

# F2F Health Matters

International development of innovative European healthy food, and sustainable bio-based techno-functional ingredients and solutions, and bio-solutions in new global markets

November 20th - 25th 2022

International Mission to CANADA



# F2F | HEALTH MATTERS



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International development of innovative European healthy food, and sustainable bio-based techno-functional ingredients and solutions, and bio-solutions in new global markets



## About Us

The F2F (Farm to Fork) Health Matters project is an internationalization accelerator that aims to provide hands-on support services to European innovative SMEs specialised in healthy food, bio-based techno-functional ingredients and solutions and sustainable bio-solutions, willing to internationalise their expertise and products in new and overseas markets.

## Objectives

The objective of F2F Health Matters is to promote the development of collaborative internationalization services with a clear geographic focus to offer practical support for a group of SMEs from participating regions specialized in the biotechnology and food sectors to develop an international roadmap.

To achieve that, a strategy has been defined based on providing a complete package of services to promote international collaboration and commercial development to the group of participating SMEs.

Other objectives of the project are to support international business development of European SMEs & clusters and to maximise inter-regional and inter-clusters cooperation, leverage collaborations with relevant regional stakeholders and keep aligned with regional strategies.



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<https://f2f-project.eu/>

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# AGENDA

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Program of the F2F Health Matters International Mission to CANADA

**20<sup>th</sup> - 25<sup>th</sup>**  
**November 2022**

Sun	Mon	Tue	Wed	Thu	Fri
<b>20</b> Arrival Montreal	<b>21</b> Meetings Montreal	<b>22</b> Meetings Montreal	<b>23</b> Meetings Toronto	<b>24</b> Meetings Toronto	<b>25</b> Departure Toronto

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# Gourmet & Snacking

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# Equanto



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## About Us

Established in 1995, Equanto is a specialist producer of Organic, Vegan and Gluten Free foods. We are the leading supplier of Healthy Foods in Portugal and have two brands, Origens Bio, and Veggis.

### OUR MISSION

We see a world where healthy and tasty food is available to everyone, anytime, everywhere, and we embrace the challenge to make it happen!

### PRODUCTION & CERTIFICATIONS

Whether you are looking for ambient, cold or frozen products, we have a wide portfolio of products suitable to every need and meal, including breakfast cereals, snacks, superfoods, sugar, natural sweeteners, salt, seeds, and flours, amongst other. Our modern factory is certified IFS FOOD, ORGANIC and GLUTEN-FREE.

### INNOVATION EXPERTS

We are innovation driven. All our products are crafted by our highly creative and skilled team of I&D.



# Happylife



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## About Us

The company HAPPYLIFE has been active on the market since 2009. Our aim is to create unique and tasty products made from ingredients of the highest quality. Our main focus is on the "free from" category (gluten-free, lactose-free, no added sugar, etc.). Our production facility is certified for organic production as well as a holder of internationally recognized IFS food certificate. We want to show people that they don't have to choose between food that is healthy or tasty- it's possible to have both!

**HAPPYLIFE COCO BAR** – Organic coconut bars naturally gluten-free, without milk and soy. Sweetened only with natural sweetener – organic rice syrup. Without colourings, starch or preservatives. Made with quality ingredients for all coconut lovers, including vegetarians and vegans!

**HAPPYLIFE COLLAGEN BAR** – Coconut bars with collagen that combine delicious coconut taste and the benefits of collagen. The bars are naturally gluten-free and lactose-free. They do not contain added sugar, colourants nor preservatives.

**HAPPY MOMENT** – Coconut wheels with a lower sugar content made of coconut, fruit and chicory fiber. They are gluten-free and lactose-free and also suitable for vegans.

**HAPPY FOX** – Fruit, cocoa and coconut bars in natural quality. A great treat you can enjoy anytime, anywhere.



# Innolact (Quescrem)



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Business Development Director



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## About Us

Quescrem is a Spanish dairy company based in Galicia, a green and renowned region for its milk quality. Quescrem works with a permanent approach to innovation and quality. Using only raw local materials, manufactures and sells cream cheese, mascarpone and other dairy products which are highly appreciated by professionals all over the world. That is due to their high functional and organoleptic quality.

