

German importer of fish and seafood is looking for vegan or vegetarian fish and seafood alternatives, supplier agreements are offered

Summary

Profile type	Company's country	POD reference
Business request	Germany	BRDE20230406011
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	• World
Contact Person	Term of validity	Last update
Rita Elste - Tomsone	6 Apr 2023 5 Apr 2024	6 Apr 2023

General Information

Short summary

A renowned importer of fish and seafood to the German market would like to extend its product portfolio with vegan or vegetarian fish/seafood substitute products. Long-term cooperation with suppliers of fish alternatives is offered within supplier agreements.

Full description

A Northern German family-owned SME is an importer of fish and seafood to the German market since over 130 years. The company maintains longterm business relations with suppliers worldwide and feels obliged both to the quality and also to the sustainability of its articles.

Expecting a growing demand for sustainable products, the company would like to enlarge it's delivery program with high quality vegan and/or vegetarian fish and seafood alternatives. Contacts to suppliers of appropriate products are sought. The company is only interested in contacts to producers of ready-to-eat food products, not in contacts to providers of ingredients.

The company is looking for long-term partnerships based on supplier agreements. Partners would supply their products to the German importer, who will further distribute and sell the products within German market.

Advantages and innovations

Technical specification or expertise sought

The SME searches for contacts to producers of vegan or vegetarian fish or seafood alternatives who are able to supply these products to the German importer. The products should be ready-to-eat. The SME is not interested in suppliers of single ingredients or pre-stages products.

Stage of development

Already on the market

IPR Status

No IPR applied

Sustainable Development goals

- **Goal 3: Good Health and Well-being**
- **Goal 2: Zero Hunger**
- **Goal 14: Life Below Water**
- **Goal 12: Responsible Consumption and Production**

Partner Sought

Expected role of the partner

The partner should be a producer of vegan or vegetarian fish or seafood alternatives and supply these products to the German importer. The client is looking for long-term relationships

Type of partnership

Supplier agreement

Type and size of the partner

- **Big company**
- **SME <=10**
- **SME 50 - 249**
- **SME 11-49**

Dissemination

Technology keywords

- **07003001 - Aquaculture**
- **08001002 - Food Additives/Ingredients/Functional Food**
- **07003002 - Fish / Fisheries / Fishing Technology**

Targeted countries

- **World**

Market keywords

- **07003002 - Health food**

Sector groups involved

- **Agri-Food**
- **Maritime Industries and Services**