ul style="list-style-type: none"> • Industries cheese. • Industries crackers. • Chocolate Industries. • And candy industries. • Industries biscuits. 	<ul style="list-style-type: none"> • Industries juices and jam. • Industry halva • Oil industries. • Meat industries 	<ul style="list-style-type: none"> • Pharmaceutica l industries. • Water treatment.

Key Offering :

- Food Additives
- Powder Milk
- Danesco

Al Ameerty Co



Al Amreety Co

Al Amreety Co For Importing Edible Materials

Address HQ.	11 Hosny Mubark st., Mansourah,
Tel /Fax	(050)-2216756 / 2216756 /2210537
Cairo Office	ElAbour: Stores Beside Kirazy Stores
Tel	(014)-11 11 90 7
Website	AlamreetyEgypt.com
Email	Mohamed@alamreetyegypt.com

Company Profile

Supplying all raw materials necessary for food & confectionary production. All types of powder milk, ghee, butter dairy products, lecithin, cocoa, coconut, canned & dried fruits used. Necessary items for producing cheese, yogurt, biscuits, sweets & chocolate. Supplying all Egyptian governorates & Arab countries. For more information, visit our website.

Products

Milk Powder