- A wide assortment specially developed for FOODSERVICE, BAKERY&PASTRY and RETAIL;
- Differentiated brand and products to stand out from the competition;
- Excellent value for money, above other brands in the market;
- Commercial and technical support to achieve common objectives.

Our Cream Cheese and Mascarpone are made using only the highest quality materials. Its quality helps professionals and clients from over 40 countries to appreciate the flavor, freshness and life itself.





# Les Dénudés



Ane Le Goff

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## About Us

Les Dénudés is a plant-based food brand sharing delicious ways to feel better. Starting from an idea to make simple vegan and delicious snacks the business has evolved into a range of plant-based food products.

We want to become the reference on the healthy snacks, a brand made with no sugar, made with raw ingredients, simple and delicious. We produce filled and non/filled Energy Balls, a great snack plant based with no sugar, no preservatives and vegan. Inspired by our love of chocolate and nut butter, we blend nuts, cacao and dates to make chocolatey balls, then fill them with a creamy, nut butter centre. They're the perfect afternoon snack.

From day one I knew that I never wanted to compromise on taste – flavour, abundance and excitement had to sit at the heart of every meal. Over the next year I learnt to cook, photograph, and document what I was creating, and quickly found a deep passion for the incredibly positive impact that natural, plant-based food was having on my health.



# Linatelle (Be-nat)



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CEO



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## About Us

The Be-Nat range aims to promote well-being, provide a doorway to healthy food while keeping the true gourmet side.

Be-nat products combine the following tree values: BON, BELGE & BIO (tasty, Belgian, organic). We want to offer consumers a smart and responsible way of snacking. It is possible to combine gourmet pleasure with health and ecology.

We produce CRACKERS, SPREAD PASTES and RAW Cookies in our factory in Belgium.

Our crackers are traditionally made and baked in ovens.

Our spreads do not contain refined sugar, palm oil or artificial preservatives.

For a perfect snack or apero time, consumer should combine both product crackers and spread. Our range includes savory and sweet versions.

## OUR PRODUCT RANGE



Salty or sweet



Salty or sweet



Sweet



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## About Us

Ramirez & Cª (Filhos), SA is a family-owned business that is the world's oldest fish cannery still in operation. In addition to harmonizing tradition, care for the environment and innovation, the secret of Ramirez's longevity lies in its ability to adapt its production to the consumer convenience in each market, including Canada, since 1972.

Combining cutting edge processes (the latest freezing technology, large capacity cold chain, state-of-the-art sterilizers, can inspection X-ray and robotization of the packaging section) with environmentally friendly equipment (natural light throughout the factory and offices, renewable energy, reduced water consumption and rainwater harvesting), Ramirez produces more than 200 products: tuna, sardines, mackerel, cod, squid, mussels, anchovies and even fish pasta – authentic products of guaranteed quality, distributed in more than 60 markets.

Ramirez is an ocean of epic history full of flavour. Sail on and be amazed by a new world in canned fish. Discover the universe of sustainable fishing and super green production. Take pleasure in highly controlled, healthy, and delicious sea food, including bio products. Encounter tasting islands in our century-old brands. Come across a five-generation family-owned business, also with a unique social commitment, and find out how, since 1853, we 'sea' what canned fish is all about.



# Toca Honey



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## About Us

TOCA was born in 2016 as a result of a lot of work, effort and dedication in the world of traditional and organic beekeeping. Our founder David created in the 1980s the Mel da Anta project and the values that sustain us: the protection of bees and the respect and conservation of the biodiversity of species in our unique environment, in the virgin landscapes of the mountains of Galicia.

Our honey, pollen and products derived from the hives are 100% raw, natural, organic and certified with all guarantees. Our honey is extracted from the hives by cold centrifugation and decanting, keeping all its quality and organoleptic properties intact. Since we are producers and packers, we control all the traceability of our products, as guaranteed by the IFS FOOD certification, the certification of the Regulatory Council of Organic Agriculture of Galicia (CRAEGA) and the USDA ORGANIC certification.

We have been working for more than 3 years and, thanks to the trust and support of our customers, TOCA is currently well positioned in more than 10 countries and has won several awards.





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# Functional Food & Food Supplements

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## Archie



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# archie

## About Us

First ACV Pure Player in France, archie was created by two childhood friends in end 2020 as the perfect and natural solution for all suffering from bad digestion, overweight or skin issues through a simple and millennial condiment : Apple Cider Vinegar. Our approach is highlighting our cider production by a unique and disruptive way between innovation, branding and secular craftsmanship.

In less than a year, as a market test, archie release the “brut” our raw and unpasteurized apple cider vinegar. Far from the offer of common organic food store, we made a big leap through a strong brand identity and a precise communication strategy during this pandemic. +25000 Customers in a year, hundreds of verified feedback, +500 retailers in 15 countries, +40 articles in major medias...



## BellaVie



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# bellavie

## About Us

BellaVie Synbioceutical® An Innovative & unique probiotic & synbiotic from Belgium.

At BellaVie we believe that microbiotics can be a solution for improving the health of our civilizations.

Our mission is to provide well-being solutions such as microbiotics, fibers and synbiotics using reputed European research and quality standards, together associate with an affordable cost for everyone all around the world.

Our specifically developed range of probiotics + prebiotics + nutraceuticals has the aim to boost the immune system, help to manage stress, cholesterol, diabetes, vaginal flora and infectious diseases in children through the innovative concept of Synbioceutical®.

We are a team of passionate and scientist people whose goal is to improve everyone's life through disruptive health solutions.



# Healthinfoods



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## HEALTHINFOODS BIOACTIVES

### About Us

Healthinfoods is a business unit of a Spanish holding company that has been developing, producing and selling different solutions for Food & Pharma for the last 40 years. The history of the company was commercially focused on Europe, and finally, a few years ago, we launched the business in America. We have our own plant (BRC Certified) in Madrid, near Barajas Airport.

Our greatest goal is to improve the human health. We achieve it using different tools, just to mention two, ingredients (B2B Food industry) or supplements in capsules (B2C).

### B2B

We are experts working with functionals ingredients, vitamins, minerals or pre/probiotics. Our company wants to see itself like a manufacturer of tailor-made solutions.

Consider us as a 360° partner to improve your products.

### B2C

Our supplements are ready to be launched in any market, we have the capability to adapt them for customers requirements and also to produce them for your own brands.





# Laboratory Tilman



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## About Us

A reference for evidence-based herbal therapeutics. Tilman is a Belgian PHARMACEUTICAL LABORATORY, who has chosen to focus on medicines and preparations based on herbal active ingredients. Tilman wants to offer EFFECTIVE HERBAL REMEDIES that are reliable alternatives to classical chemical drugs.

Tilman's strategy is to develop herbal medicines and food supplements with Unique Propositions (USPs) and STRONG CLINICAL EVIDENCES, in high potential markets with clear unmet needs.

Today, the first 4 products developed since 2009 with this strategic vision already account for up to 60% in turnover in Belgium with CONTINUOUS DOUBLE-DIGIT GROWTH.

As proof of its know-how, Tilman was awarded the title of "ENTREPRENEUR OF THE YEAR", in 2013, which is the most prestigious award for a Belgian company. Tilman has started its international expansion in 2005 and is now present in more than 30 countries worldwide. Our large range of products can enhance your portfolio under PRIVATE LABEL or BRANDED PRODUCTS.





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# Beverage

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## DIVAS drink INTERNATIONAL (CARE LAB Divas)



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# Care Lab

## DIVAS

### About Us

Care Lab team experience, knowledge, and close partnership with leading authorities in human nutrition paired with our inventive approach inspired us to create a new concept which delivers the answer to major long-term health concerns of today's population.

Care Lab Divas comes with nutrition solution through beverage supplement range crafted for your daily pleasure. Sophisticated formulas, where every ingredient has its own purpose backed by the clinical or scientific study for mental performance, energy, balance, healthy digestion, immunity, and tissue restoration.

### Care Water – for daily activity support

Be it focus and memory demanding tasks, stressful situations, fatigue or simply need for stronger immunity and better physical health – everyone can find a need state driven drink full of science-backed ingredients to meet their needs.

### Care Bubbles – for continuous prevention

Backed with highly effective formula for continuous prevention and support of healthy ageing, Care Bubbles come packed with first science-backed Vegan collagen formula, 74 sea minerals, 6 Vitamins and CoQ10. Low calory, refreshingly sparkling.





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# Clusters

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## Clusaga



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### About Us

The Galician Food & Drink Cluster (Clusaga) is a non-profit association made up of more than 130 members, including the main production and processing companies in the Galician food sector, as well as universities and technology centers in the community. Its objective is to contribute to the strengthening, empowerment, sustainable growth and improvement of the competitiveness and internationalization of the food and beverage sector in the region.

The food industry is one of the strategic sectors in Galicia, both due to its dimension, and its economic and social significance. Clusaga articulates an organised structure of this industry, in a broad sense, integrating food, innovation and research companies and other organisations, in cooperation processes. making it possible to reap benefits from the implementation of actions and collaborative projects and reaching a critical mass, strengthening the international competitiveness and visibility of the sector.

The leadership of Clusaga is based on transforming visions and plans into actions, finding the means and energy to develop new ideas, and creating practical solutions taking advantage of opportunities to improve the competitive position of its partners, with the consequent increase in profitability in a sustainable way.



## Wagralim



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### About Us

Located in the heart of Europe, Wallonia (part of the Kingdom of Belgium), is a high potential and strategic region for business located at 55 kilometers of the capital, Brussels. Especially in the agri-food area, the largest industrial sector of the country has build-up a strong innovative ecosystem which stimulates growth in export and turnover as well as investment and attraction of foreign investors.

For a few years, global companies chose to set-up subsidiaries and/or forge partnerships with local actors.

Created in 2006, Wagralim is the Agri-Food Innovation Cluster of reference in Wallonia. Wagralim participates and stimulates local agri-food SMEs to be part of international activities and European initiatives.



## Valorial



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### About Us

Valorial is the number one network devoted to agri-food innovation through a collaborative approach, Valorial brings together almost 400 members and a community of more than 5,000 innovators focusing on smarter food since 2006. Factories of the future, marketing 4.0, innovation management, new food uses... with Valorial you are on the brink of a full-blown revolution! Between “industrial operational excellence” and “better use value for the client”, Valorial tackles the main challenges facing the agri-food sector against a backdrop of digital transformation and ecological transition.

We have opted to funnel our skills into 6 strategic areas of innovation to support businesses and researchers (Water, climate, soil, Farms & factories operational excellence, Food supply for better eating, sustainable plant & animal production, Biomass full valorisation, and Innovative food uses & services. Our actions to encourage ideation, provide support (project development, labelling...) and promote innovation projects that are shaped around this mesh.



## Bioeconomy Cluster



### About Us

Bioeconomy Cluster (BEC) creates an innovation ecosystem for the knowledge and technology transfer between research and agri-food industry (SMEs) including relevant policies through mutual cooperation.

BEC was established in 2015 as a result of bottom-up networking pressure of agri-food and other bio-based stakeholders in Slovakia. It is actively engaged in European and national policies in agricultural innovation, in supporting and networking of SMEs, as well as in connecting the entities of knowledge triangle. The members of BEC are SMEs operating mainly in the agri-food sector, with horizontal focus on bioeconomy and bio-based solutions. Strategic members are represented by agricultural university, agri-food research centre and education.

BEC facilitates a good interconnection of different partners in the area of bioeconomy at national level and it is strong in agri-food and bioeconomy policy research, rural development research, cluster development and value chain development.



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## InovCluster



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### About Us

InovCluster – Associação do Cluster Agro-Industrial do Centro is headquartered at the Agro-Food Technological Support Center in Castelo Branco. Inovcluster’s contribution focuses on increasing the competitiveness of local and regional production systems. It also aims at distinguishing the Central Region of Portugal at a national and international level. For this purpose, it establishes a cooperation platform amongst the key players of this sector. It provides companies support through innovation processes, RTD, knowledge transfer, training, new product development, services and processes, marketing and internationalization.

Currently, InovCluster has 184 associates of which 148 are companies and entities such as: Associations / Cooperatives, Higher Education Institutions, R & D institutions linked to the agribusiness and agro-food sector, and several municipalities of the Portuguese Centro region.

InovCluster has been supported by the Municipality of Castelo Branco and funded by COMPETE – Operational Competitiveness Factors Program, by the National Strategic Reference Framework and by the European Union through the European Regional Development Fund.









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[www.f2f-project.eu](http://www.f2f-project.eu)

